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THE WHITE HOUSE

Office of the Press Secretary
(Kansas City, Missouri)

For Immediate Release

January 13, 1992

REMARKS BY THE PRESIDENT
TO THE AMERICAN FARM BUREAU

Municipal Auditorium
Kansas City, Missouri

10:46 A.M. CST

THE PRESIDENT: Thank you, Dean Kleckner. It's a great pleasure to be up here with so many supporters of agriculture. First, let me single out Secretary Madigan, who is doing a superb job as our Secretary of Agriculture. A former Illinois Congressman, he knows the farm business inside out, and believe me, agriculture has a good friend in these GATT negotiations with Ed Madigan. (Applause.) I also salute my friend, the Governor of your host state, Governor Ashcroft is with us; plus two great Senators, Jack Danforth and Kit Bond. And then also Congressman Tom Coleman. All three of these Senators, plus this Governor are well-steeped in agriculture. They know the problems. They have been friends to agriculture. And farmers have voiced their support of all three of them plus the Governor over and over again.

I just had a chance just a few minutes ago to meet with the board, your board. It's good to see John White again. I spent the day with them in Chicago last month when I spoke to the Illinois Farm Bureau.

I won't lead you in the singing, but if you see Ed Madigan later on personally, you might want to wish him a happy birthday. (Applause.)

That great voice of rural America, Will Rogers, once observed, "A man in the country does his own thinking, but you get him into town and he will soon be thinking second-handed." Today, I want to give you my firsthand report on my trip to Australia, Singapore, Korea, and Japan, and to talk agriculture.

All of you know my real reason for going to Asia: prosperity. Ours and theirs. That requires security, it requires stability, democracy, and certainly trade. Twenty-five percent of our farm product is exported -- 25 percent. Free trade can give the American farmer new opportunities to save, invest, create and dream.

The Cold War has ended. What a miraculous year it's been. We stand on the verge of a new age of competition. Our ideals triumphed in the Cold War, and the new wave of democracy represents nothing less than the political restructuring of the entire world. That was a tough fight, a long fight, but it was worth it.

Just one year ago today, one year ago -- think back -- we closed the American Embassy in Iraq and American troops stood prepared to answer the call to duty -- the call to liberate Kuwait from Iraqi oppression. That victory that ensued not only lifted the spirits of our nation but clearly established the United States of America as the undisputed world leader standing

MORE

for what is right and decent. (Applause.) For democracy, for freedom against bullying and aggression. Go anywhere in the world and you will see the respect in which we are held. Do not listen to those prophets of doom we hear every night, those frantic politicians who say we are a second-class power. We are the undisputed, respected leader of the world. We are the United States of America. (Applause.)

One wonderful dimension of this dramatic world change is that our children no longer have the same worries about nuclear war that their parents had just a few years ago. It was the leadership of the United States of America that brought this about; now, make no mistake about it. Now we must stay involved overseas to lead an economic restructuring for free and fair trade -- open markets all over the world. Open markets are the key to our economic future, both for American agriculture and business. That fight is going to take time, and lots of people will want immediate results. This new world of opportunity isn't going to happen overnight. But I can tell you this: empty-headed rhetoric won't get us there.

Hard work, savvy, experienced negotiation, and confidence in ourselves will get us there -- proud and strong. We won the Cold War -- and we will win the competitive wars. (Applause.) We will do it on the merits, and we're going to do it the American way -- through grit, through determination and through quality.

My trip to Asia was an important and successful step toward building that new world -- not with just Japan but with the whole world. We reached dozens of new agreements on market openings -- from computers, to paper, to glass, to automotive products. In Japan alone our negotiators reached 49 standards agreements in nonautomotive industries, and hammered out marketing opening agreements in a variety of industrial sectors.

And that was just a start. Japanese Prime Minister Miyazawa has agreed to visit Washington later this year as a follow-up to the trip -- and both sides have pledged to advance the cause of open, free and fair trade.

Some political critics say that I shouldn't have taken the trip at all. They're wrong. I will continue to fight for American jobs -- everywhere. In these tough times a President should do no less. (Applause.)

Some of these critics say that I wanted to promote managed trade. Wrong: I oppose managed trade. What I want to get is more fair access to the other guys' markets -- and that's exactly what we got. Not everything we wanted, but we made progress. (Applause.) We cannot ask foreign markets to buy inferior goods, but we can insist that our quality goods must have fair access to overseas markets.

Our Asian allies understand that we don't want hand-outs or a home-field trade advantage. We just want a level playing field. Give us a fair shot, and American workers will outthink, outwork, and outproduce anyone in the world. American farmers -- and I saw this and heard it loud and clear on this trip -- already do that.

Our farmers and ranchers thrive in the international marketplace despite the barriers that other governments throw in their way. As I said earlier, a full 25 percent of our agricultural production gets sold abroad. You don't complain -- you get the job done.

MORE

Look, we all know that protectionism boils down to defeatism. If you don't trust your product -- you try to keep others from sampling the competition. But if you trust your handiwork, you see foreign markets as a great opportunity.

And here's another point I've made over the years: A capital gains tax cut would reduce the cost of capital and increase investment in business. (Applause.) Traveling in Asia, I was once again reminded of how we put ourselves at a competitive disadvantage with this high capital gains tax rate. Now more than ever, a capital gains tax cut will help our economy back on track. It will put more real value on America's farms and homes. It is good for everyone in our economy and especially for you -- the American farmer. And I need your help to make the Congress understand this once and for all. (Applause.)

Consider the payoff. Every \$1 billion of American agricultural exports means 25,000 American jobs. Farm exports should exceed \$40 billion in 1992. In this time of trade deficits, that's a farm trade surplus of \$17 billion, and one million good American jobs.

Now we hear it again, we hear some politicians want to set quotas, want to legislate balance of trade. Do you know who would get hurt the most by this -- the American farmer.

Don Shawcroft knows what I'm talking about. Japan imports \$1.7 billion in beef -- and 53 percent of that beef comes from America. This helps cattle ranchers like Don, who runs a 600-head beef herd with his dad in Alamosa, Colorado.

Five hundred miles away lives Arlene Wessel, who produces farrow-to-finish hogs, dryland wheat, corn on her family's farm near Huron, South Dakota. Arlene also knows how to keep America's standard of living number one in the world. Not by building a fence around America, but by convincing other countries to tear their fences down.

I want to give all farmers -- the grain farmers, the rice farmers -- those who grow the best produce in the world -- a fair shot at selling their goods everywhere.

To achieve this, of course, will require diligence and patience. I recall an old Quaker farmer who would never take the name of the Lord in vain. Perhaps you have heard of him. But one day his mule, who was hitched to a hay wagon, wouldn't budge an inch. The farmer tried every bit of coaxing. No success. Finally, he reached the end of the rope. "Mule," he said, "I cannot beat thee, or curse thee, or abuse thee in any way. But, mule, what thou doesn't know is that I can sell thee to an Episcopalian." (Laughter.)

In that context, and as an Episcopalian -- (laughter) -- let me say a few words about export subsidies. Ultimately, they stifle growth, burden the taxpayer, cost consumers, and make industry less competitive. I also know that I must -- and will -- safeguard the interests of American farming. I will not let American agriculture disarm unilaterally. (Applause.)

Today, the trade practices of the European Community hurt American farmers. Our agricultural Export Enhancement Program -- the EEP -- is specifically designed to counter the EC's massive export subsidies. Without this effort -- which is less than one-tenth the size, I might say, of the EC subsidy -- American farmers would lose even greater market shares to the EC.

MORE

Yes, we must end export subsidies; we must do that. But we will not do it until other nations do the same thing. I am not going to put our farmers at an unfair disadvantage. (Applause.) Sooner or later, the EC must stop hiding behind its own iron curtain of protectionism. Meanwhile, we will remain leaner, tougher and more competitive.

The world's future progress and prosperity really depend upon free trade. I am working to conclude the Uruguay Round of the GATT negotiations successfully. I especially appreciate -- and I've told Dean Kleckner this -- the Farm Bureau's steadfast support for free and fair trade. GATT will help the world move toward broader economic integration -- not trading blocs.

Our administration will settle for nothing less than a GATT agreement that expands markets and increases opportunities for our exporters. We want free trade, and we want fair trade -- and we want abundant trade. And GATT, believe me, really holds the key. I know the EC's behavior threatens progress, but I am optimistic there will be an agreement. And I will not be a part of an agreement unless it's a good agreement for America. (Applause.)

While my administration supports American business abroad, we're also doing our best to help at home. In that spirit, I recall something written about people who grow up close to the soil. "There's something about getting up at five o'clock, 5:00 a.m., feeding the stock and chickens and milking a couple of cows before breakfast that gives you a respect for the price of butter and eggs." That writer knew that when it comes to farming, Washington does not know best. American farmers do. (Applause.)

In 1990, I worked hard with the legislative leaders, two of whom are here today -- in the Senate and one of whom is in the House, here today with us -- to get congressional approval of a farm bill that is even-handed and level-headed. That bill helped reduce interest rates, slash inflation and increase flexibility for farmers to decide what to grow.

I've promoted "firsthand" thinking in farm policy from day one. We set out to reduce farm debt and increase farmers' independence -- and there have been good results. Farmers' equity has grown \$45 billion in three years. Meanwhile, agricultural sales, gross cash receipts, have risen \$17 billion since I took office -- to \$168 billion. Again -- real results.

We are committed to common sense in a wetlands policy. My direction to Vice President Quayle's Council on Competitiveness was to protect environmentally sensitive wetlands and protect the property rights of landowners. (Applause.) I've asked the board here to send in specific recommendations during this hearing period.

Our new guidelines will distinguish between genuine wetlands, which deserve to be protected, and other kinds of land -- including your farmlands.

Also, last month I signed a bill making nearly \$1 billion in disaster relief available to producers for 1990 and '91 crop losses.

Put these initiatives together and you get a farm policy that lets farmers do what they do best -- farm and compete -- all over the world. Our policies reflect the values that we all cherish: self-reliance, generosity, family, community. They draw upon your strengths -- your intelligence, diligence, determination and faith.

Today we meet in a city that testifies to all these virtues. Kansas City has braved three major floods this century -- and risen to new greatness each time. Ninety-two years ago, the Convention Hall burned to the ground. Proud men and women rebuilt it in 90 days. "In Kansas City," someone explained, "we don't know what 'impossible' means." My friends, I am still convinced that in America we don't know what "impossible" means. (Applause.)

The American Dream isn't an impossible dream. Don't listen to all those gloom sayers around this country saying that we are a nation in decline. We are, once again, the respected leader of the entire world. And working together, we are going to make the life of every single American better. (Applause.)

Thank you very much. Thank you very, very much. And I am proud to lead an America that leads the world towards new freedom and prosperity. Thank you. And may God bless you all. Thank you. (Applause.)

END

11:06 A.M. CST

AMERICAN FARM BUREAU
KANSAS CITY, MISSOURI
MONDAY, JANUARY 13, 1992
10:00 A.M.

CM'S
MASTER
copy

THANK YOU, DEAN KLECKNER. IT'S A PLEASURE TO BE UP
HERE WITH SO MANY SUPPORTERS OF AGRICULTURE: SECRETARY
MADIGAN, GOV. ASHCROFT, SENATORS JACK DANFORTH AND KIT
BOND, AND CONGRESSMAN TOM COLEMAN. I HAD THE CHANCE
JUST A FEW MINUTES AGO TO MEET WITH YOUR BOARD. IT'S
GOOD TO SEE JOHN WHITE AGAIN. I SPENT THE DAY WITH
THEM IN CHICAGO LAST MONTH WHEN I SPOKE TO THE ILLINOIS
FARM BUREAU.

X ((I WON'T LEAD YOU IN THE SINGING, BUT IF YOU SEE
ED MADIGAN LATER, YOU MIGHT WISH HIM A HAPPY
BIRTHDAY)) //

2
THAT GREAT VOICE OF RURAL AMERICA, WILL ROGERS,
ONCE OBSERVED, "A MAN IN THE COUNTRY DOES HIS OWN
THINKING / BUT YOU GET HIM INTO TOWN, AND HE WILL SOON
BE THINKING SECOND-HANDED." // TODAY, I'M HERE TO GIVE
YOU MY FIRST-HAND REPORT ON MY TRIP TO AUSTRALIA,
SINGAPORE, KOREA, AND JAPAN // AND TO TALK AGRICULTURE.

ALL OF YOU KNOW MY REAL REASON FOR GOING TO ASIA:
PROSPERITY. OURS AND THEIRS. THAT REQUIRES SECURITY,
STABILITY, DEMOCRACY, AND TRADE. TWENTY-FIVE PERCENT
OF OUR FARM PRODUCT IS EXPORTED. FREE TRADE CAN GIVE
THE AMERICAN FARMER NEW OPPORTUNITIES TO SAVE / INVEST
/ CREATE / AND DREAM. //

THE COLD WAR HAS ENDED, AND WE STAND ON THE VERGE
OF A NEW AGE OF COMPETITION. OUR IDEALS TRIUMPHED IN
THE COLD WAR, AND THE NEW WAVE OF DEMOCRACY REPRESENTS
NOTHING LESS THAN THE POLITICAL RESTRUCTURING OF THE
WORLD. THAT WAS A TOUGH FIGHT, A LONG FIGHT, BUT IT
WAS WORTH IT.

JUST ONE YEAR AGO TODAY, WE CLOSED THE AMERICAN EMBASSY IN IRAQ AND AMERICAN TROOPS STOOD PREPARED TO ANSWER THE CALL TO DUTY . . . THE CALL TO LIBERATE KUWAIT FROM IRAQI OPPRESSION. THAT VICTORY NOT ONLY LIFTED THE SPIRITS OF OUR NATION BUT CLEARLY ESTABLISHED THE U.S.A. AS THE UNDISPUTED WORLD LEADER STANDING FOR WHAT IS RIGHT AND DECENT. FOR DEMOCRACY, FREEDOM AGAINST BULLYING AND AGGRESSION. GO ANYWHERE IN THE WORLD AND YOU WILL SEE THE RESPECT IN WHICH WE ARE HELD. DO NOT LISTEN TO THOSE PROPHETS OF DOOM, THOSE FRANTIC POLITICIANS, WHO SAY WE ARE A SECOND CLASS POWER. WE ARE THE UNDISPUTED, RESPECTED LEADER OF THE WORLD. WE ARE THE U.S.A.

ONE WONDERFUL DIMENSION OF THIS DRAMATIC WORLD CHANGE IS THAT OUR CHILDREN NO LONGER HAVE THE SAME WORRIES ABOUT NUCLEAR WAR THAT THEIR PARENTS HAD JUST A FEW YEARS AGO.

IT WAS THE LEADERSHIP OF THE U.S.A. THAT BROUGHT THIS ABOUT, MAKE NO MISTAKE ABOUT IT. NOW WE MUST STAY INVOLVED OVERSEAS TO LEAD AN ECONOMIC RESTRUCTURING FOR FREE AND FAIR TRADE -- OPEN MARKETS ALL OVER THE WORLD. OPEN MARKETS ARE THE KEY TO OUR ECONOMIC FUTURE BOTH FOR AMERICAN AGRICULTURE AND BUSINESS. THAT FIGHT WILL TAKE TIME, AND LOTS OF PEOPLE WILL WANT IMMEDIATE RESULTS. THIS NEW WORLD OF OPPORTUNITY WON'T HAPPEN OVERNIGHT. BUT I CAN TELL YOU THIS: EMPTY-HEADED RHETORIC WON'T GET US THERE. HARD WORK, SAVVY, EXPERIENCED NEGOTIATION, AND CONFIDENCE IN OURSELVES WILL GET US THERE -- PROUD AND STRONG. WE WON THE COLD WAR -- AND WE WILL WIN THE COMPETITIVE WARS. WE'LL DO IT ON THE MERITS, AND WE'LL DO IT THE AMERICAN WAY -- THROUGH GRIT, DETERMINATION AND QUALITY.

MY TRIP TO ASIA WAS AN IMPORTANT AND SUCCESSFUL STEP TOWARD BUILDING THAT NEW WORLD -- NOT WITH JUST JAPAN BUT WITH THE WHOLE WORLD. WE REACHED DOZENS OF NEW AGREEMENTS ON MARKET OPENINGS -- FROM COMPUTERS, TO PAPER, TO GLASS, TO AUTOMOTIVE PRODUCTS. IN JAPAN ALONE OUR NEGOTIATORS REACHED 49 STANDARDS AGREEMENTS IN NON-AUTOMOTIVE INDUSTRIES; AND HAMMERED OUT MARKET OPENING AGREEMENTS IN A VARIETY OF INDUSTRIAL SECTORS.

THAT WAS JUST A START. JAPANESE PRIME MINISTER MIYAZAWA HAS AGREED TO VISIT WASHINGTON LATER THIS YEAR AS A FOLLOW-UP TO THE TRIP -- AND BOTH SIDES HAVE PLEDGED TO ADVANCE THE CAUSE OF OPEN, FREE AND FAIR TRADE.

SOME POLITICAL CRITICS SAY I SHOULD NOT HAVE TAKEN THIS TRIP. WRONG! I WILL CONTINUE TO FIGHT FOR AMERICAN JOBS -- EVERYWHERE. IN THESE TOUGH TIMES A PRESIDENT SHOULD DO NO LESS.

SOME CRITICS SAY I WANTED TO PROMOTE MANAGED TRADE. WRONG: I OPPOSE MANAGED TRADE. WHAT I WANT TO GET IS MORE FAIR ACCESS TO THE OTHER GUYS' MARKETS -- AND THAT'S EXACTLY WHAT I GOT. WE CAN'T ASK FOREIGN MARKETS TO BUY INFERIOR GOODS BUT WE CAN INSIST THAT OUR QUALITY GOODS MUST HAVE FAIR ACCESS TO OVERSEAS MARKETS.

OUR ASIAN ALLIES UNDERSTAND THAT WE DON'T WANT HAND-OUTS OR A HOME-FIELD TRADE ADVANTAGE. WE JUST WANT A LEVEL PLAYING FIELD. GIVE US A FAIR SHOT, AND AMERICAN WORKERS WILL OUT-THINK / OUTWORK / AND OUTPRODUCE ANYONE IN THE WORLD. // AMERICAN FARMERS ALREADY DO THAT. \ \

OUR FARMERS AND RANCHERS THRIVE IN THE INTERNATIONAL MARKETPLACE DESPITE THE BARRIERS THAT OTHER GOVERNMENTS THROW IN THEIR WAY. AS I SAID EARLIER, A FULL 25 PERCENT OF OUR AGRICULTURAL PRODUCTION GETS SOLD ABROAD. YOU DON'T COMPLAIN -- YOU GET THE JOB DONE.

LOOK, WE ALL KNOW THAT PROTECTIONISM BOILS DOWN TO DEFEATISM. IF YOU DON'T TRUST YOUR PRODUCT -- YOU TRY TO KEEP OTHERS FROM SAMPLING THE COMPETITION. BUT IF YOU TRUST YOUR HANDIWORK, YOU SEE FOREIGN MARKETS AS A GREAT OPPORTUNITY.

AND HERE'S ANOTHER POINT I'VE MADE OVER THE YEARS: A CAPITAL GAINS TAX CUT WOULD REDUCE THE COST OF CAPITAL AND INCREASE INVESTMENT IN BUSINESS. TRAVELING IN ASIA, I WAS ONCE AGAIN REMINDED OF HOW WE PUT OURSELVES AT A COMPETITIVE DISADVANTAGE WITH A HIGH CAPITAL GAINS TAX RATE. NOW MORE THAN EVER, A CAPITAL GAINS TAX CUT WILL HELP GET OUR ECONOMY BACK ON TRACK. IT WILL PUT MORE REAL VALUE ON AMERICA'S FARMS AND HOMES. IT IS GOOD FOR EVERY ONE IN OUR ECONOMY AND ESPECIALLY FOR YOU -- THE AMERICAN FARMER.

Need help to get Congress to understand

A

CONSIDER THE PAYOFF. EVERY \$1 BILLION OF AMERICAN AGRICULTURAL EXPORTS MEANS 25,000 AMERICAN JOBS. FARM EXPORTS SHOULD EXCEED \$40 BILLION IN 1992. IN THIS TIME OF TRADE DEFICITS, THAT'S A FARM TRADE SURPLUS OF \$17 BILLION, AND ONE MILLION GOOD AMERICAN JOBS. //

NOW WE HEAR SOME POLITICIANS WANT TO SET QUOTAS, WANT TO LEGISLATE BALANCE OF TRADE. DO YOU KNOW WHO WOULD GET HURT THE MOST BY THIS -- THE AMERICAN FARMER.

DON SHAWCROFT KNOWS WHAT I'M TALKING ABOUT. / JAPAN IMPORTS \$1.7 BILLION IN BEEF -- AND 53 PER CENT OF THAT BEEF COMES FROM AMERICA. THIS HELPS CATTLE RANCHERS LIKE DON, WHO RUNS A 600-HEAD BEEF HERD WITH HIS DAD IN ALAMOSA, COLORADO. //

FIVE HUNDRED MILES AWAY LIVES ARLENE WESSEL, WHO PRODUCES FARROW-TO-FINISH HOGS, DRYLAND WHEAT, AND CORN ON HER FAMILY'S FARM NEAR HURON, SOUTH DAKOTA. // ARLENE ALSO KNOWS HOW TO KEEP AMERICA'S STANDARD OF LIVING NO. 1 IN THE WORLD. NOT BY BUILDING A FENCE AROUND AMERICA -- BUT BY CONVINCING OTHER COUNTRIES TO TEAR THEIR FENCES DOWN. //

I WANT TO GIVE ALL FARMERS -- THE GRAIN FARMERS, THE RICE FARMERS, THOSE WHO GROW THE BEST PRODUCE IN THE WORLD -- A FAIR SHOT AT SELLING THEIR GOODS EVERYWHERE.

((TO ACHIEVE THIS, OF COURSE, WILL REQUIRE DILIGENCE, AND PATIENCE. I RECALL AN OLD QUAKER FARMER WHO WOULD NEVER TAKE THE NAME OF THE LORD IN VAIN. BUT ONE DAY HIS MULE, WHO WAS HITCHED TO A HAY WAGON, WOULDN'T BUDGE AN INCH. // THE FARMER TRIED EVERY BIT OF COAXING. NO SUCCESS. FINALLY, HE REACHED THE END OF HIS ROPE. "MULE," HE SAID, "I CANNOT BEAT THEE, OR CURSE THEE, OR ABUSE THEE IN ANY WAY. BUT MULE, WHAT THOU DOESN'T KNOW IS THAT I CAN SELL THEE TO AN EPISCOPALIAN.")

IN THAT CONTEXT, LET ME SAY A FEW WORDS ABOUT EXPORT SUBSIDIES. // ULTIMATELY, THEY STIFLE GROWTH / BURDEN THE TAXPAYER / COST CONSUMERS / AND MAKE INDUSTRY LESS COMPETITIVE. // I ALSO KNOW THAT I MUST -- AND WILL -- SAFEGUARD THE INTERESTS OF AMERICAN FARMING. I WILL NOT LET AMERICAN AGRICULTURE DISARM UNILATERALLY. //

TODAY, THE TRADE PRACTICES OF THE EUROPEAN COMMUNITY HURT AMERICAN FARMERS. OUR AGRICULTURAL EXPORT ENHANCEMENT PROGRAM IS SPECIFICALLY DESIGNED TO COUNTER THE E.C.'S MASSIVE EXPORT SUBSIDIES. WITHOUT THIS EFFORT -- WHICH IS LESS THAN ONE-TENTH THE SIZE OF THE E.C. SUBSIDY -- AMERICAN FARMERS WOULD LOSE EVEN GREATER MARKET SHARES TO THE E.C.

YES, WE MUST END EXPORT SUBSIDIES. BUT WE WON'T DO IT UNTIL OTHER NATIONS DO THE SAME. I WILL NOT PUT OUR FARMERS AT AN UNFAIR DISADVANTAGE. [[SOONER OR LATER, THE E.C. MUST STOP HIDING BEHIND ITS OWN IRON CURTAIN OF PROTECTIONISM. MEANWHILE, WE WILL REMAIN LEANER, TOUGHER AND MORE COMPETITIVE.]]

THE WORLD'S FUTURE PROGRESS AND PROSPERITY DEPEND UPON FREE TRADE. I AM WORKING TO CONCLUDE THE URUGUAY ROUND OF GATT NEGOTIATIONS SUCCESSFULLY. / I ESPECIALLY APPRECIATE THE FARM BUREAU'S STEADFAST SUPPORT FOR FREE AND FAIR TRADE. /// GATT WILL HELP THE WORLD MOVE TOWARD BROADER ECONOMIC INTEGRATION -- NOT TRADING BLOCS. //

OUR ADMINISTRATION WILL SETTLE FOR NOTHING LESS THAN A GATT AGREEMENT THAT EXPANDS MARKETS AND INCREASES OPPORTUNITIES FOR OUR EXPORTERS. // WE WANT FREE TRADE, AND WE WANT FAIR TRADE -- AND WE WANT ABUNDANT TRADE. AND GATT REALLY IS THE KEY. I KNOW THE E.C.'S BEHAVIOR THREATENS PROGRESS, BUT I'M OPTIMISTIC THERE WILL BE AN AGREEMENT. AND I WON'T BE PART OF IT UNLESS IT'S A GOOD AGREEMENT FOR AMERICA.

WHILE MY ADMINISTRATION SUPPORTS AMERICAN BUSINESS
ABROAD, WE'RE ALSO DOING OUR BEST TO HELP AT HOME. //
((IN THAT SPIRIT, I RECALL SOMETHING WRITTEN ABOUT
PEOPLE WHO GROW UP CLOSE TO THE SOIL. "THERE'S
SOMETHING ABOUT GETTING UP AT 5 O'CLOCK, FEEDING THE
STOCK AND CHICKENS AND MILKING A COUPLE OF COWS BEFORE
BREAKFAST THAT GIVES YOU A RESPECT FOR THE PRICE OF
BUTTER AND EGGS." // THAT WRITER KNEW THAT WHEN IT
COMES TO FARMING, WASHINGTON DOESN'T KNOW BEST.
A AMERICAN FARMERS DO.))

IN 1990, I WORKED HARD TO GET CONGRESSIONAL
APPROVAL OF A FARM BILL THAT IS EVEN-HANDED -- AND
LEVEL-HEADED. // THAT BILL HELPED REDUCE INTEREST
RATES, SLASH INFLATION AND INCREASE FLEXIBILITY FOR
FARMERS TO DECIDE WHAT TO GROW. //

I'VE PROMOTED "FIRST-HAND" THINKING IN FARM POLICY FROM DAY ONE. / WE SET OUT TO REDUCE FARM DEBT AND INCREASE FARMERS' INDEPENDENCE -- AND WE GOT RESULTS. FARMERS' EQUITY HAS GROWN \$45 BILLION IN THREE YEARS. MEANWHILE, AGRICULTURAL SALES -- GROSS CASH RECEIPTS -- HAVE RISEN \$17 BILLION SINCE I TOOK OFFICE -- TO \$168 BILLION. AGAIN -- REAL RESULTS.

WE'RE COMMITTED TO COMMON SENSE IN FEDERAL WETLANDS POLICY. / MY DIRECTION TO VICE PRESIDENT QUAYLE'S COUNCIL ON COMPETITIVENESS WAS TO PROTECT ENVIRONMENTALLY SENSITIVE WETLANDS AND PROTECT THE PROPERTY RIGHTS OF LANDOWNERS. //

OUR NEW GUIDELINES WILL DISTINGUISH BETWEEN GENUINE WETLANDS, WHICH DESERVE TO BE PROTECTED, AND OTHER KINDS OF LAND -- INCLUDING YOUR FARMLANDS.

ALSO, LAST MONTH I SIGNED A BILL MAKING NEARLY \$1 BILLION IN DISASTER RELIEF AVAILABLE TO PRODUCERS FOR 1990 AND '91 CROP LOSSES. //

PUT THESE INITIATIVES TOGETHER AND YOU GET A FARM POLICY THAT LETS FARMERS DO WHAT THEY DO BEST -- FARM AND COMPETE -- ALL OVER THE WORLD.

OUR POLICIES REFLECT THE VALUES THAT WE ALL CHERISH: SELF-RELIANCE, GENEROSITY, FAMILY, COMMUNITY. THEY DRAW UPON YOUR STRENGTHS -- YOUR INTELLIGENCE, DILIGENCE, DETERMINATION AND FAITH.//

TODAY WE MEET IN A CITY THAT TESTIFIES TO ALL THESE VIRTUES. KANSAS CITY HAS BRAVED THREE MAJOR FLOODS THIS CENTURY -- AND RISEN TO NEW GREATNESS EACH TIME. NINETY-TWO YEARS AGO, THE CONVENTION HALL BURNED TO THE GROUND. PROUD MEN AND WOMEN REBUILT IT IN NINETY DAYS. // "IN KANSAS CITY," SOMEONE EXPLAINED, "WE DON'T KNOW WHAT 'IMPOSSIBLE' MEANS." MY FRIENDS, IN AMERICA WE DON'T KNOW WHAT "IMPOSSIBLE" MEANS. //

THE AMERICAN DREAM ISN'T AN IMPOSSIBLE DREAM. //

TOGETHER, WE WILL BUILD A BETTER AMERICA THAN EVEN WE
INHERITED -- AN AMERICA THAT LEADS THE WORLD TOWARD NEW
FREEDOM AND PROSPERITY.

A - *inspired leader, every 1st better*

THANK YOU. GOD BLESS ALL OF YOU, AND THE UNITED
STATES OF AMERICA.

#

A *Proud to lead an
American that
leads the world*

Kansas City
Farm. Bureau

- 2 -

THAT GREAT VOICE OF RURAL AMERICA, WILL ROGERS,
ONCE OBSERVED, "A MAN IN THE COUNTRY DOES HIS OWN
THINKING / BUT YOU GET HIM INTO TOWN, AND HE WILL SOON
BE THINKING SECOND-HANDED." // TODAY, I'M HERE TO GIVE
YOU MY FIRST-HAND REPORT ON MY TRIP TO AUSTRALIA,
SINGAPORE, KOREA, AND JAPAN. //

ALL OF YOU KNOW MY REAL REASON FOR GOING TO ASIA:
PROSPERITY. OURS AND THEIRS. THAT REQUIRES SECURITY,
STABILITY, DEMOCRACY, AND TRADE. TWENTY-FIVE PERCENT
OF OUR FARM PRODUCTS IS EXPORTED. FREE TRADE CAN GIVE
THE AMERICAN FARMER NEW OPPORTUNITIES TO SAVE / INVEST
/ CREATE / AND DREAM. // ~~IT RESULTS IN THOSE THREE~~
~~MAGIC WORDS: JOBS, JOBS, JOBS.~~

THE COLD WAR HAS ENDED, AND WE STAND ON THE VERGE
OF A NEW AGE OF COMPETITION. OUR IDEALS TRIUMPHED IN
THE COLD WAR, AND THE NEW WAVE OF DEMOCRACY REPRESENTS
NOTHING LESS THAN THE POLITICAL RESTRUCTURING OF THE
WORLD. THAT WAS A TOUGH FIGHT, A LONG FIGHT, BUT IT
WAS WORTH IT.

Just one year ago today ^{Demot Stour}
That victory not only lifted the spirits of our nation
but clearly established the USA as the undisputed ^{would}
leader ^{Freedom} ^{Democracy,} ^{in the world and you}
standing for what is right & decent. ^{For} ^{Democracy,} ^{Freedom}

in which we are ~~help~~

One wonderful dimension of this dramatic world change is that our children no longer have the same worries about nuclear war that their parents had just a few years ago.

It was the leadership of the USA that brought this about, ~~now etc~~ make no mistake about it. Now etc

stay involved overseas to

NOW WE MUST LEAD AN ECONOMIC RESTRUCTURING FOR FREE
AND FAIR TRADE -- OPEN MARKETS ALL OVER THE WORLD.
OPEN MARKETS ARE THE KEY TO OUR ECONOMIC FUTURE BOTH
FOR AMERICAN AGRICULTURE AND BUSINESS. THAT FIGHT WILL
TAKE TIME, AND LOTS OF PEOPLE WILL WANT IMMEDIATE
RESULTS. THIS NEW WORLD OF OPPORTUNITY WON'T HAPPEN
OVERNIGHT. BUT I CAN TELL YOU THIS: EMPTY-HEADED
RHETORIC WON'T GET US THERE. HARD WORK, SAVVY,
EXPERIENCED NEGOTIATION, AND CONFIDENCE IN OURSELVES
WILL GET US THERE -- PROUD AND STRONG. WE WON THE COLD
WAR -- AND WE WILL WIN THE COMPETITIVE WARS. WE'LL DO
IT ON THE MERITS, AND WE'LL DO IT THE AMERICAN WAY --
THROUGH GRIT, DETERMINATION AND QUALITY.

MY TRIP TO ASIA WAS AN IMPORTANT AND SUCCESSFUL STEP TOWARD BUILDING THAT NEW WORLD -- NOT WITH JUST JAPAN BUT WITH THE WHOLE WORLD. WE REACHED DOZENS OF NEW AGREEMENTS ON MARKET OPENINGS --FROM COMPUTERS, TO PAPER, TO GLASS, TO AUTOMOTIVE PRODUCTS. IN JAPAN ALONE OUR NEGOTIATORS REACHED 49 STANDARDS AGREEMENTS IN NON-AUTOMOTIVE INDUSTRIES; AND HAMMERED OUT MARKET OPENING AGREEMENTS IN A VARIETY OF INDUSTRIAL SECTORS.

THAT WAS JUST A START. JAPANESE PRIME MINISTER MIYAZAWA HAS AGREED TO VISIT WASHINGTON LATER THIS YEAR AS A FOLLOW-UP TO THE TRIP -- AND BOTH SIDES HAVE PLEDGED TO ADVANCE THE CAUSE OF OPEN, FREE AND FAIR TRADE.

some political critics say I should not have
~~traveled~~ ~~to~~ This trip, ~~was~~ wrong!

~~SOME PEOPLE SAID I SHOULD HAVE STAYED HOME. WELL,~~
~~TOO BAD. I WILL CONTINUE TO FIGHT FOR AMERICAN JOBS~~
~~-- EVERYWHERE. IN THESE TOUGH TIMES A PRESIDENT SHOULD~~
~~DO NO LESS.~~

SOME ~~EGG-HEAD~~ CRITICS SAY I WANTED TO PROMOTE
MANAGED TRADE. ^{WHAT} WRONG: I OPPOSE MANAGED TRADE. I WANT
TO GET ^{IS} MORE FAIR ACCESS TO THE OTHER GUYS' MARKETS --
AND THAT'S EXACTLY WHAT I GOT. WE CAN'T ASK FOREIGN
MARKETS TO BUY INFERIOR GOODS BUT WE CAN INSIST THAT
OUR QUALITY GOODS MUST HAVE FAIR ACCESS TO OVERSEAS MARKETS.
OUR ASIAN ALLIES UNDERSTAND THAT WE DON'T WANT
HAND-OUTS OR A HOME-FIELD TRADE ADVANTAGE. WE JUST
WANT A LEVEL PLAYING FIELD. GIVE US A FAIR SHOT, AND
AMERICAN WORKERS WILL OUT-THINK / OUTWORK / AND
OUTPRODUCE ANYONE IN THE WORLD. // AMERICAN FARMERS
ALREADY DO THAT. \\\

OUR FARMERS AND RANCHERS THRIVE IN THE INTERNATIONAL MARKETPLACE DESPITE THE BARRIERS THAT OTHER GOVERNMENTS THROW IN THEIR WAY. AS I SAID EARLIER, A FULL 25 PERCENT OF OUR AGRICULTURAL PRODUCTION GETS SOLD ABROAD. YOU DON'T COMPLAIN -- YOU GET THE JOB DONE.

LOOK, WE ALL KNOW THAT PROTECTIONISM BOILS DOWN TO DEFEATISM. IF YOU DON'T TRUST YOUR PRODUCT -- YOU TRY TO KEEP OTHERS FROM SAMPLING THE COMPETITION. BUT IF YOU TRUST YOUR HANDIWORK, YOU SEE FOREIGN MARKETS AS A GREAT OPPORTUNITY.

CONSIDER THE PAYOFF. EVERY \$1 BILLION OF AMERICAN AGRICULTURAL EXPORTS MEANS 25,000 AMERICAN JOBS. FARM EXPORTS SHOULD EXCEED \$40 BILLION IN 1992. IN THIS TIME OF TRADE DEFICITS, THAT'S A FARM TRADE SURPLUS OF \$17 BILLION, AND ONE MILLION GOOD AMERICAN JOBS. //

*Now we have some politicians
legislators
wanting to set quotas, wanting to ~~decrease~~ balance
the trade. Do you know who would get hurt
the most by this - the American Farmer.*

DON SHAWCROFT KNOWS WHAT I'M TALKING ABOUT. /
JAPAN IMPORTS \$1.7 BILLION IN BEEF -- AND 53 PER CENT
OF THAT BEEF COMES FROM AMERICA. THIS HELPS CATTLE
RANCHERS LIKE DON, WHO RUNS A 600-HEAD BEEF HERD WITH
HIS DAD IN ALAMOSA, COLORADO. //

FIVE HUNDRED MILES AWAY LIVES ARLENE WESSEL, WHO
PRODUCES FARROW-TO-FINISH HOGS, DRYLAND WHEAT, AND CORN
ON HER FAMILY'S FARM NEAR HURON, SOUTH DAKOTA. //
ARLENE ALSO KNOWS HOW TO KEEP AMERICA'S STANDARD OF
LIVING NO. 1 IN THE WORLD. NOT BY BUILDING A FENCE
AROUND AMERICA -- BUT BY CONVINCING OTHER COUNTRIES TO
TEAR THEIR FENCES DOWN. //

I WANT TO GIVE ALL FARMERS -- THE GRAIN FARMERS,
THE RICE FARMERS, THOSE WHO GROW THE BEST PRODUCE IN
THE WORLD -- A FAIR SHOT AT SELLING THEIR GOODS
EVERYWHERE.

15
((TO ACHIEVE THIS, OF COURSE, WILL REQUIRE DILIGENCE, AND PATIENCE. I RECALL AN OLD QUAKER FARMER WHO WOULD NEVER TAKE THE NAME OF THE LORD IN VAIN. BUT ONE DAY HIS MULE, WHO WAS HITCHED TO A HAY WAGON, WOULDN'T BUDGE AN INCH. // THE FARMER TRIED EVERY BIT OF COAXING. NO SUCCESS. FINALLY, HE REACHED THE END OF HIS ROPE. "MULE," HE SAID, "I CANNOT BEAT THEE, OR CURSE THEE, OR ABUSE THEE IN ANY WAY. BUT MULE, WHAT THEE DOESN'T KNOW IS THAT I CAN SELL THEE TO AN EPISCOPALIAN.")

IN THAT CONTEXT, LET ME SAY A FEW WORDS ABOUT EXPORT SUBSIDIES. // ULTIMATELY, THEY STIFLE GROWTH / BURDEN THE TAXPAYER / COST CONSUMERS / AND MAKE INDUSTRY LESS COMPETITIVE. // I ALSO KNOW THAT I MUST -- AND WILL -- SAFEGUARD THE INTERESTS OF AMERICAN FARMING. I WILL NOT LET AMERICAN AGRICULTURE DISARM UNILATERALLY. //

TODAY, THE TRADE PRACTICES OF THE EUROPEAN COMMUNITY HURT AMERICAN FARMERS. OUR AGRICULTURAL EXPORT ENHANCEMENT PROGRAM IS SPECIFICALLY DESIGNED TO COUNTER THE E.C.'S MASSIVE EXPORT SUBSIDIES. WITHOUT THIS EFFORT -- WHICH IS LESS THAN ONE-TENTH THE SIZE OF THE E.C. SUBSIDY -- AMERICAN FARMERS WOULD LOSE EVEN GREATER MARKET SHARES TO THE E.C.

YES, WE MUST END EXPORT SUBSIDIES. BUT WE WON'T DO IT UNTIL OTHER NATIONS DO THE SAME. I WILL NOT PUT OUR FARMERS AT AN UNFAIR DISADVANTAGE. [[SOONER OR LATER, THE E.C. WILL STOP HIDING BEHIND ITS OWN IRON CURTAIN OF PROTECTIONISM -- OR IT WILL GO BROKE. MEANWHILE, WE'LL JUST GET LEANER, TOUGHER AND MORE COMPETITIVE.]] //

THE WORLD'S FUTURE PROGRESS AND PROSPERITY DEPEND UPON FREE TRADE. I AM WORKING TO CONCLUDE THE URUGUAY ROUND OF GATT NEGOTIATIONS SUCCESSFULLY. / I ESPECIALLY APPRECIATE THE FARM BUREAU'S STEADFAST SUPPORT FOR FREE AND FAIR TRADE. /// GATT WILL HELP THE WORLD MOVE TOWARD BROADER ECONOMIC INTEGRATION -- NOT TRADING BLOCS. //

OUR ADMINISTRATION WILL SETTLE FOR NOTHING LESS THAN A GATT AGREEMENT THAT EXPANDS MARKETS AND INCREASES OPPORTUNITIES FOR OUR EXPORTERS. // WE WANT FREE TRADE, AND WE WANT FAIR TRADE -- AND WE WANT ABUNDANT TRADE. AND GATT REALLY IS THE KEY. I KNOW THE E.C.'S BEHAVIOR THREATENS PROGRESS, BUT WE WILL GET A GOOD AGREEMENT.

WHILE MY ADMINISTRATION SUPPORTS AMERICAN BUSINESS
ABROAD, WE'RE ALSO DOING OUR BEST TO HELP AT HOME. //
((IN THAT SPIRIT, I RECALL SOMETHING WRITTEN ABOUT
PEOPLE WHO GROW UP CLOSE TO THE SOIL. "THERE'S
SOMETHING ABOUT GETTING UP AT 5 O'CLOCK, FEEDING THE
STOCK AND CHICKENS AND MILKING A COUPLE OF COWS BEFORE
BREAKFAST THAT GIVES YOU A RESPECT FOR THE PRICE OF
BUTTER AND EGGS." // THAT WRITER KNEW THAT WHEN IT
COMES TO FARMING, WASHINGTON DOESN'T KNOW BEST.
AMERICAN FARMERS DO.))

IN 1990, I WORKED HARD TO GET CONGRESSIONAL
APPROVAL OF A FARM BILL THAT IS EVEN-HANDED -- AND
LEVEL-HEADED. // THAT BILL HELPED REDUCE INTEREST
RATES, SLASH INFLATION AND INCREASE FLEXIBILITY FOR
FARMERS TO DECIDE WHAT TO GROW. //

I'VE PROMOTED "FIRST-HAND" THINKING IN FARM POLICY FROM DAY ONE. / WE SET OUT TO REDUCE FARM DEBT AND INCREASE FARMERS' INDEPENDENCE -- AND WE GOT RESULTS. FARMERS' EQUITY HAS GROWN \$45 BILLION IN THREE YEARS. MEANWHILE, AGRICULTURAL SALES -- GROSS CASH RECEIPTS -- HAVE RISEN \$17 BILLION SINCE I TOOK OFFICE -- TO \$168 BILLION. AGAIN -- REAL RESULTS.

WE'RE COMMITTED TO COMMON SENSE IN FEDERAL WETLANDS POLICY. / MY DIRECTION TO VICE PRESIDENT QUAYLE'S COUNCIL ON COMPETITIVENESS WAS TO PROTECT ENVIRONMENTALLY SENSITIVE WETLANDS AND PROTECT THE PROPERTY RIGHTS OF LANDOWNERS. //

OUR NEW GUIDELINES WILL DISTINGUISH BETWEEN GENUINE WETLANDS, WHICH DESERVE TO BE PROTECTED, AND OTHER KINDS OF LAND -- INCLUDING YOUR FARMLANDS -- THAT SHOULDN'T. IT'S PRETTY SIMPLE: ~~WETLANDS SHOULD BE WET.~~ //

Ed

ALSO, LAST MONTH I SIGNED A BILL MAKING NEARLY \$1 BILLION IN DISASTER RELIEF AVAILABLE TO PRODUCERS FOR 1990 AND '91 CROP LOSSES. //

PUT THESE INITIATIVES TOGETHER AND YOU GET A FARM POLICY THAT LETS FARMERS DO WHAT THEY DO BEST -- FARM AND COMPETE -- ALL OVER THE WORLD.

OUR POLICIES REFLECT THE VALUES THAT WE ALL CHERISH: SELF-RELIANCE, GENEROSITY, FAMILY, COMMUNITY. THEY DRAW UPON YOUR STRENGTHS -- YOUR INTELLIGENCE, DILIGENCE, DETERMINATION AND FAITH.//

TODAY WE MEET IN A CITY THAT TESTIFIES TO ALL THESE VIRTUES. KANSAS CITY HAS BRAVED THREE MAJOR FLOODS THIS CENTURY -- AND RISEN TO NEW GREATNESS EACH TIME. NINETY-TWO YEARS AGO, THE CONVENTION HALL BURNED TO THE GROUND. PROUD MEN AND WOMEN REBUILT IT IN NINETY DAYS. // "IN KANSAS CITY," SOMEONE EXPLAINED; "WE DON'T KNOW WHAT 'IMPOSSIBLE' MEANS." MY FRIENDS, IN AMERICA WE DON'T KNOW WHAT "IMPOSSIBLE" MEANS. //

THE AMERICAN DREAM ISN'T AN IMPOSSIBLE DREAM. //
TOGETHER, WE WILL BUILD A BETTER AMERICA THAN EVEN WE
INHERITED -- AN AMERICA THAT LEADS THE WORLD TOWARD NEW
FREEDOM AND PROSPERITY.

THANK YOU. GOD BLESS ALL OF YOU, AND THE UNITED
STATES OF AMERICA.

#

THE WHITE HOUSE
WASHINGTON

January 10, 1992

MEMORANDUM FOR THE PRESIDENT

THROUGH: DAVID DEMAREST
TONY SNOW *TS*

FROM: CURT SMITH *CS*

SUBJECT: AMERICAN FARM BUREAU CONVENTION

*w/TS
comments*

I. SUMMARY

On Monday, January 13, at 10:00 a.m., you will address the American Farm Bureau annual convention in Kansas City, Missouri. There will be 6,000 farmers in attendance.

II. DISCUSSION

The address (12 minutes, on teleprompter) focuses on how your Asian trip advanced the cause of agricultural exports.

1/10/91
MAS TER

Bob S:

*Let me know when
all Δ's are made*

→ DMcA

Grady (189)
Scow.
Cab AFF (1)
~~APB~~

(Smith/Simon)
January 9, 1992
9 P.M.
FARM

PRESIDENTIAL REMARKS: AMERICAN FARM BUREAU
KANSAS CITY, MISSOURI
MONDAY, JANUARY 13, 1992

→ Dean Kleckner, ^{Secretary Madigan,} ladies and gentlemen, my fellow Americans.

As always, it is a special privilege to address the members of the American Farm Bureau Federation. //

((Two years ago, I spoke to your convention in the great city of Orlando -- the home of Disney World. / Today, I've flown here from Disney World North. / Washington, D.C.)) //

((Not that I'm superstitious, but I'm glad Friday the 13th falls on Monday this month. // I'm also pleased to be here with the ranchers who show America that not all the bull is produced in Washington -- and with the farmers who grow the food enjoyed by millions // and also those who grow broccoli.)) //

A few moments ago I visited a symbol of what is great and good in the greatest nation in the world. I mean the family farm -- in this case, owned by the __ family of nearby __. //

When you visit a family farm, you realize that America's greatness didn't arise out of a vacuum. It grew out of the values that gave this nation life -- and have made it great.

You see it all on a family farm: liberty and self-reliance, democracy and enterprise, hard work and rock-solid values: respect for neighbors, love of family, belief in God. //

No government designed the family farm. No bureaucracy made it flourish. It thrives because dedicated families devote their sweat, their hope, their lives to making something good.

[place-holder on anti-fraud efforts in federal ag programs]

That great Voice of Rural America, Will Rogers, once observed, "A man in the country does his own thinking / but you get him into town, and he will soon be thinking second-handed."
 // Today, I'm here to give you my first-hand report on my trip to Australia, Singapore, Korea, and Japan. //

There's a three-syllable reason for my trip to Asia: Jobs, jobs, jobs. // Free trade can give the American farmer new opportunities to save / invest / create / and dream. //

Here's what I told our allies in Asia: Americans don't ask for a home-field trade advantage. We just want a level playing field. Give us a fair shot, and the American farmer will outthink / outwork / and outproduce anyone in the world. //

I told our trading partners what we will, and will not, accept. We want free trade. We also demand fair trade. // We want the open markets that increase prosperity -- not raised prices for our consumer and reduce economic growth. // ^{higher consumer} ~~and lower levels of~~

Protectionism boils down to defeatism. It would keep foreign products out of American markets -- and American products out of foreign markets. // It would make farming even harder than it is. / [[I remember Edgar Howe's quip: "About the only thing on a farm that has an easy time is the dog."]] // We need

25% of ~~American~~ ^{our} overall agricultural production is sold overseas. American farmers can't prosper unless we ~~use~~ ^{export} foreign markets.

GO TO NSC. P.P.

~~Handwritten scribble~~

to make it easier for American exports to rise -- and thus, for the American economy to grow. //

Most farmers know this. / Just consider the payoff. Every \$1 billion of American agricultural exports means 25,000 American jobs. Farm exports eclipsed \$40 billion in 1990, the highest since 1981 -- helping our farm trade surplus pass \$17 billion. / Forty percent of farm receipts are from exports. //

Don Shawcroft knows what I'm talking about. ((Don, where are you? Give us a wave.)) / Japan imports \$1.7 billion in beef -- and 53 per cent of that beef comes from America. This helps cattle ranchers like Don, who runs a 600-head beef herd with his dad in Alamosa, Colorado. //

Five hundred miles away lives Arlene Wessel, who produces farrow-to-finish hogs, dryland wheat, and corn on her family's farm near Huron, South Dakota. // Arlene also knows how to keep America's standard of living No. 1 in the world. Not by building a fence around America -- but by convincing other countries to tear their fences down. //

((To achieve this, of course, will require diligence, and patience. I recall an old Quaker farmer who would never take the name of the Lord in vain. But one day his mule, who was hitched to a hay wagon, wouldn't budge an inch. // The farmer tried every bit of coaxing. No success. Finally, he reached the end of his rope. "Mule," he said, "I cannot beat thee, or curse thee, or abuse thee in any way. But mule, "what thee doesn't know is that I can sell thee to an Episcopalian."))

Last week, I prodded our allies in America's leading agricultural export market to open markets for their sake -- and ours. // I talked with foreign leaders about erasing import quotas / cutting tariffs / and increasing the free trade that means new jobs. //

In that context, let me say a few words about export subsidies. // Ultimately, they stifle growth / burden the taxpayer / cost consumers / and make industry less competitive. // I also know that I must -- and will -- safeguard the interests of American farming. I will not let American agriculture disarm unilaterally. //

Today, the trade practices of the European Community hurt American farmers. Our Agricultural Export Enhancement Program is specifically designed to counter the EC's massive export subsidies. Without this effort -- which is less than one-tenth the size of the EC subsidy -- American farmers would lose even greater market shares to the EC.

Yes, we must end export subsidies. But we won't do it until other nations do the same. I will not put our farmers at an unfair disadvantage. //

The world's future progress and prosperity depend upon free trade. That is why ~~I support North American free trade~~ negotiations with Canada and Mexico. A North American Free Trade Agreement would create the largest market in the world -- with more than 360 million consumers and an economy of \$6 trillion. //

[In that spirit, my Administration has established food aid and

technical assistance agreements with formerly communist nations in Eastern and Central Europe. We have established cooperative programs with more than 100 nations to protect our agricultural exports from pests and diseases. //

I am ~~also~~ working to successfully conclude the Uruguay Round of GATT negotiations. / I especially appreciate ^{The Farm Bureau's steadfast} your support. // GATT will help the world move toward broader economic integration -- not trading blocs. // Let me pledge: Our Administration will settle for nothing less than a GATT agreement that expands markets and increases opportunities for our exporters. // In 1990, we negotiated an agreement with Korea to open its beef import markets fully by 1997 -- and a similar agreement already has doubled U.S. beef exports to Japan. // GATT can make this progress global -- not merely regional. Here is what I want it to tell the world: "Trade is now fair as well as free. Now, it's up to us. Let the best competitor win." *for free & fair trade.*

Like you, I believe that ^{in this competition} ~~nation~~ is America. ^{will prosper.} Yet we will win only through policies that are worthy of our people. // ((In that spirit, I recall something written about people who grow up close to the soil. "There's something about getting up at 5 o'clock, feeding the stock and chickens and milking a couple of cows before breakfast that gives you a respect for the price of butter and eggs." // That writer knew that when it comes to farming, Washington doesn't know best. American farmers do.))

Bob check??
 Last ^(in 1990?) year, I worked hard to get Congressional approval of a farm bill that is even-handed -- and level-headed. // (I'll

never forget a letter a farmer sent to Congress at the time. He asked if he could have some fertilizer left over from the debates.)) // That bill helped reduce interest rates, slash inflation and increase flexibility for farmers to decide what to grow. //

In short, I prefer "first-hand" thinking in farm policy. / We want to reduce farm debt and increase farmers' independence - - and we've gotten results. Farmers' equity has grown \$45 billion in three years; farm debts have fallen by nearly \$60 billion.

We want to increase farm income and reduce federal spending. Farm income -- gross cash receipts -- has risen \$18 billion a year since I took office -- to \$175 billion. Meanwhile, direct government payments have fallen from \$14.5 billion to \$8.5 billion, and farm support costs have fallen from \$26 billion to \$8 billion. Again -- real results. This demonstrates the abundance and expertise of American farmers.

(?)

We're committed to common sense in federal wetlands policy. / My direction to ^{Don Quigley + my} my Council on Competitiveness was to protect environmentally sensitive wetlands and protect the property rights of landowners. //

Our new guidelines will distinguish between genuine wetlands, which deserve to be protected, and other kinds of land -- ^{including your farmlands} like dry, productive farmland -- ^{that doesn't have to be should't be have product} which do not. It's pretty simple: Wetlands should be wet. // Also, last month I signed a

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Shouldn't be declared off-limits.

bill making nearly \$1 billion in disaster relief available to producers for 1990 and '91 crop losses. //

Put this together and you get a farm policy that lets farmers do what they do best -- farm and compete. Our policies reflect the values that we all cherish: self-reliance, generosity, family, community. //

Today we meet in a city that testifies to all these virtues. Kansas City has braved three major floods this Century -- and risen to new greatness each time. Ninety-two years ago, the Convention Hall here burned to the ground. Proud men and women rebuilt it in ninety days. // "In Kansas City," someone explained, "we don't know what 'impossible' means." My friends, in America we don't know what "impossible" means. //

The American Dream isn't an Impossible Dream. // Together, let us build a better America than even we inherited -- and America that leads the world toward new freedom and prosperity. //

Thank you for your support, and the kindness of this occasion. God bless all of you, and the United States of America.

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WHITE HOUSE STAFFING MEMORANDUM

DATE: 1/8/92 ACTION/CONCURRENCE/COMMENT DUE BY: 2:00PM, THURS., JAN. 9

PRESIDENTIAL REMARKS: AMERICAN FARM BUREAU
KANSAS CITY, MISSOURI

SUBJECT: MONDAY, JANUARY 13, 1992

	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 checked="" type="checkbox"/>	<input type="checkbox"/>	<u>BOSKIN</u>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
FITZWATER	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<u>DELAND</u>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
GRAY	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<u>SNOW</u>	<input type="checkbox"/>	<input checked="" type="checkbox"/>
HOLIDAY	<input checked="" type="checkbox"/>	<input type="checkbox"/>		<input type="checkbox"/>	<input type="checkbox"/>

REMARKS:

Please provide comments on the attached directly to Tony Snow, Rm. 122, x2930, with a copy to this office NO LATER THAN 2:00PM, THURSDAY, JANUARY 9. Thank you.

RESPONSE:

MEMORANDUM FOR TONY SNOW

January 9, 1992

The NSC staff concurs with the draft presidential remarks as amended.

Brent Scowcroft

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

cc: Phillip D. Brady

(Smith/Simon)
January 8, 1992
8A.M.
FARM

02 JAN 8 AIO: 43

PRESIDENTIAL REMARKS: AMERICAN FARM BUREAU
KANSAS CITY, MISSOURI
MONDAY, JANUARY 13, 1992

—, ladies and gentlemen, my fellow Americans. As always, it is a special privilege to address the members of the American Farm Bureau Federation. //

((Two years ago, I spoke to your convention in the great city of Orlando -- the home of Disney World. / Today, I've flown here from Disney World East. / Washington, D.C.)) //

((Not that I'm superstitious, but I'm glad Friday the 13th falls on Monday this month. / I'm also pleased to be here with the ranchers who show America that not all the bull is produced in Washington -- and with the farmers who grow the food enjoyed by millions // and also those who grow broccoli.)) //

That great Voice of Rural America, Will Rogers, once observed, "A man in the country does his own thinking / but you get him into town, and he will soon be thinking second-handed." // Today, I'm here to give you my first-hand report on my trip to Australia, Singapore, Korea, and Japan. //

All of you know why I went to Asia. ^{Prosperity. Ours and theirs. That means security and stability and democracy and Trade in Asia. Here it means following through on our commitments. And the result is Three syllables!} ~~Here's the three-~~ syllable reason: Jobs, jobs, jobs. // I mean the jobs that will unleash the American farmer's ability to save / invest / create / and dream. // Here is the message I took to Asia. We don't ask for a home-field trade advantage. We just want a level playing

Prosperity. Ours and theirs. That means security and stability and democracy and Trade in Asia. Here it means following through on our commitments. And the result is Three syllables!

(Handwritten initials)

field. Give us a fair shot, and the American farmer will outthink / outwork / and outproduce anyone in the world. //

I told our trading partners what we will, and will not, accept. We want free trade. We also demand fair trade. // We want the open markets that increase prosperity -- not the closed markets of protectionism that create suspicion and misery. //

Protectionism would keep foreign products out of American markets -- and American products out of foreign markets. // It would make farming even harder than it is. / I remember Edgar Howe, who said: "About the only thing on a farm that has an easy time is the dog." // We need to make it easier for American exports to rise -- and thus, for the American economy to grow. //

Most farmers know this. / Well, maybe most west of the Potomac. // They understand that every \$1 billion of American agricultural exports means 25,000 American jobs. They realize, too, that in 1990, farm exports eclipsed \$40 billion, the highest since 1981 -- helping our farm trade surplus pass \$17 billion. /

Don Schawcroft can attest to that. ((Don, where are you? Give us a wave.)) / Japan imports \$1.654 million in beef -- and 53 per cent of that beef comes from American products. This helps cattle ranchers like Don, who runs a 600-head beef herd with his dad in Alamosa, Colorado. // Five hundred miles away lives Arlene Wessel, who produces farrow-to-finish hogs, dryland wheat, and corn on her family's farm near Huron, South Dakota. // Arlene also knows how to keep America's standard of living No. 1

in the world. Not by building a fence around America -- but by convincing other countries to tear their fences down. //

((To achieve this, of course, will require diligence, and patience. I recall an old Quaker farmer who would never use the name of the Lord in vain. But one day his mule, who was hitched to a hay wagon, wouldn't budge an inch. // The farmer tried every bit of coaxing. No success. Finally, he reached the end of his rope. "Mule," he said, "I cannot beat thee, or curse thee, or abuse thee in any way. But mule, "what thee doesn't know is that I can sell thee to an Episcopalian."))

Last week, I prodded our allies in America's leading agricultural export market to expand markets for their sake -- and ours. // I talked with foreign leaders about erasing import quotas / cutting domestic tariffs / and increasing the free trade that means new jobs. // In that context, let me say a few words about agricultural subsidies. // I don't like them any more than you do. Ultimately, they stifle growth / burden the taxpayer / and make industry less competitive. // I also know that I must - - and will -- safeguard the interests of American farming. I don't intend to let American agriculture disarm unilaterally. //

Today, American farmers suffer from the ^{extremely harmful} ~~predatory trade~~ agricultural practices and huge subsidies of the European Community. ^{Were it not} ~~let us~~ remember: ~~Only our subsidies -- which is specifically designed to counter the EC's massive export subsidies -- American farmers would have lost even greater market share to the EC. -- keep the EC from depressing prices artificially and stealing additional markets.~~ // Yes, ~~in the long run,~~ we must end farm

✓ ✓
subsidies. ^{But until other countries agree to end their subsidy programs,} ~~In the short run,~~ I will ~~not try to balance our trade~~ ^{ensure that the} ~~deficit on the back of the American farmer.~~ // can compete

✓ ✓
The world's future progress and prosperity depend upon free trade. That is why I support ^{a free trade agreement linking the} ~~enlarging the U.S.-Canada Free~~ ~~U.S., Mexico and Canada,~~ ~~Trade Agreement to include Mexico.~~ A North American Free Trade Agreement would create the largest market in the world -- with more than 360 million consumers and an economy of \$6 trillion. //

✓
I am also working to ~~successfully~~ conclude the Uruguay Round of GATT negotiations. // GATT will help the world move toward broader economic integration -- not trading blocks. // Let me pledge: Our Administration will settle for nothing less than a ^{Agreement} ~~Treaty~~ that enlarges markets and opportunities. // In 1990, we negotiated an agreement with Korea to open its beef import markets through 1997 -- and a similar agreement which has doubled 1987-91 U.S. beef exports to Japan. // GATT can make this progress global -- not merely regional. Here is what I want it

to tell the world: "Trade is now fair as well as free. Now, ~~Competitive~~ ^{products} it's up to us. Let the best nation win." ? sounds racist.

NO
Like you, I believe ^{those products are American} that ~~nation is America.~~ Yet we will win only through policies that are worthy of our people. // ((In that spirit, I recall something written about people who grow up close to the soil. "There's something about getting up at 5 o'clock, feeding the stock and chickens and milking a couple of cows before breakfast that gives you a respect for the price of butter and eggs." // That writer knew that when it comes to farming, Washington doesn't know best. American farmers do.))

doesn't connect.

Two months ago, in Kansas City, I spoke about this America to 18,000 Future Farmers of America. / I talked of the new farm bill I convinced Congress to pass last year that is even-handed - and level-headed. // (I'll never forget a letter a farmer sent to Congress at the time. He asked if he could have some fertilizer left over from the debates.) // In the end, our bill enhanced competitiveness while increasing flexibility for farmers to decide what crops to grow. //

I thank you for your support of a farm bill that has already helped lower interest rates, cut inflation, and increase choices for farmers and consumers. // ~~Toward those ends, I signed an agreement at the 1990 Summit with then President Gorbachev calling for at least 40 million metric tons of grain to be purchased by the former Soviet republics in the next five years. / Incidentally, I have not changed my views on using food as a political weapon. I still remember ^{President Carter's} the disastrous grain embargo, put into effect by President Carter. Never again. //~~

Instead, I have pursued policies that reflect farming's "first-hand" thinking. / I have tried to put common sense into federal wetlands policy. / Our new guidelines will distinguish between genuine wetlands, which deserve to be protected, and other kinds of land -- like dry, productive farmland -- which do not. It's pretty simple: Wetlands should be wet. // Also, last month I signed a bill making nearly \$1 billion in disaster relief available to producers for 1990 and '91 crop losses. //

These policies mirror the America most farmers, and ranchers, want -- a Nation that prizes self-reliance, generosity, family, and community. // It is an America of courage, and initiative, which rolled back the frontiers / blazed railroads west / and helped this city on the Missouri survive three floods this century. // It is an America of the sod-buster and trailblazer and 19th Century pioneer -- heroes who believed in a Nation of "America-Can" -- not "bureaucracy-must." //

Ninety-two years ago, Kansas City showed the wonder of those words. // On __, the Convention Hall here burned to the ground. Incredibly, proud men and women rebuilt it in ninety days. // "In Kansas City," someone explained, "we don't know what 'impossible' means." My friends, in America we don't know what "impossible" means. //

For two centuries, this spirit has forged America's gateway to the future -- built on dreams as vast as the prairie wilderness / as sweeping as the Mississippi / as soaring as the Texas sky. //

Our forefathers knew that the American Dream was not an Impossible Dream. // So let us -- as they did -- build a better America than even we inherited. // Thank you for your support, and the kindness of this occasion. God bless all of you, and the United States of America.

#

WHITE HOUSE STAFFING MEMORANDUM

DATE: 1/10/92 ACTION/CONCURRENCE/COMMENT DUE BY: _____

PRESIDENTIAL REMARKS: AMERICAN FARM BUREAU
KANSAS CITY, MISSOURI

SUBJECT: _____ MONDAY, JANUARY 13, 1992

	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"/>	BOSKIN	<input type="checkbox"/>	<input checked="" type="checkbox"/>
FITZWATER	<input type="checkbox"/>	<input checked="" type="checkbox"/>	DELAND	<input type="checkbox"/>	<input checked="" type="checkbox"/>
GRAY	<input type="checkbox"/>	<input checked="" type="checkbox"/>	SNOW	<input type="checkbox"/>	<input checked="" 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

January 10, 1992

to P
1-10
92 JAN 10 11:55

MEMORANDUM FOR THE PRESIDENT

THROUGH: DAVID DEMAREST
TONY SNOW *TS*

FROM: CURT SMITH *CS*

SUBJECT: AMERICAN FARM BUREAU CONVENTION

I. SUMMARY

On Monday, January 13, at 10:00 a.m., you will address the American Farm Bureau annual convention in Kansas City, Missouri. There will be 6,000 farmers in attendance.

II. DISCUSSION

The address (12 minutes, on teleprompter) focuses on how your Asian trip advanced the cause of agricultural exports.

(Smith/Simon)
January 9, 1992
9 P.M.
FARM

PRESIDENTIAL REMARKS: AMERICAN FARM BUREAU
KANSAS CITY, MISSOURI
MONDAY, JANUARY 13, 1992

Dean Kleckner, ladies and gentlemen, my fellow Americans.
As always, it is a special privilege to address the members of
the American Farm Bureau Federation. //

((Two years ago, I spoke to your convention in the great
city of Orlando -- the home of Disney World. / Today, I've flown
here from Disney World North. / Washington, D.C.)) //

((Not that I'm superstitious, but I'm glad Friday the 13th
falls on Monday this month. // I'm also pleased to be here with
the ranchers who show America that not all the bull is produced
in Washington -- and with the farmers who grow the food enjoyed
by millions // and also those who grow broccoli.)) //

A few moments ago I visited a symbol of what is great and
good in the greatest nation in the world. I mean the family farm
-- in this case, owned by the __ family of nearby __. //

When you visit a family farm, you realize that America's
greatness didn't arise out of a vacuum. It grew out of the
values that gave this nation life -- and have made it great.

You see it all on a family farm: liberty and self-reliance,
democracy and enterprise, hard work and rock-solid values:
respect for neighbors, love of family, belief in God. //

No government designed the family farm. No bureaucracy made it flourish. It thrives because dedicated families devote their sweat, their hope, their lives to making something good.

[place-holder on anti-fraud efforts in federal ag programs]

That great Voice of Rural America, Will Rogers, once observed, "A man in the country does his own thinking / but you get him into town, and he will soon be thinking second-handed."
 // Today, I'm here to give you my first-hand report on my trip to Australia, Singapore, Korea, and Japan. //

There's a three-syllable reason for my trip to Asia: Jobs, jobs, jobs. // Free trade can give the American farmer new opportunities to save / invest / create / and dream. //

Here's what I told our allies in Asia: Americans don't ask for a home-field trade advantage. We just want a level playing field. Give us a fair shot, and the American farmer will outthink / outwork / and outproduce anyone in the world. //

I told our trading partners what we will, and will not, accept. We want free trade. We also demand fair trade. // We want the open markets that increase prosperity -- not raised prices for our consumer and reduce economic growth. //

Protectionism boils down to defeatism. It would keep foreign products out of American markets -- and American products out of foreign markets. // It would make farming even harder than it is. / [[I remember Edgar Howe's quip: "About the only thing on a farm that has an easy time is the dog."]] // We need

to make it easier for American exports to rise -- and thus, for the American economy to grow. //

Most farmers know this. / Just consider the payoff. Every \$1 billion of American agricultural exports means 25,000 American jobs. Farm exports eclipsed \$40 billion in 1990, the highest since 1981 -- helping our farm trade surplus pass \$17 billion. / Forty percent of farm receipts are from exports. //

Don Shawcroft knows what I'm talking about. ((Don, where are you? Give us a wave.)) / Japan imports \$1.7 billion in beef -- and 53 per cent of that beef comes from America. This helps cattle ranchers like Don, who runs a 600-head beef herd with his dad in Alamosa, Colorado. //

Five hundred miles away lives Arlene Wessel, who produces farrow-to-finish hogs, dryland wheat, and corn on her family's farm near Huron, South Dakota. // Arlene also knows how to keep America's standard of living No. 1 in the world. Not by building a fence around America -- but by convincing other countries to tear their fences down. //

((To achieve this, of course, will require diligence, and patience. I recall an old Quaker farmer who would never take the name of the Lord in vain. But one day his mule, who was hitched to a hay wagon, wouldn't budge an inch. // The farmer tried every bit of coaxing. No success. Finally, he reached the end of his rope. "Mule," he said, "I cannot beat thee, or curse thee, or abuse thee in any way. But mule, "what thee doesn't know is that I can sell thee to an Episcopalian."))

Last week, I prodded our allies in America's leading agricultural export market to open markets for their sake -- and ours. // I talked with foreign leaders about erasing import quotas / cutting tariffs / and increasing the free trade that means new jobs. //

In that context, let me say a few words about export subsidies. // Ultimately, they stifle growth / burden the taxpayer / cost consumers / and make industry less competitive. // I also know that I must -- and will -- safeguard the interests of American farming. I will not let American agriculture disarm unilaterally. //

Today, the trade practices of the European Community hurt American farmers. Our Agricultural Export Enhancement Program is specifically designed to counter the EC's massive export subsidies. Without this effort -- which is less than one-tenth the size of the EC subsidy -- American farmers would lose even greater market shares to the EC.

Yes, we must end export subsidies. But we won't do it until other nations do the same. I will not put our farmers at an unfair disadvantage. //

The world's future progress and prosperity depend upon free trade. That is why I support North American free trade negotiations with Canada and Mexico. A North American Free Trade Agreement would create the largest market in the world -- with more than 360 million consumers and an economy of \$6 trillion. // In that spirit, my Administration has established food aid and

technical assistance agreements with formerly communist nations in Eastern and Central Europe. We have established cooperative programs with more than 100 nations to protect our agricultural exports from pests and diseases. //

I am also working to successfully conclude the Uruguay Round of GATT negotiations. / I especially appreciate your support. /// GATT will help the world move toward broader economic integration -- not trading blocs. // Let me pledge: Our Administration will settle for nothing less than a GATT agreement that expands markets and increases opportunities for our exporters. // In 1990, we negotiated an agreement with Korea to open its beef import markets fully by 1997 -- and a similar agreement already has doubled U.S. beef exports to Japan. // GATT can make this progress global -- not merely regional. Here is what I want it to tell the world: "Trade is now fair as well as free. Now, it's up to us. Let the best competitor win."

Like you, I believe that nation is America. Yet we will win only through policies that are worthy of our people. // ((In that spirit, I recall something written about people who grow up close to the soil. "There's something about getting up at 5 o'clock, feeding the stock and chickens and milking a couple of cows before breakfast that gives you a respect for the price of butter and eggs." // That writer knew that when it comes to farming, Washington doesn't know best. American farmers do.))

Last year, I worked hard to get Congressional approval of a farm bill that is even-handed -- and level-headed. // (I'll

never forget a letter a farmer sent to Congress at the time. He asked if he could have some fertilizer left over from the debates.)) // That bill helped reduce interest rates, slash inflation and increase flexibility for farmers to decide what to grow. //

In short, I prefer "first-hand" thinking in farm policy. / We want to reduce farm debt and increase farmers' independence - - and we've gotten results. Farmers' equity has grown \$45 billion in three years; farm debts have fallen by nearly \$60 billion.

We want to increase farm income and reduce federal spending. Farm income -- gross cash receipts -- has risen \$18 billion a year since I took office -- to \$175 billion. Meanwhile, direct government payments have fallen from \$14.5 billion to \$8.5 billion, and farm support costs have fallen from \$26 billion to \$8 billion. Again -- real results. This demonstrates the abundance and expertise of American farmers.

We're committed to common sense in federal wetlands policy. / My direction to my Council on Competitiveness was to protect environmentally sensitive wetlands and protect the property rights of landowners. //

Our new guidelines will distinguish between genuine wetlands, which deserve to be protected, and other kinds of land -- like dry, productive farmland -- which do not. It's pretty simple: Wetlands should be wet. // Also, last month I signed a

bill making nearly \$1 billion in disaster relief available to producers for 1990 and '91 crop losses. //

Put this together and you get a farm policy that lets farmers do what they do best -- farm and compete. Our policies reflect the values that we all cherish: self-reliance, generosity, family, community. //

Today we meet in a city that testifies to all these virtues. Kansas City has braved three major floods this Century -- and risen to new greatness each time. Ninety-two years ago, the Convention Hall here burned to the ground. Proud men and women rebuilt it in ninety days. // "In Kansas City," someone explained, "we don't know what 'impossible' means." My friends, in America we don't know what "impossible" means. //

The American Dream isn't an Impossible Dream. // Together, let us build a better America than even we inherited -- and America that leads the world toward new freedom and prosperity. //

Thank you for your support, and the kindness of this occasion. God bless all of you, and the United States of America.

#

THE WHITE HOUSE
WASHINGTON

Date: 1/11/91

TO: Bob Simon

FROM: GARY R. BLUMENTHAL
Deputy Assistant to the President
for Cabinet Liaison
Room 231, OEOB, x6630

Gary

Page 6, para. 2 -- most important is that gross cash receipts rose \$17 billion since he took office -- not each year since he took office.

From a political standpoint, I would not rub in that direct government payments have fallen from \$14.5 billion to \$8.5 billion. They accept cutbacks in federal spending overall but feel they have been hit harder than other parts of the federal budget. Just drop the line.

Finally, instead of saying "Farm income" which is more associated with net cash receipts, say "Agricultural sales" at the start of the second sentence in para. 2 of pg. 6

Call me if you have questions. (703)243-6475.

changes made

Bob Simon 1/11 2:15

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January 10, 1992
5:15 P.M.

MEMORANDUM FOR THE FILE

FROM: BOB SIMON

SUBJECT: FARM BUREAU SPEECH

All of the agricultural statistics in the attached draft of this speech were fact checked by Dan Sumner, Deputy Asst. Secretary of Agriculture for Economics this afternoon. Disregard the numbers in all drafts prior to this time.

(Smith/Simon)
January 10, 1992
5:15 P.M.
FARM

John White
Ernie Schlipf (SHLUFF)

PRESIDENTIAL REMARKS: AMERICAN FARM BUREAU
KANSAS CITY, MISSOURI
MONDAY, JANUARY 13, 1992

Dean Kleckner, Secretary Madigan, ladies and gentlemen, my fellow Americans. As always, it is a special privilege to address the members of the American Farm Bureau Federation. //

((Two years ago, I spoke to your convention in the great city of Orlando -- the home of Disney World. / Today, I've flown here from Disney World North. / Washington, D.C.)) //

((Not that I'm superstitious, but I'm glad Friday the 13th falls on Monday this month. // I'm also pleased to be here with the ranchers who show America that not all the bull is produced in Washington -- and with the farmers who grow the food enjoyed by millions // and also those who grow broccoli.)) //

When you visit a family farm, you realize that America's greatness didn't arise out of a vacuum. It grew out of the values that gave this nation life -- and have made it great.

You see it all on a family farm: liberty and self-reliance, democracy and enterprise, hard work and rock-solid values: respect for neighbors, love of family, belief in God. //

No government designed the family farm. No bureaucracy made it flourish. It thrives because dedicated families devote their sweat, their hope, their lives to making something good.

[place-holder on anti-fraud efforts in federal ag programs]

That great Voice of Rural America, Will Rogers, once observed, "A man in the country does his own thinking / but you get him into town, and he will soon be thinking second-handed."
// Today, I'm here to give you my first-hand report on my trip to Australia, Singapore, Korea, and Japan. //

All of you know why I went to Asia: prosperity. Ours and theirs. That means security, stability, democracy, and trade. Here it means following through on our commitments. And the result is three syllables: Jobs, jobs, jobs. // Free trade can give the American farmer new opportunities to save / invest / create / and dream. //

Here's what I told our allies in Asia: Americans don't ask for a home-field trade advantage. We just want a level playing field. Give us a fair shot, and the American farmer will out-think / outwork / and outproduce anyone in the world. //

I told our trading partners what we will, and will not, accept. We want free trade. We also demand fair trade. // We want the open markets that increase prosperity -- not higher consumer prices and lower levels of economic growth. //

Protectionism boils down to defeatism. 25 percent of our overall agricultural production is sold abroad. American farmers can't prosper unless we expand foreign markets. Protectionism would keep foreign products out of American markets -- and American products out of foreign markets. // It would make farming even harder than it is. / ((I remember Edgar Howe's quip: "About the only thing on a farm that has an easy time is

the dog.")) // We need to make it easier for American exports to rise -- and thus, for the American economy to grow. //

Most farmers know this. / Just consider the payoff. Every \$1 billion of American agricultural exports means 25,000 American jobs. Farm exports are expected to be nearly \$40 billion in 1992. In this time of trade deficits, that's a farm trade surplus of \$17 billion. / 25 percent of farm receipts are from exports. //

Don Shawcroft knows what I'm talking about. ((Don, where are you? Give us a wave.)) / Japan imports \$1.7 billion in beef -- and 53 per cent of that beef comes from America. This helps cattle ranchers like Don, who runs a 600-head beef herd with his dad in Alamosa, Colorado. //

Five hundred miles away lives Arlene Wessel, who produces farrow-to-finish hogs, dryland wheat, and corn on her family's farm near Huron, South Dakota. // Arlene also knows how to keep America's standard of living No. 1 in the world. Not by building a fence around America -- but by convincing other countries to tear their fences down. //

((To achieve this, of course, will require diligence, and patience. I recall an old Quaker farmer who would never take the name of the Lord in vain. But one day his mule, who was hitched to a hay wagon, wouldn't budge an inch. // The farmer tried every bit of coaxing. No success. Finally, he reached the end of his rope. "Mule," he said, "I cannot beat thee, or curse

thee, or abuse thee in any way. But mule, what thee doesn't know is that I can sell thee to an Episcopalian.")

Last week, I prodded our allies in America's leading agricultural export market to open markets for their sake -- and ours. // I talked with foreign leaders about erasing import quotas / cutting tariffs / and increasing the free trade that means new jobs. //

In that context, let me say a few words about export subsidies. // Ultimately, they stifle growth / burden the taxpayer / cost consumers / and make industry less competitive. // I also know that I must -- and will -- safeguard the interests of American farming. I will not let American agriculture disarm unilaterally. //

Today, the trade practices of the European Community hurt American farmers. Our Agricultural Export Enhancement Program is specifically designed to counter the EC's massive export subsidies. Without this effort -- which is less than one-tenth the size of the EC subsidy -- American farmers would lose even greater market shares to the EC.

Yes, we must end export subsidies. But we won't do it until other nations do the same. I will not put our farmers at an unfair disadvantage. //

The world's future progress and prosperity depend upon free trade. I am working to successfully conclude the Uruguay Round of GATT negotiations. / I especially appreciate the Farm Bureau's steadfast support for free and fair trade. /// GATT

will help the world move toward broader economic integration -- not trading blocs. // Let me pledge: Our Administration will settle for nothing less than a GATT agreement that expands markets and increases opportunities for our exporters. // In 1990, we negotiated an agreement with Korea to open its beef import markets fully by 1997 -- and a similar agreement already has doubled U.S. beef exports to Japan. // GATT can make this progress global -- not merely regional. Here is what I want it to tell the world: "Trade is now fair as well as free. Now, it's up to us. Let the best competitor win."

Like you, I believe that in this competition, America will prosper. Yet we will win only through policies that are worthy of our people. // ((In that spirit, I recall something written about people who grow up close to the soil. "There's something about getting up at 5 o'clock, feeding the stock and chickens and milking a couple of cows before breakfast that gives you a respect for the price of butter and eggs." // That writer knew that when it comes to farming, Washington doesn't know best. American farmers do.))

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In short, I prefer "first-hand" thinking in farm policy. / We want to reduce farm debt and increase farmers' independence - - and we've gotten results. Farmers' equity has grown \$45 billion in three years.

We want to increase farm income and reduce federal spending. Farm income -- gross cash receipts -- has risen \$17 billion a year since I took office -- to \$168 billion. Meanwhile, direct government payments have fallen from \$14.5 billion to \$8.5 billion. Again -- real results.

We're committed to common sense in federal wetlands policy. / My direction to Vice President Quayle's Council on Competitiveness was to protect environmentally sensitive wetlands and protect the property rights of landowners. //

Our new guidelines will distinguish between genuine wetlands, which deserve to be protected, and other kinds of land -- including your farmlands -- that shouldn't be declared off-limits. It's pretty simple: Wetlands should be wet. // Also, last month I signed a bill making nearly \$1 billion in disaster relief available to producers for 1990 and '91 crop losses. //

Put this together and you get a farm policy that lets farmers do what they do best -- farm and compete. Our policies reflect the values that we all cherish: self-reliance, generosity, family, community. //

Today we meet in a city that testifies to all these virtues. Kansas City has braved three major floods this Century -- and risen to new greatness each time. Ninety-two years ago, the

Convention Hall here burned to the ground. Proud men and women rebuilt it in ninety days. // "In Kansas City," someone explained, "we don't know what 'impossible' means." My friends, in America we don't know what "impossible" means. //

The American Dream isn't an Impossible Dream. // Together, let us build a better America than even we inherited -- an America that leads the world toward new freedom and prosperity. //

Thank you for your support, and the kindness of this occasion. God bless all of you, and the United States of America.

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WHITE HOUSE STAFFING MEMORANDUM

DATE: 1/8/92 ACTION/CONCURRENCE/COMMENT DUE BY: 2:00PM, THURS., JAN. 9
 PRESIDENTIAL REMARKS: AMERICAN FARM BUREAU
KANSAS CITY, MISSOURI
 SUBJECT: MONDAY, JANUARY 13, 1992

	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 ?we?	<input checked="" type="checkbox"/>	<input type="checkbox"/>
SCOWCROFT	<input checked="" type="checkbox"/>	<input type="checkbox"/>	PETERSMEYER	<input type="checkbox"/>	<input type="checkbox"/>
DARMAN (brady)	<input checked="" type="checkbox"/>	<input type="checkbox"/>	PORTER (KOB) ✓	<input checked="" type="checkbox"/>	<input type="checkbox"/>
BRADY	<input type="checkbox"/>	<input checked="" type="checkbox"/>	ROGICH ✓ N/c	<input checked="" type="checkbox"/>	<input type="checkbox"/>
BROMLEY	<input type="checkbox"/>	<input type="checkbox"/>	SMITH ✓ NO comment	<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 checked="" type="checkbox"/>	<input type="checkbox"/>	BOSKIN ✓	<input checked="" type="checkbox"/>	<input type="checkbox"/>
FITZWATER	<input type="checkbox"/>	<input checked="" type="checkbox"/>	DELAND ✓	<input checked="" type="checkbox"/>	<input type="checkbox"/>
GRAY ✓	<input checked="" type="checkbox"/>	<input type="checkbox"/>	SNOW	<input checked="" type="checkbox"/>	<input type="checkbox"/>
HOLIDAY	<input checked="" type="checkbox"/>	<input type="checkbox"/>		<input checked="" type="checkbox"/>	<input type="checkbox"/>

REMARKS:

Please provide comments on the attached directly to Tony Snow, Rm. 122, x2930, with a copy to this office NO LATER THAN 2:00PM, THURSDAY, JANUARY 9. Thank you.

RESPONSE:

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

(Smith/Simon)
January 8, 1992
8A.M.
FARM

92 JAN 8 AIO: 43

PRESIDENTIAL REMARKS: AMERICAN FARM BUREAU
KANSAS CITY, MISSOURI
MONDAY, JANUARY 13, 1992

___, ladies and gentlemen, my fellow Americans. As always, it is a special privilege to address the members of the American Farm Bureau Federation. //

((Two years ago, I spoke to your convention in the great city of Orlando -- the home of Disney World. / Today, I've flown here from Disney World East. / Washington, D.C.)) //

((Not that I'm superstitious, but I'm glad Friday the 13th falls on Monday this month. / I'm also pleased to be here with the ranchers who show America that not all the bull is produced in Washington -- and with the farmers who grow the food enjoyed by millions // and also those who grow broccoli.)) //

That great Voice of Rural America, Will Rogers, once observed, "A man in the country does his own thinking / but you get him into town, and he will soon be thinking second-handed." // Today, I'm here to give you my first-hand report on my trip to Australia, Singapore, Korea, and Japan. //

All of you know why I went to Asia. Here's the three-syllable reason: Jobs, jobs, jobs. // I mean the jobs that will unleash the American farmer's ability to save / invest / create / and dream. // Here is the message I took to Asia. We don't ask for a home-field trade advantage. We just want a level playing

field. Give us a fair shot, and the American farmer will outthink / outwork / and outproduce anyone in the world. //

I told our trading partners what we will, and will not, accept. We want free trade. We also demand fair trade. // We want the open markets that increase prosperity -- not the closed markets of protectionism that create suspicion and misery. //

Protectionism would keep foreign products out of American markets -- and American products out of foreign markets. // It would make farming even harder than it is. / I remember Edgar Howe, who said: "About the only thing on a farm that has an easy time is the dog." // We need to make it easier for American exports to rise -- and thus, for the American economy to grow. //

Most farmers know this. / Well, maybe most west of the Potomac. // They understand that every \$1 billion of American agricultural exports means 25,000 American jobs. They realize, too, that in 1990, farm exports eclipsed \$40 billion, the highest since 1981 -- helping our farm trade surplus pass \$17 billion. /

Don Schawcroft can attest to that. ((Don, where are you? Give us a wave.)) / Japan imports \$1.654 billion in beef -- and 53 per cent of that beef comes from American products. This helps cattle ranchers like Don, who runs a 600-head beef herd with his dad in Alamosa, Colorado. // Five hundred miles away lives Arlene Wessel, who produces farrow-to-finish hogs, dryland wheat, and corn on her family's farm near Huron, South Dakota. // Arlene also knows how to keep America's standard of living No. 1

in the world. Not by building a fence around America -- but by convincing other countries to tear their fences down. //

((To achieve this, of course, will require diligence, and patience. I recall an old Quaker farmer who would never use the name of the Lord in vain. But one day his mule, who was hitched to a hay wagon, wouldn't budge an inch. // The farmer tried every bit of coaxing. No success. Finally, he reached the end of his rope. "Mule," he said, "I cannot beat thee, or curse thee, or abuse thee in any way. But mule, "what thee doesn't know is that I can sell thee to an Episcopalian."))

Last week, I prodded our allies in America's leading agricultural export market to expand markets for their sake -- and ours. // I talked with foreign leaders about erasing import quotas / cutting domestic tariffs / and increasing the free trade that means new jobs. // In that context, let me say a few words about agricultural subsidies. // I don't like them any more than you do. Ultimately, they stifle growth / burden the taxpayer / and make industry less competitive. // I also know that I must - - and will -- safeguard the interests of American farming. I don't intend to let American agriculture disarm unilaterally. //

Today, American farmers suffer from the predatory trade practices and huge subsidies of the European Community. Let us remember: Only our subsidies -- less than one-tenth of Europe's -- keep the EC from depressing prices artificially and stealing additional markets. // Yes, in the long run, we must end farm

subsidies. In the short run, I will not try to balance our trade deficit on the back of the American farmer. //

The world's future progress and prosperity depend upon free trade. That is why I support enlarging the U.S.-Canada Free Trade Agreement to include Mexico. A North American Free Trade Agreement would create the largest market in the world -- with more than 360 million consumers and an economy of \$6 trillion. //

I am also working to successfully conclude the Uruguay Round of GATT negotiations. // GATT will help the world move toward broader economic integration -- not trading blocks. // Let me pledge: Our Administration will settle for nothing less than a GATT Treaty that enlarges markets and opportunities. // In 1990, we negotiated an agreement with Korea to open its beef import markets through 1997 -- and a similar agreement which has doubled 1987-91 U.S. beef exports to Japan. // GATT can make this progress global -- not merely regional. Here is what I want it to tell the world: "Trade is now fair as well as free. Now, it's up to us. Let the best nation win."

Like you, I believe that nation is America. Yet we will win only through policies that are worthy of our people. // ((In that spirit, I recall something written about people who grow up close to the soil. "There's something about getting up at 5 o'clock, feeding the stock and chickens and milking a couple of cows before breakfast that gives you a respect for the price of butter and eggs." // That writer knew that when it comes to farming, Washington doesn't know best. American farmers do.))

Two months ago, in Kansas City, I spoke about this America to 18,000 Future Farmers of America. / I talked of the new farm bill I convinced Congress to pass last year that is even-handed - - and level-headed. // (I'll never forget a letter a farmer sent to Congress at the time. He asked if he could have some fertilizer left over from the debates.) // In the end, our bill enhanced competitiveness while increasing flexibility for farmers to decide what crops to grow. //

I thank you for your support of a farm bill that has already helped lower interest rates, cut inflation, and increase choices for farmers and consumers. // Toward those ends, I signed an agreement at the 1990 Summit with then President Gorbachev calling for at least 40 million metric tons of grain to be purchased by the former Soviet republics in the next five years. / Incidentally, I have not changed my views on using food as a political weapon. I still remember the disastrous grain embargo put into effect by President Carter. Never again. //

Instead, I have pursued policies that reflect farming's "first-hand" thinking. / I have tried to put common sense into federal wetlands policy. / Our new guidelines will distinguish between genuine wetlands, which deserve to be protected, and other kinds of land -- like dry, productive farmland -- which do not. It's pretty simple: Wetlands should be wet. // Also, last month I signed a bill making nearly \$1 billion in disaster relief available to producers for 1990 and '91 crop losses. //

These policies mirror the America most farmers, and ranchers, want -- a Nation that prizes self-reliance, generosity, family, and community. // It is an America of courage, and initiative, which rolled back the frontiers / blazed railroads west / and helped this city on the Missouri survive three floods this century. // It is an America of the sod-buster and trailblazer and 19th Century pioneer -- heroes who believed in a Nation of "America-Can" -- not "bureaucracy-must." //

Ninety-two years ago, Kansas City showed the wonder of those words. // On __, the Convention Hall here burned to the ground. Incredibly, proud men and women rebuilt it in ninety days. // "In Kansas City," someone explained, "we don't know what 'impossible' means." My friends, in America we don't know what "impossible" means. //

For two centuries, this spirit has forged America's gateway to the future -- built on dreams as vast as the prairie wilderness / as sweeping as the Mississippi / as soaring as the Texas sky. //

Our forefathers knew that the American Dream was not an Impossible Dream. // So let us -- as they did -- build a better America than even we inherited. // Thank you for your support, and the kindness of this occasion. God bless all of you, and the United States of America.

#


WHITE HOUSE STAFFING MEMORANDUM

91 DEC 9 P2:43

DATE: 1/8/92 ACTION/CONCURRENCE/COMMENT DUE BY: 2:00PM, THURS., JAN. 9

PRESIDENTIAL REMARKS: AMERICAN FARM BUREAU
KANSAS CITY, MISSOURI

SUBJECT: MONDAY, JANUARY 13, 1992

	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 checked="" type="checkbox"/>	<input type="checkbox"/>	<u>BOSKIN</u>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
FITZWATER	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<u>DELAND</u>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
GRAY	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<u>SNOW</u>	<input type="checkbox"/>	<input checked="" type="checkbox"/>
HOLIDAY 	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<u> </u>	<input type="checkbox"/>	<input type="checkbox"/>

REMARKS:

Please provide comments on the attached directly to Tony Snow, Rm. 122, x2930, with a copy to this office NO LATER THAN 2:00PM, THURSDAY, JANUARY 9. Thank you.

RESPONSE: Comments from Cabinet Affairs are attached.

Thanks,
EL
Elizabeth Luttig

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

(Smith/Simon)
January 8, 1992
8A.M.
FARM

02 JAN 8 AIO: 43

PRESIDENTIAL REMARKS: AMERICAN FARM BUREAU
KANSAS CITY, MISSOURI
MONDAY, JANUARY 13, 1992

Note: The President will
be introduced by Dean
Kleckner, President of
AFBF. Secretary Madgen
will be on the disc.

it is a special privilege to address the members of the American
Farm Bureau Federation. //

((Two years ago, I spoke to your convention in the great
city of Orlando -- the home of Disney World. / Today, I've flown
here from Disney World East. / Washington, D.C.)) //

(Orlando is
also East)

((Not that I'm superstitious, but I'm glad Friday the 13th
falls on Monday this month. / I'm also pleased to be here with
the ranchers who show America that not all the bull is produced
in Washington -- and with the farmers who grow the food enjoyed
by millions // and also those who grow broccoli.)) //

That great Voice of Rural America, Will Rogers, once
observed, "A man in the country does his own thinking / but you
get him into town, and he will soon be thinking second-handed."
// Today, I'm here to give you my first-hand report on my trip
to Australia, Singapore, Korea, and Japan. //

All of you know why I went to Asia. Here's the three-

syllable reason: Jobs, jobs, jobs. // I mean the jobs that will
unleash the American farmer's ability to save / invest / create /
and dream. // Here is the message I took to Asia. We don't ask
for a home-field trade advantage. We just want a level playing

(No
Shit
(OCA))

There's a one word answer: Jobs.

Twenty-five percent of our agriculture production is sold overseas. American farmers cannot prosper unless we have access to foreign markets. (WDA)

field. Give us a fair shot, and the American farmer will outthink / outwork / and outproduce anyone in the world. //

I told our trading partners what we will, and will not, accept. We want free trade. We also demand fair trade. // We want the open markets that increase prosperity -- not the closed markets of protectionism that ~~create suspicion and misery~~.

NO → By fair trade (OCA)

raise prices to our consumers and reduce economic growth. (OCA)

Protectionism would keep foreign products out of American markets. ~~and American products out of foreign markets.~~ // It would make farming even harder than it is. / I remember Edgar Howe, who said: "About the only thing on a farm that has an easy time is the dog." // We need to make it easier for American exports to rise -- and thus, for the American economy to grow. //

X rewritten

But more importantly would be denied

Most farmers know this. / Well, maybe most west of the Potomac. // They understand that every \$1 billion of American agricultural exports means ~~25,000~~ American jobs. They realize, too, that in 1990, farm exports eclipsed \$40 billion, the highest since 1981 -- helping our farm trade surplus pass \$17 billion. /

These are many farmers East of the Potomac WTR

Nearly 20,000 (WDA) (Commerce says 19,200)

WTR cere supply his figure; check #5

40% of farm receipts are from exports. Don Schawcroft can attest to that. ((Don, where are you? Give us a wave.)) /

check these #'s

Japan imports \$1.654 million in beef -- and 53 per cent of that beef comes from American products. This helps cattle ranchers like Don, who runs a 600-head beef herd with his dad in Alamosa, Colorado. // Five hundred miles away lives Arlene Wessel, who produces farrow-to-finish hogs, dryland wheat, and corn on her family's farm near Huron, South Dakota. // Arlene also knows how to keep America's standard of living No. 1

WTR cere supply his figure NO hint from

in the world. Not by building a fence around America -- but by convincing other countries to tear their fences down. //

((To achieve this, of course, will require diligence, and patience. I recall an old Quaker farmer who would never ^{take} use the name of the Lord in vain. But one day his mule, who was hitched to a hay wagon, wouldn't budge an inch. // The farmer tried every bit of coaxing. No success. Finally, he reached the end of his rope. "Mule," he said, "I cannot beat thee, or curse thee, or abuse thee in any way. But mule, "what thee doesn't know is that I can sell thee to an Episcopalian."))

Last week, I prodded our allies in America's leading agricultural export market to ^{open} ~~expand~~ ^(WSTF) markets for their sake -- and ours. // I talked with foreign leaders about erasing import quotas / cutting ~~domestic~~ ^(WSTF) tariffs / and increasing the free trade that means new jobs. // In that context, let me say a few words about agricultural ^{export} ~~subsidies~~ ^(WDA). // I ~~don't like them any more than~~ ^{you do}. Ultimately, they stifle growth / burden the taxpayer / and make industry less competitive. // I also know that I must -

- and will -- safeguard the interests of American farming. I ~~don't intend to~~ ^{will not} let American agriculture disarm unilaterally. //

Today, American farmers suffer from the ^{stiff import barriers and the huge and} ~~predatory trade~~ ^{export} ~~practices and huge~~ subsidies of the European Community. Let us remember: ~~Only our subsidies -- less than one-tenth of Europe's -- keep the EC from depressing prices artificially and stealing~~ ^(WSTF) ~~additional markets~~. // Yes, in the long run, we ^{all} ~~must end farm~~ ^{trade distorting}

Note: the Administration is calling for an end to trade distorting policies - Not all farm subsidies. (OCS)

Note: these two subsidy references must read "export." Ending "Farm Subsidies" would be a very negative assumption (WDA)

Some in the audience like subsidies (WSTF)

Cost Consumers

See Note re: WDA

^{note:} USDA recommends striking the paragraph on NAFTA. There is more farm opposition to NAFTA than GATT. Keep them focused on GATT. A good deal on GATT will be good for U.S. farmers. We will NOT accept a bad deal on GATT. (OFA)

Until all nations adopt sound trading rules on agriculture, I will NOT leave America's farmers at the mercy of unfair competitors. (OCA)

~~subsidies. In the short run, I will not try to balance our trade deficit on the back of the American farmer. //~~

delete
USDA believes it is best not to bring up NAFTA. There is still real negative feeling among many esp. fruits & veg. (OCA)

The world's future progress and prosperity depend upon free trade. That is why I support ~~enlarging the U.S.-Canada Free Trade Agreement to include Mexico.~~ ^{Norm American Free trade negotiating with Canada and Mexico} A North American Free Trade Agreement would create the largest market in the world -- with more than 360 million consumers and an economy of \$6 trillion. //

I am also working to successfully conclude the Uruguay Round of GATT negotiations. // GATT will help the world move toward broader economic integration -- not trading blocks. // Let me

pledge: Our Administration will settle for nothing less than a GATT ^{agreement} Treaty that ~~enlarges~~ ^{expands} markets and ^{increases} opportunities. // In 1990, we negotiated an agreement with Korea to open its beef import markets through 1997 ^{to} and ^{we have also negotiated} a similar agreement which has doubled

^{since} 1987-91 U.S. beef exports to Japan. // GATT can make this progress global -- not merely regional. ^{My goal is to be able to look our competitors in the eye and say} ~~Here is what I want it to tell the world:~~ "Trade is now fair as well as free. Now, ~~it's up to us. Let the best nation win."~~ X

Like you, I believe that nation is America. Yet we will win only through policies that are worthy of our people. // ((In that spirit, I recall something written about people who grow up close to the soil. "There's something about getting up at 5 o'clock, feeding the stock and chickens and milking a couple of cows before breakfast that gives you a respect for the price of butter and eggs." // That writer knew that when it comes to farming, Washington doesn't know best. American farmers do.))

Note: how can we design credit for general economic effects like interest rates + inflation to the farm bill. Remember, we cut farmer income support in that bill. (USDA) 5

Note: add summary about the bright future of American Agriculture. OCA

Two months ago, in Kansas City, I spoke about this America to 18,000 Future Farmers of America. / I talked of the new farm bill I convinced Congress to pass last year that is even-handed - and level-headed. // (I'll never forget a letter a farmer sent to Congress at the time. He asked if he could have some fertilizer left over from the debates.) // In the end, our bill enhanced competitiveness while increasing flexibility for farmers to decide what crops to grow. //

(I thank you for your support of a farm bill that has already helped lower interest rates, cut inflation, and increase choices for farmers and consumers.) // ^(insert) ~~Toward those ends, I signed an agreement at the 1990 Summit with then President Gorbachev calling for at least 40 million metric tons of grain to be purchased by the former Soviet republics in the next five years.~~

deleted
Note: this is old news. Ad something positive and more domestic has instead. See attached (insert)

/ Incidentally, I have not changed my views on using food as a political weapon. I still remember the disastrous grain embargo put into effect by President Carter. Never again. //

Instead, I have pursued policies that reflect farming's "first-hand" thinking. / I have tried to ^{use balance and} ~~put~~ ^(OCA) common sense into federal wetlands policy. / ^{We are working hard to develop} ~~our~~ ^{new} guidelines will distinguish ^(OCA) between genuine wetlands, which ^{must} ~~deserve to~~ be protected, and ^(OCA) other kinds of land -- like dry, productive farmland -- which do not. It's pretty simple: Wetlands should be wet. // Also, last month I signed a bill making nearly \$1 billion in disaster relief available to producers for 1990 and '91 crop losses. //

My direction to Vice President Quayle and the Council on Competitiveness was to protect environmentally sensitive wetlands, and protect the property rights of landowners. (OCA)

Did Poros or Baker sign this agreement? (use)

agreement may not work out. (use)

Note: we are currently embargoing food to Iraq. (use)

see OVP rewrite

yes

These policies mirror the America most farmers^o and ranchers^o want -- a Nation that prizes self-reliance, generosity, family, and community. // It is an America of courage, and initiative, which rolled back the frontiers / blazed railroads west / and helped this city on the Missouri survive three floods this century. // It is an America of the sod-buster and trailblazer and 19th Century pioneer -- heroes who believed in a Nation of "America-Can" -- not "bureaucracy-must." //

Ninety-two years ago, Kansas City showed the wonder of those words. // On __, the Convention Hall here burned to the ground. Incredibly, proud men and women rebuilt it in ninety days. // "In Kansas City," someone explained, "we don't know what 'impossible' means." My friends, in America we don't know what "impossible" means. //

For two centuries, this spirit has forged America's gateway to the future -- built on dreams as vast as the prairie wilderness / as sweeping as the Mississippi / as soaring as the Texas sky. //

Our forefathers knew that the American Dream was not an Impossible Dream. // So let us -- as they did -- build a better America than even we inherited. // Thank you for your support, and the kindness of this occasion. God bless all of you, and the United States of America.

#

Pg. 5 (a)

By the way, each one point drop in interest rates increases farm income by \$700 million and since I became President there has been a X point drop in interest costs.

(Smith/Simon)
January 9, 1992
9 P.M.
FARM

PRESIDENTIAL REMARKS: AMERICAN FARM BUREAU
KANSAS CITY, MISSOURI
MONDAY, JANUARY 13, 1992

Dean Kleckner, ladies and gentlemen, my fellow Americans.
As always, it is a special privilege to address the members of
the American Farm Bureau Federation. //

((Two years ago, I spoke to your convention in the great
city of Orlando -- the home of Disney World. / Today, I've flown
here from Disney World North. / Washington, D.C.)) //

((Not that I'm superstitious, but I'm glad Friday the 13th
falls on Monday this month. // I'm also pleased to be here with
the ranchers who show America that not all the bull is produced
in Washington -- and with the farmers who grow the food enjoyed
by millions // and also those who grow broccoli.)) //

A few moments ago I visited a symbol of what is great and
good in the greatest nation in the world. I mean the family farm
-- in this case, owned by the __ family of nearby __. //

When you visit a family farm, you realize that America's
greatness didn't arise out of a vacuum. It grew out of the
values that gave this nation life -- and have made it great.

You see it all on a family farm: liberty and self-reliance,
democracy and enterprise, hard work and rock-solid values:
respect for neighbors, love of family, belief in God. //

No government designed the family farm. No bureaucracy made it flourish. It thrives because dedicated families devote their sweat, their hope, their lives to making something good.

[place-holder on anti-fraud efforts in federal ag programs]

That great Voice of Rural America, Will Rogers, once observed, "A man in the country does his own thinking / but you get him into town, and he will soon be thinking second-handed."
// Today, I'm here to give you my first-hand report on my trip to Australia, Singapore, Korea, and Japan. //

There's a three-syllable reason for my trip to Asia: Jobs, jobs, jobs. // Free trade can give the American farmer new opportunities to save / invest / create / and dream. //

Here's what I told our allies in Asia: Americans don't ask for a home-field trade advantage. We just want a level playing field. Give us a fair shot, and the American farmer will outthink / outwork / and outproduce anyone in the world. //

I told our trading partners what we will, and will not, accept. We want free trade. We also demand fair trade. // We want the open markets that increase prosperity -- not raised prices for our consumer and reduce economic growth. //

Protectionism boils down to defeatism. It would keep foreign products out of American markets -- and American products out of foreign markets. // It would make farming even harder than it is. / [[I remember Edgar Howe's quip: "About the only thing on a farm that has an easy time is the dog."]] // We need

to make it easier for American exports to rise -- and thus, for the American economy to grow. //

Most farmers know this. / Just consider the payoff. Every \$1 billion of American agricultural exports means 25,000 American jobs. Farm exports eclipsed \$40 billion in 1990, the highest since 1981 -- helping our farm trade surplus pass \$17 billion. / Forty percent of farm receipts are from exports. //

Don Shawcroft knows what I'm talking about. ((Don, where are you? Give us a wave.)) / Japan imports \$1.7 billion in beef -- and 53 per cent of that beef comes from America. This helps cattle ranchers like Don, who runs a 600-head beef herd with his dad in Alamosa, Colorado. //

Five hundred miles away lives Arlene Wessel, who produces farrow-to-finish hogs, dryland wheat, and corn on her family's farm near Huron, South Dakota. // Arlene also knows how to keep America's standard of living No. 1 in the world. Not by building a fence around America -- but by convincing other countries to tear their fences down. //

((To achieve this, of course, will require diligence, and patience. I recall an old Quaker farmer who would never take the name of the Lord in vain. But one day his mule, who was hitched to a hay wagon, wouldn't budge an inch. // The farmer tried every bit of coaxing. No success. Finally, he reached the end of his rope. "Mule," he said, "I cannot beat thee, or curse thee, or abuse thee in any way. But mule, "what thee doesn't know is that I can sell thee to an Episcopalian."))

Last week, I prodded our allies in America's leading agricultural export market to open markets for their sake -- and ours. // I talked with foreign leaders about erasing import quotas / cutting tariffs / and increasing the free trade that means new jobs. //

In that context, let me say a few words about export subsidies. // Ultimately, they stifle growth / burden the taxpayer / cost consumers / and make industry less competitive. // I also know that I must -- and will -- safeguard the interests of American farming. I will not let American agriculture disarm unilaterally. //

Today, the trade practices of the European Community hurt American farmers. Our Agricultural Export Enhancement Program is specifically designed to counter the EC's massive export subsidies. Without this effort -- which is less than one-tenth the size of the EC subsidy -- American farmers would lose even greater market shares to the EC.

Yes, we must end export subsidies. But we won't do it until other nations do the same. I will not put our farmers at an unfair disadvantage. //

The world's future progress and prosperity depend upon free trade. That is why I support North American free trade negotiations with Canada and Mexico. A North American Free Trade Agreement would create the largest market in the world -- with more than 360 million consumers and an economy of \$6 trillion. // In that spirit, my Administration has established food aid and

technical assistance agreements with formerly communist nations in Eastern and Central Europe. We have established cooperative programs with more than 100 nations to protect our agricultural exports from pests and diseases. //

I am also working to successfully conclude the Uruguay Round of GATT negotiations. / I especially appreciate your support. /// GATT will help the world move toward broader economic integration -- not trading blocs. // Let me pledge: Our Administration will settle for nothing less than a GATT agreement that expands markets and increases opportunities for our exporters. // In 1990, we negotiated an agreement with Korea to open its beef import markets fully by 1997 -- and a similar agreement already has doubled U.S. beef exports to Japan. // GATT can make this progress global -- not merely regional. Here is what I want it to tell the world: "Trade is now fair as well as free. Now, it's up to us. Let the best competitor win."

Like you, I believe that nation is America. Yet we will win only through policies that are worthy of our people. // ((In that spirit, I recall something written about people who grow up close to the soil. "There's something about getting up at 5 o'clock, feeding the stock and chickens and milking a couple of cows before breakfast that gives you a respect for the price of butter and eggs." // That writer knew that when it comes to farming, Washington doesn't know best. American farmers do.))

Last year, I worked hard to get Congressional approval of a farm bill that is even-handed -- and level-headed. // (I'll

never forget a letter a farmer sent to Congress at the time. He asked if he could have some fertilizer left over from the debates.)) // That bill helped reduce interest rates, slash inflation and increase flexibility for farmers to decide what to grow. //

In short, I prefer "first-hand" thinking in farm policy. / We want to reduce farm debt and increase farmers' independence - - and we've gotten results. Farmers' equity has grown \$45 billion in three years; farm debts have fallen by nearly \$60 billion.

We want to increase farm income and reduce federal spending. Farm income -- gross cash receipts -- has risen \$18 billion a year since I took office -- to \$175 billion. Meanwhile, direct government payments have fallen from \$14.5 billion to \$8.5 billion, and farm support costs have fallen from \$26 billion to \$8 billion. Again -- real results. This demonstrates the abundance and expertise of American farmers.

We're committed to common sense in federal wetlands policy. / My direction to my Council on Competitiveness was to protect environmentally sensitive wetlands and protect the property rights of landowners. //

Our new guidelines will distinguish between genuine wetlands, which deserve to be protected, and other kinds of land -- like dry, productive farmland -- which do not. It's pretty simple: Wetlands should be wet. // Also, last month I signed a

bill making nearly \$1 billion in disaster relief available to producers for 1990 and '91 crop losses. //

Put this together and you get a farm policy that lets farmers do what they do best -- farm and compete. Our policies reflect the values that we all cherish: self-reliance, generosity, family, community. //

Today we meet in a city that testifies to all these virtues. Kansas City has braved three major floods this Century -- and risen to new greatness each time. Ninety-two years ago, the Convention Hall here burned to the ground. Proud men and women rebuilt it in ninety days. // "In Kansas City," someone explained, "we don't know what 'impossible' means." My friends, in America we don't know what "impossible" means. //

The American Dream isn't an Impossible Dream. // Together, let us build a better America than even we inherited -- and America that leads the world toward new freedom and prosperity. //

Thank you for your support, and the kindness of this occasion. God bless all of you, and the United States of America.

#

(Smith/Simon)
January 8, 1992
8A.M.
FARM

PRESIDENTIAL REMARKS: AMERICAN FARM BUREAU
KANSAS CITY, MISSOURI
MONDAY, JANUARY 13, 1992

__, ladies and gentlemen, my fellow Americans. As always, it is a special privilege to address the members of the American Farm Bureau Federation. //

((Two years ago, I spoke to your convention in the great city of Orlando -- the home of Disney World. / Today, I've flown here from Disney World East. / Washington, D.C.)) //

((Not that I'm superstitious, but I'm glad Friday the 13th falls on Monday this month. / I'm also pleased to be here with the ranchers who show America that not all the bull is produced in Washington -- and with the farmers who grow the food enjoyed by millions // and also those who grow broccoli.)) //

That great Voice of Rural America, Will Rogers, once observed, "A man in the country does his own thinking / but you get him into town, and he will soon be thinking second-handed." // Today, I'm here to give you my first-hand report on my trip to Australia, Singapore, Korea, and Japan. //

All of you know why I went to Asia. Here's the three-syllable reason: Jobs, jobs, jobs. // I mean the jobs that will unleash the American farmer's ability to save / invest / create / and dream. // Here is the message I took to Asia. We don't ask for a home-field trade advantage. We just want a level playing

field. Give us a fair shot, and the American farmer will outthink / outwork / and outproduce anyone in the world. //

I told our trading partners what we will, and will not, accept. We want free trade. We also demand fair trade. // We want the open markets that increase prosperity -- not the closed markets of protectionism that create suspicion and misery. //

Protectionism would keep foreign products out of American markets -- and American products out of foreign markets. // It would make farming even harder than it is. / I remember Edgar Howe, who said: "About the only thing on a farm that has an easy time is the dog." // We need to make it easier for American exports to rise -- and thus, for the American economy to grow. //

Most farmers know this. / Well, maybe most west of the Potomac. // They understand that every \$1 billion of American agricultural exports means 25,000 American jobs. They realize, too, that in 1990, farm exports eclipsed \$40 billion, the highest since 1981 -- helping our farm trade surplus pass \$17 billion. /

Don Schawcroft can attest to that. ((Don, where are you? Give us a wave.)) / Japan imports \$1.654 million in beef -- and 53 per cent of that beef comes from American products. This helps cattle ranchers like Don, who runs a 600-head beef herd with his dad in Alamosa, Colorado. // Five hundred miles away lives Arlene Wessel, who produces farrow-to-finish hogs, dryland wheat, and corn on her family's farm near Huron, South Dakota. // Arlene also knows how to keep America's standard of living No. 1

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WHITE HOUSE STAFFING MEMORANDUM

91 DEC 9 P3:11

DATE: 1/8/92 ACTION/CONCURRENCE/COMMENT DUE BY: 2:00PM, THURS., JAN. 9

PRESIDENTIAL REMARKS: AMERICAN FARM BUREAU
KANSAS CITY, MISSOURI
MONDAY, JANUARY 13, 1992

SUBJECT: _____

	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 checked="" type="checkbox"/>	<input type="checkbox"/>	<u>BOSKIN</u>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
FITZWATER	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<u>DELAND</u>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
GRAY	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<u>SNOW</u>	<input type="checkbox"/>	<input checked="" type="checkbox"/>
HOLIDAY	<input checked="" type="checkbox"/>	<input type="checkbox"/>	_____	<input type="checkbox"/>	<input type="checkbox"/>

REMARKS:

Please provide comments on the attached directly to Tony Snow, Rm. 122, x2930, with a copy to this office NO LATER THAN 2:00PM, THURSDAY, JANUARY 9. Thank you.

RESPONSE:

OK BT for SR

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

(Smith/Simon)
January 8, 1992
8A.M.
FARM

92 JAN 8 AIO: 43

PRESIDENTIAL REMARKS: AMERICAN FARM BUREAU
KANSAS CITY, MISSOURI
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__, ladies and gentlemen, my fellow Americans. As always, it is a special privilege to address the members of the American Farm Bureau Federation. //

((Two years ago, I spoke to your convention in the great city of Orlando -- the home of Disney World. / Today, I've flown here from Disney World East. / Washington, D.C.)) //

((Not that I'm superstitious, but I'm glad Friday the 13th falls on Monday this month. / I'm also pleased to be here with the ranchers who show America that not all the bull is produced in Washington -- and with the farmers who grow the food enjoyed by millions // and also those who grow broccoli.)) //

That great Voice of Rural America, Will Rogers, once observed, "A man in the country does his own thinking / but you get him into town, and he will soon be thinking second-handed." // Today, I'm here to give you my first-hand report on my trip to Australia, Singapore, Korea, and Japan. //

All of you know why I went to Asia. Here's the three-syllable reason: Jobs, jobs, jobs. // I mean the jobs that will unleash the American farmer's ability to save / invest / create / and dream. // Here is the message I took to Asia. We don't ask for a home-field trade advantage. We just want a level playing

field. Give us a fair shot, and the American farmer will outthink / outwork / and outproduce anyone in the world. //

I told our trading partners what we will, and will not, accept. We want free trade. We also demand fair trade. // We want the open markets that increase prosperity -- not the closed markets of protectionism that create suspicion and misery. //

Protectionism would keep foreign products out of American markets -- and American products out of foreign markets. // It would make farming even harder than it is. / ~~I remember Edgar Howe, who said: "About the only thing on a farm that has an easy time is the dog."~~ // We need to make it easier for American exports to rise -- and thus, for the American economy to grow. //

Most farmers know this. / Well, maybe most west of the Potomac. // They understand that every \$1 billion of American agricultural exports means 25,000 American jobs. They realize, too, that in 1990, farm exports eclipsed \$40 billion, the highest since 1981 -- helping our farm trade surplus pass \$17 billion. /

Don Schawcroft can attest to that. ((Don, where are you? Give us a wave.)) / Japan imports \$1.654 million in beef -- and 53 per cent of that beef comes from American products. This helps cattle ranchers like Don, who runs a 600-head beef herd with his dad in Alamosa, Colorado. // Five hundred miles away lives Arlene Wessel, who produces farrow-to-finish hogs, dryland wheat, and corn on her family's farm near Huron, South Dakota. // Arlene also knows how to keep America's standard of living No. 1

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(Smith/Simon)
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