

Originally Processed With FOIA(s):

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FOIA Number:

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# FOIA MARKER

**This is not a textual record. This is used as an administrative marker by the George Bush Presidential Library Staff.**

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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:** 13599  
**Folder ID Number:** 13599-004

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**Folder Title:**  
Liberty Mutual - New Hampshire 1/15/92 [OA 6095]

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Stack:	Row:	Section:	Shelf:	Position:
<b>G</b>	<b>26</b>	<b>17</b>	<b>5</b>	<b>7</b>

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THE WHITE HOUSE

WASHINGTON

January 14, 1992

MEMORANDUM FOR THE PRESIDENT

THROUGH: DAVID DEMAREST  
TONY SNOW *TS*

FROM: CURT SMITH *CS*

SUBJECT: LIBERTY MUTUAL

On Wednesday, January 15th, at 1:00 p.m. you will deliver remarks (approximately 7 minutes/cards) to approximately 400 Liberty Mutual Insurance employees in Dover, New Hampshire. Governor Gregg introduces you; also acknowledged are Senator Bob Smith, Congressman Bill Zeliff, Gary Countryman, Liberty President and CEO, and Bob Laszewski, Liberty's executive Vice President.

Your speech acknowledges New Hampshire's tough economic times, dismisses some of the quick-fix solutions of the opposition, and proposes standards by which all economic proposals, including those to be delivered in the State of the Union, should be measured.

(Smith/Grossman)  
January 14, 1992  
Draft Five  
HAMP

PRESIDENTIAL REMARKS: LIBERTY MUTUAL  
DOVER, NEW HAMPSHIRE  
WEDNESDAY, JANUARY 15, 1992

Governor Gregg, thank you for that introduction. Gary Countryman, President and CEO of Liberty Mutual. Senator Bob Smith. Congressman Bill Zeff. The men and women of Liberty Mutual. It is always a pleasure to be here, and to again see my good friends in New Hampshire. //

((Let me begin by denying a vicious rumor. I have not traveled to New Hampshire to personally renew my subscription to the "Union Leader.")) I am here to talk about my highest priority: Jobs and economic growth. //

On Election Night four years ago, I spoke from the heart these four words: "Thank you, New Hampshire." // New Hampshire helped make me President. // I love its people / feel its concerns / share your values and, yes, your hurt. //

I know times are tough up here. I also know that in a world forever smaller, foreign and domestic policy have never been more entwined. // We will not build prosperity by building a fence around America. Instead, we need the initiatives overseas today that mean American jobs tomorrow. //

I went to Asia to help secure those jobs by telling foreign leaders: We don't want just free trade. We want fair trade. // Americans don't ask for a home-field advantage. We do insist on

a level playing field where our workers can compete. // Your emblem says it all: "America believes in liberty." // I mean the liberty from trade barriers that can open markets / increase exports / and achieve a business renaissance. //

We didn't fight all these years to bring down the walls of Communism in Eastern Europe only to now build up the walls of isolationism around America. / Protectionism doesn't work // didn't when it deepened the Great Depression // won't work better now. // Like it or not, we live in a global economy: When it comes to trade, we will "live free, or die." //

We don't need the cheap ploy of protectionism. We need a real plan for economic growth -- not a quick-fix, but long-term solutions. // Proposals are now being floated by the candidates. Listen to what my competition says -- then hear me out. I'm counting on the people of New Hampshire to honestly decide who has the best plan to get this economy growing again. //

Let me suggest standards by which to judge our proposals. // First, a real growth package should make sense in the real world -- ensuring the freedom to create, build, invest, and dream // I want a nation of entrepreneurs who are encouraged to take risks - - not forced to take refuge. // Second, a real growth package should make America more competitive -- increasing our exports and creating new jobs. //

Third, it must preserve basic assets. I speak of the value of the home -- and the need to help all Americans -- especially lower- and middle-class -- raise a family and educate our kids.

// Finally, this package must get Washington's house in order.  
We need to cut spending -- not opportunity. //

A real growth package must restore faith that tomorrow will be better than today. That is especially true in health care. We must make it accessible. We must also make it affordable. // Today, skyrocketing health care bills are hurting the lives of millions of Americans. // A proverb says, "He who has health has hope, and he who has hope has everything." // In my State of the Union Address two weeks from now, I will unveil a health care plan to give hope to Americans who despair of rising costs. //

For several years, Liberty Mutual has shared its expertise to help us form our health care package. Even before, I felt a kinship. // I remember campaigning here in 1987 at your mill then under construction. / I have admired Liberty Mutual for its point of light spirit -- donating a rescue vehicle to the Dover Fire Department / helping high school kids through the Project Invest program / creating jobs as New Hampshire's ninth-largest employer. // There's another link -- the Liberty Mutual Legends of Golf Tournament in Austin. ((I was in Texas several weeks ago, and it rained every day. I felt right at home. / The way I play golf, I spend most of my time in the water, anyway.))

I want to thank people like Bob Laszewski (la SHEH skee), Liberty's Executive Vice-President, for enriching those ties. // Today, the U.S. spends more on health care than any nation -- twice the per capita level of Germany and Japan. // Liberty Mutual has worked with Secretary Sullivan of HHS to help us

achieve the best health care -- and I appreciate your advice.  
You know how health care can help cure our ailing economy. //

Nearly seven decades ago, Robert Frost said, "[New Hampshire's] one of the two best states in the Union." // FYI: He named Vermont the other. // He knew that New Hampshireites deserve strong leadership. I intend to provide it. // You expect your President to make tough decisions. I have -- and will continue to. //

But I need your help. I need your help to keep America No. 1 at home, and abroad -- to keep trade free and fair -- and democracy free and strong. // I know what I owe you. Today, I again ask for your support. // Let me close with this promise: I will never -- ever -- let you down. // God bless you, and God bless America.

# # # #

THE WHITE HOUSE  
WASHINGTON

DATE: 1-14-92

TO:

FROM: ANDY CARD

Liberty mutual,

“

I have confidence in  
the part you can play  
in the healthcare future  
of our country. <sup>But</sup> The health  
insurance system in America  
needs reform and I am  
going to reform you! “

Pease - criteria

Excess -

Calculation

Rotary - tax statement

CLOSE HOLD

Document No. 298770ss

WHITE HOUSE STAFFING MEMORANDUM

92 JAN 14 P4:11

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

PRESIDENTIAL REMARKS: LIBERTY MUTUAL  
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

January 14, 1992 02 JAN 14 P2:44

MEMORANDUM FOR THE PRESIDENT

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FROM: CURT SMITH *CS*

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(Smith/Grossman)  
January 14, 1992  
Draft Five  
HAMP

PRESIDENTIAL REMARKS: LIBERTY MUTUAL  
DOVER, NEW HAMPSHIRE  
WEDNESDAY, JANUARY 15, 1992

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On Election Night four years ago, I spoke from the heart these four words: "Thank you, New Hampshire." // New Hampshire helped make me President. // I love its people / feel its concerns / share your values and, yes, your hurt. //

I know times are tough up here. I also know that in a world forever smaller, foreign and domestic policy have never been more entwined. // We will not build prosperity by building a fence around America. Instead, we need the initiatives overseas today that mean American jobs tomorrow. //

I went to Asia to help secure those jobs by telling foreign leaders: We don't want just free trade. We want fair trade. // Americans don't ask for a home-field advantage. We do insist on

a level playing field where our workers can compete. // Your emblem says it all: "America believes in liberty." // I mean the liberty from trade barriers that can open markets / increase exports / and achieve a business renaissance. //

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Third, it must preserve basic assets. I speak of the value of the home -- and the need to help all Americans -- especially lower- and middle-class -- raise a family and educate our kids.

// Finally, this package must get Washington's house in order.  
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For several years, Liberty Mutual has shared its expertise to help us form our health care package. Even before, I felt a kinship. // I remember campaigning here in 1987 at your mill then under construction. / I have admired Liberty Mutual for its point of light spirit -- donating a rescue vehicle to the Dover Fire Department / helping high school kids through the Project Invest program / creating jobs as New Hampshire's ninth-largest employer. // There's another link -- the Liberty Mutual Legends of Golf Tournament in Austin. ((I was in Texas several weeks ago, and it rained every day. I felt right at home. / The way I play golf, I spend most of my time in the water, anyway.))

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democracy free and strong. // I know what I owe you. Today, I  
again ask for your support. // Let me close with this promise:  
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bless America.

# # # #

CLUSE HOLD

92 JAN 14 P 2 1/25  
F 2: 29  
WHITE HOUSE STAFFING MEMORANDUM



DATE: 1/13/92 ACTION/CONCURRENCE/COMMENT DUE BY: TUESDAY, 1/14/92 11:00a

PRESIDENTIAL REMARKS: LIBERTY MUTUAL  
DOVER, NH - 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 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 11:00 a.m., TUESDAY, JANUARY 14, with a copy to this office. Thank you.

RESPONSE:

**FIVE**

MEMORANDUM FOR TONY SNOW

January 14, 1992

The NSC staff concurs with the draft presidential remarks.

*Brent Scowcroft*  
Brent Scowcroft

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

cc: Phillip D. Brady

92 JAN 13 P5:35

(Smith/Grossman)  
January 12, 1992  
Draft Four  
HAMP

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DOVER, NEW HAMPSHIRE  
WEDNESDAY, JANUARY 15, 1992

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# # # #

# WHITE HOUSE STAFFING MEMORANDUM



DATE: 1/13/92 ACTION/CONCURRENCE/COMMENT DUE BY: TUESDAY, 1/14/92 11:00am

PRESIDENTIAL REMARKS: LIBERTY MUTUAL

SUBJECT: DOVER, NH - WEDNESDAY, 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"/>
<del>DARMAN</del>	<del><input checked="" type="checkbox"/></del>	<input type="checkbox"/>	PORTER	<input checked="" type="checkbox"/>	<input type="checkbox"/>
<del>BRADY</del>	<del><input type="checkbox"/></del>	<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:

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RESPONSE:

**SENSITIVE**

*See additional comments from Bob Brady*

CLOSE HOLD

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

02 JAN 13 P5:35

(Smith/Grossman)  
January 12, 1992  
Draft Four  
HAMP

PRESIDENTIAL REMARKS: LIBERTY MUTUAL  
DOVER, NEW HAMPSHIRE  
WEDNESDAY, JANUARY 15, 1992

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I have offered, over these past three years, such a plan. First, open markets to US exports. Second, invest in R&D to make America more competitive. Third, change our tax policies to promote investment and reduce the cost of capital. And Fourth, prepare our work-force to compete by investing in math + science education and reforming our schools.

Brady  
4/24/44

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*Brady  
4/8/14*

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I know times are tough up here. I also know that in a world forever smaller, foreign and domestic policy have never been more entwined. // We will not build prosperity by building a fence around America. Instead, we need the initiatives overseas today that mean American jobs tomorrow. //

I went to Asia to help secure those jobs by telling foreign leaders: We don't want just free trade. We want fair trade. // Americans don't ask for a home-field advantage. We do insist on a level playing field where our workers can compete. // Your emblem says it all: "America believes in liberty." // I mean

the liberty from trade barriers that can open markets / increase exports / and achieve a business renaissance. //

We didn't fight all these years to bring down the walls of Communism in Eastern Europe only to now build up the walls of isolationism around America. / Protectionism doesn't work // didn't when it deepened the Great Depression // won't work better now. // Like it or not, we live in a global economy: When it comes to trade, we will "live free, or die." //

We don't need the cheap ploy of protectionism. We need a real plan for economic growth -- not a quick-fix, but long-term solutions. // Proposals are now being floated by the candidates. Listen to what my competition says -- then hear me out. I'm counting on the people of New Hampshire to honestly decide who has the best plan to get this economy growing again. //

Let me suggest standards by which to judge our proposals. // First, a real growth package should make sense in the real world -- ensuring the freedom to create, build, invest, and dream // I want a nation of entrepreneurs who are encouraged to take risks - - not forced to take refuge. // Second, a real growth package should make America more competitive -- increasing our exports and creating new jobs. //

Third, it must preserve basic assets. I speak of the value of the home -- and the need to help all Americans -- especially lower- and middle-class -- raise a family and educate our kids. // Finally, this package must get Washington's house in order. We need to cut spending -- not opportunity. //

A real growth package must restore faith that tomorrow will be better than today. That is especially true in health care. We must make it accessible. We must also make it affordable. // Today, skyrocketing health care bills are hurting the lives of millions of Americans. // A proverb says, "He who has health has hope, and he who has hope has everything." // In my State of the Union Address two weeks from now, I will unveil a health care plan to give hope to Americans who despair of rising costs. //

For several years, Liberty Mutual has shared its expertise to help us form our health care package. Even before, I felt a kinship. // I remember campaigning here in 1987 at your mill then under construction. / I have admired Liberty Mutual as a point of light -- donating a rescue vehicle to the Dover Fire Department / helping high school kids through the Project Invest program / creating jobs as New Hampshire's ninth-largest employer. // There's another link -- the Liberty Mutual Legends of Golf Tournament in Austin. ((I was in Texas several weeks ago, and it rained every day. I felt right at home. / The way I play golf, I spend most of my time in the water, anyway.))

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Nearly seven decades ago, Robert Frost said, "[New Hampshire's] one of the two best states in the Union." // FYI: He named Vermont the other. // He knew that New Hampshiremen deserve strong leadership. I intend to provide it. // You expect your President to make tough decisions. I have -- and will continue to. //

But I need your help. I need your help to keep America No. 1 at home, and abroad -- to keep trade free and fair -- and democracy free and strong. // I know what I owe you. Today, I again ask for your support. // Let me close with this promise: I will never -- ever -- let you down. // God bless you, and God bless America.

# # # #

CLOSE HOLD

Document No. 298770ss

92 JAN 13 P7:20

WHITE HOUSE STAFFING MEMORANDUM

DATE: 1/13/92 ACTION/CONCURRENCE/COMMENT DUE BY: TUESDAY, 1/14/92 11:00am

PRESIDENTIAL REMARKS: LIBERTY MUTUAL

SUBJECT: DOVER, NH - WEDNESDAY, 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 <i>sg</i>	<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 11:00 a.m., TUESDAY, 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

CLOSE HOLD

Document No. 298770ss

WHITE HOUSE STAFFING MEMORANDUM

92 JAN 14 11:10



DATE: 1/13/92 ACTION/CONCURRENCE/COMMENT DUE BY: TUESDAY, 1/14/92 11:00am

PRESIDENTIAL REMARKS: LIBERTY MUTUAL  
DOVER, NH - 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 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"/>

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RESPONSE:

*See comments*

**SENSITIVE**

CLOSE HOLD

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

92 JAN 13 P5: 35

(Smith/Grossman)  
January 12, 1992  
Draft Four  
HAMP

PRESIDENTIAL REMARKS: LIBERTY MUTUAL  
DOVER, NEW HAMPSHIRE  
WEDNESDAY, JANUARY 15, 1992

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NOTE - JAPAN'S COSTS ARE LOW-LOW-LOW  
Scully  
x5178

Doesn't fit

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next  
The [redacted] months

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# # # #

# CARNEY COMM.

(Smith/Grossman)  
January 12, 1992  
Draft Four  
HAMP

PRESIDENTIAL REMARKS: LIBERTY MUTUAL  
DOVER, NEW HAMPSHIRE  
WEDNESDAY, JANUARY 15, 1992

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opposed to  
Pepper -  
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# # # #

**WHITE HOUSE STAFFING MEMORANDUM**

12 JAN 13 7:20

DATE: 1/13/92 ACTION/CONCURRENCE/COMMENT DUE BY: TUESDAY, 1/14/92 11:00 a

PRESIDENTIAL REMARKS: LIBERTY MUTUAL

SUBJECT: DOVER, NH - WEDNESDAY, 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 11:00 a.m., TUESDAY, 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

02 JAN 13 P5:35

(Smith/Grossman)  
January 12, 1992  
Draft Four  
HAMP

PRESIDENTIAL REMARKS: LIBERTY MUTUAL  
DOVER, NEW HAMPSHIRE  
WEDNESDAY, JANUARY 15, 1992

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# # # #

THE WHITE HOUSE  
WASHINGTON

January 14<sup>2</sup> 1992 JAN 14 11:32

NOTE FOR TONY SNOW:

Just one comment on this speech:

I really think we're going rhetorically overboard with saying protectionism "caused" the Great Depression. Several years ago, this idea started out as the Smoot-Hawley tariff deepened the Great Depression, but it's elided over time into a much more expansive (and less defensible) statement. Do we really want to say that the Great Depression did not begin in 1929?

The way this was handled in the Asia speeches -- protectionism led to a climate of destructive trade wars which weakened the world economy -- is far better. What economist's works do we use to factcheck the line anyway?

Thanks.

John S. Gardner

92 JAN 13 P5:35

(Smith/Grossman)  
January 12, 1992  
Draft Four  
HAMP

PRESIDENTIAL REMARKS: LIBERTY MUTUAL  
DOVER, NEW HAMPSHIRE  
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↓  
level

us achieve the best health care -- and I appreciate your advice. You know how health care can help cure our ailing economy. //

Nearly seven decades ago, Robert Frost said, "[New Hampshire's] one of the two best states in the Union." // FYI: He named Vermont the other. // He knew that New Hampshiremen deserve strong leadership. I intend to provide it. // You expect your President to make tough decisions. I have -- and will continue to. //

But I need your help. I need your help to keep America No. 1 at home, and abroad -- to keep trade free and fair -- and democracy free and strong. // I know what I owe you. Today, I again ask for your support. // Let me close with this promise: I will never -- ever -- let you down. // God bless you, and God bless America.

# # # #

CLOSE HOLD

Document No. 298770ss



WHITE HOUSE STAFFING MEMORANDUM

92 JAN 14 9:30

DATE: 1/13/92 ACTION/CONCURRENCE/COMMENT DUE BY: TUESDAY, 1/14/92 11:00am

PRESIDENTIAL REMARKS: LIBERTY MUTUAL DOVER, NH - 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 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 11:00 a.m., TUESDAY, 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

92 JAN 13 P5:35

(Smith/Grossman)  
January 12, 1992  
Draft Four  
HAMP

PRESIDENTIAL REMARKS: LIBERTY MUTUAL  
DOVER, NEW HAMPSHIRE  
WEDNESDAY, JANUARY 15, 1992

Gary Countryman. [[Other acknowledgments]]. The men and women of Liberty Mutual. It is always a pleasure to be here, and to again see my good friends in New Hampshire. //

((Let me begin by denying a vicious rumor. I have not traveled to New Hampshire to personally renew my subscription to the "Union Leader.")) I am here to talk about the jobs and economic growth that is my highest priority. //

On Election Night four years ago, I spoke from the heart these four words: "Thank you, New Hampshire." // New Hampshire helped make me President. // I love its people / feel its concerns / share your values and, yes, your hurt. //

I know times are tough up here. I also know that in a world forever smaller, foreign and domestic policy have never been more entwined. // We will not build prosperity by building a fence around America. Instead, we need the initiatives overseas today that mean American jobs tomorrow. //

I went to Asia to help secure those jobs by telling foreign leaders: We don't want just free trade. We want fair trade. // Americans don't ask for a home-field advantage. We do insist on a level playing field where our workers can compete. // Your emblem says it all: "America believes in liberty." // I mean

the liberty from trade barriers that can open markets / increase exports / and achieve a business renaissance. //

We didn't fight all these years to bring down the walls of Communism in Eastern Europe only to now build up the walls of isolationism around America. / Protectionism doesn't work // didn't when it caused the Great Depression // won't work better now. // Like it or not, we live in a global economy: When it comes to trade, we will "live free, or die." //

We don't need the cheap ploy of protectionism. We need a real plan for economic growth -- not a quick-fix, but long-term solutions. // Proposals are now being floated by the candidates. Some rest on fact -- others, fiction. / Here are standards by which to judge these proposals -- including the program I will unveil two weeks from now in the State of the Union. //

First, a real growth package should make sense in the real world -- ensuring the freedom to create, build, invest, and dream // I want a nation of entrepreneurs who are encouraged to take risks -- not forced to take refuge. // Second, a real growth package should make America more competitive -- increasing our exports and creating new jobs. //

Third, this package must not increase the deficit. We need to cut spending -- not opportunity. / Finally, it must preserve basic assets. I speak of the value of the home -- and the need to help all Americans -- especially lower- and middle-class -- raise a family and educate our kids. That, and only that, will restore faith that tomorrow will be better than today. //

That is especially true in health care. We must make it accessible. We must also make it affordable. // (~~I just want to clear up a misconception. I didn't collapse at last week's State Dinner in Japan because they gave me a bill.~~) // Today, skyrocketing health care bills are hurting the lives of millions of Americans. // A proverb says, "He who has health has hope, and he who has hope has everything." // In State of the Union, I will unveil a health care plan to give hope to Americans who despair of rising costs. //

For several years, Liberty Mutual has shared its expertise to help us form our health care package. Even before, I felt a kinship. // I remember campaigning here in 1987 at your mill then under construction. / I have admired Liberty Mutual as a point of light -- donating a rescue vehicle to the Dover Fire Department / helping high school kids through the Project Invest program / creating jobs as New Hampshire's ninth-largest employer. // There's also our longest link -- the Liberty Mutual Legends of Golf Tournament in Austin. ((I was down there several weeks ago, and it rained every day. I felt right at home. / The way I play golf, I spend most of my time in the water, anyway.))

I want to thank people like Bob Laszewski, Liberty's Executive Vice-President, for enriching those ties. // Bob has worked with Secretary Sullivan of HHS -- and with Senator Rockefeller and the Pepper Commission. He knows how the U.S. now spends more on health care than any nation -- twice the per capita of Germany and Japan. // I am confident Liberty will help

us achieve the best health care -- and I appreciate your advice. You know how health care can help cure our ailing economy. //

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But I need your help. I need your help to keep America No. 1 at home, and abroad -- to keep trade free and fair -- and democracy free and strong. // I know what I owe you. Today, I again ask for your support. // Let me close with this promise: I will never -- ever -- let you down. // God bless you, and God bless America.

# # # #

So listen to what my competition says -- then hear me out.  
I'm counting on the people of New Hampshire -- and I'm confident  
that when you sort out fact from fiction, you'll see that we've  
got the best plan to get this economy growing again. //

**CLOSE HOLD**

Document No. 298770ss

32 JAN 1992 **WHITE HOUSE STAFFING MEMORANDUM**

DATE: 1/13/92 ACTION/CONCURRENCE/COMMENT DUE BY: TUESDAY, 1/14/92 11:00 am

PRESIDENTIAL REMARKS: LIBERTY MUTUAL  
DOVER, NH - 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"/>
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DARMAN	<input checked="" type="checkbox"/>	<input type="checkbox"/>	PORTER	<input checked="" type="checkbox"/>	<input type="checkbox"/>
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FITZWATER	<input type="checkbox"/>	<input checked="" type="checkbox"/>		<input type="checkbox"/>	<input type="checkbox"/>
GRAY	<input checked="" type="checkbox"/>	<input type="checkbox"/>		<input type="checkbox"/>	<input type="checkbox"/>
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*all comments  
AD*

RESPONSE:

**SENSITIVE**

**CLOSE HOLD**

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Assistant to the President  
and Staff Secretary  
Ext. 2702

92 JAN 13 P5:35

(Smith/Grossman)  
January 12, 1992  
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HAMPPRESIDENTIAL REMARKS: LIBERTY MUTUAL  
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WEDNESDAY, JANUARY 15, 1992

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2

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Finally, this package must get Washington's house in order. We need to cut spending -- not opportunity. Third, it must preserve basic assets. I speak of the value of the home -- and the need to help all Americans -- especially lower- and middle-class -- raise a family and educate our kids. That, and only that, will restore faith that tomorrow will be better than today. //

3

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4

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I will never -- ever -- let you down. // God bless you, and God  
bless America.

# # # #

**LIBERTY MUTUAL \ DOVER, NEW HAMPSHIRE  
WEDNESDAY, JANUARY 15, 1992**

**GOVERNOR GREGG, THANK YOU FOR THAT INTRODUCTION.  
GARY COUNTRYMAN, PRESIDENT AND CEO OF LIBERTY MUTUAL.  
SENATOR BOB SMITH. CONGRESSMAN BILL ZELIFF. THE MEN  
AND WOMEN OF LIBERTY MUTUAL. IT IS ALWAYS A PLEASURE  
TO BE HERE, AND TO AGAIN SEE MY GOOD FRIENDS IN NEW  
HAMPSHIRE. //**

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**- 2 -**

**((LET ME BEGIN BY DENYING A VICIOUS RUMOR. I HAVE  
NOT TRAVELED TO NEW HAMPSHIRE TO PERSONALLY RENEW MY  
SUBSCRIPTION TO THE "UNION LEADER.")) I AM HERE TO  
TALK ABOUT MY HIGHEST PRIORITY: JOBS AND ECONOMIC  
GROWTH. //**

**ON ELECTION NIGHT FOUR YEARS AGO, I SPOKE FROM THE  
HEART THESE FOUR WORDS: "THANK YOU, NEW HAMPSHIRE." //**  
**NEW HAMPSHIRE HELPED MAKE ME PRESIDENT. //**

I LOVE ITS PEOPLE / FEEL ITS CONCERNS / SHARE YOUR  
VALUES AND, YES, YOUR HURT. //

I HAVEN'T JUST DISCOVERED THIS STATE. I'VE BEEN A  
NEIGHBOR OF YOURS FOR VIRTUALLY MY ENTIRE LIFE. //  
TODAY, FOR INSTANCE, I'VE ALREADY BEEN IN NEWINGTON AND  
EXETER -- LATER, I'M GOING TO PORTSMOUTH AND ROCHESTER.  
//

I KNOW TIMES ARE TOUGH UP HERE. I ALSO KNOW THAT  
IN A WORLD FOREVER SMALLER, FOREIGN AND DOMESTIC POLICY  
HAVE NEVER BEEN MORE ENTWINED. // WE WILL NOT BUILD  
PROSPERITY BY BUILDING A FENCE AROUND AMERICA.  
INSTEAD, WE NEED THE INITIATIVES OVERSEAS TODAY THAT  
MEAN AMERICAN JOBS TOMORROW. //

I WENT TO ASIA TO HELP SECURE THOSE JOBS BY TELLING  
FOREIGN LEADERS: WE DON'T WANT JUST FREE TRADE. WE  
WANT FAIR TRADE. //

AMERICANS DON'T ASK FOR A HOME-FIELD ADVANTAGE. WE DO  
INSIST ON A LEVEL PLAYING FIELD WHERE OUR WORKERS CAN  
COMPETE. // YOUR EMBLEM SAYS IT ALL: "AMERICA  
BELIEVES IN LIBERTY." // I MEAN THE LIBERTY FROM TRADE  
BARRIERS THAT CAN OPEN MARKETS / INCREASE EXPORTS / AND  
ACHIEVE A BUSINESS RENAISSANCE. //

WE DIDN'T FIGHT ALL THESE YEARS TO BRING DOWN THE  
WALLS OF COMMUNISM IN EASTERN EUROPE ONLY TO NOW BUILD  
UP THE WALLS OF ISOLATIONISM AROUND AMERICA. /

PROTECTIONISM DOESN'T WORK // DIDN'T WHEN IT DEEPENED  
THE GREAT DEPRESSION // WON'T WORK BETTER NOW. //  
LIKE IT OR NOT, WE LIVE IN A GLOBAL ECONOMY: WHEN IT  
COMES TO TRADE, WE WILL "LIVE FREE, OR DIE." //

WE DON'T NEED THE CHEAP PLOY OF PROTECTIONISM. WE  
NEED A REAL PLAN FOR ECONOMIC GROWTH -- NOT A QUICK-  
FIX, BUT LONG-TERM SOLUTIONS. // PROPOSALS ARE NOW  
BEING FLOATED BY THE CANDIDATES. LISTEN TO WHAT MY  
COMPETITION SAYS -- THEN HEAR ME OUT.

I'M COUNTING ON THE PEOPLE OF NEW HAMPSHIRE TO HONESTLY DECIDE WHO HAS THE BEST PLAN TO GET THIS ECONOMY GROWING AGAIN. //

LET ME SUGGEST STANDARDS BY WHICH TO JUDGE OUR PROPOSALS. // FIRST, A REAL GROWTH PACKAGE SHOULD STIMULATE THE INVESTMENT NEEDED TO CREATE JOBS. I WANT A NATION OF ENTREPRENEURS WHO ARE ENCOURAGED TO TAKE RISKS -- NOT FORCED TO TAKE REFUGE. //

SECOND, IT SHOULD STOP THE SLIDE IN REAL ESTATE VALUES, AND INCREASE HOME SALES. //

THIRD, A REAL GROWTH PACKAGE MUST GIVE AMERICANS CONFIDENCE THAT THE COSTS OF HEALTH CARE, EDUCATION, AND RAISING A FAMILY ARE AFFORDABLE. // FOURTH, IT SHOULD MAKE AMERICA MORE COMPETITIVE -- INCREASING OUR EXPORTS AND CREATING NEW JOBS. // FINALLY, THIS PACKAGE MUST GET WASHINGTON'S HOUSE IN ORDER.

**WE NEED TO CUT SPENDING AND THE FEDERAL DEFICIT -- NOT OPPORTUNITY.**

**A REAL GROWTH PACKAGE MUST RESTORE FAITH THAT TOMORROW WILL BE BETTER THAN TODAY. THAT IS ESPECIALLY TRUE IN HEALTH CARE. WE MUST MAKE IT ACCESSIBLE. WE MUST ALSO MAKE IT AFFORDABLE. // TODAY, SKYROCKETING HEALTH CARE BILLS ARE HURTING THE LIVES OF MILLIONS OF AMERICANS. // A PROVERB SAYS, "HE WHO HAS HEALTH HAS HOPE, AND HE WHO HAS HOPE HAS EVERYTHING." //**

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**IN MY STATE OF THE UNION ADDRESS TWO WEEKS FROM NOW, I WILL UNVEIL A HEALTH CARE PLAN TO GIVE HOPE TO AMERICANS WHO DESPAIR OF RISING COSTS. //**

**FOR SEVERAL YEARS, LIBERTY MUTUAL HAS SHARED ITS EXPERTISE TO HELP US FORM OUR HEALTH CARE PACKAGE. EVEN BEFORE, I FELT A KINSHIP. // I REMEMBER CAMPAIGNING HERE IN 1987 AT YOUR MILL THEN UNDER CONSTRUCTION. /**

I HAVE ADMIRER LIBERTY MUTUAL FOR ITS POINT OF LIGHT SPIRIT -- DONATING A RESCUE VEHICLE TO THE DOVER FIRE DEPARTMENT / HELPING HIGH SCHOOL KIDS THROUGH THE PROJECT INVEST PROGRAM / CREATING JOBS AS NEW HAMPSHIRE'S SIXTH-LARGEST EMPLOYER. // THERE'S ANOTHER LINK -- THE LIBERTY MUTUAL LEGENDS OF GOLF TOURNAMENT IN AUSTIN.

((I WAS IN TEXAS SEVERAL WEEKS AGO, AND IT RAINED EVERY DAY. I FELT RIGHT AT HOME. / THE WAY I PLAY GOLF, I SPEND MOST OF MY TIME IN THE WATER, ANYWAY.))

I WANT TO THANK PEOPLE LIKE BOB LASZEWSKI (LA SHEH SKEE), LIBERTY'S EXECUTIVE VICE-PRESIDENT, FOR ENRICHING THOSE TIES. // TODAY, THE U.S. SPENDS MORE ON HEALTH CARE THAN ANY NATION -- TWICE THE PER CAPITA LEVEL OF GERMANY AND JAPAN. //

LIBERTY MUTUAL HAS WORKED WITH SECRETARY SULLIVAN OF HHS TO HELP US ACHIEVE THE BEST HEALTH CARE -- AND I APPRECIATE YOUR ADVICE. YOU KNOW HOW HEALTH CARE CAN HELP CURE OUR AILING ECONOMY. // I HAVE CONFIDENCE IN THE PART YOU CAN PLAY IN THE HEALTH CARE FUTURE OF OUR COUNTRY. BUT THE HEALTH INSURANCE SYSTEM IN AMERICA NEEDS REFORM AND I AM GOING TO REFORM YOU!

NEARLY SEVEN DECADES AGO, ROBERT FROST SAID, "[NEW HAMPSHIRE'S] ONE OF THE TWO BEST STATES IN THE UNION."

FYI: HE NAMED VERMONT THE OTHER. // HE KNEW THAT NEW HAMPSHIRITES DESERVE STRONG LEADERSHIP. I INTEND TO PROVIDE IT. // YOU EXPECT YOUR PRESIDENT TO MAKE TOUGH DECISIONS. I HAVE -- AND WILL CONTINUE TO. //

BUT I NEED YOUR HELP. I NEED YOUR HELP TO KEEP AMERICA NO. 1 AT HOME, AND ABROAD -- TO KEEP TRADE FREE AND FAIR -- AND DEMOCRACY FREE AND STRONG. // I KNOW WHAT I OWE YOU. TODAY, I AGAIN ASK FOR YOUR SUPPORT. // LET ME CLOSE WITH THIS PROMISE:

I WILL NEVER -- EVER -- LET YOU DOWN. // GOD BLESS YOU, AND GOD BLESS AMERICA.

# # # #