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Series: Speech File Draft Files
Subseries: Chron File, 1989-1993

OA/ID Number: 13568
Folder ID Number: 13568-007

Folder Title:
Departme nt of Commerce Export Lunch 5/24/91 [OA 6033]

Stack:	Row:	Section:	Shelf:	Position:
G	26	17	1	4

WHITE HOUSE STAFFING MEMORANDUM

91 MAY 22 P4:10

DATE: 5/22/91 ACTION/CONCURRENCE/COMMENT DUE BY: ---

SUBJECT: PRESIDENTIAL REMARKS: NATIONAL EXPORT INITIATIVE LUNCHEON

	ACTION FYI			ACTION FYI	
VICE PRESIDENT	<input type="checkbox"/>	<input checked="" type="checkbox"/>	MCCLURE	<input type="checkbox"/>	<input checked="" type="checkbox"/>
SUNUNU	<input type="checkbox"/>	<input checked="" type="checkbox"/>	PETERSMEYER	<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"/>	SMITH	<input type="checkbox"/>	<input checked="" type="checkbox"/>
BROMLEY	<input type="checkbox"/>	<input type="checkbox"/>	UNTERMAYER	<input type="checkbox"/>	<input type="checkbox"/>
CARD	<input type="checkbox"/>	<input checked="" type="checkbox"/>	BOSKIN	<input type="checkbox"/>	<input checked="" type="checkbox"/>
DEMAREST	<input type="checkbox"/>	<input checked="" type="checkbox"/>	ROGERS	<input type="checkbox"/>	<input checked="" type="checkbox"/>
FITZWATER	<input type="checkbox"/>	<input checked="" type="checkbox"/>	SNOW	<input checked="" 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 MAY 22 PM 2:43

May 22, 1991

INFORMATION

MEMORANDUM FOR THE PRESIDENT

FROM: TONY SNOW *TS*

SUBJECT: NATIONAL EXPORT INITIATIVE LUNCHEON REMARKS

I. SUMMARY

Attached for your review are draft remarks for the National Export Initiative Luncheon on Friday, May 24, 1991. The event will be held at 12:30 p.m. at Boston's World Trade Center. The attached remarks are twelve minutes in length and will be TelePrompted.

II. DISCUSSION

This National Export Initiative luncheon, sponsored by the Department of Commerce, is the fourteenth of thirty such events nationwide. Its purpose is to inform the local business community about export opportunities and how the government can help them.

The attached remarks applaud several Boston area businesses (all current or former E-Award winners). You discuss the importance of international competition and product quality while illustrating the recent dramatic rise in U.S. exports. You conclude with some words on the fast track vote.

Snow/Cawley
Draft Two
May 22, 1991
12 p.m.
Export

PRESIDENTIAL ADDRESS: DEPARTMENT OF COMMERCE EXPORT LUNCHEON
WORLD TRADE CENTER
BOSTON, MASS.
MAY 24, 1991
12:30 P.M.

Thank you, Secretary Mosbacher. It's good to see Pat Saiki of the SBA and Ronald Roskens of AID. And the Bay State's own Governor Bill Weld -- Lieutenant Governor Paul Cellucci [sa-loochi] -- Treasurer Joe Malone. Fred Zeder from OPIC. John Macomber and Priscilla Rabb Ayers [airs] from the EXIM Bank. Ron Skates, head of Data General. Thank you all for coming out to support American exports!

It's always nice to visit Boston, a place known for its humility and intellectual modesty. As the old saw goes: "If you hear an owl hoot, "To whom," instead of "Who?" you can be sure it was born and educated in Boston. //

You know, it feels a little strange to be talking about exports in front of the real expert, Bob Mosbacher. Bob, you and everyone associated with our National Export Initiative have done a spectacular job promoting exports from the United States, and the numbers tell the tale. This nation enjoyed its greatest export month ever last October, and the latest monthly figures -- they're for March -- nearly equaled that record. We exported \$34 billion in goods that month -- and we had the smallest monthly trade deficit we've seen in seven and a half years.

As you all know, the world economy has changed dramatically in recent years. If you want to succeed in business these days, you can't worry just about competition from U.S. companies; you have to go head-to-head with firms from all over the world.

The lesson is clear: If we want to remain the greatest economic power on earth, we must build a strong economy at home. But just as important, we must make sure that our companies have a fair chance to do business abroad. //

In recent years, companies like yours led the way. You helped drive the longest peacetime economic expansion in our nation's history. You supplied jobs. You generated ideas. You created new industries. All you have to do is look around the Boston area / at information alley / at larger companies, such as Digital Equipment, Foxboro, or Raytheon -- builder of the Patriot missile. Look at medium-sized firms such as Arthur D. Little, the accounting firm; Ocean Spray. You even have some small dynamos -- like Octocom Systems and Jet Spray International.

Boston was built upon trade. Before our independence, it was one of the most important ports in the entire British empire, and it served as this nation's trading capital for years.

Enterprise comes naturally here. Yankee entrepreneurs push the envelope of innovation. You give America the power of inspiration, of enterprise, of creativity.

The New England Governors' Conference has worked hard to promote the cause of international trade. Governor Weld and five other colleagues have put together an economic development

strategy that stresses the importance of increasing New England's visibility and clout in international markets.

Our Administration has tried to encourage export businesses in a number of ways. Just a year ago, we created the Trade Promotion Coordinating Committee -- a council of the 18 federal agencies that provide export assistance to U.S. businesses. This week the committee has inaugurated a Trade Information Center for companies to call. The number -- 1-800-USA-TRADE -- gives callers access to information about the full range of federal programs to help our exporters.

Today, I will focus on two critical aspects of international competitiveness: quality production at home / and free and fair trade around the globe.

Start with quality. It's no secret that American products, once the envy of the world, face stiff competition from all over the globe. But no one can say that Americans aren't interested in quality. In a competitive world, we have reasserted ourselves -- and will continue to do so.

Four years ago the Reagan Administration and the Congress created the Malcolm Baldrige Awards to honor quality in the workplace. We now give up to six awards a year -- but only if we find enough companies that meet the exacting standards that the Baldrige Awards require.

The competition gets more intense each year. Only 66 companies applied for the awards in 1988; this year, 106 did --

and the largest number of applications came from small businesses.

Everywhere, you can find evidence that American businesses want to compete. You see it in the workplace, where labor and management work together to build better, more reliable, more innovative products. You see it in the classrooms, where workers go to build upon our most precious natural resource, our minds. You see it in our America 2000 education strategy, which encourages lifelong learning. You even see it in shops and stores, where "Made in the U.S.A." has become a selling point again -- and where the Baldrige Award has become a major advertising bonus.

This is also true in foreign markets. Our export business has grown dramatically of late. American firms exported \$371 billion worth of goods and services in 1985. Just five years later, that total had grown to \$673 billion.

We export more than any nation on earth, and we import more. Since 1986, sales to Canada, our largest trading partner, have increased by two-thirds. Our trade with Latin America has increased more rapidly -- up 74 percent. And exports to Mexico, now our number three trading partner, have grown an astounding 130 percent since 1986.

But that's just a beginning. We enjoyed an 80 percent increase in sales both to Western Europe and Japan. Exports to the newly industrialized nations of the Pacific Rim rose by 132 percent.

Trade within this hemisphere has grown dramatically because the new democracies in Central and South America have begun eliminating constraints on foreign investment and lifting import restrictions on such products as automotive parts, computers and software, industrial supplies -- the building blocks of any modern market economy.

As an Administration, we want to build upon that record by completing the Uruguay Round of GATT negotiations, and opening up the entire world for free and fair trade. We also want to create a free trade zone that would encompass Canada, the United States and Mexico. This single market -- 360 million consumers, who now produce \$6 trillion in annual output -- would tower over even the European Market. But we don't want to stop there: We also hope to build upon our trade success south of Mexico, through the Enterprise for the Americas Initiative.

I can't think of a more appropriate time to talk about these initiatives than today. We're wrapping up World Trade Week and we stand on the verge of a new age of wider, swifter, more integrated world trade.

[I'm happy to say that Congress has extended the fast track trade negotiation procedures. Fast track plays an absolutely essential role in moving forward with trade agreements. Now, we may press ahead with the Uruguay Round of GATT talks; with the North American Free Trade Agreement; with our Enterprise for the Americas Initiative. And let me stress that we will consult closely with Congress in all these talks. Fast-track provides a

vehicle for dealing in good faith with Congress and our trading partners. Its passage is some of the best economic news we've had in recent months.]

I met recently with leaders from the textile and apparel industries, each of whom sees great opportunity in a free trade agreement with Mexico. One CEO told me that her company's 1,200 jobs in Mexico support 2,000 jobs in the U.S. Without this alliance, she said, those 2,000 jobs wouldn't exist.

The point is: through fast track, everybody wins. In a world built upon free trade, every nation has a vested interest in the prosperity of its trading partners. After all, you can't export to a nation suffering from an economic depression. Free trade builds ties of mutual interest. It lays down a foundation for peace and prosperity -- in our hemisphere, throughout the world. Our entire Administration is dedicated to the cause of free trade and to American exports. Vice President Quayle was promoting the cause just this week in Japan, Singapore, and Malaysia. You, in your daily affairs, also play a crucial role: You help America put its best face -- and its best products -- before the entire world.

Again, thank you for being here. God bless you, and God bless the United States of America.

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DEPARTMENT OF COMMERCE EXPORT LUNCHEON
WORLD TRADE CENTER
BOSTON, MASS.
MAY 24, 1991
12:30 P.M.

THANK YOU, SECRETARY MOSBACHER. IT'S GOOD TO SEE THE BAY STATE'S OWN GOVERNOR BILL WELD -- LIEUTENANT GOVERNOR PAUL CELLUCCI [SA-LOOCHI] -- TREASURER JOE MALONE. PAT SAIKI OF THE SBA AND RONALD ROSKENS OF AID. JOHN MACOMBER FROM THE EXIM BANK. FRED ZEDER FROM OPIC AND PRISCILLA RABB AYRES [AIRS] FROM THE U.S. TRADE AND DEVELOPMENT PROGRAM. RON SKATES, HEAD OF DATA GENERAL. THANK YOU ALL FOR COMING OUT TO SUPPORT AMERICAN EXPORTS!

IT'S ALWAYS NICE TO VISIT BOSTON, A PLACE KNOWN FOR ITS HUMILITY AND INTELLECTUAL MODESTY. AS THE OLD SAW GOES: "IF YOU HEAR AN OWL HOOT, "TO WHOM," INSTEAD OF "WHO?" YOU CAN BE SURE IT WAS BORN AND EDUCATED IN BOSTON. //

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YOU KNOW, IT FEELS A LITTLE STRANGE TO BE TALKING ABOUT EXPORTS IN FRONT OF THE REAL EXPERT, BOB MOSBACHER. IT'S GREAT TO SEE YOU HERE TODAY -- I HEAR YOU DASHED BACK TO WASHINGTON FROM YESTERDAY'S N.E.I. LUNCHEON TO GIVE A LAST MINUTE PUSH FOR THE EXTENSION OF FAST TRACK. BOB, YOU AND EVERYONE ASSOCIATED WITH OUR NATIONAL EXPORT INITIATIVE HAVE DONE A SPECTACULAR JOB PROMOTING EXPORTS FROM THE UNITED STATES, AND THE NUMBERS TELL THE TALE. THIS NATION ENJOYED ITS GREATEST EXPORT MONTH EVER LAST OCTOBER, AND THE LATEST MONTHLY FIGURES -- THEY'RE FOR MARCH -- NEARLY EQUALED THAT RECORD. WE EXPORTED \$34 BILLION IN GOODS THAT MONTH -- AND WE HAD THE SMALLEST MONTHLY TRADE DEFICIT WE'VE SEEN IN SEVEN AND A HALF YEARS.

AS YOU ALL KNOW, THE WORLD ECONOMY HAS CHANGED DRAMATICALLY IN RECENT YEARS. IF YOU WANT TO SUCCEED IN BUSINESS THESE DAYS, YOU CAN'T WORRY JUST ABOUT COMPETITION FROM U.S. COMPANIES; YOU HAVE TO GO HEAD-TO-HEAD WITH FIRMS FROM ALL OVER THE WORLD.

THE LESSON IS CLEAR: IF WE WANT TO REMAIN THE GREATEST ECONOMIC POWER ON EARTH, WE MUST BUILD A STRONG ECONOMY AT HOME. BUT JUST AS IMPORTANT, WE MUST MAKE SURE THAT OUR COMPANIES HAVE A FAIR CHANCE TO DO BUSINESS ABROAD. //

IN RECENT YEARS, COMPANIES LIKE YOURS LED THE WAY. YOU HELPED DRIVE THE LONGEST PEACETIME ECONOMIC EXPANSION IN OUR NATION'S HISTORY. YOU SUPPLIED JOBS. YOU GENERATED IDEAS. YOU CREATED NEW INDUSTRIES. ALL YOU HAVE TO DO IS LOOK AROUND THE BOSTON AREA / AT INFORMATION ALLEY / AT LARGER COMPANIES, SUCH AS DIGITAL EQUIPMENT, FOXBORO, OR RAYTHEON -- BUILDER OF THE PATRIOT MISSILE. LOOK AT MEDIUM-SIZED FIRMS SUCH AS ARTHUR D. LITTLE, AND OCEAN SPRAY. YOU EVEN HAVE SOME SMALL DYNAMOS -- LIKE OCTOCOM SYSTEMS AND JET SPRAY INTERNATIONAL.

BOSTON WAS BUILT UPON TRADE. BEFORE OUR INDEPENDENCE, IT WAS ONE OF THE MOST IMPORTANT PORTS IN THE ENTIRE BRITISH EMPIRE, AND IT SERVED AS THIS NATION'S TRADING CAPITAL FOR YEARS.

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ENTERPRISE COMES NATURALLY HERE. YANKEE ENTREPRENEURS PUSH THE ENVELOPE OF INNOVATION. YOU GIVE AMERICA THE POWER OF INSPIRATION, OF ENTERPRISE, OF CREATIVITY.

THE NEW ENGLAND GOVERNORS' CONFERENCE HAS WORKED HARD TO PROMOTE THE CAUSE OF INTERNATIONAL TRADE. GOVERNOR WELD AND FIVE OTHER COLLEAGUES HAVE PUT TOGETHER AN ECONOMIC DEVELOPMENT STRATEGY THAT STRESSES THE IMPORTANCE OF INCREASING NEW ENGLAND'S VISIBILITY AND CLOUT IN INTERNATIONAL MARKETS.

OUR ADMINISTRATION HAS TRIED TO ENCOURAGE EXPORT BUSINESSES IN A NUMBER OF WAYS. JUST A YEAR AGO, WE CREATED THE TRADE PROMOTION COORDINATING COMMITTEE -- A COUNCIL OF THE 18 FEDERAL AGENCIES THAT PROVIDE EXPORT ASSISTANCE TO U.S. BUSINESSES. THIS WEEK THE COMMITTEE HAS INAUGURATED A TRADE INFORMATION CENTER FOR COMPANIES TO CALL. THE NUMBER -- 1-800-USA-TRADE -- GIVES CALLERS ACCESS TO INFORMATION ABOUT THE FULL RANGE OF FEDERAL PROGRAMS TO HELP OUR EXPORTERS.

TODAY, I WILL FOCUS ON TWO CRITICAL ASPECTS OF INTERNATIONAL COMPETITIVENESS: QUALITY PRODUCTION AT HOME / AND FREE AND FAIR TRADE AROUND THE GLOBE.

START WITH QUALITY. IT'S NO SECRET THAT AMERICAN PRODUCTS, ONCE THE ENVY OF THE WORLD, FACE STIFF COMPETITION FROM ALL OVER THE GLOBE. BUT NO ONE CAN SAY THAT AMERICANS AREN'T INTERESTED IN QUALITY. IN A COMPETITIVE WORLD, WE HAVE REASSERTED OURSELVES -- AND WILL CONTINUE TO DO SO.

FOUR YEARS AGO THE REAGAN ADMINISTRATION AND THE CONGRESS CREATED THE MALCOLM BALDRIGE AWARDS TO HONOR QUALITY IN THE WORKPLACE. WE NOW GIVE UP TO SIX AWARDS A YEAR -- BUT ONLY IF WE FIND ENOUGH COMPANIES THAT MEET THE EXACTING STANDARDS THAT THE BALDRIGE AWARDS REQUIRE.

THE COMPETITION GETS MORE INTENSE EACH YEAR. ONLY 66 COMPANIES APPLIED FOR THE AWARDS IN 1988; THIS YEAR, 106 DID -- AND THE LARGEST NUMBER OF APPLICATIONS CAME FROM SMALL BUSINESSES.

9

THIS WEEK'S VOTES ON FAST TRACK DEMONSTRATE THE KIND OF COOPERATION WE NEED. LEADERS OF BOTH PARTIES WORKED TOGETHER FOR THE GOOD OF THE COUNTRY, IN A TRULY BIPARTISAN SPIRIT. AS WE HAVE SAID ALL ALONG, THE FAST-TRACK VOTES WILL BE CLOSE. BUT THEY ALSO ARE CRUCIAL. I AM DELIGHTED WITH THE HOUSE VOTE AND AM CONFIDENT THE SENATE, TOO, WILL DO WHAT'S RIGHT A VERY SHORT TIME FROM NOW. FAST TRACK ENABLES US TO CONTINUE THE IMPORTANT WORK OF PRESSING FOR FREE AND FAIR TRADE AROUND THE WORLD.

A YES VOTE ON FAST TRACK WILL TELL THE ENTIRE WORLD THAT AMERICA STANDS READY, EAGER AND ABLE TO TAKE ON THE CHALLENGES OF THE 21ST CENTURY.

THE POINT IS: THROUGH FAST TRACK, EVERYBODY WINS. IN A WORLD BUILT UPON FREE TRADE, EVERY NATION HAS A VESTED INTEREST IN THE PROSPERITY OF ITS TRADING PARTNERS. AFTER ALL, YOU CAN'T EXPORT TO A NATION SUFFERING FROM AN ECONOMIC DEPRESSION. FREE AND FAIR TRADE BUILDS TIES OF MUTUAL INTEREST. IT LAYS DOWN A FOUNDATION FOR PEACE AND PROSPERITY -- IN OUR HEMISPHERE, THROUGHOUT THE WORLD. OUR ENTIRE ADMINISTRATION IS DEDICATED TO THE CAUSE OF FREE AND FAIR TRADE AND AMERICAN EXPORTS. VICE PRESIDENT QUAYLE WAS PROMOTING THE CAUSE JUST THIS WEEK IN JAPAN, SINGAPORE, MALAYSIA, AND INDONESIA. JUST A SHORT WHILE AGO, I MET WITH MEMBERS OF P.E.C. [PECK] -- THE PRESIDENT'S EXPORT COUNCIL. HEINZ PRECHTER, BEVERLY DOLAN, AND THE OTHER HARD WORKING MEMBERS ARE ADVANCING THE CAUSE, TOO. AND YOU, IN YOUR DAILY AFFAIRS, PLAY AN EQUALLY CRUCIAL ROLE: YOU HELP AMERICA PUT ITS BEST FACE -- AND ITS BEST PRODUCTS -- BEFORE THE ENTIRE WORLD.

AGAIN, THANK YOU FOR BEING HERE. GOD BLESS YOU,
AND GOD BLESS THE UNITED STATES OF AMERICA.

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X 2930

31 MAY 23 P2:16

Snow/Cawley
Draft Two
May 22, 1991
12 p.m.
Export

PRESIDENTIAL ADDRESS: DEPARTMENT OF COMMERCE EXPORT LUNCHEON
WORLD TRADE CENTER
BOSTON, MASS.
MAY 24, 1991
12:30 P.M.

Per Gary Foster
Fitzwater

Thank you, Secretary Mosbacher. It's good to see Pat Saiki of the SBA and Ronald Roskens of AID. And the Bay State's own Governor Bill Weld -- Lieutenant Governor Paul Cellucci [sa-loochi] -- Treasurer Joe Malone. Fred Zeder from OPIC. John Macomber and Priscilla Rabb Ayers [airs] from the EXIM Bank. Ron Skates, head of Data General. Thank you all for coming out to support American exports!

Rabb-Ayers

Int. Dev. Corp. Agency

See attached

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PRISCILLA RABB-AYRES**DIRECTOR, U.S. TRADE AND DEVELOPMENT PROGRAM
INTERNATIONAL DEVELOPMENT COOPERATION AGENCY**

Ms. Rabb-Ayres is responsible for policy development and overall implementation of the program as mandated by the Foreign Assistance Act of 1961 and the Omnibus Trade and Competitiveness Act of 1988. TDP accomplishes the dual objectives of developmental planning and encouragement of U.S. exports by funding U.S. planning services in developing and middle income countries for projects that represent significant opportunities for U.S. exports. The agency has a staff of 23 and an FY 1989 budget of \$25 million.

Ms. Rabb-Ayres was Director of Trade Finance in the International Trade Administration of the Department of Commerce from August, 1986, to July, 1988. In this capacity, she advised senior Department of Commerce officials on financial policy to encourage U.S. foreign trade. From June, 1985 to August, 1986, Ms. Rabb-Ayres served as a Special Assistant in the Department of the Treasury where she worked on domestic and international banking issues.

Prior to joining the government, Ms. Rabb-Ayres was an Assistant Vice President for The First National Bank of Chicago, and an associate in the corporate finance department of Thomson and McKinnon, Auchincloss, Burnham and Co., and Loeb, Rhoades and Co. in New York City. From 1978 through 1980, she served on the New York State Board for Public Accountancy as a lay member.

Ms. Rabb-Ayres earned her BA from Smith College, and her MBA from Harvard Business School (concentration in finance).

THE WHITE HOUSE

WASHINGTON

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I can't think of a more appropriate time to talk about these initiatives than today. We're wrapping up World Trade Week and we stand on the verge of a new age of wider, swifter, more integrated world trade.

B: YES

6

[I'm happy to say that Congress has extended the fast track trade negotiation procedures. Fast track plays an absolutely essential role in moving forward with trade agreements. **[Thanks to this great show of bipartisan effort,]** we can press ahead with the Uruguay Round of GATT talks; with the North American Free Trade Agreement; and with our Enterprise for the Americas Initiative. **[We've shown the world that America is ready to meet the challenges of the 21st century.]** Let me stress that we will consult closely with Congress in all these talks. Fast-track provides a vehicle for dealing in good faith with Congress and our trading partners. Its passage is some of the best economic news we've had in recent months.]

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and Indonesia. Just a short while ago, I met with members of P.E.C. [peck] -- the President's Export Council. Heinz Prechter, Beverly Dolan, and the other hard working members are advancing the cause, too. And you, in your daily affairs, play an equally crucial role: You help America put its best face -- and its best products -- before the entire world.

Again, thank you for being here. God bless you, and God bless the United States of America.

#

President's Export Council

Business

- o Heinz Prechter -- Chairman (ASC Inc.)
 - o Beverly Dolan -- Vice Chair (Textron Inc.)
 - o 18 other business leaders
- } Need to acknowledge as members of PEC

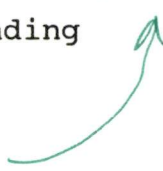
Congress

-- 8 Congressional members are not attending

Executive Branch

- o Secretary Mosbacher
 - o EXIM Bank President John Macomber
 - o 7 other Executive Branch members not attending
- } Already acknowledged. Should it be reminded to include PEC?

Other

- o MA Governor Weld -- Honored Guest
 - o Assorted DoC Undersecretaries and Asst. Secretaries
- } " " 

THE WHITE HOUSE

WASHINGTON

May 22, 1991

INFORMATION

MEMORANDUM FOR THE PRESIDENT

FROM: TONY SNOW *TS*

SUBJECT: NATIONAL EXPORT INITIATIVE LUNCHEON REMARKS

I. SUMMARY

Attached for your review are draft remarks for the National Export Initiative Luncheon on Friday, May 24, 1991. The event will be held at 12:30 p.m. at Boston's World Trade Center. The attached remarks are twelve minutes in length and will be TelePrompted.

II. DISCUSSION

This National Export Initiative luncheon, sponsored by the Department of Commerce, is the fourteenth of thirty such events nationwide. Its purpose is to inform the local business community about export opportunities and how the government can help them.

The attached remarks applaud several Boston area businesses (all current or former E-Award winners). You discuss the importance of international competition and product quality while illustrating the recent dramatic rise in U.S. exports. You conclude with some words on the fast track vote.

Snow/Cawley
Draft Two
May 22, 1991
12 p.m.
Export

PRESIDENTIAL ADDRESS: DEPARTMENT OF COMMERCE EXPORT LUNCHEON
WORLD TRADE CENTER
BOSTON, MASS.
MAY 24, 1991
12:30 P.M.

Thank you, Secretary Mosbacher. It's good to see Pat Saiki of the SBA and Ronald Roskens of AID. And the Bay State's own Governor Bill Weld -- Lieutenant Governor Paul Cellucci [sa-loochi] -- Treasurer Joe Malone. Fred Zeder from OPIC. John Macomber and Priscilla Rabb Ayers [airs] from the EXIM Bank. Ron Skates, head of Data General. Thank you all for coming out to support American exports!

It's always nice to visit Boston, a place known for its humility and intellectual modesty. As the old saw goes: "If you hear an owl hoot, "To whom," instead of "Who?" you can be sure it was born and educated in Boston. //

You know, it feels a little strange to be talking about exports in front of the real expert, Bob Mosbacher. Bob, you and everyone associated with our National Export Initiative have done a spectacular job promoting exports from the United States, and the numbers tell the tale. This nation enjoyed its greatest export month ever last October, and the latest monthly figures -- they're for March -- nearly equaled that record. We exported \$34 billion in goods that month -- and we had the smallest monthly trade deficit we've seen in seven and a half years.

As you all know, the world economy has changed dramatically in recent years. If you want to succeed in business these days, you can't worry just about competition from U.S. companies; you have to go head-to-head with firms from all over the world.

The lesson is clear: If we want to remain the greatest economic power on earth, we must build a strong economy at home. But just as important, we must make sure that our companies have a fair chance to do business abroad. //

In recent years, companies like yours led the way. You helped drive the longest peacetime economic expansion in our nation's history. You supplied jobs. You generated ideas. You created new industries. All you have to do is look around the Boston area / at information alley / at larger companies, such as Digital Equipment, Foxboro, or Raytheon -- builder of the Patriot missile. Look at medium-sized firms such as Arthur D. Little, the accounting firm; Ocean Spray. You even have some small dynamos -- like Octocom Systems and Jet Spray International.

Boston was built upon trade. Before our independence, it was one of the most important ports in the entire British empire, and it served as this nation's trading capital for years.

Enterprise comes naturally here. Yankee entrepreneurs push the envelope of innovation. You give America the power of inspiration, of enterprise, of creativity.

The New England Governors' Conference has worked hard to promote the cause of international trade. Governor Weld and five other colleagues have put together an economic development

strategy that stresses the importance of increasing New England's visibility and clout in international markets.

Our Administration has tried to encourage export businesses in a number of ways. Just a year ago, we created the Trade Promotion Coordinating Committee -- a council of the 18 federal agencies that provide export assistance to U.S. businesses. This week the committee has inaugurated a Trade Information Center for companies to call. The number -- 1-800-USA-TRADE -- gives callers access to information about the full range of federal programs to help our exporters.

Today, I will focus on two critical aspects of international competitiveness: quality production at home / and free and fair trade around the globe.

Start with quality. It's no secret that American products, once the envy of the world, face stiff competition from all over the globe. But no one can say that Americans aren't interested in quality. In a competitive world, we have reasserted ourselves -- and will continue to do so.

Four years ago the Reagan Administration and the Congress created the Malcolm Baldrige Awards to honor quality in the workplace. We now give up to six awards a year -- but only if we find enough companies that meet the exacting standards that the Baldrige Awards require.

The competition gets more intense each year. Only 66 companies applied for the awards in 1988; this year, 106 did --

and the largest number of applications came from small businesses.

Everywhere, you can find evidence that American businesses want to compete. You see it in the workplace, where labor and management work together to build better, more reliable, more innovative products. You see it in the classrooms, where workers go to build upon our most precious natural resource, our minds. You see it in our America 2000 education strategy, which encourages lifelong learning. You even see it in shops and stores, where "Made in the U.S.A." has become a selling point again -- and where the Baldrige Award has become a major advertising bonus.

This is also true in foreign markets. Our export business has grown dramatically of late. American firms exported \$371 billion worth of goods and services in 1985. Just five years later, that total had grown to \$673 billion.

We export more than any nation on earth, and we import more. Since 1986, sales to Canada, our largest trading partner, have increased by two-thirds. Our trade with Latin America has increased more rapidly -- up 74 percent. And exports to Mexico, now our number three trading partner, have grown an astounding 130 percent since 1986.

But that's just a beginning. We enjoyed an 80 percent increase in sales both to Western Europe and Japan. Exports to the newly industrialized nations of the Pacific Rim rose by 132 percent.

Trade within this hemisphere has grown dramatically because the new democracies in Central and South America have begun eliminating constraints on foreign investment and lifting import restrictions on such products as automotive parts, computers and software, industrial supplies -- the building blocks of any modern market economy.

As an Administration, we want to build upon that record by completing the Uruguay Round of GATT negotiations, and opening up the entire world for free and fair trade. We also want to create a free trade zone that would encompass Canada, the United States and Mexico. This single market -- 360 million consumers, who now produce \$6 trillion in annual output -- would tower over even the European Market. But we don't want to stop there: We also hope to build upon our trade success south of Mexico, through the Enterprise for the Americas Initiative.

I can't think of a more appropriate time to talk about these initiatives than today. We're wrapping up World Trade Week and we stand on the verge of a new age of wider, swifter, more integrated world trade.

[I'm happy to say that Congress has extended the fast track trade negotiation procedures. Fast track plays an absolutely essential role in moving forward with trade agreements. Now, we may press ahead with the Uruguay Round of GATT talks; with the North American Free Trade Agreement; with our Enterprise for the Americas Initiative. And let me stress that we will consult closely with Congress in all these talks. Fast-track provides a

vehicle for dealing in good faith with Congress and our trading partners. Its passage is some of the best economic news we've had in recent months.]

I met recently with leaders from the textile and apparel industries, each of whom sees great opportunity in a free trade agreement with Mexico. One CEO told me that her company's 1,200 jobs in Mexico support 2,000 jobs in the U.S. Without this alliance, she said, those 2,000 jobs wouldn't exist.

The point is: through fast track, everybody wins. In a world built upon free trade, every nation has a vested interest in the prosperity of its trading partners. After all, you can't export to a nation suffering from an economic depression. Free trade builds ties of mutual interest. It lays down a foundation for peace and prosperity -- in our hemisphere, throughout the world. Our entire Administration is dedicated to the cause of free trade and to American exports. Vice President Quayle was promoting the cause just this week in Japan, Singapore, and Malaysia. You, in your daily affairs, also play a crucial role: You help America put its best face -- and its best products -- before the entire world.

Again, thank you for being here. God bless you, and God bless the United States of America.

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STAFFED

Catalyn's Comments

MASTER

Snow/Cawley
Draft One
May 20, 1991
12:30 p.m.
Export

NE gov's
conf

NATIONAL EXPORT INITIATIVE LUNCHEON

PRESIDENTIAL ADDRESS: ~~DEPARTMENT OF COMMERCE EXPORT LUNCHEON~~
WORLD TRADE CENTER
BOSTON, MASS.
MAY 24, 1991
12:30 P.M.

[Introductory acknowledgments]

Intro by Mosbacher. Head table TBD.

[jokes]

It's always nice to visit Boston, a place known for its humility and intellectual modesty. As the old saw goes: "If you hear an owl hoot, "To whom," instead of "Who?" you can be sure it was born and educated in Boston. //

You know, it feels a little strange to be talking about exports in front of the real expert, Bob Mosbacher. Bob, you've done a spectacular job promoting exports from the United States, and the numbers tell the tale. This nation enjoyed its greatest export month ever last October, and we came close to matching that feat ^{in the latest monthly figures for March.} ~~just last month.~~ We exported nearly \$34 billion in ^(or merchandise) ~~goods and services~~ ^{that (March)} ~~last~~ month -- and we had the smallest monthly trade deficit we've seen in 7-1/2 years.

As you all know, the world economy has changed dramatically in recent years. If you want to succeed in business these days, you can't worry just about ^{competing with} U.S. companies; you have to ^{go head-to-head} ~~compete~~ with firms ^{from} all over the world. If this nation wants to remain the greatest economic power on earth, we must build a strong

xer D.O.C.
Chief Economist

CEA

Per Secretary Mosbacher :

1. This is #14 of 30 planned luncheons nationwide to promote the NTI Export Initiative. The point is to visit w/ businesses across America + enlighten them about what the gout. can do to help their export goals.
Please stress this. "All parts of government supporting US exports are gathered here today to help you
2. Give a nod to the entire operation, which is only headed * by Mosbacher. POTUS will meet w/ all the agency heads + players in the holding room immediately before speaking.
3. Stress the importance of opening foreign mkts. to US exports.... and that the gout. is helping. Reference the VP in Japan. See attached news articles.

- | | | |
|--|---|---|
| <ol style="list-style-type: none"> ① For a large firm, use : <ul style="list-style-type: none"> - Digital Equip. Corp. - Foxboro Corp. - Raytheon ② For medium sized firm, use : <ul style="list-style-type: none"> - Arthur D. Little - Ocean Spray Cranberries - MA Port Authority (quasi-private) ③ For small sized firms : <ul style="list-style-type: none"> - Octocom Systems - Jet Spray Int'l. | } | <p>all are
current or
former
E-Award
winners

(ie: "golden"!)</p> |
|--|---|---|

economy at home. But just as important, we must make sure that our companies have a fair chance to do business abroad.//

helped sustain
Mr D.O.C. Chief Economist

In recent years, companies like yours led the way. You drove the longest peacetime economic expansion in our nation's history. You supplied jobs. You generated ideas. You created new industries. All you have to do is look around the Boston

Mr D.O.C. Chief Economist + Mosbacher's office

area / at information alley / at larger companies, such as Data General / at medium-sized firms such as Octocom Systems and Jet Spray International / ~~at small firms, such as Weathertrac~~

D.G. is in trouble. Substitute is coming from D.O.C.

(these 2 firms are small not medium)

Medium substitutes coming from D.O.C.

~~Industries~~ / and you'll see what I mean. (Local businesses even have made inroads in the tough real-estate business. A magazine recently listed Meditrust Management Corp, in Waltham as one of the nation's "Little Giants.")

Delete CEA OCA

Boston was built upon trade. Early settlers of this city established thriving businesses in shipbuilding, fishing, and manufacturing. Boston was the trading capital of America for years, (and at one point was the fourth-largest trading center in the entire British empire.)

Joe Gardner

Enterprise comes naturally here. Yankee entrepreneurs push the envelope of innovation. You give America the power of inspiration, of enterprise, of creativity.

Our administration has tried to encourage export businesses in a number of ways, including gatherings of the Trade Promotion Coordinating Council. Today, I will focus on the two critical aspects of international competitiveness: quality production at home / and free and fair trade around the globe.

Committee, which I created just one yr ago.

Commerce

Start with quality. It's no secret that American products, ^{now have stiff competition. I} once the envy of the world, ~~don't enjoy the lofty reputation they think Americans can meet the quality challenge.~~ ^{Commerce} used to enjoy. ~~But no one can say that Americans aren't~~

interested in quality. In a competitive world, we have reasserted ourselves -- and will continue to do so.

Four years ago the Reagan administration ^{+ the Congress} created the Malcolm Baldrige Awards to honor quality in the workplace. (We now give up to six awards a year) -- two each for manufacturing, service and small businesses -- but only if we find enough companies that meet the very exacting standards that the Baldrige awards require.

~~Even though we never have given six awards a year,~~ ^{intense} the competition gets more ~~fierce~~ (each year). Only 66 companies applied for the awards in 1988; this year, 106 did. For the first time, we received more applications from small businesses than from manufacturers or service firms.

Everywhere, you can find evidence that American businesses want to compete. You see it in the workplace, where labor and management work together to build better, more reliable, more innovative products. You see it in classrooms, where workers go to build upon our most precious natural resource, our minds. You even see it in shops and stores, where "Made in the U.S.A." has become a selling point again -- and where the Baldrige award has become a major advertising bonus.

This also is true in foreign markets. Our export business has grown dramatically of late. American firms exported ³⁷¹ \$370

per Commerce's Economist

inconsistent + confusing

5m Callamore

OMB CEA

billion worth of goods and services in 1985. Just five years

TS:

A suggested insert/corrections for page 4, the first full two paragraphs. The underlining indicates new stuff:

(From Commerce)

Since 1986, sales to Canada -- our #1 market, are up 2/3. Sales to Latin America are up 74%, led by a 130% rise in exports to Mexico, our #3 trading partner.

Sales to Japan and Western Europe each increased over 80% over that same period -- and exports to the newly industrialized nations of the Pacific Rim are up 132%.

Trade within our own hemisphere has posted strong growth and will continue to grow dramatically because the enlightened governments in Central and South America have begun to lift constraints on inward investment -- as well as import restrictions on such products as automotive parts, computers and software, industrial --the building blocks of any modern ((or: market based)) economy.

Carolyn

Enterprise for the Americas Initiative.

I can't think of any more appropriate time to talk about these initiatives than today. We're wrapping up World Trade Week and we stand on the verge of a new age of wider, swifter, more integrated world trade. ✓

[Section on fast track, with the spin depending upon what Congress has done by Thursday.]

I met ^(last week) recently with ^{a group of} leaders from the textile and apparel industries, ^{each of whom sees great opportunity in} all of whom love the idea ^f of a Free trade agreement with Mexico. ^{Commerce} Linda Wachner, chairman of Warnaco, Inc. -- which employes ^x nearly 12,000 people worldwide -- told me that Warnaco's 1,200 jobs in Mexico support 2,000 jobs in the U.S. Without this ^{cross border} alliance, she said, Warnaco would lose those 2,000 U.S. jobs.

The point is: through fast track, everybody wins. In a world built upon free trade, every nation has a vested interest in the prosperity of its trading partners. After all, you can't export to a nation suffering from an economic depression. Free trade builds ties of mutual interest. It lays down a foundation for peace and prosperity -- in our hemisphere, throughout the world.

Again, thank you for being here. God bless you, and God bless the United States of America.

FYI: POTUS prefers only 1 "God bless..."

Per Cabinet Affairs, USTR is a bit concerned about the above #.

- ① They suggest inserting the names of some of the businesses at that meeting: Springs, Industries, Pepperell, Haggar.
 - "Last week I met w/ a group of leaders from the textile + apparel industries, such as"
- ② They don't like "love the idea" because they support it only insofar as they gain. Suggest: "This group was very supportive of ---, or: is enthusiastic about ---, or: sees great opportunity in ---."
- ③ Hesitation to name Wachner to the exclusion of all the other CEO's. Suggest: "One CEO told me..." or "One woman, in fact, told me..."

Two ge

1.) We want we want is work now ca

2.) In the brief ed

POTUS the more time.

would fit in nicely + gives opportunity to highlight that issue one

read -- ration ling right

make a

Quayle Presses Concerns About Car Sales in Japan

Trade Issue Raised as Others Are Settled

By Paul Blustein
Washington Post Foreign Service

TOKYO, May 20—Vice President Quayle started his visit to Japan today by opening a new front in U.S. efforts to crack the Japanese market: complaining to Japan's top leadership about the notoriously poor sales of American cars here.

In meetings with Prime Minister Toshiki Kaifu and Eiichi Nakao, minister of international trade and industry, Quayle said that the inability of U.S. automakers to sell their vehicles through Japanese auto dealers should become the subject of governmental trade negotiations, according to U.S. and Japanese officials.

Quayle's move raises a new political issue in the increasingly sensitive arena of global automobile trade. With the U.S. industry suffering from severe losses and layoffs, the administration has come under pressure from Chrysler Corp. Chairman Lee Iacocca, among others, to restrict sales of Japanese cars in the United States. The White House has rebuffed Iacocca's proposal but appears anxious to be

seen as sympathetic to the beleaguered American industry.

The development also means that a new trade dispute has been created just as Washington and Tokyo are moving to resolve some old ones. U.S. and Japanese officials are meeting here this week in hopes of reaching agreement on new pacts concerning computer chips and the access of foreign firms to Japanese construction projects.

On another trade irritant—Japan's closed rice market—officials here indicated modest flexibility by saying that Japan's willingness to allow rice imports hinges on concessions by the United States and European Community on reforming the international trading system.

Kaifu and Nakao said they would take Quayle's concerns under consideration, according to officials who were present at the meetings. But some Japanese officials reportedly reacted with indignation, saying that U.S. automakers have only themselves to blame for failing to sell more cars here. Many experts agree, noting that Detroit's Big Three have lagged far

See JAPAN, D4, Col. 3

Quayle Raises Car-Sales Issue

JAPAN, From D1

behind European competitors—notably Mercedes-Benz, BMW and Volkswagen—in their efforts to export more cars to Japan. BMW, in particular, has enjoyed substantial success by developing its own dealer network and appealing to Japan's upwardly mobile young. But U.S. officials said that Quayle has raised an important point by focusing on the reluctance of Japan's dealers—who usually are tightly affiliated with major manufacturers—to sell American cars.

General Motors Corp., for example, sells about 9,000 cars a year through Yanase & Co., a dealer of imported autos. The problem, a U.S. official said, is that Yanase tends to be a low-volume, high-markup operation, and when U.S. automakers try to arrange with big-volume dealers to sell U.S.-made cars, the affiliated Japanese manufacturers often quietly warn against such arrangements.

Quayle's suggestion that Japanese car dealers should sell more U.S. vehicles eventually may get results. The Ministry of International Trade and Industry is considering urging Japanese auto companies to sell more American cars through their dealer networks,

according to an article last week in the Nihon Keizai Shimbun, Japan's leading business daily. Mazda Motor Corp. already is selling 10,000 Fords in Japan through its dealers, the newspaper said. And Toyota Motor Corp. is likely to reach an accord with Volkswagen AG soon to sell the German company's cars at its dealer outlets.

In a related development, U.S. and Japanese officials are trading a mixture of barbs and praise over their respective efforts in implementing an accord aimed at alleviating "structural" barriers to trade. The two sides are scheduled to release a report Wednesday reviewing the level of progress achieved in the year-old pact, which is called the "Structural Impediments Initiative."

Today, U.S. officials told reporters that they are "disappointed" in Japan's failure to take more aggressive action against anti-competitive business practices by its major companies. U.S. critics blame collusive behavior by Japanese companies for keeping foreign products out of the market. But U.S. officials lauded Japan's recently enacted measures that will simplify the procedure for building big retail stores here, thereby improving chances for foreign products to reach Japanese consumers.

Quayle Urges Japanese To Open Markets to U.S.

By STEVEN R. WEISMAN

Special to The New York Times

ministration seems to say yes, as long as local-origin rules are observed. The Mexicans apparently are not so sure. In a recent speech, Carlos Salinas de Gortari, Mexico's President, appealed to Asians to build high-technology factories in Mexico, arguing that his country was becoming a platform for penetrating the United States market. He did not dwell on local-origin rules.

Mexico has a highly skilled but low-paid work force. The combination has already prompted American companies, particularly auto manufacturers, to put state-of-the-art factories in Mexico. Mr. Salinas has accelerated the process by reducing trade barriers with the United States, even in advance of a free-trade agreement.

Once one is securely in place, a European or a Japanese company planning to put a factory in Chicago might put it in Monterrey instead to save on wages, depriving Americans of jobs, argues Mark Anderson, an A.F.L.-C.I.O. economist.

Others maintain that local-origin rules are not an impediment. Japanese auto makers, already investing in Mexico, will be able to ignore them. The only penalty would be payment of the standard United States tariff, which is 2.5 percent for autos. A proposed solution would be to levy higher penalty tariffs for violating the local-origin rules.

Clyde V. Prestowitz Jr., president of the Economic Strategy Institute, takes solutions a step further. He would require "outsider" car manufacturers, for example, to export one car to another part of the world for every car sold within the region. And "outsiders" would have to buy their factory machinery from North American companies.

Mr. Prestowitz's approach is intended to give United States-owned companies a competitive advantage in their own low-wage backyard. But that runs counter to Administration policy, which favors tariff-free trade for everyone everywhere in the world. The compromise is likely to be stiff rules of local origin. Other forms of special treatment would be unconscionable, Mr. Katz says.

TOKYO, May 20 — Vice President Dan Quayle pressed Prime Minister Toshiki Kaifu and other officials today to open Japan up to more American exports and investments as a crucial step toward improving relations with the United States.

But Japanese officials were still resisting American demands in several trade disputes that were being negotiated while Mr. Quayle held meetings with Japanese leaders. The American negotiators said that in many cases the Japanese stance was "disappointing."

Mr. Quayle arrived this morning in Tokyo a day later than scheduled, after his plane broke down in Fairbanks, Alaska, and had to be grounded while its navigational system was repaired.

Joked About Equipment

A Japanese official said the Vice President joked with Mr. Kaifu tonight that he was unsure whether it was American or Japanese equipment that caused the problem.

In any case, Mr. Quayle held rounds of meetings throughout a busy day with American and Japanese business leaders, as well as with Mr. Kaifu and other members of his Cabinet. Among the discussions there were expressions of American gratitude for Japan's financial contribution to the Persian Gulf war.

Mr. Quayle was also said to have thanked Japan for agreeing last week to increase its emergency aid to Nicaragua to \$70 million from \$50 million

to help the Managua Government pay off its debts.

Aides to Mr. Quayle said the Vice President appealed to Japan's "enlightened self-interest" by urging Tokyo to open Japanese markets to rice imports, American-made computer chips, construction companies and others seeking access to sell or do business in Japan.

These aides said the Vice President pointed out that he was a "friend" of Japan and defended Tokyo against demands for more trade sanctions during the 1988 Presidential election, but that Japan had to do more to preserve "the overall relationship" with the United States.

Mr. Quayle was said to have avoided specifics in most of his requests, except in the case of the automobile industry, in which he asked for specific steps to permit more imports of American-made auto parts and to let American car makers sell American vehicles through Japanese dealers.

Complaint on Cartels

The main negotiations going on this week had to do with the initiative to remove "structural impediments" to trade. The United States, for instance, wants Japan to crack down on interlocking corporate cartels that stifle competition and prevent sales of foreign-made products.

The Japanese are resisting these demands, however. Japan, in turn, is criticizing the United States for its slow pace in reducing the Federal budget deficit and increasing the national savings rate, two steps economists say would make the economy more productive.

COMPANY INDEX

Page numbers refer to the beginnings of articles. A dagger (†) denotes a parent company not directly mentioned in an article about a subsidiary. "ER" in the page column refers to an entry in the Company Earnings report, which today begins on page D16.

A	Adobe D8	Grigsby Brandford Powell . . . D14	Onex ER
	AFF Imaging ER	Group 1 Software ER	Optical Coating Laboratory ER
	Alexandreno accent Furs ... B8	Groupe Bull C7	Orient Express Hotels ER
	Allcity Insurance ER	Gwil Industries ER	Orion Pictures ER
	Alpha 1 Biomedicals ER	H	
	America West D4	Hadco ER	Pacific International Services
	American Carriers ER	HAL ER	... ER
	American Express D4, D6	Hallador Petroleum ER	Pan Am D1
	American Express† D14	Hallwood Realty Partners L.P. ...	Park Ridge D14
	American National Petroleum ...	ER	Patlex ER
	ER	Hanger Orthopedic Group .. ER	Pay-Fone Systems ER
	Amerifax ER	Harrier ER	PC Quote ER
	Ameritrust D4	Harris C9	Pearson† C17
	AMR D8	HBA B8	PEC Israel Economic ER
	AMR† D4	Health Infusion D14	Penske Cars D1
	Artech Systems ER	Hearst D17	Pepsico† D17
	Anadarko Petroleum D14	Helionetics ER	Plains Resources ER
	Analysis & Technology ER	Helm Resources ER	Poget Computer D17
	Ann Taylor Stores ER	Hewlett-Packard ER	Primerica† D14
	Apple Computer D8, D14	Hitachi D4	Procter & Gamble A20
	Arbor Drugs ER	Hoechst Celanese ER	Proffitt's ER
	Artira Group ER	Honda Motor D1	Prudential Insurancet D4
	AST Research C7	Hormel (George A.) ER	
	A.T.&T. C7, D1, D4, D17	HPSC D4	Q
	Auburn International A3	I	Questa Oil & Gas ER
	Autozone ER	I.B.M. C7, D1, D8	R
	Avatar Holdings ER	I.C.H. ER	Realtor Purina D8
	Avon Products D1	ICO ER	

In LC co very s Deskp No Better family signifi tivity th

Quayle seeks opening for U.S. products

by Edward Neilan
THE WASHINGTON TIMES

TOKYO — Vice President Dan Quayle pressed Japan yesterday to open up its rice, automobile and auto parts markets and urged Prime Minister Toshiki Kaifu to make up for currency fluctuations in his support for the Persian Gulf war.

Japan's contribution was worth \$9 billion when pledged but fell about 5 percent when the dollar rose in value after the war. The government aid last week it would not make up the shortfall but would consider giving additional aid to postwar efforts in the Middle East.

"I don't want the problem to cast shadow over bilateral relations," a Japanese Foreign Ministry official quoted Mr. Kaifu as telling the vice president.

Mr. Quayle — standing in for President Bush, who canceled a spring visit to Japan because of the war — reportedly thanked Japan for sending four minesweepers to the Gulf to help clear mines. It is the first mission overseas by Japanese military men since World War II.

Mr. Kaifu said his government would take up its ban on rice imports during global trade talks.

"We will make efforts [to solve this] problem within the context of multinational trade negotiations," Mr. Kaifu was quoted as telling the vice president.

The United States, pushing for a successful conclusion to world trade

talks under the General Agreement on Tariffs and Trade, has cited Japan's ban on rice imports and the European Community's agricultural subsidies as barriers.

Mr. Quayle's arrival, scheduled Sunday, was delayed 16 hours by trouble with Air Force Two that was repaired en route in Alaska.

Between his landing before 6 a.m. yesterday until he put his head on the pillow in the presidential suite of the Hotel Okura about midnight, Mr. Quayle logged more time in face-to-face encounters with more leading Japanese than any American official in recent memory.

The talks started with a breakfast with top Japanese business leaders — "We need your support to make this relationship work," Mr. Quayle said — and ended with a dinner hosted by Mr. Kaifu.

In between he talked at length with Finance Minister Ryutaro Hashimoto, Foreign Minister Taro Nakayama, International Trade and Industry Minister Eiichi Nagao and Agriculture and Forestry Minister Motoji Kondo.

The vice president leaves Tuesday for Singapore and Indonesia and is to return to Washington on Friday.

Mr. Quayle also called for an immediate Japanese ban on the import of "tortoiseshell" from the endangered hawksbill sea turtle.

He paid a courtesy call on Emperor Akihito and Empress Michiko and exchanged political conversation with former Prime Minister



Vice President Dan Quayle offers a toast at a dinner hosted by Japanese Prime Minister Toshiki Kaifu yesterday in Tokyo. He is flanked by Sachiko Kaifu (right) and Foreign Minister Taro Nakayama's wife, Hanako.

Noboru Takeshita, who is considering a comeback.

"Japanese find Mr. Quayle very likeable," said one government official, asking not to be quoted by name. "He gets his points across without being stiff but without being light either. He is getting to know Japan very well."

His first day was devoid of any comments about public opinion polls in the United States that indicated Americans doubted Mr. Quayle's ability or at least his ability to instill confidence as a possible successor to President Bush.

In his meeting with Finance Minister Hashimoto, Mr. Quayle called on Tokyo to make a generous contribution to a U.S.-proposed investment fund to aid debt-ridden Latin American countries, a ministry official said in a press briefing.

Mr. Hashimoto said Japan had already indicated it would back the fund, proposed by Mr. Bush last June, but said his government expected Western European countries would also play major roles.

Mr. Bush has called for the creation of the investment fund with an initial \$300 million in the form of

grants for Latin America. The fund is expected to grow by \$300 million annually to reach \$1.1 billion in five years.

Mr. Quayle also mentioned Kurdish refugees, the official said. Although he did not ask for additional Japanese aid, the vice president indicated that Washington was concerned about the lingering problem.

Japan has provided \$100 million for Kurds who fled Iraqi troops following an abortive revolt after the Gulf war. Tokyo announced last week it would send an emergency medical team to help the refugees.

THE WHITE HOUSE

WASHINGTON

May 21, 1991

MEMORANDUM FOR TONY SNOW

FROM:

ROGER B. PORTER *RBP*

SUBJECT:

Presidential Remarks: Department of Commerce
Export Luncheon

The attached remarks to the Department of Commerce Export Luncheon are excellent. The messages regarding quality production and free and fair trade should resonate well with this group.

We have no suggested changes from a policy standpoint and approve of the draft remarks in their current form.

cc: Phillip D. Brady

WHITE HOUSE STAFFING MEMORANDUM

DATE: 5/20/91 ACTION/CONCURRENCE/COMMENT DUE BY: TUESDAY 5/21/91 2:00 p.m.

SUBJECT: PRESIDENTIAL ADDRESS: DEP. OF COMMERCE EXPORT LUNCHEON

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

REMARKS:

Please forward your comments directly to Tony Snow, Rm. 122, x2930, no later than 2:00 p.m., TUESDAY, MAY 21, with a copy to this office. Thank you.

RESPONSE:

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

91 MAY 20 PM 12:46

Snow/Cawley
Draft One
May 20, 1991
12:30 p.m.
Export

PRESIDENTIAL ADDRESS: DEPARTMENT OF COMMERCE EXPORT LUNCHEON
WORLD TRADE CENTER
BOSTON, MASS.
MAY 24, 1991
12:30 P.M.

[Introductory acknowledgments]

[jokes]

It's always nice to visit Boston, a place known for its humility and intellectual modesty. As the old saw goes: "If you hear an owl hoot, "To whom," instead of "Who?" you can be sure it was born and educated in Boston. //

You know, it feels a little strange to be talking about exports in front of the real expert, Bob Mosbacher. Bob, you've done a spectacular job promoting exports from the United States, and the numbers tell the tale. This nation enjoyed its greatest export month ever last October, and we came close to matching that feat just last month. We exported nearly \$34 billion in goods and services last month -- and we had the smallest monthly trade deficit we've seen in 7-1/2 years.

As you all know, the world economy has changed dramatically in recent years. If you want to succeed in business these days, you can't worry just about U.S. companies; you have to compete with firms all over the world. If this nation wants to remain the greatest economic power on earth, we must build a strong

economy at home. But just as important, we must make sure that our companies have a fair chance to do business abroad.//

In recent years, companies like yours led the way. You drove the longest peacetime economic expansion in our nation's history. You supplied jobs. You generated ideas. You created new industries. All you have to do is look around the Boston area / at information alley / at larger companies, such as Data General / at medium-sized firms such as Octocom Systems and Jet Spray International / at small firms, such as Weathertrac Industries / and you'll see what I mean. Local businesses even have made inroads in the tough real-estate business. A magazine recently listed Meditrust Management Corp. in Waltham as one of the nation's "Little Giants."

Boston was built upon trade. Early settlers of this city established thriving businesses in shipbuilding, fishing, and manufacturing. Boston was the trading capital of America for years, and at one point was the fourth-largest trading center in the entire British empire.

Enterprise comes naturally here. Yankee entrepreneurs push the envelope of innovation. You give America the power of inspiration, of enterprise, of creativity.

Our administration has tried to encourage export businesses in a number of ways, including gatherings of the Trade Promotion Coordinating Council. Today, I will focus on the two critical aspects of international competitiveness: quality production at home / and free and fair trade around the globe.

Start with quality. It's no secret that American products, once the envy of the world, don't enjoy the lofty reputation they used to enjoy. But no one can say that Americans aren't interested in quality. In a competitive world, we have reasserted ourselves -- and will continue to do so.

Four years ago the Reagan administration created the Malcolm Baldrige Awards to honor quality in the workplace. We now give up to six awards a year -- two each for manufacturing, service and small businesses -- but only if we find enough companies that meet the very exacting standards that the Baldrige awards require.

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This also is true in foreign markets. Our export business has grown dramatically of late. American firms exported \$370

billion worth of goods and services in 1985. Just five years later, that total had grown to \$673 billion.

We export more than any nation on earth, and we import more. Our fastest growing markets include the nations of the Pacific Rim -- where our export volume has grown by an average of more than 1,000 percent over the past decade -- and developing countries, including Latin America -- and especially Mexico.

Trade within this hemisphere has grown dramatically because the new democracies in Central and South America have begun lifting import restrictions on such products as automotive parts, computers and software, industrial supplies -- the building blocks of any economy.

As an administration, we want to build upon that record by completing the Uruguay round of GATT negotiations, and opening up the entire world for free and fair trade. We also want to create a free trade zone that would encompass Canada, the United States and Mexico. This single market -- 360 million people, who now produce \$6 trillion in goods annually -- would tower over even the European Market. But we don't want to stop there: We also hope to build upon our trade success south of Mexico, through the Enterprise for the Americas Initiative.

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[Section on fast track, with the spin depending upon what Congress has done by Thursday.]

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#

WHITE HOUSE STAFFING MEMORANDUM
 01 MAY 20 P4:35

DATE: 5/20/91 ACTION/CONCURRENCE/COMMENT DUE BY: TUESDAY 5/21/91 2:00 p.m.

SUBJECT: PRESIDENTIAL ADDRESS: DEP. OF COMMERCE EXPORT LUNCHEON

	ACTION FYI			ACTION FYI	
VICE PRESIDENT	<input type="checkbox"/>	<input checked="" type="checkbox"/>	MCCLURE <i>N/C</i>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
SUNUNU	<input type="checkbox"/>	<input checked="" type="checkbox"/>	PETERSMEYER	<input type="checkbox"/>	<input type="checkbox"/>
SCOWCROFT	<input checked="" type="checkbox"/>	<input type="checkbox"/>	PORTER <i>N/C</i>	<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"/>	SMITH <i>N/C</i>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
BROMLEY	<input type="checkbox"/>	<input type="checkbox"/>	UNTERMEYER	<input type="checkbox"/>	<input type="checkbox"/>
CARD	<input type="checkbox"/>	<input checked="" type="checkbox"/>	BOSKIN	<input checked="" type="checkbox"/>	<input type="checkbox"/>
DEMAREST <i>N/C</i>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	ROGERS	<input type="checkbox"/>	<input checked="" type="checkbox"/>
FITZWATER	<input type="checkbox"/>	<input checked="" type="checkbox"/>	SNOW	<input type="checkbox"/>	<input checked="" type="checkbox"/>
GRAY <i>N/C</i>	<input checked="" type="checkbox"/>	<input type="checkbox"/>		<input type="checkbox"/>	<input type="checkbox"/>
HOLIDAY	<input checked="" type="checkbox"/>	<input type="checkbox"/>		<input type="checkbox"/>	<input type="checkbox"/>

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RESPONSE:

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

91 MAY 20 PM12:46

Snow/Cawley
Draft One
May 20, 1991
12:30 p.m.
Export

PRESIDENTIAL ADDRESS: DEPARTMENT OF COMMERCE EXPORT LUNCHEON
WORLD TRADE CENTER
BOSTON, MASS.
MAY 24, 1991
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[Introductory acknowledgments]

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[Section on fast track, with the spin depending upon what Congress has done by Thursday.]

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#

WHITE HOUSE STAFFING MEMORANDUM

91 MAY 22 49:33

*Called in
NC
SB*

DATE: 5/20/91 ACTION/CONCURRENCE/COMMENT DUE BY: TUESDAY 5/21/91 2:00 p.m.

SUBJECT: PRESIDENTIAL ADDRESS: DEP. OF COMMERCE EXPORT LUNCHEON

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

REMARKS:

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RESPONSE:

*NC
AD*

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

91 MAY 20 PM 12:46

Snow/Cawley
Draft One
May 20, 1991
12:30 p.m.
Export

PRESIDENTIAL ADDRESS: DEPARTMENT OF COMMERCE EXPORT LUNCHEON
WORLD TRADE CENTER
BOSTON, MASS.
MAY 24, 1991
12:30 P.M.

[Introductory acknowledgments]

[jokes]

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#

3744

Document No. 239636SS

WHITE HOUSE STAFFING MEMORANDUM

91 MAY 21 16:04

DATE: 5/20/91 ACTION/CONCURRENCE/COMMENT DUE BY: TUESDAY 5/21/91 2:00 p.m.

SUBJECT: PRESIDENTIAL ADDRESS: DEP. OF COMMERCE EXPORT LUNCHEON

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

REMARKS:

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RESPONSE:

May 21, 1991

TO: Tony Snow

The NSC concurs with the attached statement.

Brent Scowcroft
Brent Scowcroft

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

cc: Phillip D. Brady

91 MAY 20 PM12:46

Snow/Cawley
Draft One
May 20, 1991
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Export

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Trade within this hemisphere has grown dramatically because the new democracies in Central and South America have begun lifting import restrictions on such products as automotive parts, computers and software, industrial supplies -- the building blocks of any economy.

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Again, thank you for being here. God bless you, and God bless the United States of America.

#

*See Revision
CEA Comments
MP#2*

Action: D. F. Taggart
cc: RS, HMB ✓
Document No. 239636SS

WHITE HOUSE STAFFING MEMORANDUM

91 MAY 21 AM: 53

DATE: 5/20/91 ACTION/CONCURRENCE/COMMENT DUE BY: TUESDAY 5/21/91 2:00 p.m.

SUBJECT: PRESIDENTIAL ADDRESS: DEP. OF COMMERCE EXPORT LUNCHEON

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

REMARKS:

Please forward your comments directly to Tony Snow, Rm. 122, x2930, no later than 2:00 p.m., TUESDAY, MAY 21, with a copy to this office. Thank you.

RESPONSE:

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

91 MAY 20 PM 12:46

Snow/Cawley
Draft One
May 20, 1991
12:30 p.m.
Export

PRESIDENTIAL ADDRESS: DEPARTMENT OF COMMERCE EXPORT LUNCHEON
WORLD TRADE CENTER
BOSTON, MASS.
MAY 24, 1991
12:30 P.M.

[Introductory acknowledgments]

[jokes]

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That
and
not
April. #
merchandise
only!

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Sounds like industrial policy

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WHITE HOUSE STAFFING MEMORANDUM

91 MAY 21 P2:00

DATE: 5/20/91 ACTION/CONCURRENCE/COMMENT DUE BY: TUESDAY 5/21/91 2:00 p.m.

SUBJECT: PRESIDENTIAL ADDRESS: DEP. OF COMMERCE EXPORT LUNCHEON

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

REMARKS:

Please forward your comments directly to Tony Snow, Rm. 122, x2930, no later than 2:00 p.m., TUESDAY, MAY 21, with a copy to this office. Thank you.

RESPONSE: *See comment - pg. 3*

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

91 MAY 20 PM 12:46

Snow/Cawley
Draft One
May 20, 1991
12:30 p.m.
Export

PRESIDENTIAL ADDRESS: DEPARTMENT OF COMMERCE EXPORT LUNCHEON
WORLD TRADE CENTER
BOSTON, MASS.
MAY 24, 1991
12:30 P.M.

[Introductory acknowledgments]

[jokes]

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Scully
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#

01 MAY 21 12:49

Document No. 239636SS

WHITE HOUSE STAFFING MEMORANDUM

DATE: 5/20/91 ACTION/CONCURRENCE/COMMENT DUE BY: TUESDAY 5/21/91 2:00 p.m.

SUBJECT: PRESIDENTIAL ADDRESS: DEP. OF COMMERCE EXPORT LUNCHEON

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

REMARKS:

Please forward your comments directly to Tony Snow, Rm. 122, x2930, no later than 2:00 p.m., TUESDAY, MAY 21, with a copy to this office. Thank you.

RESPONSE:

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

91 MAY 20 PM 12:46

Snow/Cawley
Draft One
May 20, 1991
12:30 p.m.
Export

PRESIDENTIAL ADDRESS: DEPARTMENT OF COMMERCE EXPORT LUNCHEON
WORLD TRADE CENTER
BOSTON, MASS.
MAY 24, 1991
12:30 P.M.

[Introductory acknowledgments]

[jokes]

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THE WHITE HOUSE
WASHINGTON

✓

Date: 5/20
91 MAY 20 4:35

Snow/Cawley
Draft One
May 20, 1991
12:30 p.m.
Export

TO: *Tony Snow*

FROM: JOHN S. GARDNER
Special Assistant to the President
and Assistant Staff Secretary

MENT OF COMMERCE EXPORT LUNCHEON
TRADE CENTER
ON, MASS.
24, 1991
30 P.M.

- Information
- Action
- Let's Discuss

ents]

Please see minor comments.

Thank you JG

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is. //

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→ If the point is that Boston was the trading capital after independence, then the second half of the sentence is anachronistic. I'd delete.

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We export more than any nation on earth, and we import more. Our fastest growing markets include the nations of the Pacific Rim -- where our export volume has grown by an average of more than 1,000 percent over the past decade -- and developing countries, including Latin America -- and especially Mexico.

Trade within this hemisphere has grown dramatically because the new democracies in Central and South America have begun lifting import restrictions on such products as automotive parts, computers and software, industrial supplies -- the building blocks of any economy.

As an administration, we want to build upon that record by completing the Uruguay round of GATT negotiations, and opening up the entire world for free and fair trade. We also want to create a free trade zone that would encompass Canada, the United States and Mexico. This single market -- 360 million people, who now produce \$6 trillion in goods annually -- would tower over even the European ^{Community} ~~Market~~. But we don't want to stop there: We also hope to build upon our trade success south of Mexico, through the Enterprise for the Americas Initiative.

I can't think of any more appropriate time to talk about these initiatives than today. We're wrapping up World Trade Week and we stand on the verge of a new age of wider, swifter, more integrated world trade.

[Section on fast track, with the spin depending upon what Congress has done by Thursday.]

I met recently with leaders from the textile and apparel industries, all of whom love the idea of a Free trade agreement with Mexico. Linda Wachner, chairman of Warnaco, Inc. -- which employs nearly 12,000 people worldwide -- told me that Warnaco's 1,200 jobs in Mexico support 2,000 jobs in the U.S. Without this alliance, she said, Warnaco would lose those 2,000 U.S. jobs.

The point is: through fast track, everybody wins. In a world built upon free trade, every nation has a vested interest in the prosperity of its trading partners. After all, you can't export to a nation suffering from an economic depression. Free trade builds ties of mutual interest. It lays down a foundation for peace and prosperity -- in our hemisphere, throughout the world.

Again, thank you for being here. God bless you, and God bless the United States of America.

#

WHITE HOUSE STAFFING MEMORANDUM

DATE: 5/20/91 ACTION/CONCURRENCE/COMMENT DUE BY: TUESDAY 5/21/91 2:00 p.m.

SUBJECT: PRESIDENTIAL ADDRESS: DEP. OF COMMERCE EXPORT LUNCHEON

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

REMARKS:

Please forward your comments directly to Tony Snow, Rm. 122, x2930, no later than 2:00 p.m., TUESDAY, MAY 21, with a copy to this office. Thank you.

RESPONSE:

*See comments. Thanks.
Holly Williamson
5-21-91*

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

Zeider, OPIC
McComber, EXIM Bank

Saito, SBA

Rothens, A.I.D

Angles, Trade Dev. Program

91 MAY 20 PM 12:46

Snow/Cawley
Draft One
May 20, 1991
12:30 p.m.
Export

National Export Initiative Luncheon
PRESIDENTIAL ADDRESS: ~~DEPARTMENT OF COMMERCE EXPORT LUNCHEON~~ (Commerce) ✓
WORLD TRADE CENTER
BOSTON, MASS.
MAY 24, 1991
12:30 P.M.

[Introductory acknowledgments]

[jokes]

It's always nice to visit Boston, a place known for its humility and intellectual modesty. As the old ^{saying} ~~saw~~ goes: "If you hear an owl hoot, "To whom," instead of "Who?" you can be sure it was born and educated in Boston. //

You know, it feels a little strange to be talking about exports in front of the real expert, Bob Mosbacher. Bob, you've done a spectacular job promoting exports from the United States, and the numbers tell the tale. This nation enjoyed its greatest export month ever last October, and we came close to matching that feat ^{in the latest monthly figures for March.} ~~just last month.~~ We exported nearly \$34 billion in goods ^{last} ~~and services~~ last month -- and we had the smallest monthly trade deficit we've seen in 7-1/2 years.

As you all know, the world economy has changed dramatically in recent years. If you want to succeed in business these days, you can't worry just about U.S. companies; you have to compete with firms all over the world. If this nation wants to remain the greatest economic power on earth, we must build a strong

Needs to be a mention of thanks not only to Mosbacher but also to the other 5 Agency heads (Zeider, OPIC; McCombe, EX-IM BANK; Siki, SBA; Roskens, AID; Aziza, Trade Dev. Pgim.) They will all meet w/ Potus right before these remarks. (The NEI team has pulled together in this effort & already held 14 of the 30 conferences this year. This conference is but one in a series.)

✓ (Commerce)
✓ (Commerce)

✓ (Commerce-Mosbacher) ✓

economy at home. But just as important, we must make sure that our companies have a fair chance to do business abroad.//

In recent years, companies like yours led the way. You ^{helped sustain} ~~drove~~ the longest peacetime economic expansion in our nation's history. You supplied jobs. You generated ideas. You created new industries. All you have to do is look around the Boston area / at information alley / at larger companies, such as Data General / at medium-sized firms such as Octocom Systems and Jet Spray International / at small firms, such as Weathertrac Industries / and you'll see what I mean. Local businesses even have made inroads in the tough real-estate business. A magazine recently listed Meditrust Management Corp. in Waltham as one of the nation's "Little Giants."

(Commerce)

(COA)
not sure what point you are trying to make.

Boston was built upon trade. Early settlers of this city established thriving businesses in shipbuilding, fishing, and manufacturing. Boston was the trading capital of America for years, and at one point was the fourth-largest trading center in the entire British empire.

Enterprise comes naturally here. Yankee entrepreneurs push the envelope of innovation. You give America the power of inspiration, of enterprise, of creativity.

Our administration has tried to encourage export businesses in a number of ways, including gatherings of the Trade Promotion Coordinating ^{Committee, which I created just one year ago.} Council. Today, I will focus on the two critical aspects of international competitiveness: quality production at home / and free and fair trade around the globe.

(Commerce)

Start with quality. It's no secret that American products, ^{now have stiff competition. I think} once the envy of the world, ~~don't enjoy the lofty reputation they~~ ^{Americans can meet the quality challenge,} ~~used to enjoy. But no one can say that Americans aren't~~ interested in quality. In a competitive world, we have reasserted ourselves -- and will continue to do so.

✓
(Commerce)

Four years ago the Reagan administration ^{and Congress} created the Malcolm Baldrige Awards to honor quality in the workplace. We now give up to six awards a year -- two each for manufacturing, service and small businesses -- but only if we find enough companies that meet the very exacting standards that the Baldrige awards require.

✓
(Commerce, Congress was a part of that)

Even though we never have given six awards a year, the competition gets more fierce each year. Only 66 companies applied for the awards in 1988; this year, 106 did. For the first time, we received more applications from small businesses than from manufacturers or service firms.

Everywhere, you can find evidence that American businesses want to compete. You see it in the workplace, where labor and management work together to build better, more reliable, more innovative products. You see it in classrooms, where workers go to build upon our most precious natural resource, our minds. You even see it in shops and stores, where "Made in the U.S.A." has become a selling point again -- and where the Baldrige award has become a major advertising bonus.

This also is true in foreign markets. Our export business has grown dramatically of late. American firms exported \$370 [#] 371

✓
(Commerce)

✓
member -
(Commerce +
DCA)

inconsistent
&
confusing

billion worth of goods and services in 1985. Just five years later, that total had grown to \$673 billion.

*(Commerce)
Replace
with
insert
A
(next
page)*

~~We export more than any nation on earth, and we import more. Our fastest growing markets include the nations of the Pacific Rim -- where our export volume has grown by an average of more than 1,000 percent over the past decade -- and developing countries, including Latin America -- and especially Mexico.~~

~~Trade within this hemisphere has grown dramatically because the new democracies in Central and South America have begun lifting import restrictions on such products as automotive parts, computers and software, industrial supplies -- the building blocks of any economy.~~

(Commerce)

As an administration, we want to build upon that record by completing the Uruguay round of GATT negotiations, and opening up the entire world for free and fair trade. We also want to create a free trade zone that would encompass Canada, the United States and Mexico. This single market -- 360 million people, who now produce \$6 trillion in goods annually -- would tower over even the European ^{Community} Market. But we don't want to stop there: We also hope to build upon our trade success south of Mexico, through the Enterprise for the Americas Initiative.

I can't think of any more appropriate time to talk about these initiatives than today. We're wrapping up World Trade Week and we stand on the verge of a new age of wider, swifter, more integrated world trade.

INSERT A

p. 4, first two paragraphs The figures concerning the growth in exports to the Pacific are not correct. We believe that it is more appropriate in view of fast track to focus on a broad-based view of export sales and suggest replacing the first two paragraphs with something like the following.

We export more than any nation on earth, and we import more. Since 1986, sales to Canada, our number one market, are up two-thirds, sales to Latin America up 74 percent, led by a 130 percent rise in exports to Mexico, our number three trading partner. Sales to Japan and Western Europe each increased over 80 percent over that same period and exports to the Newly Industrializing Countries of the Pacific were up 132 percent.

As these figures show, trade within this hemisphere has posted strong growth and will continue to grow dramatically because enlightened governments in Central and South America have begun lifting constraints on inward investment and import restrictions on such products as automotive parts, computers and software, industrial supplies – the building blocks of any modern economy.

[Section on fast track, with the spin depending upon what Congress has done by Thursday.]

I met recently with ^{a group of} leaders from the textile and apparel industries, ^{this group} ~~all of whom~~ love^s the idea of a Free trade agreement with Mexico. Linda Wachner, chairman of Warnaco, Inc. -- which employes nearly 12,000 people worldwide -- told me that Warnaco's 1,200 jobs in Mexico support 2,000 jobs in the U.S. Without this alliance, she said, Warnaco would lose those 2,000 U.S. jobs.

(Commerce)
(Commerce)

We would like to share that insert w/ USTR for all the speeches that it will be added to.

The point is: through fast track, everybody wins. In a world built upon free trade, every nation has a vested interest in the prosperity of its trading partners. After all, you can't export to a nation suffering from an economic depression. Free trade builds ties of mutual interest. It lays down a foundation for peace and prosperity -- in our hemisphere, throughout the world.

Again, thank you for being here. God bless you, and God bless the United States of America.

#

2 general comments from Sec. Mosbacher:

1. We want to open markets for U.S. companies abroad -- we want to be a world exporter. The Admin. is working towards that. In fact, VP Quayle is traveling right now carrying this message -- ~~VP~~ give a plug for the VP.
2. ^{In} The quality/competitive section, you could make a brief education plug. It would fit in nicely & gives the President the opportunity to highlight that issue one more time.

WHITE HOUSE STAFFING MEMORANDUM

51 MAY 20 P6:40

DATE: 5/20/91 ACTION/CONCURRENCE/COMMENT DUE BY: TUESDAY 5/21/91 2:00 p.m.

SUBJECT: PRESIDENTIAL ADDRESS: DEP. OF COMMERCE EXPORT LUNCHEON

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

REMARKS:

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RESPONSE:

Very good
S.D.

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

91 MAY 20 PM 12:46

Snow/Cawley
Draft One
May 20, 1991
12:30 p.m.
Export

PRESIDENTIAL ADDRESS: DEPARTMENT OF COMMERCE EXPORT LUNCHEON
WORLD TRADE CENTER
BOSTON, MASS.
MAY 24, 1991
12:30 P.M.

[Introductory acknowledgments]

[jokes]

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I can't think of any more appropriate time to talk about these initiatives than today. We're wrapping up World Trade Week and we stand on the verge of a new age of wider, swifter, more integrated world trade.

Added
Fast
Track

[Section on fast track, with the spin depending upon what Congress has done by Thursday.]

I met recently with leaders from the textile and apparel industries, all of whom love the idea of a Free trade agreement with Mexico. Linda Wachner, chairman of Warnaco, Inc. -- which employs nearly 12,000 people worldwide -- told me that Warnaco's 1,200 jobs in Mexico support 2,000 jobs in the U.S. Without this alliance, she said, Warnaco would lose those 2,000 U.S. jobs.

The point is: through fast track, everybody wins. In a world built upon free trade, every nation has a vested interest in the prosperity of its trading partners. After all, you can't export to a nation suffering from an economic depression. Free trade builds ties of mutual interest. It lays down a foundation for peace and prosperity -- in our hemisphere, throughout the world.

Again, thank you for being here. God bless you, and God bless the United States of America.

#

*Didn't see
disregard
provisions*

Mosbacher

John Macomber
Macomber

Ch + Pres, ETIM Bower

Priscilla Rabb Ayres aivs
Dr Tr Der Prog.

Fred Zedler
OPIC, Pres.

Patricia Saiki
SBA - Admin.

Ronald Roskens
Ad-AID

Gov. Bill Weld

Ron Skates

Joe Malone
State Treas.

Paul Cellucci
Lt. Gov.

Fax:
617-426-5927

NEW ENGLAND GOVERNORS' CONFERENCE, INC.



91 MAY 22 P12: 08

76 Summer Street
Boston, Massachusetts 02110-1226
(617) 423-6900 • FAX (617) 423-7327

TRANSMITTAL COVER

To:	CAROLYN CAWLEY	Date: May 22, 1991
Dept:	White House Speech Office	Time:
From:	Bill Gallagher	Total Sheets Incl. Cover 2
Subject:	Requested Info	PLEASE CALL US IF YOU DO NOT RECEIVE ALL OF THE SHEETS INDICATED ABOVE.

I hope that some of this will be of use to you. If we can be of any further assistance please do not hesitate to call.

- TS:*
- ① Fax just in from the New England Governor's Assn. Want to do a small insert?
 - ② Also - the memo to POTUS.
 - ③ Attached is the copy after you reconciled. My changes are in red - I've made them on the disk. After your NEGA insert, we can send it on over.

cc

The New England Governors' Conference Inc.

The New England Governors' Conference, Inc., the nation's oldest and most respected regional governors organization, was established in 1937. It was incorporated as a non-profit, non-partisan association in 1981. The Conference provides the governors of the six state region with a forum to consider problems which go beyond state boundaries. It has been a leader in dealing with such important issues as Energy, Acid Rain, and Economic Development and has served as a model for other, similar organizations which recognize the value of regional cooperation.

Over the years, the New England Governors' Conference, Inc. has played a major role in developing and maintaining a prominent role for the New England Region in the area of international trade.

Under its Executive Director, Bill Gildea, and a limited staff, the Conference has introduced many small New England businesses to international trade by holding several International Trade Roundtables and by leading trade missions, including one to Eastern Europe, last Spring.

Through a unique nineteen year association with the Eastern Canadian Premiers, the Conference has promoted trade and commerce between New England and Canada. The Conference played a major role in making New Englanders aware of the significance of, and building support for, the negotiations which led to the US-Canada Free Trade Agreement.

In June 1990, the governors and the premiers signed the "Mystic Covenant" which pledges the two regions to build a stronger presence for New England and Eastern Canada in the global marketplace .

In December, the Governors' Conference adopted an "Economic Strategy for New England" which emphasized the importance of developing a regional export trade program that increases New England's visibility and presence in international markets. An International Trade Mission to the Pacific rim is currently being considered.

Snow/Cawley
Draft Two
May 22, 1991
12 p.m.
Export

PRESIDENTIAL ADDRESS: DEPARTMENT OF COMMERCE EXPORT LUNCHEON
WORLD TRADE CENTER
✓ BOSTON, MASS. ✓
✓ MAY 24, 1991 ✓
✓ 12:30 P.M. ✓

Thank you, Secretary Mosbacher. It's good to see....
~~{Introductory Acknowledgments}~~ Ron Skates, head of Data ✓
General; *[more acknowledgements to come]*

~~{Jokes}~~

It's always nice to visit Boston, a place known for its humility and intellectual modesty. As the old saw goes: "If you hear an owl hoot, "To whom," instead of "Who?" you can be sure it was born and educated in Boston. //

You know, it feels a little strange to be talking about ✓
exports in front of the real expert, Bob Mosbacher. Bob, you and everyone associated with our National Export Initiative have done a spectacular job promoting exports from the United States, and the numbers tell the tale. This nation enjoyed its greatest export month ever last October, and the latest monthly figures - - they're for March -- nearly equalled [✓] that record. ^W He exported ✓
\$34 billion in goods that month -- and we had the smallest monthly trade deficit we've seen in 7-1/2 years.

As you all know, the world economy has changed dramatically in recent years. If you want to succeed in business these days, you can't worry just about competition from U.S. companies; you have to go head-to-head with firms from all over the world.

The lesson is clear: If we want to remain the greatest economic power on earth, we must build a strong economy at home. But just as important, we must make sure that our companies have a fair chance to do business abroad. //

In recent years, companies like yours led the way. You helped drive the longest peacetime economic expansion in our nation's history. You supplied jobs. You generated ideas. You created new industries. All you have to do is look around the Boston area / at information alley / at larger companies, such as Digital Equipment, Foxboro, or Raytheon -- builder of the Patriot missile. Look at medium-sized firms such as Arthur D. Little, the accounting firm; Ocean Spray. You even have some small dynamos: ^{like} Octocom Systems and Jet Spray International. ✓

Boston was built upon trade. Before our independence, it was one of the most important ports in the entire British empire, and it served as this nation's trading capital for years.

Enterprise comes naturally here. Yankee entrepreneurs push the envelope of innovation. You give America the power of inspiration, of enterprise, of creativity.

Our administration has tried to encourage export businesses in a number of ways, including gatherings of the Trade Promotion Coordinating Committee, which I created just one year ago. ✓

Today, I will focus on the two critical aspects of international competitiveness: quality production at home / and free and fair trade around the globe.

See Commerce insert →

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Everywhere, you can find evidence that American businesses want to compete. You see it in the workplace, where labor and management work together to build better, more reliable, more innovative products. You see it in the classrooms, where workers go to build upon our most precious natural resource, our minds. You see it in our America 2000 education strategy, which encourages lifelong learning. You even see it in shops and stores, where "Made in the U.S.A." has become a selling point again -- and where the Baldrige award has become a major advertising bonus.

This is also true in foreign markets. Our export business has grown dramatically of late. American firms exported \$371

billion worth of goods and services in 1985. Just five years later, that total had grown to \$673 billion.

We export more than any nation on earth, and we import more. Since 1986, sales to Canada, our largest trading partner, have increased by two-thirds. Our trade with Latin America has increased more rapidly -- up ⁴73 percent. And exports to Mexico, now our number three trading partner, have grown an astounding 130 percent since 1986.

But that's just a beginning. We enjoyed an 80 percent increase in sales both to ^{Western} Europe and Japan. Exports to the newly industrialized nations of the Pacific rim rose by 132 percent.

Trade within this hemisphere has grown dramatically because the new democracies in Central and South America have begun eliminating constraints on foreign investment and lifting import restrictions on such products as automotive parts, computers and software, industrial supplies -- the building blocks of any modern market economy.

As an administration, we want to build upon that record by completing the Uruguay Round of GATT negotiations, and opening up the entire world for free and fair trade. We also want to create a free trade zone that would encompass Canada, the United States and Mexico. This single market -- 360 million consumers, who now produce \$6 trillion in goods annually -- would tower over even the European Market. But we don't want to stop there: We also hope to build upon our trade success south of Mexico, through the Enterprise for the Americas Initiative.

Walter
+ 3583

✓
Lund

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✓

✓

now Lund

I can't think of a more appropriate time to talk about these initiatives than today. We're wrapping up World Trade Week and we stand on the verge of a new age of wider, swifter, more integrated world trade.

[I'm happy to say that Congress has extended the fast track trade negotiation procedures. Fast track plays an absolutely essential role in moving forward with trade agreements. Now, we may press ahead with the Uruguay Round of GATT talks; with the North American Free Trade Agreement; with our Enterprise for the Americas Initiative. And let me stress that we will consult closely with Congress in all these talks. Fast-track provides a vehicle for dealing in good faith with Congress and our trading partners. Its passage is some of the best economic news we've had in recent months.]

I met recently with leaders from the textile and apparel industries, ^{and they} ~~each of whom~~ sees great opportunity in a Free trade agreement with Mexico. One CEO told me that her company's 1,200 jobs in Mexico support 2,000 jobs in the U.S. Without this alliance, she said, those 2,000 jobs wouldn't exist. ✓

Holly ✓

The point is: through fast track, everybody wins. In a world built upon free trade, every nation has a vested interest in the prosperity of its trading partners. After all, you can't export to a nation suffering from an economic depression. Free trade builds ties of mutual interest. It lays down a foundation for peace and prosperity -- in our hemisphere, throughout the world. Our entire administration is dedicated to the cause of ✓

free trade and to American exports. Vice President Quayle was promoting the cause just this week in Japan, ~~and~~ Singapore, ^{+ Malaysia} You, in your daily affairs, also play a crucial role: You help America put its best face -- and its best products -- before the entire world.

Again, thank you for being here. God bless you, and God bless the United States of America.

#

#

Commerce Insert

5.22.91

page 2 - graph 4

Our administration is encouraging export businesses in a number of ways. Just a year ago, we created the Trade Promotion Coordinating Committee -- a council of the 18 federal agencies that provide export assistance to U.S. businesses. Since that time, the Committee has harnessed their collective resources to streamline the delivery of their services to American business. This export conference is one example of that service, one of many that have been scheduled throughout the country.

This week, the Committee has inaugurated a Trade Information Center for companies to call -- 1-800-USA-TRADE -- to get information about the full range of federal programs to assist exporters. This means that without spending a cent, every company that's considering exporting can have information about trade programs and activities as well as market opportunities.

There's been another area where the cooperative spirit of this Committee has been employed to ensure that the interest of American businesses, both large and small, is being met. After coalition troops liberated Kuwait, our government put together a network that links the needs of the Kuwaitis, as they try to put their lives back together, with the products and services of U.S. companies. The response of our business community to this challenge is overwhelming, demonstrating American businesses' new commitment to compete in world markets.

Today, I will focus on the two critical aspects of international competitiveness: quality production at home / and free and fair trade around the globe.

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WORLD TRADE CENTER
BOSTON, MASS.
MAY 24, 1991
12:30 P.M.

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I'M HAPPY TO SAY THAT THE SENATE HAS JOINED THE HOUSE IN EXTENDING THE FAST-TRACK TRADE PROCEDURES. THANKS TO THIS GREAT SHOW OF BIPARTISANSHIP, THE ADMINISTRATION CAN MOVE AHEAD ON SEVERAL VERY IMPORTANT TRADE INITIATIVES. THESE INCLUDE THE URUGUAY ROUND OF THE GATT TALKS; THE NORTH AMERICAN FREE TRADE AGREEMENT AND THE ENTERPRISE FOR THE AMERICAS INITIATIVE.

WE'VE SHOWN THE WORLD THAT WE WILL MEET THE CHALLENGES OF THE 21ST CENTURY -- AND THAT WE'LL MEET THEM UNITED IN PURPOSE AND IN EFFORT. LET ME STRESS THAT THE ADMINISTRATION WILL CONSULT CLOSELY WITH CONGRESS IN THESE TRADE TALKS. FAST-TRACK PROVIDES A TOOL FOR DEALING IN GOOD FAITH WITH CONGRESS AND WITH OUR TRADING PARTNERS. ITS PASSAGE PROVIDES SOME OF OUR BEST ECONOMIC NEWS IN MONTHS.

36/59 vote

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THIS WEEK'S VOTES ON FAST TRACK DEMONSTRATE THE KIND OF COOPERATION WE NEED. LEADERS OF BOTH PARTIES WORKED TOGETHER FOR THE GOOD OF THE COUNTRY, IN A TRULY BIPARTISAN SPIRIT. AS WE HAVE SAID ALL ALONG, THE FAST-TRACK VOTES WILL BE CLOSE. BUT THEY ALSO ARE CRUCIAL. WE NEED YOUR HELP IN MAKING SURE THAT THE SENATE EXTENDS FAST-TRACK, AND ENABLES US TO CONTINUE THE IMPORTANT WORK OF PRESSING FOR FREE AND FAIR TRADE AROUND THE WORLD.

A YES VOTE ON FAST TRACK WILL TELL THE ENTIRE WORLD THAT AMERICA STANDS READY, EAGER AND ABLE TO TAKE ON THE CHALLENGES OF THE 21ST CENTURY.

I WANT TO ACKNOWLEDGE LEADERS FROM BOTH PARTIES WHO LED THE PUSH FOR FAST-TRACK. THE AMERICAN PEOPLE DESERVE THIS KIND OF GIVE-AND-TAKE ON THE ISSUES. THEY DESERVE THIS KIND OF COOPERATION ON ISSUES OF CRUCIAL NATIONAL IMPORTANCE. OUR PROPOSALS FOR REFORM ON EDUCATION, CRIME, TRANSPORTATION AND CIVIL RIGHTS -- TO NAME JUST A FEW -- HAVE BEEN GATHERING DUST. SOME HAVE BEEN IGNORED FOR MORE THAN TWO YEARS. IT'S TIME MEMBERS OF BOTH PARTIES DROPPED THEIR GLOVES AND EXTENDED THEIR HANDS, WORKING TOGETHER TO GRAPPLE WITH THESE IMPORTANT ISSUES.

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I CAN'T THINK OF A MORE APPROPRIATE TIME TO TALK ABOUT THESE INITIATIVES THAN TODAY. WE'RE WRAPPING UP WORLD TRADE WEEK AND WE STAND ON THE VERGE OF A NEW AGE OF WIDER, SWIFTER, MORE INTEGRATED WORLD TRADE.

I'M HAPPY TO SAY THAT THE SENATE HAS JOINED THE HOUSE IN EXTENDING THE FAST-TRACK TRADE PROCEDURES. THANKS TO THIS GREAT SHOW OF BIPARTISANSHIP, THE ADMINISTRATION CAN MOVE AHEAD ON SEVERAL VERY IMPORTANT TRADE INITIATIVES. THESE INCLUDE THE URUGUAY ROUND OF THE GATT TALKS; THE NORTH AMERICAN FREE TRADE AGREEMENT AND THE ENTERPRISE FOR THE AMERICAS INITIATIVE.

WE'VE SHOWN THE WORLD THAT WE WILL MEET THE CHALLENGES OF THE 21ST CENTURY -- AND THAT WE'LL MEET THEM UNITED IN PURPOSE AND IN EFFORT. LET ME STRESS THAT THE ADMINISTRATION WILL CONSULT CLOSELY WITH CONGRESS IN THESE TRADE TALKS. FAST-TRACK PROVIDES A TOOL FOR DEALING IN GOOD FAITH WITH CONGRESS AND WITH OUR TRADING PARTNERS. ITS PASSAGE PROVIDES SOME OF OUR BEST ECONOMIC NEWS IN MONTHS.

I MET RECENTLY WITH LEADERS FROM THE TEXTILE AND APPAREL INDUSTRIES, EACH OF WHOM SEES GREAT OPPORTUNITY IN A FREE TRADE AGREEMENT WITH MEXICO. ONE C.E.O. TOLD ME THAT HER COMPANY'S 1,200 JOBS IN MEXICO SUPPORT 2,000 JOBS IN THE U.S. WITHOUT THIS ALLIANCE, SHE SAID, THOSE 2,000 JOBS WOULDN'T EXIST.

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AGAIN, THANK YOU FOR BEING HERE. GOD BLESS YOU,
AND GOD BLESS THE UNITED STATES OF AMERICA.

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THE WHITE HOUSE

Office of the Press Secretary
(Boston, Massachusetts)

For Immediate Release

May 24, 1991

REMARKS BY THE PRESIDENT
TO THE EXPORTS-GENERATING JOBS FOR AMERICANS LUNCHEON

Cityview Ballroom
Boston World Trade Center
Boston, Massachusetts

12:34 P.M. EDT

THE PRESIDENT: Thank you all very, very much for that warm welcome. Secretary Mosbacher -- and let me single out the other man up here -- it's so good to see the Bay State's own able, achieving Governor Bill Weld here, who is working hard also in his spare time on this very important question of exports. I salute him and thank him for what he and the other New England governors are doing when they come together to do this.

I want to salute Lieutenant Governor Paul Cellucci, an old friend who is out here somewhere; and another one, the Treasurer of this state, Joe Malone, who are with us right over here. I'm going to get in trouble on this, but I see, next to Joe, Pat Saiki, the new head of the SBA; and Ron Roskens of AID is over here. John Macomber, formerly one of you, one of the chief executives of one of the largest companies in America, now ably heading the Ex-Im Bank over here. Another one so well-known who came out of private business, a big success, and now in government, Fred Zeder, the able head of OPIC. And then -- many others -- Priscilla Rabb Ayres from the U.S. Trade and Development Program; Ron Skates, head of Data General. Let me just cut it off there. But I should have many, many more to whom I pay my respects and my thanks. Let me just simply say thank you all for coming out -- all of you in the audience who are supporting American exports.

Frankly, having gone to school outside of Boston, it is nice to visit Boston -- a place known for its humility and intellectual modesty. (Laughter.) The old saying you remember: If you hear an owl hoot to "whom" instead of "who," you can be sure it was born and educated in Boston. (Laughter.)

But I am glad to be back here. This area has been through hell, and I am absolutely confident that under the state's leadership of Bill Weld and under your leadership, Boston and Massachusetts has not lost its enterprise spirit. You're caught up in a regional problem with this recession, and I am confident that you'll come booming out of it, particularly if your work on exports is as successful as I'm sure it will be.

You know, it feels a little strange to be talking about exports in front of the real expert -- my dear friend, Bob Mosbacher. And I just can't tell you how much he's done on fast track and on all these regional conferences and in so many other ways. I'm glad to see him here. And I heard that he dashed back to Washington from yesterday's lunch to give a last-minute push for the extension of fast track.

Bob, you and everyone associated with our National Export Initiative have really done a spectacular job promoting exports from the United States. And, frankly, the numbers tell the tale. This nation enjoyed its greatest export month ever last October. And the latest monthly figures -- and they're for March -- nearly equaled the record. We exported \$34 billion in goods that month, and we had the

MORE

smallest -- the smallest monthly trade deficit that we've seen in seven and a half years.

As you all know, the world economy has changed. It's changed dramatically in recent years. If you want to succeed in business these days, you can't worry just about competition from U.S. companies, you have to go head-on-head with firms from all over the world.

The lesson is clear: If we want to remain the greatest economic power on Earth, we must build a strong economy at home. But in my view, just as important, we must make sure that our companies have a fair chance to do business abroad.

In recently years -- I look around this room and read my briefing papers on the attendees -- your companies led the way. You helped drive the longest peacetime expansion in our nation's history. In the process, you supplied jobs and you generated ideas, and you created new industries. All you have to do is look around the Boston area at Information Alley, at larger companies such as Digital Equipment, Foxboro, Raytheon -- builders of the Patriot missile. Look at the medium-sized firms, such as Little and Ocean Spray. And you even have small dynamos, like Octocom Systems and Jet Spray International.

Boston was built on trade. Before our independence it was one of the most important ports in the entire British Empire. We reminded the Queen of that when she was here the other day -- (laughter) -- because we had her for lunch up in our family dining room, which is surrounded with pictures of the Port of Boston and the vital trade that was going through there years ago, and it still continues. But it served as this nation's trading capital for years.

Enterprise comes naturally here. Yankee entrepreneurs push the envelope of innovation. You give America the power of inspiration, of enterprise and of creativity.

The New England Governors Conference has worked hard to promote the cause of international trade. Governor Weld and five other colleagues have put together an economic development strategy that stresses the importance of increasing New England's visibility, increasing New England's clout in international markets.

Our administration has tried hard to encourage export businesses in a number of ways. Just a year ago we created the Trade Promotion Coordinating Committee, a council of 16 federal agencies that provide export assistance to U.S. businesses. This week, the committee has inaugurated a trade information center for companies to call in. The number: 1-800-USA-TRADE. It gives callers access to information about the full range of federal programs to help our exporters.

Today, let me just focus briefly on two critical aspects of international competitiveness: quality production at home and free and fair trade around the globe. Let's start with quality. It is no secret that American products, once the envy of the world, face stiff competition now from all over the globe. But no one can say that Americans aren't interested in quality.

In a competitive world we have reasserted ourselves and will continue to do so. Four years ago the Reagan administration and the Congress created the Malcolm Baldrige Awards to honor quality in the workplace. We now give up to six awards a year -- but only if we find enough companies that meet what are very exacting standards that the Baldrige Award requires.

The competition, I'm proud to say, gets more intense each year. Only 36 companies applied for the award in 1983; this year 103 did. The largest number of applications came from small businesses.

Everywhere you can find evidence that American businesses want to compete. You see it in the workplace where labor and

management are working together to build better and more reliable and more innovative products. You see it in the classrooms where workers go to build upon our most precious natural resource, our minds. And you see it, I proudly say, in our America 2000 Education Strategy which encourages lifelong learning. Even see it in shops and stores where "Made in the U.S.A." has become a selling point again, and where the Baldrige Award has become a major advertising bonus.

This is also true in foreign markets. Our export business has grown dramatically of late. American firms exported \$371 billion worth of goods and services in 1985. Just five years later, their total had grown to \$673 billion.

We export more than any nation on Earth, and we import more. Since 1986 sales to Canada, our largest trading partner, have increased by two-thirds. Our trade with Latin America has increased even more rapidly -- up 74 percent. Listen to this one in light of the recent debate. Exports to Mexico, now our number three trading partner, have grown to an astounding 130 percent since 1986. That's really, as we see it -- Bob and I see it -- just a beginning.

We enjoyed an 80-percent increase in sales both to Western Europe and Japan. Exports to the newly industrialized nations of the Pacific Rim rose by 132 percent. And trade in this hemisphere has grown dramatically because the new democracies in Central America and South America have begun eliminating constraints on foreign investment and lifting import restrictions on such products as automotive parts, computers, software, industrial supplies -- the building blocks of any modern market economy.

As an administration, we want to build upon that record by completing the Uruguay Round of the GATT negotiations and opening up the entire world for free and fair trade. We also want to create a free trade zone that would encompass Canada and the United States and Mexico.

This single market -- 360 million consumers who now produce \$6 trillion in annual output -- would tower over even the European market. But, frankly, we don't want to stop there. We also hope to build upon our trade success south of Mexico through the Enterprise for the Americas Initiative. We no longer will take South America for granted. I can't think of a more appropriate time to talk about these initiatives than today. We're wrapping up World Trade Week, and we stand on the verge of a new age of wider, swifter, more integrated world trade.

I am very, very happy, indeed, to say that the United States Senate a few minutes ago joined the House in extending the fast track trade procedures. (Applause.) And that was thanks to a great show of bipartisanship. I salute my fellow Texan, Lloyd Bentsen. I salute our leader in my side of the aisle, Bob Dole. I salute Bob Packwood, and so many others who went up against big odds to prevail on this issue.

The administration can move ahead on several very important trade initiatives now. And these do include the Uruguay Round of the GATT talks, the North American Free Trade Agreement and the Enterprise for the Americas Initiative. We've shown the world that we will meet the challenges of the 21st century and that we'll meet them united in purpose and united in effort.

Let me stress that the administration will consult closely with Congress in these trade talks. We have a superb negotiator in Carla Hills -- Ambassador Hills -- who along with Bob Mosbacher and others in this room worked their hearts out to achieve these victories in the House and the Senate. But we must from now on continue to cooperate with the United States Congress.

Fast track provides a tool for dealing in good faith with Congress and with our trading partners. Its passage provides some of our best economic news in months.

I met recently with leaders from the textile and apparel industries. Let's face it, that industry was somewhat divided. But I met with quite a few of them in the White House -- leaders of the industries -- each of whom saw great opportunity in a free trade agreement with Mexico. One CEO told me that her company's 1,200 jobs in Mexico support 2,000 jobs here in the United States of America. And without this alliance, she said, those 2,000 jobs simply would not exist.

And the point is this: Through fast track, I really believe everybody wins. In a world built upon free trade, every nation has a vested interest in the prosperity of its trading partners. After all, you can't export to a nation that is suffering from economic depression. Free and fair trade builds ties of mutual interest. It lays down a foundation for peace and for prosperity right here in our hemisphere and throughout the world.

Our entire administration is dedicated to the cause of free and fair trade and American exports. Vice President Quayle was promoting the cause just this week in Japan, Singapore, Malaysia and Indonesia. And just a short while ago, I met with members of PEC, the President's Export Council. And what a superb Council we have. Busy people, busy executives giving their time to help this concept of expanded exports. Heinz Prechter and Bev Dolan and the other hard-working members are advancing the cause.

And you in your daily affairs play an equally crucial role. You help America put its best face and its best products before the entire world. And so, again, on this very special day for American exports and, I say, for American prosperity, I thank you for being here. I thank you for all the time you give to this noble crusade. And may God bless you and God bless our wonderful country. Thank you very, very much. (Applause.)

END

12:49 P.M. EDT

DEPARTMENT OF COMMERCE EXPORT LUNCHEON
WORLD TRADE CENTER
BOSTON, MASS.
MAY 24, 1991
12:30 P.M.

THANK YOU, SECRETARY MOSBACHER. IT'S GOOD TO SEE THE BAY STATE'S OWN GOVERNOR BILL WELD -- LIEUTENANT GOVERNOR PAUL CELLUCCI [SA-LOOCHI] -- TREASURER JOE MALONE. PAT SAIKI OF THE SBA AND RONALD ROSKENS OF AID. JOHN MACOMBER FROM THE EXIM BANK. FRED ZEDER FROM OPIC AND PRISCILLA RABB AYRES [AIRS] FROM THE U.S. TRADE AND DEVELOPMENT PROGRAM. RON SKATES, HEAD OF DATA GENERAL. THANK YOU ALL FOR COMING OUT TO SUPPORT AMERICAN EXPORTS!

IT'S ALWAYS NICE TO VISIT BOSTON, A PLACE KNOWN FOR ITS HUMILITY AND INTELLECTUAL MODESTY. AS THE OLD SAW GOES: "IF YOU HEAR AN OWL HOOT, "TO WHOM," INSTEAD OF "WHO?" YOU CAN BE SURE IT WAS BORN AND EDUCATED IN BOSTON. //

YOU KNOW, IT FEELS A LITTLE STRANGE TO BE TALKING ABOUT EXPORTS IN FRONT OF THE REAL EXPERT, BOB MOSBACHER. IT'S GREAT TO SEE YOU HERE TODAY -- I HEAR YOU DASHED BACK TO WASHINGTON FROM YESTERDAY'S N.E.I. LUNCHEON TO GIVE A LAST MINUTE PUSH FOR THE EXTENSION OF FAST TRACK. BOB, YOU AND EVERYONE ASSOCIATED WITH OUR NATIONAL EXPORT INITIATIVE HAVE DONE A SPECTACULAR JOB PROMOTING EXPORTS FROM THE UNITED STATES, AND THE NUMBERS TELL THE TALE. THIS NATION ENJOYED ITS GREATEST EXPORT MONTH EVER LAST OCTOBER, AND THE LATEST MONTHLY FIGURES -- THEY'RE FOR MARCH -- NEARLY EQUALED THAT RECORD. WE EXPORTED \$34 BILLION IN GOODS THAT MONTH -- AND WE HAD THE SMALLEST MONTHLY TRADE DEFICIT WE'VE SEEN IN SEVEN AND A HALF YEARS.

AS YOU ALL KNOW, THE WORLD ECONOMY HAS CHANGED DRAMATICALLY IN RECENT YEARS. IF YOU WANT TO SUCCEED IN BUSINESS THESE DAYS, YOU CAN'T WORRY JUST ABOUT COMPETITION FROM U.S. COMPANIES; YOU HAVE TO GO HEAD-TO-HEAD WITH FIRMS FROM ALL OVER THE WORLD.

THE LESSON IS CLEAR: IF WE WANT TO REMAIN THE GREATEST ECONOMIC POWER ON EARTH, WE MUST BUILD A STRONG ECONOMY AT HOME. BUT JUST AS IMPORTANT, WE MUST MAKE SURE THAT OUR COMPANIES HAVE A FAIR CHANCE TO DO BUSINESS ABROAD. //

IN RECENT YEARS, COMPANIES LIKE YOURS LED THE WAY. YOU HELPED DRIVE THE LONGEST PEACETIME ECONOMIC EXPANSION IN OUR NATION'S HISTORY. YOU SUPPLIED JOBS. YOU GENERATED IDEAS. YOU CREATED NEW INDUSTRIES. ALL YOU HAVE TO DO IS LOOK AROUND THE BOSTON AREA / AT INFORMATION ALLEY / AT LARGER COMPANIES, SUCH AS DIGITAL EQUIPMENT, FOXBORO, OR RAYTHEON -- BUILDER OF THE PATRIOT MISSILE. LOOK AT MEDIUM-SIZED FIRMS SUCH AS ARTHUR D. LITTLE, AND OCEAN SPRAY. YOU EVEN HAVE SOME SMALL DYNAMOS -- LIKE OCTOCOM SYSTEMS AND JET SPRAY INTERNATIONAL.

BOSTON WAS BUILT UPON TRADE. BEFORE OUR INDEPENDENCE, IT WAS ONE OF THE MOST IMPORTANT PORTS IN THE ENTIRE BRITISH EMPIRE, AND IT SERVED AS THIS NATION'S TRADING CAPITAL FOR YEARS.

ENTERPRISE COMES NATURALLY HERE. YANKEE ENTREPRENEURS PUSH THE ENVELOPE OF INNOVATION. YOU GIVE AMERICA THE POWER OF INSPIRATION, OF ENTERPRISE, OF CREATIVITY.

THE NEW ENGLAND GOVERNORS' CONFERENCE HAS WORKED HARD TO PROMOTE THE CAUSE OF INTERNATIONAL TRADE. GOVERNOR WELD AND FIVE OTHER COLLEAGUES HAVE PUT TOGETHER AN ECONOMIC DEVELOPMENT STRATEGY THAT STRESSES THE IMPORTANCE OF INCREASING NEW ENGLAND'S VISIBILITY AND CLOUT IN INTERNATIONAL MARKETS.

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THIS WEEK'S VOTES ON FAST TRACK DEMONSTRATE THE KIND OF COOPERATION WE NEED. LEADERS OF BOTH PARTIES WORKED TOGETHER FOR THE GOOD OF THE COUNTRY, IN A TRULY BIPARTISAN SPIRIT. AS WE HAVE SAID ALL ALONG, THE FAST-TRACK VOTES WILL BE CLOSE. BUT THEY ALSO ARE CRUCIAL. ~~WE NEED YOUR HELP IN MAKING SURE THAT THE SENATE EXTENDS FAST TRACK, AND~~ ^{I am delighted with the House vote and confident the Senate, too, will do what's right a very short time from now.} ~~EN~~ ^{Fast Track} ABLES US TO CONTINUE THE IMPORTANT WORK OF PRESSING FOR FREE AND FAIR TRADE AROUND THE WORLD.

A YES VOTE ON FAST TRACK WILL TELL THE ENTIRE WORLD THAT AMERICA STANDS READY, EAGER AND ABLE TO TAKE ON THE CHALLENGES OF THE 21ST CENTURY.

I WANT TO ACKNOWLEDGE LEADERS FROM BOTH PARTIES WHO LED THE PUSH FOR FAST-TRACK. THE AMERICAN PEOPLE DESERVE THIS KIND OF GIVE-AND-TAKE ON THE ISSUES. THEY DESERVE THIS KIND OF COOPERATION ON ISSUES OF CRUCIAL NATIONAL IMPORTANCE. OUR PROPOSALS FOR REFORM ON EDUCATION, CRIME, TRANSPORTATION AND CIVIL RIGHTS -- TO NAME JUST A FEW -- HAVE BEEN GATHERING DUST. SOME HAVE BEEN IGNORED FOR MORE THAN TWO YEARS. IT'S TIME MEMBERS OF BOTH PARTIES DROPPED THEIR GLOVES AND EXTENDED THEIR HANDS, WORKING TOGETHER TO GRAPPLE WITH THESE IMPORTANT ISSUES.

~~SECRET~~
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→ And the

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