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Record Group/Collection: George H.W. Bush Presidential Records
Collection/Office of Origin: Speechwriting, White House Office of
Series: Speech File Draft Files
Subseries: Chron File, 1989-1993

OA/ID Number: 13595
Folder ID Number: 13595-006

Folder Title:

Press Statement re: Barbara H. Franklin 12/26/91 [OA 6040]

Stack:	Row:	Section:	Shelf:	Position:
G	26	17	5	3

WHITE HOUSE STAFFING MEMORANDUM

DATE: 12/19/91 ACTION/CONCURRENCE/COMMENT DUE BY: ---

SUBJECT: PRESS STATEMENT - DECEMBER 19, 1991

	ACTION	FYI		ACTION	FYI
VICE PRESIDENT	<input type="checkbox"/>	<input checked="" type="checkbox"/>	HORNER	<input type="checkbox"/>	<input type="checkbox"/>
SKINNER	<input type="checkbox"/>	<input checked="" type="checkbox"/>	MCCLURE	<input type="checkbox"/>	<input checked="" type="checkbox"/>
SCOWCROFT	<input type="checkbox"/>	<input checked="" type="checkbox"/>	PETERSMEYER	<input type="checkbox"/>	<input type="checkbox"/>
DARMAN	<input type="checkbox"/>	<input checked="" type="checkbox"/>	PORTER	<input type="checkbox"/>	<input checked="" type="checkbox"/>
BRADY	<input type="checkbox"/>	<input checked="" type="checkbox"/>	ROGICH	<input type="checkbox"/>	<input checked="" type="checkbox"/>
BROMLEY	<input type="checkbox"/>	<input type="checkbox"/>	SMITH	<input type="checkbox"/>	<input checked="" type="checkbox"/>
CARD	<input type="checkbox"/>	<input checked="" type="checkbox"/>	FINDLAY	<input type="checkbox"/>	<input checked="" type="checkbox"/>
DEMAREST	<input type="checkbox"/>	<input checked="" type="checkbox"/>	_____	<input type="checkbox"/>	<input type="checkbox"/>
FITZWATER	<input type="checkbox"/>	<input checked="" type="checkbox"/>	_____	<input type="checkbox"/>	<input 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

PRESS STATEMENT DECEMBER 19, 1991

Today, I sat across the table from a number of America's toughest competitors. No, they weren't the Japanese, or the Koreans, or the Germans. They were, in fact, the leaders of some of America's finest businesses.

They were here with me today because they care about American jobs. They're coming with me to Asia ten days from now for the same reason: American jobs.

The meeting we had today -- and the mission we will embark upon soon -- demonstrate that we will relentlessly pursue our mission to create jobs and restore prosperity for all Americans.

Every one of these business leaders knows that right now, during tough times, exports are our strong suit. They know that the Asian market is growing and largely untapped. They also know -- better than anyone -- that American goods and services are higher quality and more competitive than ever before. New exports mean new jobs -- good jobs -- 20,000 new jobs for every billion in new manufactured exports.

When the playing field is level -- when our trading partners provide U.S. companies the same kind of opportunities that their firms enjoy here -- our workers can compete with anybody, anytime, anywhere. That's not just free trade, that's fair

trade. I will continue to insist upon that kind of relationship with the nations I visit in January.

The changes around the world these last two years present a tremendous challenge to all of us. They also present an extraordinary opportunity to promote democracy, peace and yes, prosperity.

America is a Pacific nation. We have a broad range of interests throughout the region including important security arrangements and political relationships. During this upcoming trip we will not neglect those interests.

I know every American cares deeply about the prospects of a freer and safer world. I also know that America benefits when our citizens and companies play an active role in world markets. Engagement in the global marketplace affects the prices we pay for goods and services, as well as the strength of a vibrant and growing economy -- the kind where everyone who wants to work has a good job at a good wage.

That's why we must stay engaged overseas -- because it matters so much right here at home.

I'm going to be candid with the leaders of Australia, Singapore, South Korea, and Japan. I will call upon them to

redouble their efforts to ensure that their markets are fully open to American goods and services.

I will stress that we are looking for a true economic partnership -- one of shared responsibilities for promoting open markets and financial systems.

I will urge them to join me in redoubling their efforts to help all the world's economies grow by achieving a successful conclusion to the Uruguay Round of trade negotiations.

The United States is by far the largest open market in the world -- and that's been good for the United States, no question. But our friends and allies have benefitted greatly as well, and must share the responsibility for an open trading system.

This trip alone will not resolve all the trade frictions between our countries. It will not create a new American export boom overnight.

What it will do is demonstrate that trade is a two-way street -- that our relationships around the world are important to us -- and that in a world more hopeful of a peaceful future than ever before the United States will continue to lead.

CLOSE HOLD

4260

Document No. _____

Demarest Advance

WHITE HOUSE STAFFING MEMORANDUM



DATE: 12/19/91 ACTION/CONCURRENCE/COMMENT DUE BY: TODAY, 12/19/91 10:00 am

SUBJECT: PRESS STATEMENT

	ACTION	FYI		ACTION	FYI
VICE PRESIDENT	<input type="checkbox"/>	<input checked="" type="checkbox"/>	HORNER	<input type="checkbox"/>	<input type="checkbox"/>
SKINNER	<input type="checkbox"/>	<input checked="" type="checkbox"/>	MCCLURE	<input checked="" type="checkbox"/>	<input type="checkbox"/>
SCOWCROFT	<input checked="" type="checkbox"/>	<input type="checkbox"/>	PETERSMEYER	<input type="checkbox"/>	<input type="checkbox"/>
DARMAN	<input checked="" type="checkbox"/>	<input type="checkbox"/>	PORTER	<input checked="" type="checkbox"/>	<input type="checkbox"/>
BRADY	<input type="checkbox"/>	<input checked="" type="checkbox"/>	ROGICH	<input checked="" type="checkbox"/>	<input type="checkbox"/>
BROMLEY	<input type="checkbox"/>	<input type="checkbox"/>	SMITH	<input checked="" type="checkbox"/>	<input type="checkbox"/>
CARD	<input type="checkbox"/>	<input checked="" type="checkbox"/>	FINDLAY	<input type="checkbox"/>	<input checked="" type="checkbox"/>
DEMAREST	<input type="checkbox"/>	<input checked="" type="checkbox"/>	_____	<input type="checkbox"/>	<input type="checkbox"/>
FITZWATER	<input type="checkbox"/>	<input checked="" type="checkbox"/>	_____	<input type="checkbox"/>	<input type="checkbox"/>
GRAY	<input checked="" type="checkbox"/>	<input type="checkbox"/>	_____	<input type="checkbox"/>	<input type="checkbox"/>
HOLIDAY	<input checked="" type="checkbox"/>	<input type="checkbox"/>	_____	<input type="checkbox"/>	<input type="checkbox"/>

REMARKS:

Please forward your comments directly to David Demarest, 2nd Fl, WW x7620, no later than 10:00 a.m., TODAY, THURSDAY, DECEMBER 19, with a copy to this office. Thank you.

RESPONSE:

CLOSE HOLD

NSC concurs, with noted changes.

Brent Scowcroft

cc: Phillip D. Brady

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

PRESS STATEMENT

12/19

Today, I sat across the table from a number of America's toughest competitors. No, they weren't the Japanese, or the Koreans, or the Germans. They were, in fact, the men and women of America's finest businesses.

They were here with me today because they care about American jobs. They're coming with me to Asia ten days from now for the same reason: American jobs.

The meeting we had today -- and the mission we will embark upon soon -- demonstrate that we will leave no stone unturned in our efforts to get this economy off the dime.

Every one of these business leaders knows that right now, during some particularly tough times, exports are our strong suit. They know that the Asian market is growing and largely untapped. New exports mean new jobs -- good jobs -- 20,000 new jobs for every billion in new manufactured exports, to be exact.

When the playing field is level -- when our trading partners provide U.S. companies the same kind of opportunities that their firms enjoy here -- our workers can compete with anybody, anytime, anywhere. That's not just free trade, that's fair trade. I will ^{seek to promote} insist upon that kind of ^{trade regime} relationship with the nations I visit in January.

You see, the changes around the world these last two years present a tremendous challenge to all of us. They also present an extraordinary opportunity to promote democracy, peace, and yes, prosperity.

when our citizens, our companies play an active role

I know every American cares deeply about the prospects of a ~~freer~~ ^{more democratic} safer world. And I know that America benefits ~~by participating~~ in world markets. Engagement in the global marketplace affects the prices we pay for goods and services, as well as the strength of a vibrant and growing economy -- the kind where everyone who wants to work has a good job at a good wage.

That's why we're going to stay engaged overseas -- because it ~~matters so much right here at home.~~ ^{critical to prosperity}

I'm going to be candid with the leaders of Australia, Singapore, South Korea, and Japan. I will call upon them to ~~redouble~~ ^{recommit} their efforts to ~~open their~~ ^{are open} markets fully to American goods and services. ^{ensure that their}

I will stress that we are looking for a true economic partnership -- one where they step up to their responsibilities to promote open markets and financial systems.

I will urge them to ^{join me} ~~redouble~~ ⁱⁿ their efforts to help all the world's economies grow by achieving a successful conclusion to the Uruguay Round of trade negotiations.

The United States is by far the largest open market in the world -- and that's been good for the United States, no question. But our friends and allies have benefitted greatly as well and now must share the responsibility for an open trading system too.

This trip alone will not resolve all the trade frictions between our countries. It will not create a new American export boom overnight.

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URGENT

NATIONAL SECURITY COUNCIL EXECUTIVE SECRETARIAT STAFFING DOCUMENT

TIME STAMP

SYSTEM LOG NUMBER: 9260

ACTION OFFICER: Deal PAAL

DUE: ASAP 19 Dec

Prepare Memo For Scowcroft/Howe

Appropriate Action

Prepare Memo For Brady

Prepare Memo For Sittmann

Prepare Memo Scowcroft to Demarest w/ cc Brady

CONCURRENCES/COMMENTS* PHONE* to action officer at ext. 31022

Concur	FYI	Concur	FYI	Concur	FYI
<input type="checkbox"/>	<input type="checkbox"/> Andricos	<input type="checkbox"/>	<input type="checkbox"/> Hutchings	<input checked="" type="checkbox"/>	<input type="checkbox"/> Popadiuk
<input type="checkbox"/>	<input type="checkbox"/> Barth	<input type="checkbox"/>	<input type="checkbox"/> Jones	<input type="checkbox"/>	<input type="checkbox"/> Pryce
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INFORMATION Sittmann

Hill

Exec Sec Desk

Scowcroft (advance)

Howe (advance)

Secretariat

COMMENTS

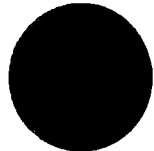
Logged By KWJ

Return to Secretariat
379 OEOB

CLOSE HOLD

Document No. _____

WHITE HOUSE STAFFING MEMORANDUM



DATE: 12/19/91 ACTION/CONCURRENCE/COMMENT DUE BY: TODAY, 12/19/91 10:00 am

SUBJECT: PRESS STATEMENT

	ACTION	FYI		ACTION	FYI
VICE PRESIDENT	<input type="checkbox"/>	<input checked="" type="checkbox"/>	HORNER	<input type="checkbox"/>	<input type="checkbox"/>
SKINNER	<input type="checkbox"/>	<input checked="" type="checkbox"/>	MCCLURE	<input checked="" type="checkbox"/>	<input type="checkbox"/>
SCOWCROFT	<input checked="" type="checkbox"/>	<input type="checkbox"/>	PETERSMEYER	<input type="checkbox"/>	<input type="checkbox"/>
DARMAN	<input checked="" type="checkbox"/>	<input type="checkbox"/>	PORTER	<input checked="" type="checkbox"/>	<input type="checkbox"/>
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FITZWATER	<input type="checkbox"/>	<input checked="" type="checkbox"/>		<input type="checkbox"/>	<input type="checkbox"/>
GRAY	<input checked="" type="checkbox"/>	<input type="checkbox"/>		<input type="checkbox"/>	<input type="checkbox"/>
HOLIDAY	<input checked="" type="checkbox"/>	<input type="checkbox"/>		<input type="checkbox"/>	<input type="checkbox"/>

REMARKS:

Please forward your comments directly to David Demarest, 2nd Fl, WW x7620, no later than 10:00 a.m., TODAY, THURSDAY, DECEMBER 19, with a copy to this office. Thank you.

RESPONSE:

Brief Comments pg. 1 & 2. [Signature] 12/19/91

CLOSE HOLD

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

Notes: Elit pg 1 is to emphasize POTUS has been insisting on this for long time.

PRESS STATEMENT

12/19

Today, I sat across the table from a number of America's toughest competitors. No, they weren't the Japanese, or the Koreans, or the Germans. They were, in fact, the men and women of America's finest businesses.

They were here with me today because they care about American jobs. They're coming with me to Asia ten days from now for the same reason: American jobs.

The meeting we had today -- and the mission we will embark upon soon -- demonstrate that we will leave no stone unturned in our efforts to get this economy off the dime.

Every one of these business leaders knows that right now, during some particularly tough times, exports are our strong suit. They know that the Asian market is growing and largely untapped. New exports mean new jobs -- good jobs -- 20,000 new jobs for every billion in new manufactured exports, to be exact.

When the playing field is level -- when our trading partners provide U.S. companies the same kind of opportunities that their firms enjoy here -- our workers can compete with anybody, anytime, anywhere. That's not just free trade, that's fair trade. I will insist upon that kind of relationship with the nations I visit in January.

continue to

~~You see,~~ the changes around the world these last two years present a tremendous challenge to all of us. They also present an extraordinary opportunity to promote democracy, peace, and yes, prosperity.

I know every American cares deeply about the prospects of a freer safer world. And I know that America benefits by participating in world markets. Engagement in the global marketplace affects the prices we pay for goods and services, as well as the strength of a vibrant and growing economy -- the kind where everyone who wants to work has a good job at a good wage.

That's why we're going to stay engaged overseas -- because it matters so much right here at home.

I'm going to be candid with the leaders of Australia, Singapore, South Korea, and Japan. I will call upon them to redouble their efforts to open their markets fully to American goods and services.

I will stress that we are looking for a true economic partnership -- one where they step up to their responsibilities to promote open markets and financial systems.

I will urge them to redouble their efforts to help all the world's economies grow by achieving a successful conclusion to the Uruguay Round of trade negotiations.

The United States is by far the largest open market in the world -- and that's been good for the United States, no question. But our friends and allies have benefitted greatly as well and now must share the responsibility for an open trading system too.

This trip alone will not resolve all the trade frictions between our countries. It will not create a new American export boom overnight.

What it will do is demonstrate that trade is a two-way street -- that our relationships around the world are important to us -- and that in a world more hopeful of a peaceful future than ever before the United States will continue to lead.

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Document No. _____

WHITE HOUSE STAFFING MEMORANDUM



DATE: 12/19/91 ACTION/CONCURRENCE/COMMENT DUE BY: TODAY, 12/19/91 10:00 am

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HOLIDAY	<input checked="" type="checkbox"/>	<input type="checkbox"/>	_____	<input type="checkbox"/>	<input type="checkbox"/>

REMARKS:

Please forward your comments directly to David Demarest, 2nd Fl, WW x7620, no later than 10:00 a.m., TODAY, THURSDAY, DECEMBER 19, with a copy to this office. Thank you.

RESPONSE:

Ok - a few thoughts PR for SR

CLOSE HOLD

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

PRESS STATEMENT

12/19

Today, I sat across the table from a number of America's toughest competitors. No, they weren't the Japanese, or the Koreans, or the Germans. They were, in fact, the men and women of America's finest businesses.

They were here with me today because they care about American jobs. They're coming with me to Asia ten days from now for the same reason: American jobs.

The meeting we had today -- and the mission we will ^{soon} embark upon ~~soon~~ -- demonstrate that we will ^{do everything we can} ~~leave no stone unturned~~ in our ~~efforts~~ to get this economy off the dime.

Every one of these business leaders knows that right now, during ~~some particularly~~ tough times, exports are our strong suit. They know that the Asian market is growing and largely untapped. New exports mean new jobs -- good jobs -- 20,000 new jobs for every billion in new manufactured exports, to be exact.

When the playing field is level -- when our trading partners provide U.S. companies the same kind of opportunities that their firms enjoy here -- our workers can compete with anybody, anytime, anywhere. That's not just free trade, that's fair trade. I will insist upon that kind of relationship with the nations I visit in January.

You see, the changes around the world these last two years present a tremendous challenge to all of us. They also present an extraordinary opportunity to promote democracy, peace, and yes, ~~prosperity.~~ ^{American goods abroad.}

I know every American cares deeply about the prospects of a freer safer world. And I know that America benefits by participating in world markets. ^{Our Active Participation} ~~Engagement~~ in the global marketplace affects the prices we pay for goods and services, as well as the strength of a vibrant and growing economy -- the kind where everyone who wants to work has a good job at a good wage.

That's why ~~were going to~~ ^{we must} stay engaged overseas -- because it matters so much ~~right~~ ^{here} at home.

I'm going to be candid with the leaders of Australia, Singapore, South Korea, and Japan. I will call upon them to redouble their efforts to open their markets fully to American goods and services.

Don't we already have a 3:1 trade surplus with Australia

I will stress that we are looking for a true economic partnership -- one where they step up to their responsibilities to promote open markets and financial systems.

I will urge them to redouble their efforts to help all the world's economies grow by achieving a successful conclusion to the Uruguay Round of trade negotiations.

The United States is by far the largest open market in the world -- and that's been good for the United States, no question. But our friends and allies have benefitted greatly as well and now must share the responsibility for an open trading system too.

This trip alone will not resolve all the trade frictions between our countries. It will not create a new American export boom overnight.

What it will do is demonstrate that trade is a two-way street -- that our relationships around the world are important to us -- and that in a world more hopeful of a peaceful future than ever before the United States will continue to lead.

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Document No. _____

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SCOWCROFT	<input checked="" type="checkbox"/>	<input type="checkbox"/>	PETERSMEYER	<input type="checkbox"/>	<input type="checkbox"/>
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DEMAREST	<input type="checkbox"/>	<input checked="" type="checkbox"/>	_____	<input type="checkbox"/>	<input type="checkbox"/>
FITZWATER	<input type="checkbox"/>	<input checked="" type="checkbox"/>	_____	<input type="checkbox"/>	<input type="checkbox"/>
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RESPONSE:

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

PRESS STATEMENT

12/19

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They were here with me today because they care about American jobs. They're coming with me to Asia ten days from now for the same reason: American jobs.

The meeting we had today -- and the mission we will embark upon soon -- demonstrate that we will ~~leave no stone unturned in our efforts to get this economy off the dime.~~ ^{RELENTLESSLY PURSUE OUR MISSION TO CREATE JOBS AND RESTORE PROSPERITY FOR ALL AMERICANS.}

Every one of these business leaders knows that right now, during some particularly tough times, exports are our strong suit. They know that the Asian market is growing and largely untapped. New exports mean new jobs -- good jobs -- 20,000 new jobs for every billion in new manufactured exports, ^{to be exact.}

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I will stress that we are looking for a true economic partnership -- one ^{of shared} [where they step up to their] responsibilities ^{for} ~~to~~ ^{promote} ~~ing~~ open markets and financial systems.

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QUESTIONS FOR FOREIGN PRESS CONFERENCE

1. Will you still go to Australia if Prime Minister Hawke should leave office before December 31? What impact will a change in government have on your trip?
2. What will you tell Australian farmers who complain about U.S. grain export policy?
3. Now that the irritant of shipboard nuclear weapons has been removed, will U.S. relations with New Zealand be restored to normal?
4. Why are you taking a group of industrialists to Australia when the U.S. has a trade surplus with that country?
5. Will you press the Singaporean government to eliminate their censorship of the news media...e.g. the Wall Street Journal?
6. Is it true that you have removed all U.S. nuclear weapons from the Republic of Korea? Will you allow North Korea to inspect U.S. bases in the South?
7. Does the presence of U.S. industrialists on your trip mean that you will be pressuring Korea/Japan etc for trade concessions?
8. Do you think it was a mistake to postpone your Asian trip when it was originally scheduled? What did you accomplish by staying home during that period?
9. Do you expect the Japanese to financially support the supercollider? When do you think they will announce their decision?
10. What will you tell your Japanese counterparts about your expectations on the importation of U.S. rice?
11. How do you respond to charges that the reason U.S. auto firms aren't competitive with their Japanese counterparts is that they are less efficient and produce inferior products?
12. Do you think it is fair to expect Japan to financially aid the former Soviet Union as long as the Northern Territories issue is still unresolved?
13. Will there be a Tokyo Declaration?
14. When the U.S. withdraws from Subic Bay, what will it use as a replacement?
15. Many Japanese feel that the U.S. criticizes Japan's trade practices when it should instead be correcting its own problems -

look at competitiveness, low savings rate, high deficit, poorly educated work force. What is your response to that?

16. What is your position on the establishment of a Radio Free China?

17. What is your reaction to the treaty of non-aggression between North and South Korea?

18. What is the purpose of your trip?

NON ASIAN QUESTIONS

1. Now that your envoy Mr Niles and Secretary Baker have visited Russia and Ukraine, when do you plan to recognize them and the Commonwealth?
2. Who do you think is now in political control of the former Soviet Union's nuclear weapons?
3. What do you think of Kazakhstan's stated intention to keep their nukes as long as Russia has theirs?
4. Don't you think you stayed with Gorbachev too long?
5. You have long said that the U.S. supports the EC on Yugoslavia. Since the EC apparently will recognize Croatia and other republics on January 15th, will the U.S. follow suit?
6. Why don't you like Mitterrand's proposal for a 4-party conference on nuclear weapons?
7. Would the U.S. come to the aid of groups trying to depose Saddam Hussein in Iraq?
8. Five weeks ago you asked Libya for a prompt response to the Pan Am 103 indictments. When will your patience run out and what will you do then?
9. What will you do to get the Middle East peace talks unstuck?
10. Is it true that the North American Free Trade Agreement is likely to be delayed until after the '92 election?
11. Do you think NATO is still necessary?
12. Do you support a common European defense/foreign policy?
13. Will you propose a "Marshall Plan" for the former Soviet Union at your January conference?

President's News Conference with Foreign Press
Opening Statement
December 19, 1991

- The changes around the world in the past two years present a tremendous challenge to promote democracy, prosperity, and a stable and peaceful world.
- These objectives, directly linked to the interests of American producers and consumers at home, can only be protected by our active involvement abroad.
- I plan to travel to the Asia Pacific region to lay out a course for enduring American engagement.
- I will hold serious and candid conversations with leaders from Australia, Singapore, South Korea, and Japan.
- I will call for hard work by both sides on our trading relationships with these countries. I will stress that we are looking for true economic partners in the region, partners who will step up to their responsibilities to promote open world trade and financial systems.
- I will be talking about American exports and American jobs: every billion dollars in U.S. exports translates into roughly 20,000 jobs in the United States. That means the total number of jobs created by exports rose by 42 percent between 1986 and 1990, from 5 million to more than 7 million jobs.
- Asia is also a large consumer of U.S. services. In 1990, for example, we sold \$22.9 billion in services to Japan and Australia alone.

- Between 1985 and 1990, exports accounted for half of American economic growth. This year, according to the National Association of Manufacturers, exports grew by 7.5 percent, three times faster than the overall economy.
- We need a strong, competitive effort to succeed in the Asia Pacific region. Turning to protectionism and isolationism will not help us but will hurt us as we expand those markets and try to ensure the prosperity of Americans.
- I will ask the leaders I meet to devote their governments' efforts to the final push necessary for a successful conclusion in the Uruguay Round.
- Success in the Round will encourage free and fair trade that will boost economic growth, job creation, and technology development that draws from the best of America and the best of Asia and the Pacific.
- I am dedicated to restoring American competitiveness. To help advance toward that goal, I have asked top U.S. business leaders to join me on this trip. These are people who understand first hand what it means to do business as genuinely global companies and know what our firms need to prosper in foreign markets.
- Together, we will work hard on this trip to improve opportunities for American businesses in Asia and the Pacific.
- This trip alone will not resolve all of our trade frictions. But what I want to do is work these markets with American

businessmen to get us on the road toward long-term, stable growth.

- Our country is committed to a future energized by free markets and free people. As in Europe, we will continue to take advantage of the diminished threat of world war to slim down our forward-deployed forces and reduce the number of our bases. But the cause of harmony among nations is not a call for retreat.
- In sum, I will travel to Asian Pacific countries to advance the security interests of the American people, expand our economic opportunities, and promote the values of freedom and individual rights that are our heritage.

December 18, 1991

Trade/Domestic Growth Talking Points

1. General Points

- | -- Exports are a major component of domestic growth. Every billion dollars in U.S. exports translates into roughly 20,000 jobs in the United States.
- | -- Based on this calculation, the total number of jobs created by exports rose by 42 percent between 1986 and 1990, from 5.0 to 7.2 million jobs.
- As a result, we are committed to a series of trade initiatives, such as NAFTA, completion of the Uruguay Round, and the Enterprise for the Americas Initiative designed to expand U.S. business opportunities throughout the world.

2. Asia

- Accompanying the President on each of his state visits will be a delegation of leading American business people. The visits will be about American exports and American jobs.
- In 1990, U.S. manufacturers sold \$115 billion worth of goods in the Asian-Pacific region, 29 percent of total U.S. exports. By comparison \$113 billion of goods were sold to Western Europe.
- Exports to Japan and the four Asian Newly Industrialized Economies (Taiwan, Korea, Singapore, Hong Kong) alone support 1.7 million U.S. jobs.
- | -- Asia is also a large consumer of U.S. services. In 1990, for example, the U.S. sold \$22.9 billion in services to Japan and Australia alone.
- Singapore is our largest trading partner in the Association of Southeast Asian Nations (ASEAN), which is our third largest overseas export market. ASEAN has averaged 7 percent growth over the past 10 years and U.S. exports to ASEAN are up more than 50 percent in the last three years and are expected to reach \$21 billion in 1991.

STAFF

**Talking Points
Presidential Mission to Southeast Asia**

- o Creating jobs and strengthening the U.S. economy is a top priority of this Administration. Recognizing that exports are a major component of domestic growth, the President has committed to a series of initiatives (such as NAFTA, the completion of the Uruguay Round, IIA) designed to expand the opportunities available to U.S. businesses throughout the world.
- o The Administration has worked tirelessly since 1988 to open the markets of Japan, Korea and other east Asian nations to U.S. exports. Reflecting the importance of this market, this trip marks the first time a U.S. president has led a delegation of business leaders on a mission focused on business and commercial issues.
- o It is a continuation of a series of similar missions by the Vice President and Secretary Mosbacher. In May, the Vice President took a business mission to Japan where he focused on increasing U.S. access to the Japanese auto parts markets. In August he led a delegation of business leaders to Latin America. Since early 1989, Secretary Mosbacher has led ten business development missions to twenty-four countries.
- o During this trip, the President, Secretary Mosbacher and the members of the business delegation will continue to press the case for American companies trying to compete in these markets. Two winners of the prestigious Baldrige Quality Award will participate in the mission.
- o The delegation will push for more open markets in areas such as financial services, paper, computer procurement, glass, autos, auto parts and the general need for a business environment more open to foreign products and investment.

BACKGROUND

- o Exports play an important role in the strength of our economy. In 1990, U.S. merchandise exports supported 9.9 percent of the U.S. gross domestic product (GDP). In each of the last two years (1989-90), export growth was by far the strongest individual component of GDP growth.
- o Merchandise exports contributed 41 percent of the GDP growth between 1986 and 1990. During that time, U.S. merchandise exports have grown by more than 70 percent. In 1990, merchandise exports contributed 88 percent of the GDP growth.

○ Merchandise exports contributed 25 percent of the growth in total U.S. civilian employment between 1986 and 1990. The share of total U.S. civilian employment attributed to merchandise exports rose from 5.7 percent in 1986 to 7.5 percent in 1990.

○ It is estimated that for every \$1 billion increase in exports, 19,000 jobs are created. Based on that calculation, the total number of jobs created by exports rose by 42 percent between 1986 and 1990, from 5.0 to 7.2 million jobs.

○ Eastern Asia is the fastest growing economic area in the world. Singapore has grown at an annual rate of 6.3 percent since 1981, Korea by 9.9 percent and Japan by 4.3 percent. Total U.S. trade with the Pacific Rim was \$296 billion in 1990.

POINTS TO BE MADE FOR THE MEDIA
THE PRESIDENT'S TRIP TO ASIA

- The United States is readjusting its policies in Asia as elsewhere to accommodate the post-Cold War era. In this era, economics will play a relatively larger role than in the past.
- The U.S. has also been reducing its military presence in the Asian region, to conform to the growing economic strength of the Asian-Pacific region and to reductions in tension where they occur.
- The President's upcoming trip to Asia addresses these broad developments.
- Two elements of this trip have not typically been parts of Presidential travel previously: A push to open new markets in the world's most dynamic region for American products; an effort to draw the attention of American businesses to the opportunities available there for competition-minded industries.
- Accompanying the President on each of his state visits will be a delegation of leading American business people. The visits will be about American exports and American jobs.
- As Ambassador Carla Hills says so often as she pursues free and fair trade, every billion dollars in US exports translates into roughly 20,000 jobs in the United States.
- Between 1985 and 1990, exports accounted for half of American economic growth. Just recently, with a world-wide reduction in demand, this growth has slowed.

- The President's trip will not by itself reverse this trend overnight, and results will not be instantly apparent. But our hope is that by working these markets on behalf of and together with American business, the President will promote long-term, stable growth, producing long-term and stable jobs.
- In 1990, U. S. manufacturers sold \$115 billion worth of goods in the Asia-Pacific region, 29 percent of total U.S. exports. By comparison \$113 billion of goods were sold to Western Europe.
- Exports to Japan and the four Asian Newly Industrialized Economies alone support 1.7 million U. S. jobs.
- Asia is also a large consumer of U.S. services. In 1990, for example, the U.S. sold \$22.9 billion in services to Japan and Australia alone.
- Singapore is our largest trading partner in ASEAN, which is our third largest overseas export market. ASEAN has averaged 7 percent growth over the past 10 years and U.S. exports to ASEAN are up more than 50 percent in the last three years and are expected to reach \$21 billion in 1991.
- The President firmly believes protectionism and isolationism are contrary to the American interest. They mean smaller markets and fewer jobs.
- If more Americans are willing to roll up their sleeves, invest in the right tools, and offer their products and services to the Asian and Pacific markets, they will prosper.
- The business people travelling with the President are eager to expand or initiate access to these markets. The proof of

the success of their effort and the President's will not be measured in contracts signed during this trip, but in the months following.

- In sum, exports equal jobs and economic growth; internationally, Asia is where the growth markets are located. The President is targeting those markets on this visit and in the years ahead to promote sustainable growth on the basis of increasing competitiveness and free and fair access.

CLOSE HOLD

Document No. _____

WHITE HOUSE STAFFING MEMORANDUM

DATE: 12/19/91 ACTION/CONCURRENCE/COMMENT DUE BY: TODAY, 12/19/91 10:00am

SUBJECT: PRESS STATEMENT

	ACTION	FYI		ACTION	FYI
VICE PRESIDENT	<input type="checkbox"/>	<input checked="" type="checkbox"/>	HORNER	<input type="checkbox"/>	<input type="checkbox"/>
SKINNER	<input type="checkbox"/>	<input checked="" type="checkbox"/>	MCCLURE	<input checked="" type="checkbox"/>	<input type="checkbox"/>
SCOWCROFT	<input checked="" type="checkbox"/>	<input type="checkbox"/>	PETERSMEYER	<input type="checkbox"/>	<input type="checkbox"/>
DARMAN	<input type="checkbox"/>	<input type="checkbox"/>	PORTER	<input checked="" type="checkbox"/>	<input type="checkbox"/>
BRADY	<input type="checkbox"/>	<input checked="" type="checkbox"/>	ROGICH	<input checked="" type="checkbox"/>	<input type="checkbox"/>
BROMLEY	<input type="checkbox"/>	<input type="checkbox"/>	SMITH	<input checked="" type="checkbox"/>	<input type="checkbox"/>
CARD	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<u>FINDLAY</u>	<input type="checkbox"/>	<input checked="" type="checkbox"/>
DEMAREST	<input type="checkbox"/>	<input checked="" type="checkbox"/>	_____	<input type="checkbox"/>	<input type="checkbox"/>
FITZWATER	<input type="checkbox"/>	<input checked="" type="checkbox"/>	_____	<input type="checkbox"/>	<input type="checkbox"/>
GRAY	<input checked="" type="checkbox"/>	<input type="checkbox"/>	_____	<input type="checkbox"/>	<input type="checkbox"/>
HOLIDAY	<input checked="" type="checkbox"/>	<input type="checkbox"/>	_____	<input type="checkbox"/>	<input type="checkbox"/>

REMARKS:

Please forward your comments directly to David Demarest, 2nd Fl, WW x7620, no later than 10:00 a.m., TODAY, THURSDAY, DECEMBER 19, with a copy to this office. Thank you.

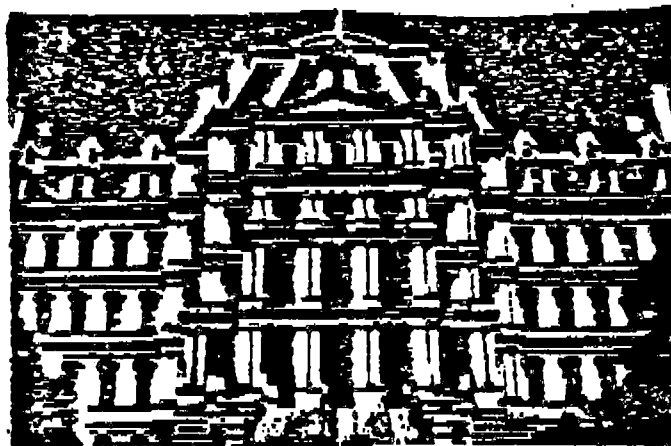
RESPONSE:

CLOSE HOLD

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

EXECUTIVE OFFICE OF THE PRESIDENT

Office of Management and Budget



FACSIMILE TRANSMITTAL SHEET

Number of Pages including cover 5

Date: 12/19/91

To: Dave Demarest

Fax Number: 2983

Office Number: _____

Comments: See comments from Bob Grady X4844 on last page

From:

Fax Number: (202) 395

Office Number: (202) 395-

PRESS STATEMENT

12/19

Today, I sat across the table from a number of America's toughest competitors. "No, they weren't the Japanese, or the Koreans, or the Germans. They were, in fact, the men and women of America's finest businesses.

They were here with me today because they care about American jobs. They're coming with me to Asia ten days from now for the same reason: American jobs.

The meeting we had today -- and the mission we will embark upon soon -- demonstrate that we will leave no stone unturned in our efforts to get this economy off the dime.

Every one of these business leaders knows that right now, during some particularly tough times, exports are our strong suit. They know that the Asian market is growing and largely untapped. New exports mean new jobs -- good jobs -- 20,000 new jobs for every billion in new manufactured exports, to be exact.

When the playing field is level -- when our trading partners provide U.S. companies the same kind of opportunities that their firms enjoy here -- our workers can compete with anybody, anytime, anywhere. That's not just free trade, that's fair trade. I will insist upon that kind of relationship with the nations I visit in January.

You see, the changes around the world these last two years present a tremendous challenge to all of us. They also present an extraordinary opportunity to promote democracy, peace, and yes, prosperity.

I know every American cares deeply about the prospects of a freer safer world. And I know that America benefits by participating in world markets. Engagement in the global marketplace affects the prices we pay for goods and services, as well as the strength of a vibrant and growing economy -- the kind where everyone who wants to work has a good job at a good wage.

That's why we're going to stay engaged overseas -- because it matters so much right here at home.

I'm going to be candid with the leaders of Australia, Singapore, South Korea, and Japan. I will call upon them to redouble their efforts to open their markets fully to American goods and services.

I will stress that we are looking for a true economic partnership -- one where they step up to their responsibilities to promote open markets and financial systems.

I will urge them to redouble their efforts to help all the world's economies grow by achieving a successful conclusion to the Uruguay Round of trade negotiations.

The United States is by far the largest open market in the world -- and that's been good for the United States, no question. But our friends and allies have benefitted greatly as well and now must share the responsibility for an open trading system too.

This trip alone will not resolve all the trade frictions between our countries. It will not create a new American export boom overnight.

this trip

What ~~it~~ will do is demonstrate that trade is a two-way street -- that our relationships around the world are important to us -- and that in a world more hopeful of a peaceful future than ever before the United States will continue to lead.

We will combine the efforts we will make on this trip with increased investment in R + D, with tax policies designed to promote investment and growth, and with pursuit of our program to bring excellence to ^{the} American education system. All of these will make America more competitive in

the next century.

CLOSE HOLD

Document No. _____

WHITE HOUSE STAFFING MEMORANDUM



DATE: 12/19/91 ACTION/CONCURRENCE/COMMENT DUE BY: TODAY, 12/19/91 10:00 am

SUBJECT: PRESS STATEMENT

	ACTION	FYI		ACTION	FYI
VICE PRESIDENT	<input type="checkbox"/>	<input checked="" type="checkbox"/>	HORNER	<input type="checkbox"/>	<input type="checkbox"/>
SKINNER	<input type="checkbox"/>	<input checked="" type="checkbox"/>	MCCLURE	<input checked="" type="checkbox"/>	<input type="checkbox"/>
SCOWCROFT	<input checked="" type="checkbox"/>	<input type="checkbox"/>	PETERSMEYER	<input type="checkbox"/>	<input type="checkbox"/>
DARMAN	<input checked="" type="checkbox"/>	<input type="checkbox"/>	PORTER	<input checked="" type="checkbox"/>	<input type="checkbox"/>
BRADY	<input type="checkbox"/>	<input checked="" type="checkbox"/>	ROGICH	<input checked="" type="checkbox"/>	<input type="checkbox"/>
BROMLEY	<input type="checkbox"/>	<input type="checkbox"/>	SMITH	<input checked="" type="checkbox"/>	<input type="checkbox"/>
CARD	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<u>FINDLAY</u>	<input type="checkbox"/>	<input checked="" type="checkbox"/>
DEMAREST	<input type="checkbox"/>	<input checked="" type="checkbox"/>	_____	<input type="checkbox"/>	<input type="checkbox"/>
FITZWATER	<input type="checkbox"/>	<input checked="" type="checkbox"/>	_____	<input type="checkbox"/>	<input type="checkbox"/>
GRAY	<input checked="" type="checkbox"/>	<input type="checkbox"/>	_____	<input type="checkbox"/>	<input type="checkbox"/>
HOLIDAY	<input checked="" type="checkbox"/>	<input type="checkbox"/>	_____	<input type="checkbox"/>	<input type="checkbox"/>

REMARKS:

Please forward your comments directly to David Demarest, 2nd Fl, WW x7620, no later than 10:00 a.m., TODAY, THURSDAY, DECEMBER 19, with a copy to this office. Thank you.

RESPONSE: *See comments. Thanks. Ede*

Elizabeth Luttrell
12/19/91
CLOSE HOLD

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

PRESS STATEMENT

12/19

Today, I sat across the table from a number of America's toughest competitors. No, they weren't the Japanese, or the Koreans, or the Germans. They were, in fact, the men and women ^{representing} of America's finest businesses.

They were here with me today because they care about American jobs. They're coming with me to Asia ten days from now for the same reason: American jobs.

The meeting we had today -- and the mission we will embark upon soon -- demonstrate that we will leave no stone unturned in our efforts to get this economy off the dime.

Every one of these business leaders knows that right now, during some particularly tough times, exports are our strong suit. They know that the Asian market is growing and largely untapped. New exports mean new jobs -- good jobs -- ^{almost (Commerce)} 20,000 new jobs for every ^{every 1 billion in exports supports} billion in new ~~exports~~ exports, to be exact. ^{almost 20,000 new jobs}

When the playing field is level -- when our trading partners provide U.S. companies the same kind of opportunities that their firms enjoy here -- our workers can compete with anybody, anytime, anywhere. That's not just free trade, that's fair trade. I will insist upon that kind of relationship with the nations I visit in January.

You see, the changes around the world these last two years present a tremendous challenge to all of us. They also present an extraordinary opportunity to promote democracy, peace, and yes, prosperity.

I know every American cares deeply about the prospects of a freer safer world. And I know that America benefits by participating in world markets. Engagement in the global marketplace affects the prices we pay for goods and services, as well as the strength of a vibrant and growing economy -- the kind where everyone who wants to work has a good job at a good wage.

That's why we're going to stay engaged overseas -- because it matters so much right here at home.

I'm going to be candid with the leaders of Australia, Singapore, South Korea, and Japan. I will call upon them to redouble their efforts to open their markets fully to American goods and services.

I will stress that we are looking for a true economic partnership -- one where they step up to their responsibilities to promote open markets and financial systems.

(Treasury)
Insert
I will emphasize the importance of growing domestic economies to complement market opening measures as the means of achieving prosperity for all nations. I will urge them to redouble their efforts to help all the

world's economies grow by achieving a successful conclusion to the Uruguay Round of trade negotiations.

The United States is by far the largest open market in the world -- and that's been good for the United States, no question. But our friends and allies have benefitted greatly as well and now must share the responsibility for an open trading system too.

This trip alone will not resolve all the trade frictions between our countries. It will not create a new American export boom overnight.

What it will do is demonstrate that trade is a two-way street -- that our relationships around the world are important to us -- and that in a world more hopeful of a peaceful future than ever before the United States will continue to lead.

CLOSE HOLD

9260

Document No. _____



WHITE HOUSE STAFFING MEMORANDUM

DATE: 12/19/91 ACTION/CONCURRENCE/COMMENT DUE BY: TODAY, 12/19/91 10:00 am

SUBJECT: PRESS STATEMENT

	ACTION	FYI		ACTION	FYI
VICE PRESIDENT	<input type="checkbox"/>	<input checked="" type="checkbox"/>	HORNER	<input type="checkbox"/>	<input type="checkbox"/>
SKINNER	<input type="checkbox"/>	<input checked="" type="checkbox"/>	MCCLURE	<input checked="" type="checkbox"/>	<input type="checkbox"/>
SCOWCROFT	<input checked="" type="checkbox"/>	<input type="checkbox"/>	PETERSMEYER	<input type="checkbox"/>	<input type="checkbox"/>
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BRADY	<input type="checkbox"/>	<input checked="" type="checkbox"/>	ROGICH	<input checked="" type="checkbox"/>	<input type="checkbox"/>
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FITZWATER	<input type="checkbox"/>	<input checked="" type="checkbox"/>	_____	<input type="checkbox"/>	<input type="checkbox"/>
GRAY	<input checked="" type="checkbox"/>	<input type="checkbox"/>	_____	<input type="checkbox"/>	<input type="checkbox"/>
HOLIDAY	<input checked="" type="checkbox"/>	<input type="checkbox"/>	_____	<input type="checkbox"/>	<input type="checkbox"/>

REMARKS:

Please forward your comments directly to David Demarest, 2nd Fl, WW x7620, no later than 10:00 a.m., TODAY, THURSDAY, DECEMBER 19, with a copy to this office. Thank you.

RESPONSE:

There must be some mention of the US being and Asian power with political security as well as economic interests

CLOSE HOLD

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

NSC concurs; with noted changes.

Brent Scowcroft

cc: Phillip D. Brady

PRESS STATEMENT

12/19

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When the playing field is level -- when our trading partners provide U.S. companies the same kind of opportunities that their firms enjoy here -- our workers can compete with anybody, anytime, anywhere. That's not just free trade, that's fair trade. I will ~~insist upon~~ ^{seek to promote} that kind of ~~relationship~~ ^{trade regime} with the nations I visit in January.

You see, the changes around the world these last two years present a tremendous challenge to all of us. They also present an extraordinary opportunity to promote democracy, peace, and yes, prosperity.

I know every American cares deeply about the prospects of a ~~freer~~ safer world. And I know that America benefits ~~by participating~~ in world markets. Engagement in the global marketplace affects the prices we pay for goods and services, as well as the strength of a vibrant and growing economy -- the kind where everyone who wants to work has a good job at a good wage.

That's why we're going to stay engaged overseas -- because it ~~matters so much right here at home.~~ ^{critical to prosperity}

I'm going to be candid with the leaders of Australia, Singapore, South Korea, and Japan. I will call upon them to ~~redouble their~~ efforts to ~~open their~~ markets ^{are open} fully to American goods and services. ^{ensure that their}

I will stress that we are looking for a true economic partnership -- one where they step up to their responsibilities to promote open markets and financial systems.

I will urge them to ~~redouble their~~ efforts to help all the world's economies grow by achieving a successful conclusion to the Uruguay Round of trade negotiations.

The United States is by far the largest open market in the world -- and that's been good for the United States, no question. But our friends and allies have benefitted greatly as well and now must share the responsibility for an open trading system too.

This trip alone will not resolve all the trade frictions between our countries. It will not create a new American export boom overnight.

What it will do is demonstrate that trade is a two-way street -- that our relationships around the world are important to us -- and that in a world more hopeful of a peaceful future than ever before the United States will continue to lead.

TSP copy

President's News Conference with Foreign Press
Opening Statement
December 19, 1991

- The changes around the world in the past two years present a tremendous challenge to promote democracy, prosperity, and a stable and peaceful world.
- These objectives, directly linked to the interests of American producers and consumers at home, can only be protected by our active involvement abroad.
- I plan to travel to the Asia Pacific region to lay out a course for enduring American engagement.
- I will hold serious and candid conversations with leaders from Australia, Singapore, South Korea, and Japan.
- I will call for hard work by both sides on our trading relationships with these countries. I will stress that we are looking for true economic partners in the region, partners who will step up to their responsibilities to promote open world trade and financial systems.
- I will be talking about American exports and American jobs: every billion dollars in U.S. exports translates into roughly 20,000 jobs in the United States. That means the total number of jobs created by exports rose by 42 percent between 1986 and 1990, from 5 million to more than 7 million jobs.
- Asia is also a large consumer of U.S. services. In 1990, for example, we sold \$22.9 billion in services to Japan and Australia alone.

- Between 1985 and 1990, exports accounted for half of American economic growth. This year, according to the National Association of Manufacturers, exports grew by 7.5 percent, three times faster than the overall economy.
- We need a strong, competitive effort to succeed in the Asia Pacific region. Turning to protectionism and isolationism will not help us but will hurt us as we expand those markets and try to ensure the prosperity of Americans.
- I will ask the leaders I meet to devote their governments' efforts to the final push necessary for a successful conclusion in the Uruguay Round.
- Success in the Round will encourage free and fair trade that will boost economic growth, job creation, and technology development that draws from the best of America and the best of Asia and the Pacific.
- I am dedicated to restoring American competitiveness. To help advance toward that goal, I have asked top U.S. business leaders to join me on this trip. These are people who understand first hand what it means to do business as genuinely global companies and know what our firms need to prosper in foreign markets.
- Together, we will work hard on this trip to improve opportunities for American businesses in Asia and the Pacific.
- This trip alone will not resolve all of our trade frictions. But what I want to do is work these markets with American

businessmen to get us on the road toward long-term, stable growth.

- Our country is committed to a future energized by free markets and free people. As in Europe, we will continue to take advantage of the diminished threat of world war to slim down our forward-deployed forces and reduce the number of our bases. But the cause of harmony among nations is not a call for retreat.
- In sum, I will travel to Asian Pacific countries to advance the security interests of the American people, expand our economic opportunities, and promote the values of freedom and individual rights that are our heritage.

CLOSE HOLD

Document No. _____

91 DEC 19 10:58 AM WHITE HOUSE STAFFING MEMORANDUM

DATE: 12/19/91 ACTION/CONCURRENCE/COMMENT DUE BY: TODAY, 12/19/91 10:00 am

SUBJECT: PRESS STATEMENT

	ACTION	FYI		ACTION	FYI
VICE PRESIDENT	<input type="checkbox"/>	<input checked="" type="checkbox"/>	HORNER	<input type="checkbox"/>	<input type="checkbox"/>
SKINNER	<input type="checkbox"/>	<input checked="" type="checkbox"/>	MCCLURE	<input checked="" type="checkbox"/>	<input type="checkbox"/>
SCOWCROFT	<input checked="" type="checkbox"/>	<input type="checkbox"/>	PETERSMEYER	<input type="checkbox"/>	<input type="checkbox"/>
DARMAN	<input checked="" type="checkbox"/>	<input type="checkbox"/>	PORTER	<input checked="" type="checkbox"/>	<input type="checkbox"/>
BRADY	<input type="checkbox"/>	<input checked="" type="checkbox"/>	ROGICH	<input checked="" type="checkbox"/>	<input type="checkbox"/>
BROMLEY	<input type="checkbox"/>	<input type="checkbox"/>	SMITH	<input checked="" type="checkbox"/>	<input type="checkbox"/>
CARD	<input type="checkbox"/>	<input checked="" type="checkbox"/>	FINDLAY	<input type="checkbox"/>	<input checked="" type="checkbox"/>
DEMAREST	<input type="checkbox"/>	<input checked="" type="checkbox"/>		<input type="checkbox"/>	<input type="checkbox"/>
FITZWATER	<input type="checkbox"/>	<input checked="" type="checkbox"/>		<input type="checkbox"/>	<input type="checkbox"/>
GRAY	<input checked="" type="checkbox"/>	<input type="checkbox"/>		<input type="checkbox"/>	<input type="checkbox"/>
HOLIDAY	<input checked="" type="checkbox"/>	<input type="checkbox"/>		<input type="checkbox"/>	<input type="checkbox"/>

REMARKS:

Please forward your comments directly to David Demarest, 2nd Fl, WW x7620, no later than 10:00 a.m., TODAY, THURSDAY, DECEMBER 19, with a copy to this office. Thank you.

RESPONSE:

COMMENT pl.

CLOSE HOLD

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

PRESS STATEMENT

12/19

Today, I sat across the table from a number of America's toughest competitors. "No, they weren't the Japanese, or the Koreans, or the Germans. They were, in fact, the men and women of America's finest businesses.

They were here with me today because they care about American jobs. They're coming with me to Asia ten days from now for the same reason: American jobs.

The meeting we had today -- and the mission we will embark upon soon -- demonstrate that we will leave no stone unturned in our efforts to get this economy ~~off the slide~~. *MOVING AGAIN, WE ARE GOING TO ASIA TO HELP AMERICANS:*

Every one of these business leaders knows that right now, during some particularly tough times, exports are our strong suit. They know that the Asian market is growing and largely untapped. New exports mean new jobs -- good jobs -- 20,000 new jobs for every billion in new manufactured exports, to be exact.

When the playing field is level -- when our trading partners provide U.S. companies the same kind of opportunities that their firms enjoy here -- our workers can compete with anybody, anytime, anywhere. That's not just free trade, that's fair trade. I will insist upon that kind of relationship with the nations I visit in January.

You see, the changes around the world these last two years present a tremendous challenge to all of us. They also present an extraordinary opportunity to promote democracy, peace, and yes, prosperity.

I know every American cares deeply about the prospects of a freer safer world. And I know that America benefits by participating in world markets. Engagement in the global marketplace affects the prices we pay for goods and services, as well as the strength of a vibrant and growing economy -- the kind where everyone who wants to work has a good job at a good wage.

That's why we're going to stay engaged overseas -- because it matters so much right here at home.

I'm going to be candid with the leaders of Australia, Singapore, South Korea, and Japan. I will call upon them to redouble their efforts to open their markets fully to American goods and services.

I will stress that we are looking for a true economic partnership -- one where they step up to their responsibilities to promote open markets and financial systems.

I will urge them to redouble their efforts to help all the world's economies grow by achieving a successful conclusion to the Uruguay Round of trade negotiations.

The United States is by far the largest open market in the world -- and that's been good for the United States, no question. But our friends and allies have benefitted greatly as well and now must share the responsibility for an open trading system too.

This trip alone will not resolve all the trade frictions between our countries. It will not create a new American export boom overnight.

What it will do is demonstrate that trade is a two-way street -- that our relationships around the world are important to us -- and that in a world more hopeful of a peaceful future than ever before the United States will continue to lead.

CLOSE HOLD

Document No. _____



WHITE HOUSE STAFFING MEMORANDUM

DATE: 12/19/91 ACTION/CONCURRENCE/COMMENT DUE BY: TODAY, 12/19/91 10:00 am

SUBJECT: PRESS STATEMENT

	ACTION	FYI		ACTION	FYI
VICE PRESIDENT	<input type="checkbox"/>	<input checked="" type="checkbox"/>	HORNER	<input type="checkbox"/>	<input type="checkbox"/>
SKINNER	<input type="checkbox"/>	<input checked="" type="checkbox"/>	MCCLURE	<input checked="" type="checkbox"/>	<input type="checkbox"/>
SCOWCROFT	<input checked="" type="checkbox"/>	<input type="checkbox"/>	PETERSMEYER	<input type="checkbox"/>	<input type="checkbox"/>
DARMAN	<input checked="" type="checkbox"/>	<input type="checkbox"/>	PORTER	<input checked="" type="checkbox"/>	<input type="checkbox"/>
BRADY	<input type="checkbox"/>	<input checked="" type="checkbox"/>	ROGICH	<input checked="" type="checkbox"/>	<input type="checkbox"/>
BROMLEY	<input type="checkbox"/>	<input type="checkbox"/>	SMITH	<input checked="" type="checkbox"/>	<input type="checkbox"/>
CARD	<input type="checkbox"/>	<input checked="" type="checkbox"/>	FINDLAY	<input type="checkbox"/>	<input checked="" type="checkbox"/>
DEMAREST	<input type="checkbox"/>	<input checked="" type="checkbox"/>	_____	<input type="checkbox"/>	<input type="checkbox"/>
FITZWATER	<input type="checkbox"/>	<input checked="" type="checkbox"/>	_____	<input type="checkbox"/>	<input type="checkbox"/>
GRAY	<input checked="" type="checkbox"/>	<input type="checkbox"/>	_____	<input type="checkbox"/>	<input type="checkbox"/>
HOLIDAY	<input checked="" type="checkbox"/>	<input type="checkbox"/>	_____	<input type="checkbox"/>	<input type="checkbox"/>

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