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Collection/Office of Origin: Speechwriting, White House Office of
Series: Speech File Draft Files
Subseries: Chron File, 1989-1993

OA/ID Number: 13599
Folder ID Number: 13599-002

Folder Title:
Pease Air Force Base 1/14/92 [OA 6095]

Stack:	Row:	Section:	Shelf:	Position:
G	26	17	5	7

THE WHITE HOUSE
WASHINGTON

January 14, 1992

INFORMATION

MEMORANDUM FOR THE PRESIDENT

THROUGH: DAVID DEMAREST
TONY SNOW *TS*

FROM: BETH HINCHLIFFE *BH*

SUBJECT: PEASE EVENT

I. SUMMARY

On Wednesday, January 14, at 8:45 a.m., in Henley Hangar, you will deliver remarks (12 minutes, on cards) to an audience of approximately 100 business leaders gathered for a roundtable discussion. You will be introduced by Governor Judd Gregg.

II. DISCUSSION

Your remarks highlight the success of the Asia trip -- noting the significance of opening our markets to international trade. Additionally, you define four key questions in defining a real economic growth package.

(Hinchliffe/Nix)
January 14, 1992 3 p.m.
PEASE Draft Five

**PRESIDENTIAL REMARKS: PEASE AIR FORCE BASE
HENLEY HANGAR
WEDNESDAY, JANUARY 15, 1992
8:45 A.M.**

[ACKNOWLEDGEMENTS] [NEW HAMPSHIRE ANECDOTE]

It's great to be here -- and great just to be back in the Granite State. I've been here so many times, and especially to this base.

Now, I know the economy's on everyone's mind. Maybe sometimes I don't convey just how much I understand and care. Well, we're having real talks here today, and I'll let you judge for yourselves.

But let me tell you: I'm an optimist. I'm an optimist because I know that Americans won't stand still for anything less than the best. I'm confident because I know just what this country has going for it: Great people with rock solid values; an industrial base second to none; the world's finest university system; and a role as the greatest military, political, economic and moral power on Earth.

I know times are tough in the Granite State. I also know that you're doing something about it. Some of you here today are directly involved in the revitalization of Pease and the Newington/Portsmouth communities. You've taken on the challenge of leadership. You've looked at hardship. You've sized up your assets. And you're building on the sensible concept of using

your unique combination of an airport and a deep water port to create the hub of an international market.

And all over the state, people are doing the same thing: Building on their strengths and turning hard times into the beginning of a new era of growth and opportunity.

[r and d initiative]

The American economy has been my top priority from Day One. Go back and look at the record, and you'll see that I have promoted a growth and competitiveness strategy from the start.

We've opened up markets for American exports, and built the foundations for a new world of free and fair trade. That's what I did in Asia last week, and you'll see the results as quality American businesses do the hard work of building new markets for themselves.

Every billion dollars of merchandise exports means 20,000 American jobs. All over the world, people are as hungry for American products as they were for the American ideals of freedom. Asia is our fastest-growing market, and our own hemisphere is the second-fastest growing market.

I've led the fight for free trade -- with the U.S.-Canada Free Trade Agreement, and in proposing a North American Free Trade Agreement, the Enterprise for the Americas Initiative, and by standing firm for open markets in the Uruguay Round of GATT negotiations.

We've invested in things that make us more competitive. I've increased funding for basic research by 26 percent since

coming to office. Democrats have tried to cut that each year, preferring to spend the money on water projects and monuments to Lawrence Welk. \\\

We're investing in technologies of the future -- high performance computing, materials science, biotechnology. These new technologies make us faster, tougher, smarter and healthier.

We've encouraged private sector investment. We know that you don't create jobs out of the blue, and you don't create them by signing a law. Jobs begin with ideas, investment, and hard work. No investment, no jobs.

I've tried to make permanent the tax credit for research and development. Democrats won't do it.

I've tried to cut the tax on capital gains -- which will make us more competitive and will reward success instead of punishing it. Democrats won't do it.

And I've proposed ways of making our workforce ready for the Age of Competition. Our public school system was designed in the horse-and-buggy era. I have proposed an educational revolution to build schools for the 21st Century. But guess what? Democrats won't do it.

I've increased government support of math and science education by 32 percent in the last two years, and launched a program to use our federal resources to train teachers, improve school curriculums, and reach our goal of becoming the world's best in math and science by the year 2000.

The Cold War is over. Now we're moving into a new world -- a different kind of world, which will be defined by excellence and competition. We won the Cold War through determination and ideals, and we'll win the challenge of competition the same way. We won't back away from this challenging new world. We'll shape it.

My Asia talks were a crucial first step in forging the international trading system of the future. The stakes are real. Here, in New Hampshire, you do \$1.2 billion worth of export business annually, and export-related industries provide nearly 10 percent of the state's jobs.

The international trade structure holds the key to our future. We must be clear. Our goal isn't to beat anyone. It's to show just how great we are. We do that by opening markets, fighting to trim back government subsidies; breaking down trade barriers; and insisting on rules of fair play.

So as we think about the harsh realities of economic growth in the international marketplace, let me propose a four-point, common-sense test for every plan you hear -- including mine.

Point One: Does it make economic sense? Will the plan get the economy moving again and safeguard American jobs?

This point seems obvious, but some people seem to believe that you build an economy up by knocking a President down -- or by passing a law with the word "jobs" in the title.

You're in the jobs business. You know you need investment to set up a business -- any business. You need sound national

economic policies -- low taxes, no unnecessary regulations; good roads, bridges and infrastructure.

Second: Does it make America more competitive?

In the new international marketplace, Americans must meet the demands of foreign competition, and the government must work to open markets so that good American companies can expand their base and create good jobs.

Third point: Does it address your basic concerns: Does it protect what you want protected, promote what you want promoted? A good economic plan should preserve the value of your hard-won assets -- your home, your income, your retirement savings -- rather than letting bad policies nibble away at them.

It also should enable you to choose affordable housing, good schools for your children, and decent health care for your family. No one should have to go broke taking care of these basic necessities.

Point four: Does the plan get Washington's house in order? Government must get its spending under control, and eliminate programs that don't work or that duplicate other programs. Taxpayers deserve to get their money's worth for the \$1.4 trillion they pay out in taxes.

So, to repeat my four-point, common-sense test: Does it make economic sense? Does it make America more competitive? Does it address your basic concerns? Does it get government's house in order?

When people shake your hands, call you by your first name and try to sell you an economic plan, put them to this test. Listen carefully to my competition, and listen to what I have to say. Frankly, I'm counting on you to sort out fact from fiction -- and reality from rhetoric.

When you've studied the plans, asked these questions, and made up your minds -- then send your message. Send it to Congress and to everyone who comes knocking at your door around here this time of year. Tell them: in New Hampshire we know the difference between election year fluff and real leadership.

I didn't come up here with a bagful of miracles or surprises. I won't promise to outlaw bad weather. I won't define strength in terms of hatreds, or leadership in terms of insults.

You've seen me over the years. You know what kind of man I am. You've seen me in office to know that I'll continue to wage war against runaway spending. I'll fight abroad for freer and fairer trade. I'll fight against protectionism, isolationism and the kind of Know-Nothing Nativism that tries to portray weakness and suspicion as strength. I'll fight at home -- for better schools, a cleaner environment, safer streets, and a future true to our abilities and ideals. \\

Thanks for this chance to talk with you and learn from you. Good luck in all that you do -- and may God bless you and this beautiful state of New Hampshire.

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CLOSE HOLD

Document No. _____

02 JAN 14 P4:11

WHITE HOUSE STAFFING MEMORANDUM

DATE: 1/14/92 ACTION/CONCURRENCE/COMMENT DUE BY: ---

PRESIDENTIAL REMARKS: PEASE AIR FORCE BASE
WEDNESDAY, 1/15/92

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 type="checkbox"/>	<input 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 type="checkbox"/>
BROMLEY	<input type="checkbox"/>	<input type="checkbox"/>	SMITH	<input type="checkbox"/>	<input type="checkbox"/>
CARD	<input type="checkbox"/>	<input checked="" type="checkbox"/>	KAUFMAN	<input type="checkbox"/>	<input checked="" type="checkbox"/>
DEMAREST	<input type="checkbox"/>	<input checked="" type="checkbox"/>	SNOW	<input type="checkbox"/>	<input checked="" type="checkbox"/>
FITZWATER	<input type="checkbox"/>	<input checked="" type="checkbox"/>		<input type="checkbox"/>	<input type="checkbox"/>
GRAY	<input type="checkbox"/>	<input checked="" type="checkbox"/>		<input type="checkbox"/>	<input type="checkbox"/>
HOLIDAY	<input type="checkbox"/>	<input checked="" type="checkbox"/>		<input type="checkbox"/>	<input type="checkbox"/>

REMARKS:

The attached has been forwarded to the President.

RESPONSE:

SENSITIVE

CLOSE HOLD

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

THE WHITE HOUSE
WASHINGTON

92 JAN 14 P3:05

January 14, 1992

INFORMATION

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But let me tell you: I'm an optimist. I'm an optimist because I know that Americans won't stand still for anything less than the best. I'm confident because I know just what this country has going for it: Great people with rock solid values; an industrial base second to none; the world's finest university system; and a role as the greatest military, political, economic and moral power on Earth.

I know times are tough in the Granite State. I also know that you're doing something about it. Some of you here today are directly involved in the revitalization of Pease and the Newington/Portsmouth communities. You've taken on the challenge of leadership. You've looked at hardship. You've sized up your assets. And you're building on the sensible concept of using

your unique combination of an airport and a deep water port to create the hub of an international market.

And all over the state, people are doing the same thing: Building on their strengths and turning hard times into the beginning of a new era of growth and opportunity.

[r and d initiative]

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We've invested in things that make us more competitive. I've increased funding for basic research by 26 percent since

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We're investing in technologies of the future -- high performance computing, materials science, biotechnology. These new technologies make us faster, tougher, smarter and healthier.

We've encouraged private sector investment. We know that you don't create jobs out of the blue, and you don't create them by signing a law. Jobs begin with ideas, investment, and hard work. No investment, no jobs.

I've tried to make permanent the tax credit for research and development. Democrats won't do it.

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(Hinchliffe/Nix)
January 14, 1992 3 p.m.
PEASE Draft Five

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HENLEY HANGAR
WEDNESDAY, JANUARY 15, 1992
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THE WHITE HOUSE

WASHINGTON

92 JAN 14 P 4:14
January 14, 1992

MEMORANDUM FOR TONY SNOW

FROM: ROGER B. PORTER *RBP*
SUBJECT: Presidential Remarks: Pease Air Force Base
Henley Hangar

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

If you have any questions or we can be of further assistance, please let us know.

cc: Phillip D. Brady

CLOSE HOLD

Document No. 298769ss



WHITE HOUSE STAFFING MEMORANDUM

DATE: 1/13/92 ACTION/CONCURRENCE/COMMENT DUE BY: TUESDAY, 1/14/92 NOON

PRESIDENTIAL REMARKS: PEASE AIR FORCE BASE

SUBJECT: HENLEY HANGAR - WED. 1/15/92

	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 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 type="checkbox"/>	<input type="checkbox"/>
BRADY	<input type="checkbox"/>	<input checked="" type="checkbox"/>	ROGICH	<input type="checkbox"/>	<input type="checkbox"/>
BROMLEY	<input type="checkbox"/>	<input type="checkbox"/>	SMITH	<input type="checkbox"/>	<input type="checkbox"/>
CARD	<input checked="" type="checkbox"/>	<input type="checkbox"/>	KAUFMAN	<input type="checkbox"/>	<input checked="" type="checkbox"/>
DEMAREST	<input checked="" type="checkbox"/>	<input type="checkbox"/>	SNOW	<input type="checkbox"/>	<input checked="" type="checkbox"/>
FITZWATER	<input type="checkbox"/>	<input checked="" type="checkbox"/>		<input type="checkbox"/>	<input type="checkbox"/>
GRAY	<input checked="" type="checkbox"/>	<input type="checkbox"/>		<input type="checkbox"/>	<input type="checkbox"/>
HOLIDAY	<input checked="" type="checkbox"/>	<input type="checkbox"/>		<input type="checkbox"/>	<input type="checkbox"/>

REMARKS:

Please forward your comments directly to Tony Snow, Rm. 122, x2930, no later than NOON, JANUARY 14, with a copy to this office. Thank you.

RESPONSE:

SENSITIVE

CLOSE HOLD

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

(Hinchliffe/Nix)
January 11, 1992 3 p.m.
PEASE Draft Three

32 JAN 13 P5:35

PRESIDENTIAL REMARKS: PEASE AIR FORCE BASE
HENLEY HANGAR
WEDNESDAY, JANUARY 15, 1992

[ACKNOWLEDGEMENTS] [NEW HAMPSHIRE ANECDOTE]

It's great to be here -- and great just to be back home. We had a tremendously successful trip to Asia, talking, listening, learning -- and fighting for America and American jobs.

Listen, I know the economy's on everyone's mind. That's why I went to Asia. In order to keep jobs here at home -- and that's got to be our top priority in this economic recovery -- we must improve our international competitiveness. That's the key to everything -- including America's future.

There's no escaping it anymore: we live in a global economy. ^{WITH ITS HEAD}
Anyone who doesn't realize that is an ostrich stuck in the quicksand of blind isolationism.

You're all businessmen. Every day you ~~face the harsh reality~~ ^{CONFRONT THE FACT} that our present and future prosperity depend on exports. Look at the facts: ^{EXPORTS REPRESENT 17.2 PERCENT OF U.S. MANUFACTURING EMPLOYMENT} ~~every billion dollars of exports means 20,000 more~~ ^{OVER 7.2 MILLION JOBS.} ~~American jobs.~~ I went to Asia determined to nail down agreements that guarantee free and fair trade for American companies and workers -- and open opportunities for ^{INCREASED EXPORTS.} American ~~markets.~~

From Day One of my administration, I've been fighting to open international markets for American ^{GOODS} ~~workers.~~ ^{VITAL} This is ~~the key~~ to our nation's economic future. The Cold War is over. Now we're moving into a new world -- a different kind of world, which

will be defined by excellence and competition. Our administration has worked long and hard these last three years to ensure a 21st century of stability and growth for America. We've blazed a trail of leadership on issues from taxes to education to regulation. In trade, we've led bilateral talks, and we've helped forge the way in GATT negotiations, in the Enterprise for the Americas Initiative, in the North American Free Trade Agreement, and on so many other fronts.

My Asia talks were a crucial first step in a new part of this long-range plan for creating a ~~21st century~~^{FOR THE 21ST CENTURY} world trade structure. We're now at the very beginning of an exciting new kind of process -- we have the chance to craft a world of ~~free~~^{and} trade and prosperity for everyone. What we're doing is more than merely expanding international trade -- we're also creating additional opportunities for U.S. exports through open markets; lower government subsidies; fewer trade barriers; and, ~~maybe most~~^{ELIMINATING UNFAIR BARRIERS TO OUR GOODS.} importantly of all, through rules of fair play.

American companies must compete successfully within the growing international market. New Hampshire is a strong leader in this field. I think the rest of the nation would be surprised to discover what a highly industrialized economy you have here, in our 11th most industrialized state.

During the last couple of weeks I visited four of your top export markets -- Australia, Japan, Korea, and Singapore, which account for \$168 million dollars of your trade. Both in Asia,

and here with your business leaders, I've learned a lot about your state's thriving \$1.2 billion export industry.

Sure, you also have ~~a lot of~~ problems here in New Hampshire. But you have energetic leaders and strong citizens who will turn those problems into opportunities. Many of you here today are directly involved in the revitalization of Pease and the Newington/Portsmouth communities -- and I want you to know you're ~~being~~ ^{PROVIDING} ~~looked toward for~~ leadership in the base closure recovery field. You and others have been determined and visionary activists, forging a new future for this area, looking ahead with optimism and creativity instead of looking back with blame and regret.

I know in particular about the work of Henry Powers, Skip Jones and the PDA -- how it's attracting businesses that benefit from your unique combination of an airport and a deep water port. I congratulate you on your practical, exciting concept of marketing this area as the hub of an international market.

But something disturbing is also happening in New Hampshire. I'm talking about empty illusions some call "economic proposals."

When we were kids, most of us learned to tell the difference between reality and Never-Never Land. Reality is a tough place. Reality is ~~being President, year after year~~ ⁹ crafting an economic growth plan rooted in the practical daily life of this nation.

Never-never Land is a world of partisan bickering, head-in-the-clouds dreaming, and nay-saying. Reality is the world you live in -- paying your bills and making ends meet each month and each year -- just like your government ought to. ✓ Americans are sick

and tired of politicians who day-dream in Never-Never Land. They don't want to indulge fantasies and they don't want to lay blame -- they want to lay the foundations of prosperity.

So when you ^{EXAMINE} see proposed economic growth plans ~~thrown at~~ you, ~~cast a clear and cautious eye and~~ ask yourself four simple, real-life questions.

First: Which economic growth plan ^{STIMULATES THE INVESTMENT NECESSARY} makes sense? You're hard-headed Granite-Staters. You know jobs don't appear out of thin air. Do the authors of these packages know the same thing? Businesses are born and thrive through strong ideas, prudent investment, and hard work. You and I know that. But do the people who write the other proposals that are floating around?

TO CREATE JOBS?

Second, ask: Which plan ^{INCREASES AMERICA'S CAPACITY TO COMPETE IN A GLOBAL} makes us more competitive? We can't afford to waste our precious energy looking backward. We're entering a new Age of ^{GLOBAL OPPORTUNITY} ~~Competition~~ unimagined in the history of technology. Every step we take as a nation must be part of laying a strong base for prosperity, enterprise, risk-taking and success. Now is the time for our government to help an educated, ambitious public dream and grow. Which economic proposal encourages that growth?

Economy?

Third, ask: Which plan ^{STOPS THE SLIDE IN REAL ESTATE VALUES AND INCREASES} helps you keep your house in order?

You've worked hard to earn a safe and secure life for your family. My economic plan preserves the integrity of your home, your investments, and your family's future. Do any of the others?

HOME SALES?

And fourth, ask yourself: Which plan gets Washington's
~~house in order?~~ You and I know that Washington must give you
 your money's worth for the taxes you pay. My plan ensures that
 you will. Do any of the others?

When you've studied the plans, asked these questions, and
 made up your minds -- then send your message. Send it to
 Congress and to everyone who comes knocking at your door around
 here this time of year. Tell them: in New Hampshire we know the
 difference between election year fluff and real leadership.

Thanks for this chance to talk with you and learn from you.
 Good luck in all that you do -- and may God bless you and this
 beautiful state of New Hampshire.

#

SPENDING AND BRINGS THE DEFICIT UNDER CONTROL.

CARNEY on Please:

1) Too much on Asia trip in intro.

2) No mention of jobs / competitiveness.

~~3) Should state clearly~~

3) Should state clearly our plan / tests -

challenge people to compare + choose (See Portsmouth

p. 6)

4) ANNOUNCE TECH. R+D INITIATIVE. (Boston Conference Jan. 31) "PART of what Federal gov't can + will do..."

WY
(Nix)
p.m.
Three

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How to keep jobs
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American jok

that guarantee free and fair trade for American companies and workers -- and open opportunities for American markets.

From Day One of my administration, I've been fighting to open international markets for American workers. This is the key to our nation's economic future. The Cold War is over. Now we're moving into a new world -- a different kind of world, which

Technology
Event...
taking place
in Boston.
Tech R+D
exchange program.
end of Jan.

will be defined by excellence and competition. Our administration has worked long and hard these last three years to ensure a 21st century of stability and growth for America. We've blazed a trail of leadership on issues from taxes to education to regulation. In trade, we've led bilateral talks, and we've helped forge the way in GATT negotiations, in the Enterprise for the Americas Initiative, in the North American Free Trade Agreement, and on so many other fronts.

My Asia talks were a crucial first step in a new part of this long-range plan for creating a 21st century world trade structure. We're now at the very beginning of an exciting new kind of process -- we have the chance to craft a world of free trade and prosperity for everyone. What we're doing is more than merely expanding international trade -- we're also creating additional opportunities for U.S. exports through open markets; lower government subsidies; fewer trade barriers; and, maybe most importantly of all, through rules of fair play.

American companies must compete successfully within the growing international market. New Hampshire is a strong leader in this field. I think the rest of the nation would be surprised to discover what a highly industrialized economy you have here, in our 11th most industrialized state.

During the last couple of weeks I visited four of your top export markets -- Australia, Japan, Korea, and Singapore, which account for \$168 million dollars of your trade. Both in Asia,

Handwritten notes:
31,244,000 95,338,000 31,244,000 18,154,900
176,500,000
Have research check w/ Commerce Dept

Private
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Only a
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the state.

and here with your business leaders, I've learned a lot about your state's thriving \$1.2 billion export industry.

Sure, you also have a lot of problems here in New Hampshire. But you have energetic leaders and strong citizens who will turn those problems into opportunities. Many of you here today are directly involved in the revitalization of Pease and the Newington/Portsmouth communities -- and I want you to know you're being looked toward for leadership in the base closure recovery field. You and others have been determined and visionary activists, forging a new future for this area, looking ahead with optimism and creativity instead of looking back with blame and regret.

I know in particular about the work of ~~Henry Powers~~, Skip Jones and the PDA -- how it's attracting businesses that benefit from your unique combination of an airport and a deep water port. I congratulate you on your practical, exciting concept of marketing this area as the hub of an international market.

don't
limit to
Pease

Broader

Keep this
point

But something disturbing is also happening in New Hampshire. I'm talking about empty illusions some call "economic proposals."

When we were kids, most of us learned to tell the difference between reality and Never-Never Land. Reality is a tough place. Reality is being President, year after year crafting an economic growth plan rooted in the practical daily life of this nation. Never-never Land is a world of partisan bickering, head-in-the-clouds dreaming, and nay-saying. Reality is the world you live in -- paying your bills and making ends meet each month and each year -- just like your government ought to. Americans are sick

What have we proposed →
4
and tired of politicians who day-dream in Never-Never Land. They don't want to indulge fantasies and they don't want to lay blame -- they want to lay the foundations of prosperity.

What have we proposed...?
So when you see proposed economic growth plans thrown at you, cast a clear and cautious eye and ask yourself four simple, real-life questions.

First: Which economic growth plan makes sense? You're hard-headed Granite-Staters. You know jobs don't appear out of thin air. Do the authors of these packages know the same thing? Businesses are born and thrive through strong ideas, prudent investment, and hard work. You and I know that. But do the people who write the other proposals that are floating around?

Second, ask: Which plan makes us more competitive? We can't afford to waste our precious energy looking backward. We're entering a new Age of Competition unimagined in the history of technology. Every step we take as a nation must be part of laying a strong base for prosperity, enterprise, risk-taking and success. Now is the time for our government to help an educated, ambitious public dream and grow. Which economic proposal encourages that growth?

Third, ask: Which plan helps you keep your house in order? You've worked hard to earn a safe and secure life for your family. My economic plan preserves the integrity of your home, your investments, and your family's future. Do any of the others?

And fourth, ask yourself: Which plan gets Washington's house in order? You and I know that Washington must give you your money's worth for the taxes you pay. My plan ensures that you will. Do any of the others?

When you've studied the plans, asked these questions, and made up your minds -- then send your message. Send it to Congress and to everyone who comes knocking at your door around here this time of year. Tell them: in New Hampshire we know the difference between election year fluff and real leadership.

Thanks for this chance to talk with you and learn from you. Good luck in all that you do -- and may God bless you and this beautiful state of New Hampshire.

#

CLOSE HOLD

Document No. 298769ss

92 JAN 14 A10:52 **WHITE HOUSE STAFFING MEMORANDUM**

DATE: 1/13/92 ACTION/CONCURRENCE/COMMENT DUE BY: TUESDAY, 1/14/92 NOON

PRESIDENTIAL REMARKS: PEASE AIR FORCE BASE

SUBJECT: HENLEY HANGAR - WED. 1/15/92

	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 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 type="checkbox"/>	<input type="checkbox"/>
BROMLEY	<input type="checkbox"/>	<input type="checkbox"/>	SMITH	<input type="checkbox"/>	<input type="checkbox"/>
CARD	<input checked="" type="checkbox"/>	<input type="checkbox"/>	KAUFMAN	<input type="checkbox"/>	<input checked="" type="checkbox"/>
DEMAREST	<input checked="" type="checkbox"/>	<input type="checkbox"/>	SNOW	<input type="checkbox"/>	<input checked="" type="checkbox"/>
FITZWATER	<input type="checkbox"/>	<input checked="" type="checkbox"/>		<input type="checkbox"/>	<input type="checkbox"/>
GRAY	<input checked="" type="checkbox"/>	<input type="checkbox"/>		<input type="checkbox"/>	<input type="checkbox"/>
HOLIDAY	<input checked="" type="checkbox"/>	<input type="checkbox"/>		<input type="checkbox"/>	<input type="checkbox"/>

REMARKS:

Please forward your comments directly to Tony Snow, Rm. 122, x2930, no later than NOON, JANUARY 14, with a copy to this office. Thank you.

RESPONSE:

All comments

SENSITIVE

CLOSE HOLD

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

(Hinchliffe/Nix)
January 11, 1992 3 p.m.
PEASE Draft Three

92 JAN 13 P5:35

PRESIDENTIAL REMARKS: PEASE AIR FORCE BASE
HENLEY HANGAR
WEDNESDAY, JANUARY 15, 1992

[ACKNOWLEDGEMENTS] [NEW HAMPSHIRE ANECDOTE]

It's great to be here -- and great just to be back home. We had a tremendously successful trip to Asia, talking, listening, learning -- and fighting for America and American jobs.

Listen, I know the economy's on everyone's mind. That's why I went to Asia. In order to keep jobs here at home -- and that's got to be our top priority in this economic recovery -- we must improve our international competitiveness. That's the key to everything -- including America's future.

There's no escaping it anymore: we live in a global economy.

Anyone who doesn't realize that is an ostrich stuck in the quicksand of blind isolationism.

many of you are
you're all businessmen. they are?
Every day you face the harsh reality that our present and future prosperity depend on exports. Look at the facts: every billion dollars of exports means 20,000 more American jobs. I went to Asia determined to nail down agreements that guarantee free and fair trade for American companies and workers, ~~and open opportunities for American markets.~~ *our ability to be a number 1 competitor at home and abroad.*

From Day One of my administration, I've been fighting to ~~keep our economy growing and open international markets for American workers.~~ *Keep our economy growing and* This is ~~the key~~ *fundamental* to our nation's ~~economic~~ future. The Cold War is over. Now we're moving into a new world -- a different kind of world, which

2

will be defined by excellence and competition. Our administration has worked long and hard these last three years to ensure a 21st century of stability and growth for America. We've blazed a trail of leadership on issues from ~~taxes~~ ^{and control to} education ^{and the} ~~to~~ environment ~~regulation~~. In trade, we've led bilateral talks, and we've helped forge the way in GATT negotiations, in the Enterprise for the Americas Initiative, in the North American Free Trade Agreement, and on so many other fronts.

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~~American companies must compete successfully within the growing international market.~~ New Hampshire is a strong leader ^{in trade} ~~in this field~~. I think the rest of the nation would be surprised to discover what a highly industrialized economy you have here, in our 11th most industrialized state.

~~During the last couple of weeks I visited four of your top export markets -- Australia, Japan, Korea, and Singapore, which account for \$168 million dollars of your trade. Both in Asia,~~

And maybe sometimes ~~you~~ I'm not as good ^{as I could be} at conveying how much I do understand... and ^{can't} ~~can~~ about ^{Monday} ~~Monday~~ Americans.

and here with your business leaders, I've learned a lot about your state's thriving \$1.2 billion export industry.

Some of ~~are~~ are having a rough go of it.
 Sure, [^] you also have a lot of problems here in New Hampshire.

~~But~~ you have energetic leaders and strong citizens who ^{can} ~~will~~ turn these problems into opportunities. Many of you here today are directly involved in the revitalization of Pease and the Newington/Portsmouth communities -- and I want you to know you're being looked toward for leadership in the base closure recovery field. You and others have been determined and visionary activists, forging a new future for this area, looking ahead with optimism and creativity instead of looking back with blame and regret.

I know in particular about the work of Henry Powers, Skip Jones and the PDA -- how it's attracting businesses that benefit from your unique combination of an airport and a deep water port. I congratulate you on your practical, exciting concept of marketing this area as the hub of an international market.

But something disturbing is also happening in New Hampshire. I'm talking about empty illusions some call "economic proposals."

When we were kids, most of us learned to tell the difference between reality and Never-Never Land. Reality is a tough place. Reality is being President, year after year crafting an economic growth plan rooted in the practical daily life of this nation. Never-never Land is a world of partisan bickering, head-in-the-clouds dreaming, and nay-saying. Reality is the world you live in -- paying your bills and making ends meet each month and each year -- just like your government ought to. Americans are sick

Yes I am an optimist. I am confident about our future. And if you really sit back and think about what our country's got going for it - I think you're confident too.

and tired of politicians who day-dream in Never-Never Land. They don't want to indulge fantasies and they don't want to lay blame -- they want to lay the foundations of prosperity.

So when you see proposed economic growth plans thrown at you, cast a clear and cautious eye and ask yourself four simple, real-life questions.

First: Which economic growth plan makes sense? You're hard-headed Granite-Staters. You know jobs don't appear out of thin air. Do the authors of these packages know the same thing? Businesses are born and thrive through strong ideas, prudent investment, and hard work. You and I know that. But do the people who write the other proposals that are floating around?

Second, ask: Which plan makes us more competitive? We can't afford to waste our precious energy looking backward. We're entering a new Age of Competition unimagined in the history of technology. Every step we take as a nation must be part of laying a strong base for prosperity, enterprise, risk-taking and success. Now is the time for our government to help an educated, ambitious public dream and grow. Which economic proposal encourages that growth?

*more specifics
education
retraining
etc.*

Third, ask: Which plan helps you keep your house in order?

You've worked hard to earn a safe and secure life for your family. *Maybe you've got a home, a pension - you want some assurance that it is safe.* My economic plan preserves the integrity of your home, *doesn't threaten it.* your investments, and your family's future. *So any of the*

How about the others?

5

And fourth, ask yourself: Which plan gets Washington's house in order? You and I know that Washington must give you your money's worth for the taxes you pay. My plan ensures that you will. Do any of the others?

When you've studied the plans, asked these questions, and made up your minds -- then send your message. Send it to Congress and to everyone who comes knocking at your door around here this time of year. Tell them: in New Hampshire ^{you} know the difference between election year fluff and real leadership.

Thanks for this chance to talk with you and learn from you. Good luck in all that you do -- and may God bless you and this beautiful state of New Hampshire.

#



EXECUTIVE OFFICE OF THE PRESIDENT
OFFICE OF MANAGEMENT AND BUDGET
WASHINGTON, D.C. 20503

124
OEUB

1/14/92

NOTE to Phil Brady
Tony Snow ✓

I feel very strongly about
these edits.

The Hinchcliffe speech as is
is not acceptable.

Babs Coy

WHITE HOUSE STAFFING REQUEST

Class Hold Sensitive

Subject

Presidential Remarks: Peace Air Force Base

Date/Time Received:

1/13 6:30 P.M.

9 am

RESPONSE DUE:

Tuesday, 1/14
11:00 A.M.

Response due to Director's Office Support Group, Room 254, Ext. 3060. Please respond to every staffing request, even if you have no comment.

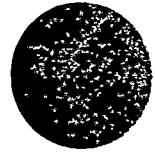
Distribution Within OMB

<u>Action</u>	<u>FYI</u>	<u>Action</u>	<u>FYI</u>
<input checked="" type="checkbox"/> Director	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/> Howard, R.	<input type="checkbox"/>
<input type="checkbox"/> Deputy Director	<input type="checkbox"/>	<input type="checkbox"/> Legis. Affairs	<input type="checkbox"/>
<input type="checkbox"/> Dep. Dir./Mgmt.	<input type="checkbox"/>	<input type="checkbox"/> Lieberman, S.	<input type="checkbox"/>
<input type="checkbox"/> Al-Samarrie, A.	<input type="checkbox"/>	<input type="checkbox"/> MacRae, J.	<input type="checkbox"/>
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<input type="checkbox"/> Dale, E.	<input type="checkbox"/>	<input type="checkbox"/> Murr, J.	<input checked="" type="checkbox"/>
<input checked="" type="checkbox"/> Damus, R.	<input type="checkbox"/>	<input type="checkbox"/> Scully, T.	<input type="checkbox"/>
<input checked="" type="checkbox"/> Grady, R.	<input type="checkbox"/>	<input type="checkbox"/> (Other)	<input type="checkbox"/>
<input type="checkbox"/> Hale, J.	<input type="checkbox"/>		

Comments:

The attached document is Presidential material that contains political elements. Accordingly, please restrict your review and comments to checking the accuracy of factual statements and statements about the Administration's official policies and activities.

~~This is one of the worst speeches I have ever heard at a campaign event.~~



WHITE HOUSE STAFFING MEMORANDUM

DATE: 1/13/92 ACTION/CONCURRENCE/COMMENT DUE BY: TUESDAY, 1/14/92 NOON

PRESIDENTIAL REMARKS: PEASE AIR FORCE BASE

SUBJECT: HENLEY HANGAR - WED. 1/15/92

	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 type="checkbox"/>
SCOWCROFT	<input checked="" type="checkbox"/>	<input type="checkbox"/>	PETERSMEYER	<input type="checkbox"/>	<input type="checkbox"/>
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HOLIDAY	<input checked="" type="checkbox"/>	<input type="checkbox"/>		<input type="checkbox"/>	<input type="checkbox"/>

REMARKS:

Please forward your comments directly to Tony Snow, Rm. 122, x2930, no later than NOON, JANUARY 14, with a copy to this office. Thank you.

RESPONSE:

SENSITIVE

CLOSE HOLD

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

(Hinchliffe/Nix)
January 11, 1992 3 p.m.
PEASE Draft Three

32 JAN 13 P5:35

PRESIDENTIAL REMARKS: PEASE AIR FORCE BASE
HENLEY HANGAR
WEDNESDAY, JANUARY 15, 1992

[ACKNOWLEDGEMENTS] [NEW HAMPSHIRE ANECDOTE]

in the Granite State -

It's great to be here -- and great just to be back home. We had a tremendously successful trip to Asia, talking, listening, learning -- and fighting for America and American jobs.

Listen, I know the economy's on everyone's mind. ~~That's why I went to Asia.~~ In order to keep jobs here at home -- and that's got to be our top priority in this economic recovery -- we must improve our international competitiveness. That's the key to everything -- including America's future.

Insert NH stuff from p. 3

~~There's no escaping it anymore: we live in a global economy. Anyone who doesn't realize that is an ostrich stuck in the quicksand of blind isolationism.~~

omachronism = wishing to turn back the hands of time won't make it so.

You're all businessmen. Every day you face the harsh reality of *competition - You know that* that our present and future prosperity depend on exports. Look at the facts: every billion dollars of exports means 20,000 more American jobs. I went to Asia determined to nail down agreements that guarantee free and fair trade for American companies and workers -- and open opportunities for American markets.

From Day One of my administration, I've been fighting to open international markets for American workers. This is the key to our nation's economic future. The Cold War is over. Now we're moving into a new world -- a different kind of world, which

our ability to compete -- our ability to create new and innovative products, to prepare our work force for the challenges ahead, to invest, and to open markets to American exports.

will be defined by excellence and competition. Our administration has worked long and hard these last three years to ensure a 21st century of stability and growth for America. We've blazed a

aid which will be strengthened if we work to create economic growth for all countries

~~trail of leadership on issues from taxes to education to regulation.~~ In trade, we've led bilateral talks, and we've helped forge the way in GATT negotiations, ~~in the Enterprise for the Americas Initiative,~~ ~~in the North American Free Trade Agreement,~~ and on so many other fronts.

we've created
And we're working for a

The bottom line on all these efforts -- an open

~~My Asia talks were a crucial first step in a new part of this long-range plan for creating a 21st century world trade structure.~~ We're now at the very beginning of an exciting new ~~kind of process~~ -- we have the chance to craft a world of free trade and prosperity for everyone. ~~What we're doing is more than merely expanding international trade -- we're also creating additional opportunities for U.S. exports through open markets; lower government subsidies; fewer trade barriers; and, maybe most importantly of all, through rules of fair play.~~

world trading system is the key to America's long-term economic growth and to the world's economic growth. An open trading system means

American companies must compete successfully within the growing international market. New Hampshire is a strong leader in this field. I think the rest of the nation would be surprised to discover what a highly industrialized economy you have here, in our 11th most industrialized state.

During the last couple of weeks I visited four of your top export markets -- Australia, Japan, Korea, and Singapore, which account for \$168 million dollars of your trade. Both in Asia,

Insert (A)

markets for the export of American goods and services -- exports that the world wants -- all exports on which New Hampshire depends.

Bob Grady
x4844
1/14/92

Pease Air Force Base Speech

Insert A (pp.2-3)

Creating open markets -- and maximizing American growth through free trade -- is just one piece of the strategy that's required.

Winning in this new world of competition requires that we prepare to compete. That's why we in the Bush Administration have pursued a very conscious four-part strategy for American economic growth.

Opening up markets for American exports is only the first part.

Second, we must invest in those things that will make us more competitive. Since coming to office, I've increased funding for basic research -- the source of America's legendary inventions and innovations -- by 26 percent. The Democrats in Congress have cut my request each year -- preferring to spend money instead on water projects and museums for Lawrence Welk.

We've launched new partnerships to invest in the technologies of the future -- high performance computing, which we've increased by 30% just in the last year; materials science, which can provide everything from lighter airplanes to safer

equipment for our armed forces; and biotechnology, which may hold the key to curing AIDS, cancer, and other diseases. In just two weeks, when I offer my State of the Union and budget proposals to the nation, I will announce increased investments in each of these areas -- because if we don't invest in the future, we will be consigned to longing for the past.

The third part of my competitiveness strategy has been to pursue policies which would encourage the private sector to invest. I've proposed to make the tax credit for research and development permanent. And I've proposed to cut the tax rate on long-term capital gains, which will encourage equity investment, create jobs, and help bring our own cost of capital in line with that of our competitors. Congress has not gone along on either the R&D tax credit or on capital gains -- but if Congress is serious about investment, this year will be the test. Let's unleash the private sector in creating jobs.

Finally, the fourth part of my long-term strategy for strengthening America's economy is to prepare America's workforce to compete. We need to strengthen our training in math and science. We need to make our schools performance-oriented, with accountability for results. We need to tap the talents of all elements of our society -- because America's workforce needs for the coming decade and the coming century are great. In just the last two years, I've increased the government's investment in math and science education by 32%. We've launched a new interagency program to use our Federal assets -- the national labs, our science facilities -- to train teachers, to improve

curricula, to help reach our goal of being first in the world in math and science education by the year 2000.

With the help of Secretary Lamar Alexander, we've launched America 2000, a program to bring excellence to school systems all across this country. We've stressed rewarding merit, encouraging new ideas, and letting parents choose the best schools for their kids.

Opening new markets, investing in the future, promoting private sector investment, preparing our work force to compete. That's a forward-looking competitiveness policy -- based on the conviction that we can compete, and we can win.

Now there are others, some in the Congress, some in both parties, who have a different strategy. They say we have to turn inward -- and protect what we have. Their strategy for the economy is to build walls around America; to try desperately to protect their vision of the past, because they are afraid of this more open future.

Well, I don't think America should be afraid to compete. The protectionists fear the future. They want to turn back the hands of time. But those who wish to steer the ship of state while looking backward are headed for a crash. They're on a collision course with reality.

and here with your business leaders, I've learned a lot about your state's thriving \$1.2 billion export industry.

~~Sure, you also have a lot of problems here in New Hampshire.~~

~~But you have energetic leaders and strong citizens who will turn those problems into opportunities.~~

Many of you here today are directly involved in the revitalization of Pease and the Newington/Portsmouth communities -- and I want you to know you're being looked toward for leadership in the base closure recovery field.

You and others have been determined and visionary activists, forging a new future for this area, looking ahead with optimism and creativity instead of looking back with blame and regret.

I know in particular about the work of Henry Powers, Skip Jones and the PDA -- how it's attracting businesses that benefit from your unique combination of an airport and a deep water port.

I congratulate you on your practical, exciting concept of marketing this area as the hub of an international market.

~~But something disturbing is also happening in New Hampshire.~~

~~I'm talking about empty illusions some call "economic proposals."~~

When we were kids, most of us learned to tell the difference between reality and Never-Never Land. Reality is a tough place. Reality is ~~being President, year after year crafting~~ an economic growth plan rooted in the practical daily life of this nation. Never-never Land is a world of partisan bickering, head-in-the-clouds dreaming, and nay-saying. Reality is the world you live in -- paying your bills and making ends meet each month and each year -- just like your government ought to. Americans are sick

Move to P. 1 after "...America's future."

You prepare for the challenges ahead. ~~Never-never~~ land is ~~instead of~~ wishing they would go away.

and tired of politicians who day-dream in Never-Never Land. They don't want to indulge fantasies and they don't want to lay blame -- they want to lay the foundations of prosperity.

So when you see proposed economic growth plans thrown at you, cast a clear and cautious eye and ask yourself four simple, real-life questions.

will stimulate the investment necessary to create jobs?

First: Which economic growth plan makes sense? You're hard-headed Granite-Staters. You know jobs don't appear out of thin air. Do the authors of these packages know the same thing? Businesses are born and thrive through strong ideas, prudent investment, and hard work. You and I know that. But do the people who write the other proposals that are floating around?

Second, ask: Which plan makes us more competitive? We can't afford to waste our precious energy looking backward. We're entering a new Age of Competition unimagined in the history of technology. Every step we take as a nation must be part of laying a strong base for prosperity, enterprise, risk-taking and success. Now is the time for our government to help an educated, ambitious public dream and grow. Which economic proposal encourages that growth?

Policies can either encourage investment or discourage it. They can reward hard work, or make it not worth the effort.

Third, ask: Which plan helps you keep your house in order? You've worked hard to earn a safe and secure life for your family. My economic plan preserves the integrity of your home, your investments, and your family's future. Do any of the others?

WM

stop this slide in real estate values -- and increase home sales?

And the further plans I will announce in the state of the Union will help attack the problems in real estate -- which has been such an important drag on the recovery.

W.H. J

And fourth, ask yourself: Which plan gets Washington's

house in order? You and I know that Washington must give you your money's worth for the taxes you pay. My plan ensures that you will. Do any of the others?

When you've studied the plans, asked these questions, and made up your minds -- then send your message. Send it to Congress and to everyone who comes knocking at your door around here this time of year. Tell them: in New Hampshire we know the difference between election year fluff and real leadership.

Thanks for this chance to talk with you and learn from you. Good luck in all that you do -- and may God bless you and this beautiful state of New Hampshire.

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Fourth, which plan ^{to will} gives Americans confidence that they can purchase healthcare and raise a family? We've heard many complaints about health care from the other side -- but no specifics.

Fifth, which plan is designed to increase the productivity on which our long-term growth depends? When the Congress alters my budgets, it's always in one direction -- toward less investment in the future & more for their favorite special interest items.

CLOSE HOLD

Document No. 298769ss

WHITE HOUSE STAFFING MEMORANDUM

92 JAN 13 P7:20

DATE: 1/13/92 ACTION/CONCURRENCE/COMMENT DUE BY: TUESDAY, 1/14/92 NOON

PRESIDENTIAL REMARKS: PEASE AIR FORCE BASE

SUBJECT: HENLEY HANGAR - WED. 1/15/92

	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 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 type="checkbox"/>	<input type="checkbox"/>
BROMLEY	<input type="checkbox"/>	<input type="checkbox"/>	SMITH	<input type="checkbox"/>	<input type="checkbox"/>
CARD	<input checked="" type="checkbox"/>	<input type="checkbox"/>	KAUFMAN	<input type="checkbox"/>	<input checked="" type="checkbox"/>
DEMAREST	<input checked="" type="checkbox"/>	<input type="checkbox"/>	SNOW	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
FITZWATER	<input type="checkbox"/>	<input checked="" type="checkbox"/>		<input type="checkbox"/>	<input type="checkbox"/>
GRAY	<input checked="" type="checkbox"/>	<input type="checkbox"/>		<input type="checkbox"/>	<input type="checkbox"/>
HOLIDAY	<input checked="" type="checkbox"/>	<input type="checkbox"/>		<input type="checkbox"/>	<input type="checkbox"/>

REMARKS:

Please forward your comments directly to Tony Snow, Rm. 122, x2930, no later than NOON, JANUARY 14, with a copy to this office. Thank you.

RESPONSE:

SENSITIVE

CLOSE HOLD

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

(Hinchliffe/Nix)
January 11, 1992 3 p.m.
PEASE Draft Three

**PRESIDENTIAL REMARKS: PEASE AIR FORCE BASE
HENLEY HANGAR
WEDNESDAY, JANUARY 15, 1992**

[ACKNOWLEDGEMENTS] [NEW HAMPSHIRE ANECDOTE]

It's great to be here -- and great just to be back home. We had a tremendously successful trip to Asia, talking, listening, learning -- and fighting for America and American jobs.

Listen, I know the economy's on everyone's mind. That's why I went to Asia. In order to keep jobs here at home -- and that's got to be our top priority in this economic recovery -- we must improve our international competitiveness. That's the key to everything -- including America's future.

There's no escaping it anymore: we live in a global economy. Anyone who doesn't realize that is an ostrich stuck in the quicksand of blind isolationism.

You're all businessmen. Every day you face the harsh reality that our present and future prosperity depend on exports. Look at the facts: every billion dollars of exports means 20,000 more American jobs. I went to Asia determined to nail down agreements that guarantee free and fair trade for American companies and workers -- and open opportunities for American markets.

From Day One of my administration, I've been fighting to open international markets for American workers. This is the key to our nation's economic future. The Cold War is over. Now we're moving into a new world -- a different kind of world, which

will be defined by excellence and competition. Our administration has worked long and hard these last three years to ensure a 21st century of stability and growth for America. We've blazed a trail of leadership on issues from taxes to education to regulation. In trade, we've led bilateral talks, and we've helped forge the way in GATT negotiations, in the Enterprise for the Americas Initiative, in the North American Free Trade Agreement, and on so many other fronts.

My Asia talks were a crucial first step in a new part of this long-range plan for creating a 21st century world trade structure. We're now at the very beginning of an exciting new kind of process -- we have the chance to craft a world of free trade and prosperity for everyone. What we're doing is more than merely expanding international trade -- we're also creating additional opportunities for U.S. exports through open markets; lower government subsidies; fewer trade barriers; and, maybe most importantly of all, through rules of fair play.

American companies must compete successfully within the growing international market. New Hampshire is a strong leader in this field. I think the rest of the nation would be surprised to discover what a highly industrialized economy you have here, in our 11th most industrialized state.

During the last couple of weeks I visited four of your top export markets -- Australia, Japan, Korea, and Singapore, which account for \$168 million dollars of your trade. Both in Asia,

and here with your business leaders, I've learned a lot about your state's thriving \$1.2 billion export industry.

Sure, you also have a lot of problems here in New Hampshire. But you have energetic leaders and strong citizens who will turn those problems into opportunities. Many of you here today are directly involved in the revitalization of Pease and the Newington/Portsmouth communities -- and I want you to know you're being looked toward for leadership in the base closure recovery field. You and others have been determined and visionary activists, forging a new future for this area, looking ahead with optimism and creativity instead of looking back with blame and regret.

I know in particular about the work of Henry Powers, Skip Jones and the PDA -- how it's attracting businesses that benefit from your unique combination of an airport and a deep water port. I congratulate you on your practical, exciting concept of marketing this area as the hub of an international market.

But something disturbing is also happening in New Hampshire. I'm talking about empty illusions some call "economic proposals."

When we were kids, most of us learned to tell the difference between reality and Never-Never Land. Reality is a tough place. Reality is being President, year after year crafting an economic growth plan rooted in the practical daily life of this nation. Never-never Land is a world of partisan bickering, head-in-the-clouds dreaming, and nay-saying. Reality is the world you live in -- paying your bills and making ends meet each month and each year -- just like your government ought to. Americans are sick

and tired of politicians who day-dream in Never-Never Land. They don't want to indulge fantasies and they don't want to lay blame -- they want to lay the foundations of prosperity.

So when you see proposed economic growth plans thrown at you, cast a clear and cautious eye and ask yourself four simple, real-life questions.

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Second, ask: Which plan makes us more competitive? We can't afford to waste our precious energy looking backward. We're entering a new Age of Competition unimagined in the history of technology. Every step we take as a nation must be part of laying a strong base for prosperity, enterprise, risk-taking and success. Now is the time for our government to help an educated, ambitious public dream and grow. Which economic proposal encourages that growth?

Third, ask: Which plan helps you keep your house in order? You've worked hard to earn a safe and secure life for your family. My economic plan preserves the integrity of your home, your investments, and your family's future. Do any of the others?

And fourth, ask yourself: Which plan gets Washington's house in order? You and I know that Washington must give you your money's worth for the taxes you pay. My plan ensures that you will. Do any of the others?

When you've studied the plans, asked these questions, and made up your minds -- then send your message. Send it to Congress and to everyone who comes knocking at your door around here this time of year. Tell them: in New Hampshire we know the difference between election year fluff and real leadership.

Thanks for this chance to talk with you and learn from you. Good luck in all that you do -- and may God bless you and this beautiful state of New Hampshire.

#



EXECUTIVE OFFICE OF THE PRESIDENT
OFFICE OF MANAGEMENT AND BUDGET
WASHINGTON, D.C. 20503

92 JAN 14 P1:11

1/14/92

NOTE to Phil Brady
Tony Snow

I feel very strongly about
these edits.

The Hinchcliffe speech as is
is not acceptable.

Bob Coy.



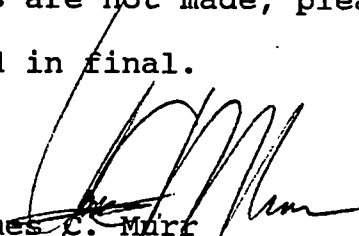
EXECUTIVE OFFICE OF THE PRESIDENT
OFFICE OF MANAGEMENT AND BUDGET
WASHINGTON, D.C. 20503

JAN 14 1992

NOTICE:

Enclosed are comments from staff members of the Office of Management and Budget (OMB). Such comments do not necessarily represent the official position of the Director of OMB or of the Office of Management and Budget. If you wish to have the Director's personal comments, please let me know -- and contact me if you have any questions.

If our proposed substantive changes are not made, please let us know before the material is prepared in final.


James C. Mirr
Associate Director for
Legislative Reference
and Administration

CLOSE HOLD

Document No. 298769ss



WHITE HOUSE STAFFING MEMORANDUM

DATE: 1/13/92 ACTION/CONCURRENCE/COMMENT DUE BY: TUESDAY, 1/14/92 NOON

PRESIDENTIAL REMARKS: PEASE AIR FORCE BASE

SUBJECT: HENLEY HANGAR - WED. 1/15/92

	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 type="checkbox"/>
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CARD	<input checked="" type="checkbox"/>	<input type="checkbox"/>	KAUFMAN	<input type="checkbox"/>	<input checked="" type="checkbox"/>
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FITZWATER	<input type="checkbox"/>	<input checked="" type="checkbox"/>		<input type="checkbox"/>	<input type="checkbox"/>
GRAY	<input checked="" type="checkbox"/>	<input type="checkbox"/>		<input type="checkbox"/>	<input type="checkbox"/>
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REMARKS:

Please forward your comments directly to Tony Snow, Rm. 122, x2930, no later than NOON, JANUARY 14, with a copy to this office. Thank you.

RESPONSE:

Note: Pease Air Force Base closed in March, 1991. In process of being converted to industrial uses -- part of it will be commercial airport

SENSITIVE

CLOSE HOLD

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

Howard 4/16/92

(Hinchliffe/Nix)
January 11, 1992 3 p.m.
PEASE Draft Three

02 JAN 13 P5:35

PRESIDENTIAL REMARKS: PEASE AIR FORCE BASE
HENLEY HANGAR
WEDNESDAY, JANUARY 15, 1992

[ACKNOWLEDGEMENTS] [NEW HAMPSHIRE ANECDOTE]

in the Granite State -

It's great to be here -- and great just to be back home. We had a tremendously successful trip to Asia, talking, listening, learning -- and fighting for America and American jobs.

Listen, I know the economy's on everyone's mind. ~~That's why I went to Asia.~~ In order to keep jobs here at home -- and that's got to be our top priority in this economic recovery -- we must improve our international competitiveness. That's the key to everything -- including America's future.

Insert NH stuff from p. 3

~~There's no escaping it anymore: we live in a global economy. Anyone who doesn't realize that is an ostrich stuck in the quicksand of blind isolationism.~~

amachronism = wishing to turn back the hands of time won't make it so.

You're all businessmen. Every day you face the ~~harsh~~ reality of *competition - You know that* that our present and future prosperity depend on exports. Look at the facts: every billion dollars of exports means 20,000 more American jobs. I went to Asia determined to nail down agreements that guarantee free and fair trade for American companies and workers -- and open opportunities for American markets.

From Day One of my administration, I've been fighting to open international markets for American workers. This is the key to our nation's economic future. The Cold War is over. Now we're moving into a new world -- a different kind of world, which

our ability to compete -- our ability to create new and innovative products, to prepare our work force for the challenges ahead, to invest, and to open markets to American exports.

Grady Comments throughout 4/4/84

will be defined by excellence and competition. Our administration has worked long and hard these last three years to ensure a 21st century of stability and growth for America. We've blazed a trail of leadership on issues from taxes to education to regulation. In trade, we've led bilateral talks, and we've helped forge the way in GATT negotiations, in the Enterprise for the Americas Initiative, in the North American Free Trade Agreement, and on so many other fronts.

and which will be strengthened if we work to create economic growth for all countries

My Asia talks were a crucial first step in a new part of this long-range plan for creating a 21st century world trade structure. We're now at the very beginning of an exciting new kind of process -- we have the chance to craft a world of free trade and prosperity for everyone. What we're doing is more than merely expanding international trade -- we're also creating additional opportunities for U.S. exports through open markets; lower government subsidies; fewer trade barriers; and, maybe most importantly of all, through rules of fair play.

The bottom line on all these efforts -- an open world trading system is the key to America's long-term economic growth;

American companies must compete successfully within the growing international market. New Hampshire is a strong leader in this field. I think the rest of the nation would be surprised to discover what a highly industrialized economy you have here, in our 11th most industrialized state.

During the last couple of weeks I visited four of your top export markets -- Australia, Japan, Korea, and Singapore, which account for \$168 million dollars of your trade. Both in Asia,

and to the world's economic growth. An open trading system means more markets for the export of American goods and services - exports that the world wants -- all exports on which New Hampshire depends -

Insert (A)

more markets for the export of American goods and services - exports that the world wants -- all exports on which New Hampshire depends -

Bob Grady
x4844
1/14/92

Pease Air Force Base Speech

Insert A (pp.2-3)

Creating open markets -- and maximizing American growth through free trade -- is just one piece of the strategy that's required.

Winning in this new world of competition requires that we prepare to compete. That's why we in the Bush Administration have pursued a very conscious four-part strategy for American economic growth.

Opening up markets for American exports is only the first part.

Second, we must invest in those things that will make us more competitive. Since coming to office, I've increased funding for basic research -- the source of America's legendary inventions and innovations -- by 26 percent. The Democrats in Congress have cut my request each year -- preferring to spend money instead on water projects and museums for Lawrence Welk.

We've launched new partnerships to invest in the technologies of the future -- high performance computing, which we've increased by 30% just in the last year; materials science, which can provide everything from lighter airplanes to safer

equipment for our armed forces; and biotechnology, which may hold the key to curing AIDS, cancer, and other diseases. In just two weeks, when I offer my State of the Union and budget proposals to the nation, I will announce increased investments in each of these areas -- because if we don't invest in the future, we will be consigned to longing for the past.

The third part of my competitiveness strategy has been to pursue policies which would encourage the private sector to invest. I've proposed to make the tax credit for research and development permanent. And I've proposed to cut the tax rate on long-term capital gains, which will encourage equity investment, create jobs, and help bring our own cost of capital in line with that of our competitors. Congress has not gone along on either the R&D tax credit or on capital gains -- but if Congress is serious about investment, this year will be the test. Let's unleash the private sector in creating jobs.

Finally, the fourth part of my long-term strategy for strengthening America's economy is to prepare America's workforce to compete. We need to strengthen our training in math and science. We need to make our schools performance-oriented, with accountability for results. We need to tap the talents of all elements of our society -- because America's workforce needs for the coming decade and the coming century are great. In just the last two years, I've increased the government's investment in math and science education by 32%. We've launched a new interagency program to use our Federal assets -- the national labs, our science facilities -- to train teachers, to improve

curricula, to help reach our goal of being first in the world in math and science education by the year 2000.

With the help of Secretary Lamar Alexander, we've launched America 2000, a program to bring excellence to school systems all across this country. We've stressed rewarding merit, encouraging new ideas, and letting parents choose the best schools for their kids.

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Move to p. 1
after "...America's future."

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last
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Fifth, which plan is designed to increase the productivity on which our long-term growth depends? When the Congress alters my budgets, it's always in one direction -- toward less investment in the future & more for their favorite special interest items.

WHITE HOUSE STAFFING MEMORANDUM



92 JAN 14 12:55
DATE 1/13/92

ACTION/CONCURRENCE/COMMENT DUE BY: TUESDAY, 1/14/92 NOON

PRESIDENTIAL REMARKS: PEASE AIR FORCE BASE
HENLEY HANGAR - WED. 1/15/92

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 type="checkbox"/>	<input type="checkbox"/>
SCOWCROFT	<input checked="" type="checkbox"/>	<input type="checkbox"/>	PETERSMEYER	<input type="checkbox"/>	<input type="checkbox"/>
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BRADY	<input type="checkbox"/>	<input checked="" type="checkbox"/>	ROGICH	<input type="checkbox"/>	<input type="checkbox"/>
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CARD	<input checked="" type="checkbox"/>	<input type="checkbox"/>	KAUFMAN	<input type="checkbox"/>	<input checked="" type="checkbox"/>
DEMAREST	<input checked="" type="checkbox"/>	<input type="checkbox"/>	SNOW	<input type="checkbox"/>	<input checked="" type="checkbox"/>
FITZWATER	<input type="checkbox"/>	<input checked="" type="checkbox"/>		<input type="checkbox"/>	<input type="checkbox"/>
GRAY	<input checked="" type="checkbox"/>	<input type="checkbox"/>		<input type="checkbox"/>	<input type="checkbox"/>
HOLIDAY	<input checked="" type="checkbox"/>	<input type="checkbox"/>		<input type="checkbox"/>	<input type="checkbox"/>

REMARKS:

Please forward your comments directly to Tony Snow, Rm. 122, x2930, no later than NOON, JANUARY 14, with a copy to this office. Thank you.

~~No legal objection~~ No legal objection. Please see style suggestion.
RESPONSE: Thank you. Memo to follow.

SENSITIVE

CLOSE HOLD

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

and here with your business leaders, I've learned a lot about your state's thriving \$1.2 billion export industry.

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When you've studied the plans, asked these questions, and made up your minds -- then send your message. Send it to Congress and to everyone who comes knocking at your door around here this time of year. Tell them: in New Hampshire we know the difference between election year fluff and real leadership.

Thanks for this chance to talk with you and learn from you. Good luck in all that you do -- and may God bless you and this beautiful state of New Hampshire.

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THE WHITE HOUSE
WASHINGTON

January 14, 1992

32 JAN 14 11:32

MEMORANDUM FOR TONY SNOW

FROM: John S. Gardner *JSG*
SUBJECT: Pease Air Force Base Remarks

Phil and I just had a few comments on this:

1. To say the economy is why the President went to Asia strains credulity. This trip has been planned for months, and the economy, broadly considered, was actually the reason the earlier trip was cancelled.
2. The lines "we won" and "And we'll win the competitive wars as well" were very effective in the Farm Bureau speech and fit in well here.
3. How do "lower government subsidies" expand opportunities for U.S. exports? In the absence of other nations' cutting their subsidies, they don't. We'd just delete.

(Hinchliffe/Nix)
January 11, 1992 3 p.m.
PEASE Draft Three

92 JAN 13 P5:35

**PRESIDENTIAL REMARKS: PEASE AIR FORCE BASE
HENLEY HANGAR
WEDNESDAY, JANUARY 15, 1992**

[ACKNOWLEDGEMENTS] [NEW HAMPSHIRE ANECDOTE]

It's great to be here -- and great just to be back home. We had a tremendously successful trip to Asia, talking, listening, learning -- and fighting for America and American jobs. *and that was also*

A Listen, I know the economy's on everyone's mind. ~~That's why I went to Asia.~~ *the focus of my trip to Asia [other way strains credibility]* In order to keep jobs here at home -- and that's got to be our top priority in this economic recovery -- we must improve our international competitiveness. That's the key to everything -- including America's future.

There's no escaping it anymore: we live in a global economy. Anyone who doesn't realize that is an ostrich stuck in the quicksand of blind isolationism.

You're all businessmen. Every day you face the harsh reality that our present and future prosperity depend on exports. Look at the facts: every billion dollars of exports means 20,000 more American jobs. I went to Asia determined to nail down agreements that guarantee free and fair trade for American companies and workers -- and open opportunities for American markets.

From Day One of my administration, I've been fighting to open international markets for American workers. This is the key to our nation's economic future. The Cold War is over, *-- we won.* Now we're moving into a new world -- a different kind of world, which

*And we will win these
competitive wars as well.*

will be defined by excellence and competition. Our administration has worked long and hard these last three years to ensure a 21st century of stability and growth for America. We've blazed a trail of leadership on issues from taxes to education to regulation. In trade, we've led bilateral talks, and we've helped forge the way in GATT negotiations, in the Enterprise for the Americas Initiative, in the North American Free Trade Agreement, and on so many other fronts.

My Asia talks were a crucial first step in a new part of this long-range plan for creating a 21st century world trade structure. We're now at the very beginning of an exciting new kind of process -- we have the chance to craft a world of free trade and prosperity for everyone. What we're doing is more than merely expanding international trade -- we're also creating additional opportunities for U.S. exports through open markets; ~~lower government subsidies~~; fewer trade barriers; and, maybe most importantly of all, through rules of fair play.

American companies must compete successfully within the growing international market. New Hampshire is a strong leader in this field. I think the rest of the nation would be surprised to discover what a highly industrialized economy you have here, in our 11th most industrialized state.

During the last couple of weeks I visited four of your top export markets -- Australia, Japan, Korea, and Singapore, which account for \$168 million dollars of your trade. Both in Asia,

and here with your business leaders, I've learned a lot about your state's thriving \$1.2 billion export industry.

Sure, you also have a lot of problems here in New Hampshire. But you have energetic leaders and strong citizens who will turn those problems into opportunities. Many of you here today are directly involved in the revitalization of Pease and the Newington/Portsmouth communities -- and I want you to know you're being looked toward for leadership in the base closure recovery field. You and others have been determined and visionary activists, forging a new future for this area, looking ahead with optimism and creativity instead of looking back with blame and regret.

I know in particular about the work of Henry Powers, Skip Jones and the PDA -- how it's attracting businesses that benefit from your unique combination of an airport and a deep water port. I congratulate you on your practical, exciting concept of marketing this area as the hub of an international market.

But something disturbing is also happening in New Hampshire. I'm talking about empty illusions some call "economic proposals."

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and tired of politicians who day-dream in Never-Never Land. They don't want to indulge fantasies and they don't want to lay blame -- they want to lay the foundations of prosperity.

So when you see proposed economic growth plans thrown at you, cast a clear and cautious eye and ask yourself four simple, real-life questions.

First: Which economic growth plan makes sense? You're hard-headed Granite-Staters. You know jobs don't appear out of thin air. Do the authors of these packages know the same thing? Businesses are born and thrive through strong ideas, prudent investment, and hard work. You and I know that. But do the people who write the other proposals that are floating around?

Second, ask: Which plan makes us more competitive? We can't afford to waste our precious energy looking backward. We're entering a new ~~Age~~ of ~~Competition~~ unimagined in the history of technology. Every step we take as a nation must be part of laying a strong base for prosperity, enterprise, risk-taking and success. Now is the time for our government to help an educated, ambitious public dream and grow. Which economic proposal encourages that growth?

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(Hinchliffe/Nix)
January 11, 1992 3 p.m.
PEASE Draft Three

**PRESIDENTIAL REMARKS: PEASE AIR FORCE BASE
HENLEY HANGAR
WEDNESDAY, JANUARY 15, 1992**

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There's no escaping it anymore: we live in a global economy. Anyone who doesn't realize that is an ostrich stuck in the quicksand of blind isolationism.

You're all businessmen. Every day you face the harsh reality that our present and future prosperity depend on exports. Look at the facts: every billion dollars of exports means 20,000 more American jobs. I went to Asia determined to nail down agreements that guarantee free and fair trade for American companies and workers -- and open opportunities for American markets.

From Day One of my administration, I've been fighting to open international markets for American workers. This is the key to our nation's economic future. The Cold War is over. Now we're moving into a new world -- a different kind of world, which

will be defined by excellence and competition. Our administration has worked long and hard these last three years to ensure a 21st century of stability and growth for America. We've blazed a trail of leadership on issues from taxes to education to regulation. In trade, we've led bilateral talks, and we've helped forge the way in GATT negotiations, in the Enterprise for the Americas Initiative, in the North American Free Trade Agreement, and on so many other fronts.

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Second, ask: Which plan makes us more competitive? We can't afford to waste our precious energy looking backward. We're entering a new Age of Competition unimagined in the history of technology. Every step we take as a nation must be part of laying a strong base for prosperity, enterprise, risk-taking and success. Now is the time for our government to help an educated, ambitious public dream and grow. Which economic proposal encourages that growth?

Third, ask: Which plan helps you keep your house in order? You've worked hard to earn a safe and secure life for your family. My economic plan preserves the integrity of your home, your investments, and your family's future. Do any of the others?

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(Hinchliffe/Nix)
January 11, 1992 5 p.m.
PEASE Draft Two

**PRESIDENTIAL REMARKS: PEASE AIR FORCE BASE
HENLEY HANGAR
WEDNESDAY, JANUARY 5, 1992**

[ACKNOWLEDGEMENTS] [NEW HAMPSHIRE ANECDOTE]

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Thanks for this chance to see grass-roots redevelopment, to hear your concerns and to learn from your successes. Good luck in all that you do -- and may God bless you and this beautiful state of New Hampshire.

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PEASE AFB \ NEWINGTON, NEW HAMPSHIRE
WEDNESDAY, JANUARY 15, 1992 \ 8:45 A.M.

- 0 IT'S GREAT TO BACK HERE IN NEW HAMPSHIRE -- YOU CALL IT THE GRANITE STATE -- BARBARA AND I CALL IT THE NEIGHBOR STATE.
- 0 IT'S TOUGH TO SEE NEIGHBORS HURTING. I UNDERSTAND THAT TIMES ARE TOUGH, BUT I ALSO KNOW THAT YOU'RE DOING SOMETHING ABOUT IT.

- 2 -

I AM VERY PLEASED TO HEAR ABOUT YOUR REVITALIZATION EFFORTS OF PEASE AND THE NEWINGTON/PORTSMOUTH COMMUNITIES -- ESPECIALLY YOUR EFFORTS TO EXPAND YOUR INTERNATIONAL MARKETS. PEASE IS THE LARGEST ECONOMIC DEVELOPMENT PROJECT IN THE STATE. WHAT YOU DO COUNTS.

- 0 I WENT TO ASIA TO CREATE JOBS AND MORE OPPORTUNITIES FOR AMERICANS. THAT'S ESPECIALLY IMPORTANT TO NEW HAMPSHIRE, WHERE EXPORTS PROVIDE AN IMPORTANT SOURCE OF ECONOMIC GROWTH. COMPANIES IN THIS STATE EXPORTED \$1.2 BILLION WORTH OF GOODS AND SERVICES. EXPORTS SUPPORT 35,000 JOBS IN THE GRANITE STATE.

- MAKE NO MISTAKE: THE STAKES ARE REAL. WE CREATE JOBS HERE BY EXPANDING MARKETS OVER THERE.
- 0 YOU'RE GOING TO HEAR LOTS OF PEOPLE OFFERING UP THEIR ECONOMIC GROWTH PROPOSALS. NOW, ANY CREDIBLE PLAN REALLY MUST PASS -- AT A MINIMUM -- THIS FIVE-POINT, COMMON-SENSE TEST: ONE: IT MUST STIMULATE THE INVESTMENT NECESSARY TO CREATE JOBS.

- 5 -

TWO: IT MUST STOP THE SLIDE IN REAL-ESTATE VALUES AND INCREASE HOME SALES. THREE: IT MUST GIVE AMERICANS CONFIDENCE THAT THEY WILL BE ABLE TO AFFORD THE COSTS OF RAISING A FAMILY, EDUCATING THEIR CHILDREN, AND OBTAINING HEALTH CARE. FOUR: IT MUST INCREASE AMERICA'S CAPACITY TO COMPETE IN A GLOBAL ECONOMY.

- 6 -

AND FIVE: IT MUST CONTROL WASTEFUL GOVERNMENT SPENDING AND BRING THE DEFICIT UNDER CONTROL.

O THEN LISTEN TO STATE OF THE UNION. YOU'LL SEE REAL ECONOMIC MEASURES TO GET THIS ECONOMY MOVING. AND APPLY THE FIVE-POINT TEST.

- 7 -

- 0 I'M COUNTING ON YOU TO SORT OUT FACT FROM FICTION -
- AND REALITY FROM RHETORIC. TELL THE OTHERS: IN
NEW HAMPSHIRE WE KNOW THE DIFFERENCE BETWEEN
ELECTION YEAR FLUFF AND REAL LEADERSHIP.
- 0 I'VE BEEN TO NEW HAMPSHIRE MANY TIMES -- AS A
CANDIDATE, AS VICE PRESIDENT, AS PRESIDENT. I KNOW
YOU.

- 8 -

WE SHARE THE SAME VALUES, THE SAME SENSE OF FAMILY,
THE OPTIMISTIC VIEW THAT AMERICANS WON'T STAND
STILL FOR ANYTHING LESS THAN THE BEST. I KNOW NEW
HAMPSHIRE WILL MAKE IT BACK BECAUSE I KNOW THE
PEOPLE OF THIS STATE. AND I KNOW AMERICA WILL
THRIVE AS NEVER BEFORE BECAUSE I KNOW THE AMERICAN
PEOPLE.

- 9 -

0 THANKS FOR THIS CHANCE TO TALK WITH YOU. YOU'VE
TAKEN ON THE CHALLENGE OF LEADERSHIP, BUILDING ON
YOUR STRENGTHS AND TURNING HARD TIMES INTO THE
BEGINNING OF A NEW ERA OF GROWTH AND OPPORTUNITY
FOR THIS GREAT STATE. GOOD LUCK IN ALL YOU DO.

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