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

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**OA/ID Number:** 13598  
**Folder ID Number:** 13598-010

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**Folder Title:**  
American Farm Bureau 1/13/92 [OA 6095] [2]

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Stack:	Row:	Section:	Shelf:	Position:
<b>G</b>	<b>26</b>	<b>17</b>	<b>5</b>	<b>6</b>

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THE WHITE HOUSE  
WASHINGTON

91 DEC 10 09:57

January 10, 1992

MEMORANDUM FOR TONY SNOW

FROM: JEFFREY R. HOLMSTEAD *JRH/kem*  
ASSOCIATE COUNSEL TO THE PRESIDENT

SUBJECT: Presidential Remarks: American Farm Bureau

Counsel's Office has reviewed the Presidential remarks referenced above. Please note changes on pages 3 and 6.

Thank you for the opportunity to comment on this matter.

Attachment

cc: Phillip D. Brady  
Assistant to the President  
and Staff Secretary

# 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:

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

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

02 JAN 8 A10:43

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.

# # # #

for

an America that  
is even better than

Tony Snow

Robin O'Malley

CEQ

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(No net loss) is my goal, but I won't forget American farmers and landowners in the bargain.

Don't mention ~/ Farmers - see OVP comments. yes

THE WHITE HOUSE

WASHINGTON

91 DEC 9 P6: 21

January 9, 1992

MEMORANDUM FOR TONY SNOW

FROM: CHARLES E. M. KOLB *CEM/K*


SUBJECT: Presidential Remarks: American Farm Bureau

We have reviewed the attached draft presidential remarks and have noted a few suggested changes on the draft.

We have suggested deleting language on the bottom of page three and top of page four. This is the type of fiery rhetoric which could easily be reflected back on the President by critics of trade agreements reached by the Administration.

If you have any questions or we can be of further assistance, please don't hesitate to contact us.

cc: Phillip D. Brady



# WHITE HOUSE STAFFING MEMORANDUM

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

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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"/>
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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 type="checkbox"/>	<input checked="" type="checkbox"/>
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RESPONSE:

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

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KANSAS CITY, MISSOURI  
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ASC

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# # # #

EXECUTIVE OFFICE OF THE PRESIDENT


COUNCIL OF ECONOMIC ADVISERS

WASHINGTON, D.C. 20500



31 DEC 9 P2:31

January 9, 1992

MEMORANDUM FOR TONY SNOW

FROM: JOSEPH W. GLAUBER 

SUBJECT: Review Comments for President's Farm Bureau Speech

- p. 3, para 4  Need more careful wording about the effects of EC subsidies on prices. Our Export Enhancement Program arguably depresses world prices too. Suggest deleting phrase "depressing prices artificially and" or changing sentence to read: "Only our subsidies -- less than one-tenth of Europe's -- keep the EC from depressing prices here in the U.S. and stealing additional markets abroad."
- p. 5, para 2  We used food as a political weapon against Iraq. (This was a sore point with many wheat producers.) Suggest changing the final sentence of paragraph to read: Never again will the U.S. use food as a political weapon unless we have the backing of the world community like we did against Iraq."

*Action: J. Glavin*  
*cc: DFB PW*  
*& NFB*

WHITE HOUSE STAFFING MEMORANDUM

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KANSAS CITY, MISSOURI  
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SUBJECT: \_\_\_\_\_

	ACTION	FYI		ACTION	FYI
VICE PRESIDENT	—	✓	HORNER	—	—
SKINNER	—	✓	MCCLURE	✓	—
SCOWCROFT	✓	—	PETERSMEYER	—	—
DARMAN	✓	—	PORTER	✓	—
BRADY	—	✓	ROGICH	✓	—
BROMLEY	—	—	SMITH	✓	—
CARD	—	✓	FINDLAY	—	✓
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RESPONSE: *See pages 3 and 5.*

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Ext. 2702

(Smith/Simon)  
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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 abroad,

*deleted*

*here in the U.S.*

*[scribbled out text]*

*I would suggest deleting this. EEP depresses prices abroad.*

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. //

*cut ✓  
per PSA*

*Except against Iraq - a sane point w/ many wheat producers*

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.

# # # #

NOTE TO TONY SNOW

FROM: DAVE JUDAY

OVP

91 DEC 9 P12: 5

Tony, I have two comments regarding the draft of the President's Farm Bureau speech:

*see insert*  
The first comment falls more into the category of "FYI." I had sent down to your shop the VP's speech to Farmland Industries with regard to wetlands. The draft for the President's speech has some of the same language as the VP's remarks (see attached), which, I think, is no big deal, but, ... just be aware that the VP's speech was also in Kansas City, and the text was distributed, and many of the same reporters, I'm sure -- especially the ag reporters -- that covered the VP's speech will be at the President's speech to the Farm Bureau.

My second comment has to do with the text of the speech. I've discussed this to some extent with Gary Blumenthal. It would be great from my perspective, obviously, to have the VP mentioned in the speech. I also think it would be good to make a point with the Farm Bureau. They give the VP a lot of credit on wetlands -- an issue they followed extremely closely during the Competitiveness Council process and with which they are very familiar. They also officially oppose the term "no net loss" in regards to wetlands policy. *OK*

I think a good way to approach the subject is to make clear that the VP and the Council did what the President directed them to do. Maybe an insert could be as follows:

(page 5 of the draft)

*✓* ... I've tried to put some common sense into federal wetlands policy ((and asked Vice President Quayle and the Council on Competitiveness to look into this matter. Their direction from me was simple and direct: protect environmentally sensitive wetlands, and respect the property rights of landowners.)) Our new guidelines ((will do just that --)) distinguish between genuine wetlands, ...

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 <sup>in 1990</sup> ~~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 <sup>American</sup> 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 <sup>wrote and signed</sup> ~~signed~~ a bill making nearly \$1 billion in disaster relief available to producers for 1990 and '91 crop losses. //

good  
add a reference on the bill on future farming

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the

I know every person in this room today is proud, as I am, of a rather remarkable fact: each American farmer puts food on the table for 128 people around the world. Unfortunately, we're not a model of efficiency in everything. After all, we have five percent of the world's population, but we have 70 percent of the world's lawyers. Enough is enough!

You know, I often think back to one of former President Ronald Reagan's descriptions of the Federal government. Any of you who raise livestock know what he was talking about: at one end, nothing but appetite; at the other end, no sense of responsibility. Well, we're trying to make sure the government acts more responsibly in a lot of different areas.

A good example of that is our attempts to put some common sense into federal wetlands policy. As you may know, we supervised the revision of the manual on America's wetlands. The Council reviewed the facts, then recommended guidelines. It's pretty simple: wetlands should be wet! 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. We struck an important balance: keeping the President's pledge of no net loss of actual wetlands, while allowing for perfectly legitimate land use and protecting the constitutional rights of landowners.

Now, I freely admit that we upset a few Washington bureaucrats, who wanted to expand the definition of "wetland" to include millions and millions of acres of dry land. These bureaucrats claim that science is on their side. Well, that's the kind of "science" the columnist Warren Brookes calls "Bureaucratic Science," a term best described by its initials.

My friends, I came here today to touch base with one of the most important groups in all of America, those who work the land. Everything you do here at Farmland helps to fulfill two critical needs, preserving the great American farming heritage, and building the future of American agriculture. As always, you are doing your job very, very well.

Let me congratulate you on what you've accomplished, and let me encourage you on what you're about to undertake, both challenges known, and unknown, because, in the words of President George Bush, "what's good for agriculture is good for America."

Thanks again. God bless you, and enjoy the holidays.

# # #

SUGGESTED WETLANDS LANGUAGE

Let me just mention the work that Vice President Quayle and the Council on Competitiveness have done in the area of wetlands.

Their direction from me was simple and direct: protect environmentally sensitive wetlands, and respect the property rights of landowners.

With the help of the Farm Bureau, and many, many others, I think we have struck that most important balance -- maintaining the proper stewardship of our nation's unique and precious resources, ...

while guarding an equally precious resource upon which America's greatness is drawn -- the Constitutionally protected rights of our nation's landowners.

*This was before I saw  
a copy of the draft*

*Wol x6770*

AG

(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. //

2

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 the closed markets that create suspicion and misery. //

Protectionism boils down to defeatism. In a world divided by protectionism, everyone loses. 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

Let's talk about this.

Changed

3

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

*Need to change*  
~~Most farmers know this. / Well, maybe most part of the Potomac~~ // Just consider the payoff. Every \$1 billion of

American agricultural exports means 25,000 American jobs. Farm exports eclipsed ~~\$20~~ <sup>\$ 37.5</sup> billion in ~~1990~~ <sup>1991</sup>, the highest since 1981 -- helping our farm trade surplus pass ~~\$17~~ <sup>\$15</sup> billion.

*40% 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, *Shawcroft (?)* 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. //

*critical*  
↓  
export

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, the trade practices of the European Community hurt American farmers. Our Agricultural Export Enhancement Program is specifically designed to ~~counter~~ <sup>put pressure to eliminate</sup> 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.

*SP NSC*

*this is critical*

Yes, we must end ~~farm~~ <sup>export</sup> 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 a free trade agreement linking the U.S., Mexico and Canada. 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. // My Administration has established food aid and technical assistance

5

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. // 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 that enlarges markets and opportunities. // ~~In 1990, we negotiated an agreement with Korea to open its beef import markets fully by 1997. A similar agreement already has~~ <sup>have doubled since</sup> ~~doubled U.S. beef exports to Japan.~~ // GATT can make this progress global -- not merely regional. Here is what I want it <sup>be able</sup> 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

Some  
Never  
Mind!  
Keep  
SECRET  
X

6

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 -- <sup>has</sup> ~~have~~ 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. ~~results~~ <sup>This demonstrates the abundance, expertise, etc. of American farmers.</sup>

We're committed to common sense in federal wetlands policy. <sup>My direction to my Council on Competitiveness</sup> ~~certainly, we intend to keep our promise of no net loss of wetlands.~~ <sup>was to protect environmentally sensitive wetlands and protect wetlands.</sup> But our new guidelines will distinguish between <sup>the property rights of</sup> genuine wetlands, which deserve to be protected, and other kinds <sup>of landowners.</sup> 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

Property Rights are a big issue for the bureau. This will bring applause.

7

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.

# # # #

✓  
Cent -  
Farm Bureau  
has been a steady and  
total supporter of the  
Administration's effort  
in the Uruguay Round. We  
a "Thank you if world. We  
appreciated."

# OFFICE OF MANAGEMENT AND BUDGET

## FAX COVER SHEET

Number of pages (excluding cover sheet): 7 Date: 1/8/92

TO: Tony Snow  
Fax Number: \_\_\_\_\_  
Telephone: \_\_\_\_\_

FROM: Bob Grady  
Fax Number: \_\_\_\_\_  
Telephone: \_\_\_\_\_  
Time: \_\_\_\_\_

### SPECIAL INSTRUCTIONS:

*I presume some of these facts may be helpful for America FARM Bureau which is Kansas City, Mo.*

The

Record / on  
**BUSH ADMINISTRATION ACCOMPLISHMENTS IN AGRICULTURE**

(date)

Increased agricultural exports

- Exports of farm products in FY-90 reached \$40.1 billion, the highest since 1981. The combined value of U.S. farm exports over the last 3 years has been at the highest level in nearly 10 years and is the second highest ever. U.S. farm exports in FY-92 are forecast to rise \$1.5 billion over FY-91 levels.
- In October 1989 and again in October 1990 proposed the most sweeping changes ever developed to establish fair rules in world agricultural trade. Those proposals made at the GATT Uruguay Round negotiations would:

boost U.S. farm exports; lower high foreign trade barriers that constrict U.S. farm exports;

require governments to reduce export subsidies that "buy markets"; and

establish sound international health and safety standards for imports.

Since 1989 President Bush has been the world leader in pushing for fair rules in farm trade and has personally participated in several international trade conferences to bring the GATT negotiations to a successful conclusion.

- Throughout the last 3 years, the Bush Administration has boosted U.S. farm exports through the Export Enhancement Program (EEP), credit guarantee programs, market development activities, and bilateral trade negotiations.

In FY-89 the value of U.S. farm exports moved under EEP-- which is designed to help U.S. farm exports meet subsidized foreign competition--totaled nearly \$3 billion, about 7 percent of U.S. farm exports.

In FY-90 EEP-assisted trade accounted for 6 percent of U.S. farm trade.

In FY-91 EEP aid to U.S. farm exports almost tripled FY-90 levels.

Since the inception of the EEP program in May 1985 through FY-91, the EEP program provided export bonuses of \$3.8 billion that moved U.S. farm products with a trade value of \$13 billion into 80 countries.

- Maintained Soviet purchases of U.S. grains at high levels. On June 1, 1990, the Bush Administration signed a 5-year U.S.-USSR trade agreement that raised Soviet minimum purchase commitments

to 10 million tons of grain annually, up from 9 million. In 1988-89 and 1989-90, Soviet purchases of U.S. wheat and corn were at record levels of 21.7 and 20.5 million tons.

- In 1988 established a food aid program to help Poland become a democratic country with a market economy and a trade-oriented outlook.

In 1989 President Bush sent Secretary of Agriculture Yeutter to Poland on a mission to determine that nation's needs to convert to a market economy in agriculture. On Nov. 20, 1989, the U.S. signed a technical agreement with Poland.

The Bush Administration has extended similar action to other Central and Eastern European nations. That is helping establish peace-seeking democratic governments in those areas and now in the former Soviet Union. This food aid program is vital to world peace and world trade and boosts freedom throughout the world.

- Boosted U.S. farm exports and protected U.S. agriculture from overseas pests and diseases through cooperative programs with more than 100 countries. These programs help establish research and training in those countries and stop insect pests and diseases before they become a danger to the U.S.
- Boosted high value U.S. farm exports so that last year their value exceeded the value of bulk farm exports for the first time since World War II.
- ✓-- Negotiated an agreement with Korea in 1990 to open its beef import markets through 1997. Korea is now the third largest foreign market for U.S. beef.
- ✓-- A similar agreement with Japan led to a complete lifting of quotas on beef imports on April 1, 1991, and which increased U.S. beef exports to Japan from \$557 million in 1987 to more than \$920 million in 1991.

#### Increased U.S. farm income

- Developed and implemented farm programs that helped boost farmers' net cash income and net farm income to record levels in 1989 and again in 1990.

991? } The 1990 levels were \$61.8 and \$50.8 billion. When final 1991 figures are in, the 3-year 1989-91 totals will exceed any previous 3-year period by a wide margin.

-- Emphasized policies and programs that increase demand for farm products, helping to raise the prices of farm products to a new all-time high in 1990. Average farm price levels in 1991 were 7 percent higher than 3 years earlier.

-- Emphasis on sound economic policies and inflation control held down the increase in prices that farmers pay for production items to less than 2% in 1991. That enabled farmers to keep more of the money they got from cash sales of farm products.

In the third year of the last Democratic administration, the prices farmers paid jumped 15.7 percent.

In the 4 years of the last Democratic administration, the prices that farmers paid for production items soared a total of more than 40 percent.

In the first 4 years of the Bush Administration the increase is expected to be less than 7 percent.

-- In the first 3 years of the Bush Administration, farmers reduced their total debts. During the 3 years, the value of farmers' equity in their farm business increased each year--by a combined total of \$45 billion.

In the first 3 years of the last Democratic administration, farmers increased their real estate debts by \$31.3 billion and their nonreal estate debts by \$28.0 billion--for a combined 3-year increase in farm debts of \$59.3 billion.

-- Stable economic policies and record farm income in the first 2 years of the Bush Administration, enabled farmers to reduce their debts, which resulted in lower total interest payments by farmers.

In the first 2 years of the most recent Democratic administration, inflation, rising farm debts, and skyrocketing interest rates forced farmers to increase their total interest payments by almost \$3 billion--almost a 40 percent jump--eating up that much more of farmers' cash receipts.

In the 4 years of the last Democratic administration, farmers interest payments increased \$8.9 billion, an increase of 121 percent.

-- Helped farmers received more of their money from the market, thus having to rely less on Government payments. In the first 3 years of the Bush Administration, direct Government payments fell from \$14.5 billion in 1988 to about \$8.5 billion in 1991.

Meanwhile, gross cash receipts from farm products and farm-related income increased from \$157 billion to about \$175 billion. The ratio of Government direct payments to cash farm receipts dropped from 9.2 percent to less than 5 percent.

### Strengthened market-oriented farm programs

- Implemented the final 2 years of the 1985 Farm Act in 1989-90, which rebuilt farm exports from \$26 billion to \$40 billion; reduced carryover stocks; raised net farm income to new highs; reduced farmers' debt loads; and pared annual Government farm support costs from \$26 billion to \$8 billion.
- Engineered the development of the 1990 Farm Act to continue the market-growth farm policies of the 1985 Act. 1990 Farm Act programs emphasize new planting flexibility, encourage farm exports, increase agricultural competitiveness, enhance the environment, strengthen rural areas, and redirect and increase agricultural research.
- Through the 1990 Farm Act, tied annual acreage reduction programs to rates of stock carryover instead of being tied to specific levels of carryover stocks without regard to use.

This increased flexibility leads to higher production of crops in scarce supply, lowers production of crops in surplus, loosens controls on farmers, increases the benefits of good management, makes U.S. crops more competitive in international markets, and encourages the planting of experimental crops and crops with industrial uses.

- Developed farm programs based on the 1990 Farm Act that allow farmers to plant for the most promising market and profit opportunities rather than to plant for Federal farm programs.

Enables farmers to plan for their best crop use and crop rotation years in advance rather than having to wait for annual farm program announcements.

Gives farmers new flexibility to follow their most profitable use of their land without losing their crop bases.

- Managed commodity programs that over the first 3 years of the Bush Administration reduced price-depressing carryover stocks of wheat, corn, grain sorghum, barley, rice, and cotton.

Changed research priorities

- Changed agricultural research priorities to include water quality, global change, low input agriculture, the relationship of human health to diet and food safety and quality, natural plant pest and disease resistance, improved biomass for energy production, increased forest productivity, more nutritious plants, and mapping the genome "genetic blueprints" of major crops and livestock.
- Developed a National Research Initiative to expand competitive grants to select the most promising research projects.
- Boosted alternative farming with increased State and Federal research in alternative farming techniques that enable farmers to reduce production inputs without losing income.

Provides more education to support alternative farming opportunities that will guide farmers toward maintaining output and profits with reduced inputs.

Establishes demonstration farms that use the latest techniques to maintain or increase farm income using sustainable agricultural methods.

Increases the awareness of the advantages of farming in cooperation with the natural environment.

Aided the environment

- Launched the President's "America the Beautiful" program. President Bush planted the first tree of the campaign on the White House lawn in March 1990. The goal is to plant 1 billion trees a year over the next several years. This program will:
  - increase fish, wildlife, and recreational opportunities; aid biological diversity;
  - improve air and water quality;
  - reduce soil erosion;
  - increase economic stability and diversity in rural America; and
  - enhance the biological environment in rural areas.
- Developed a water quality program that will provide farmers, ranchers, and other land managers with the information they

need to voluntarily adopt improved, environmentally-sound management practices without sacrificing profitability.

- Enlarged water quality research to help determine how agricultural practices might contribute to groundwater contamination. Better water quality will result from increased conservation cover, less soil erosion, expanded tree plantings, reduced use of farm chemicals, boosts in sustainable agriculture.
- Introduced a global change initiative that emphasizes the need for greater research activities on global change and the coordination of Federal research projects in global change.

More than doubled the USDA global change budget proposals in FY-91 over FY-90.

- Expanded land eligibility for the Conservation Reserve Program to include windbreaks, shelterbelts, filterstrips along waterways, and similar land without having to enroll whole fields that meet highly erodible land criteria. Also targeted wellhead water sources for special conservation measures to improve the quality of drinking water.
- Established educational programs that increase the awareness of the advantages of farming in cooperation with the natural environment.

The programs are increasing crop rotations, reducing chemical use, saving soil, protecting water quality, supporting the wildlife environment, boosting tree planting, and expanding conservation cover.

- Improved water and soil conservation and benefitted the environment with programs that encourage planting flexibility and reduce the incentives to chemical and land resources simply to capture subsidies.
- Established approved conservation plans for more than 135 million acres of highly erodible land on nearly 1.5 million farms. These plans provide for more than 215,000 miles of terraces, 1.3 million acres of grassed waterways, 25 million acres of contouring, and more than 100 million acres of conservation tillage.
- Placed more emphasis on sustainable agriculture that is productive, competitive, and profitable and which conserves natural resources and helps protect the environment and enhances public health and safety.

### Emphasized alternative fuels

- In June 1989 at the University of Nebraska, President Bush said that "expanded use of alternative fuels is a key element in my plan to guarantee that 20 years from now every American in every city across the country will breathe clean air. Our goal: Clean air."

Speaking of ethanol as a "home grown energy alternative," President Bush said, "Farmers put food on America's table, and now you are going to help America fill up its tanks."

- Directed research in the Department of Agriculture and in other Government departments to emphasize the development of alternative fuels to help meet the goals of the Clean Air Act.

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

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HERE WITH SO MANY SUPPORTERS OF AGRICULTURE: SECRETARY  
MADIGAN, GOV. ASHCROFT, SEN. 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 AND ~~ENZO SCHLIFF~~ [SHLIFF] 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, YOU MIGHT WISH HIM A HAPPY  
BIRTHDAY.) //

[[ AS YOU KNOW, I JUST GOT BACK FROM A TRIP TO  
ASIA. AND OF COURSE, YOU KNOW WHY I WENT: THE FOOD.  
// MY DOCTOR TOLD ME ON THAT FATEFUL NIGHT IN JAPAN  
THAT I LOOKED LIKE I HAD BECOME A MEMBER OF THE GREEN  
PARTY. // WELL, DON'T COUNT ON SEEING ME AT A  
BENIHANA'S ANYTIME SOON. ]] //

No!!

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 PRODUCTS IS EXPORTED. FREE TRADE CAN GIVE  
THE AMERICAN FARMER NEW OPPORTUNITIES TO SAVE / INVEST  
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THE COLD WAR HAS ENDED, AND WE STAND ON THE VERGE  
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THE COLD WAR, AND THE NEW WAVE OF DEMOCRACY REPRESENTS  
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STANDING FOR WHAT IS RIGHT AND DECENT. FOR DEMOCRACY AND  
FREEDOM AGAINST BULLYING <sup>AND</sup> AGGRESSION. GO ANYWHERE IN  
THE WORLD AND YOU WILL SEE THE RESPECT IN WHICH WE ARE

THOSE FRANTIC POLITICIANS

HELD. DO NOT LISTEN TO THOSE PROPHETS OF DOOM  
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  
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*IT WILL PUT MORE VALUE ON AMERICAS FARMS & HOMES*  
AND IT IS GOOD FOR EVERY ONE IN OUR ECONOMY AND

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*real*

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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.

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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 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. 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. //

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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.

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.

# # # #

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AMERICAN FARM BUREAU  
KANSAS CITY, MISSOURI  
MONDAY, JANUARY 13, 1992  
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((I WON'T LEAD YOU IN THE SINGING, BUT IF YOU SEE  
ED MADIGAN LATER, YOU MIGHT WISH HIM A HAPPY  
BIRTHDAY.) //

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. //

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  
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# # # #

**URGENT**

DTG 13/1515Z JAN 92

FAX# 001

PAGES 16

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# PRESIDENTIAL SPEECH

DELIVER TO David Demarest

**BY THE MOST EXPEDITIOUS MEANS.**

**DO NOT DELAY!**

**FROM AF-1**

**REMARKS:** Christina Martin

**URGENT**

AMERICAN FARM BUREAU  
KANSAS CITY, MISSOURI  
MONDAY, JANUARY 13, 1992

~~10:00~~ A.M.

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CHANGED OR  
EXPLAINED

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. //

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 AGGRESSION. GO ANYWHERE IN THE WORLD AND YOU WILL SEE THE RESPECT IN WHICH WE ARE HELD.

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. AND IT IS GOOD FOR EVERY ONE IN OUR ECONOMY AND ESPECIALLY FOR YOU -- THE AMERICAN FARMER.

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 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. [I 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.  
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.

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

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