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Series: Speech File Draft Files
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OA/ID Number: 13600
Folder ID Number: 13600-004

Folder Title:
Computer Trade Agreement Signing 1/22/92 [OA 6096]

Stack:	Row:	Section:	Shelf:	Position:
G	26	17	6	1

THE WHITE HOUSE
WASHINGTON

THE PRESIDENT WAS SEEN
1/21/92

92 JAN 21 P2:25

January 21, 1991

MEMORANDUM TO THE PRESIDENT

THROUGH: DAVID DEMAREST
TONY SNOW TS
FROM: BETH HINCHLIFFE BH
SUBJECTS: COMPUTER TRADE AGREEMENT SIGNING

On Wednesday, January 22, in the Roosevelt Room, you will meet with about two dozen representatives of the Administration, the Japanese government, and U.S. computer companies. After remarks, the new computer trade agreement will be signed.

Your remarks (5 minutes, cards) focus on how agreements such as this can lead our country into free and fair competition in the global marketplace of the future.

(Hinchliffe/Nix)
January 21, 1992 12 p.m.
COMPUTER Draft Two

**PRESIDENTIAL REMARKS: COMPUTER TRADE AGREEMENT SIGNING
INDIAN TREATY ROOM
WEDNESDAY, JANUARY 22, 2 P.M.**

[ACKNOWLEDGEMENTS] I'm proud to be here as we sign this path-breaking agreement for Japanese public sector procurement of American computers. It's just one of the highlights of our Asia trip -- it illustrates the success we had fighting for America, for American jobs, and for America's future.

This agreement also highlights why foreign relations have never been as important to our well-being at home than they are now. When we foster democracy abroad, when we strengthen our security engagements with our allies and friends, when we work to open markets and expand trade -- we make a priceless investment in our own children's future.

The promise contained in this agreement is great. Today, foreign companies have 41% of the Japanese private sector mainframe market, but only .4% of the Japanese central government market.

Ten years ago, Japan's markets were much more closed than they are now. Ten years down the road, they'll be much more open than they are today -- as a result of constructive agreements like this. In Tokyo, we were determined to ensure that U.S. computer companies be allowed to compete fairly for the lucrative \$9 billion Japanese public sector market. Since our highly competitive electronics industry employs 2.4 million American workers, this would mean dramatic gains in exports and,

therefore, in quality American jobs.

So, we set as a top priority working with the Japanese government to continue the process to open Japan's market to free and fair trade. Ambassador Hills and our negotiators worked with stunning speed. I'm tremendously proud of our team's steadfast commitment to open markets and fair competition. As a result of their concerted effort and the hard work and cooperation of our Japanese friends -- especially my good friend Minister Watanabe, here -- this remarkable agreement will help propel our nations together into the next century of the global marketplace.

High-tech trade benefits our consumers and strengthens our industries. We have representatives from America's computer industry here today. They know how important our successful negotiations will be to their future -- and they've said so publicly in commending this achievement.

We're entering an entirely different economic world than the one we grew up in -- a new age of American competition in a fiercely challenging global marketplace. Agreements like these are only the first step. The next steps will come as American businesses meet worldwide challenges -- and they will succeed because, as long as the playing field is level, American workers will outcompete and outproduce anyone, anywhere, anytime.

In the State of the Union address, I'll present my action plan to move our economy into the 21st century. It's an ambitious agenda for growth, and I'm absolutely confident the American people will join me in this vision for a new era of

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expanded markets, growing opportunities, peace and prosperity.

We salute the hard work and determination between our two governments that brought about this landmark agreement. More than 150 years ago, a British politician, Lord Macaulay, made an observation that can still guide us today. He said that free trade is "one of the greatest blessings which a government can confer on a people." With the signing of today's agreement, Japan and the United States both give their people a gift for the future. May God bless both our nations.

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**COMPUTER TRADE AGREEMENT SIGNING \ ROOSEVELT ROOM
WEDNESDAY, JANUARY 22, 1992 \ 2:00 P.M.**

**WELCOME TO AMBASSADOR HILLS, FOREIGN MINISTER
WATANABE AND AMBASSADOR MURATA. I WANT TO TAKE THIS
MOMENT TO ACKNOWLEDGE SOME PEOPLE: DICK IVERSON; CSPP
MEMBERS JAMES UNRUH AND RONALD SKATES; AND A SPECIAL
THANKS TO CHAIRMAN JOHN SCULLEY, WHO COULDN'T BE WITH
US TODAY.**

- 2 -

**I'M PROUD TO BE HERE AS WE SIGN THIS PATH-BREAKING
AGREEMENT FOR JAPANESE PUBLIC SECTOR PROCUREMENT OF
AMERICAN COMPUTERS. IT'S JUST ONE OF THE HIGHLIGHTS OF
OUR ASIA TRIP -- IT ILLUSTRATES THE SUCCESS WE HAD
FIGHTING FOR AMERICA, FOR AMERICAN JOBS, AND FOR
AMERICA'S FUTURE.**

**THIS AGREEMENT ALSO HIGHLIGHTS WHY FOREIGN
RELATIONS HAVE NEVER BEEN AS IMPORTANT TO OUR WELL-
BEING AT HOME THAN THEY ARE NOW.**

WHEN WE FOSTER DEMOCRACY ABROAD, WHEN WE STRENGTHEN OUR SECURITY ENGAGEMENTS WITH OUR ALLIES AND FRIENDS, WHEN WE WORK TO OPEN MARKETS AND EXPAND TRADE -- WE MAKE A PRICELESS INVESTMENT IN OUR OWN CHILDREN'S FUTURE.

THE PROMISE CONTAINED IN THIS AGREEMENT IS GREAT. FOR EXAMPLE, IN ONE SEGMENT OF THE COMPUTER MARKET -- MAINFRAMES -- FOREIGN COMPANIES HAVE 41% OF THE JAPANESE PRIVATE SECTOR MARKET, BUT ONLY .4% OF THE JAPANESE CENTRAL GOVERNMENT MARKET.

TEN YEARS AGO, JAPAN'S MARKETS WERE MUCH MORE CLOSED THAN THEY ARE NOW. TEN YEARS DOWN THE ROAD, THEY'LL BE MUCH MORE OPEN THAN THEY ARE TODAY -- AS A RESULT OF CONSTRUCTIVE AGREEMENTS LIKE THIS. IN TOKYO, WE WERE DETERMINED TO ENSURE THAT U.S. COMPUTER COMPANIES BE ALLOWED TO COMPETE FAIRLY FOR THE TOTAL JAPANESE GOVERNMENT COMPUTER MARKET -- ESTIMATED AT \$9 BILLION.

SINCE OUR HIGHLY COMPETITIVE ELECTRONICS INDUSTRY EMPLOYS 2.4 MILLION AMERICAN WORKERS, THIS WOULD MEAN DRAMATIC GAINS IN EXPORTS AND, THEREFORE, IN QUALITY AMERICAN JOBS.

SO, WE SET AS A TOP PRIORITY WORKING WITH THE JAPANESE GOVERNMENT TO CONTINUE THE PROCESS TO OPEN JAPAN'S MARKET TO FREE AND FAIR TRADE. AMBASSADOR HILLS AND OUR NEGOTIATORS WORKED WITH STUNNING SPEED.

I'M TREMENDOUSLY PROUD OF OUR TEAM'S STEADFAST COMMITMENT TO OPEN MARKETS AND FAIR COMPETITION. AS A RESULT OF THEIR CONCERTED EFFORT AND THE HARD WORK AND COOPERATION OF OUR JAPANESE FRIENDS -- ESPECIALLY MY GOOD FRIEND MINISTER WATANABE, HERE -- THIS REMARKABLE AGREEMENT WILL HELP PROPEL OUR NATIONS TOGETHER INTO THE NEXT CENTURY OF THE GLOBAL MARKETPLACE.

HIGH-TECH TRADE BENEFITS OUR CONSUMERS AND STRENGTHENS OUR INDUSTRIES.

WE HAVE REPRESENTATIVES FROM AMERICA'S COMPUTER INDUSTRY HERE TODAY. THEY KNOW HOW IMPORTANT OUR SUCCESSFUL NEGOTIATIONS WILL BE TO THEIR FUTURE -- AND THEY'VE SAID SO PUBLICLY IN COMMENDING THIS ACHIEVEMENT.

WE'RE ENTERING AN ENTIRELY DIFFERENT ECONOMIC WORLD THAN THE ONE WE GREW UP IN -- A NEW AGE OF AMERICAN COMPETITION IN A FIERCELY CHALLENGING GLOBAL MARKETPLACE.

AGREEMENTS LIKE THESE ARE ONLY THE FIRST STEP. THE NEXT STEPS WILL COME AS AMERICAN BUSINESSES MEET WORLDWIDE CHALLENGES -- AND THEY WILL SUCCEED BECAUSE, AS LONG AS THE PLAYING FIELD IS LEVEL, AMERICAN WORKERS WILL OUTCOMPETE AND OUTPRODUCE ANYONE, ANYWHERE, ANYTIME.

IN THE STATE OF THE UNION ADDRESS, I'LL PRESENT MY ACTION PLAN TO MOVE OUR ECONOMY INTO THE 21ST CENTURY.

IT'S AN AMBITIOUS AGENDA FOR GROWTH, AND I'M ABSOLUTELY CONFIDENT THE AMERICAN PEOPLE WILL JOIN ME IN THIS VISION FOR A NEW ERA OF EXPANDED MARKETS, GROWING OPPORTUNITIES, PEACE AND PROSPERITY.

WE SALUTE THE HARD WORK AND DETERMINATION BETWEEN OUR TWO GOVERNMENTS THAT BROUGHT ABOUT THIS LANDMARK AGREEMENT. MORE THAN 150 YEARS AGO, A BRITISH POLITICIAN, LORD MACAULAY, MADE AN OBSERVATION THAT CAN STILL GUIDE US TODAY.

HE SAID THAT FREE TRADE IS "ONE OF THE GREATEST BLESSINGS WHICH A GOVERNMENT CAN CONFER ON A PEOPLE." WITH THE SIGNING OF TODAY'S AGREEMENT, JAPAN AND THE UNITED STATES BOTH GIVE THEIR PEOPLE A GIFT FOR THE FUTURE. MAY GOD BLESS BOTH OUR NATIONS.

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WHITE HOUSE STAFFING MEMORANDUM

92 JAN 21 P5:16

DATE: 1/21/92 ACTION/CONCURRENCE/COMMENT DUE BY: ---

PRESIDENTIAL REMARKS: COMPUTER TRADE AGREEMENT SIGNING
SUBJECT: WEDNESDAY, JAN. 22, 1992

	ACTION	FYI		ACTION	FYI
VICE PRESIDENT	☐	☒	HORNER	☐	☐
SKINNER	☐	☒	MCCLURE	☐	☒
SCOWCROFT	☐	☒	PETERSMEYER	☐	☐
DARMAN	☐	☒	PORTER	☐	☒
BRADY	☐	☒	ROGICH	☐	☒
BROMLEY	☐	☐	SMITH	☐	☒
CARD	☐	☒	BOSKIN	☐	☒
DEMAREST	☐	☒	FINDLAY	☐	☒
FITZWATER	☐	☒	SNOW	☐	☒
GRAY	☐	☒		☐	☐
HOLIDAY	☐	☒		☐	☐

REMARKS:

The attached has been forwarded to the President.

RESPONSE:

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

THE WHITE HOUSE
WASHINGTON

92 JAN 21 P2:25

January 21, 1991

MEMORANDUM TO THE PRESIDENT

THROUGH: DAVID DEMAREST
TONY SNOW *TS*
FROM: BETH HINCHLIFFE *BH*
SUBJECTS: COMPUTER TRADE AGREEMENT SIGNING

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Your remarks (5 minutes, cards) focus on how agreements such as this can lead our country into free and fair competition in the global marketplace of the future.

(Hinchliffe/Nix)
January 21, 1992 12 p.m.
COMPUTER Draft Two

**PRESIDENTIAL REMARKS: COMPUTER TRADE AGREEMENT SIGNING
INDIAN TREATY ROOM
WEDNESDAY, JANUARY 22, 2 P.M.**

[ACKNOWLEDGEMENTS] I'm proud to be here as we sign this path-breaking agreement for Japanese public sector procurement of American computers. It's just one of the highlights of our Asia trip -- it illustrates the success we had fighting for America, for American jobs, and for America's future.

This agreement also highlights why foreign relations have never been as important to our well-being at home than they are now. When we foster democracy abroad, when we strengthen our security engagements with our allies and friends, when we work to open markets and expand trade -- we make a priceless investment in our own children's future.

The promise contained in this agreement is great. Today, foreign companies have 41% of the Japanese private sector mainframe market, but only .4% of the Japanese central government market.

Ten years ago, Japan's markets were much more closed than they are now. Ten years down the road, they'll be much more open than they are today -- as a result of constructive agreements like this. In Tokyo, we were determined to ensure that U.S. computer companies be allowed to compete fairly for the lucrative \$9 billion Japanese public sector market. Since our highly competitive electronics industry employs 2.4 million American workers, this would mean dramatic gains in exports and,

therefore, in quality American jobs.

So, we set as a top priority working with the Japanese government to continue the process to open Japan's market to free and fair trade. Ambassador Hills and our negotiators worked with stunning speed. I'm tremendously proud of our team's steadfast commitment to open markets and fair competition. As a result of their concerted effort and the hard work and cooperation of our Japanese friends -- especially my good friend Minister Watanabe, here -- this remarkable agreement will help propel our nations together into the next century of the global marketplace.

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We're entering an entirely different economic world than the one we grew up in -- a new age of American competition in a fiercely challenging global marketplace. Agreements like these are only the first step. The next steps will come as American businesses meet worldwide challenges -- and they will succeed because, as long as the playing field is level, American workers will outcompete and outproduce anyone, anywhere, anytime.

In the State of the Union address, I'll present my action plan to move our economy into the 21st century. It's an ambitious agenda for growth, and I'm absolutely confident the American people will join me in this vision for a new era of

expanded markets, growing opportunities, peace and prosperity.

We salute the hard work and determination between our two governments that brought about this landmark agreement. More than 150 years ago, a British politician, Lord Macaulay, made an observation that can still guide us today. He said that free trade is "one of the greatest blessings which a government can confer on a people." With the signing of today's agreement, Japan and the United States both give their people a gift for the future. May God bless both our nations.

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Latest draft

(Hinchliffe/Nix)
January 21, 1992 4:45 p.m.
COMPUTER Draft Two

**PRESIDENTIAL REMARKS: COMPUTER TRADE AGREEMENT SIGNING
ROOSEVELT ROOM
WEDNESDAY, JANUARY 22, 2 P.M.**

Welcome to Ambassador Hills, Foreign Minister Watanabe and Ambassador Murata. I want to take this moment to acknowledge some people: Dick Iverson; CSPP members James Unruh and Ronald Skates; and a special thanks to chairman John Scully, who couldn't be with us today.

I'm proud to be here as we sign this path-breaking agreement for Japanese public sector procurement of American computers. It's just one of the highlights of our Asia trip -- it illustrates the success we had fighting for America, for American jobs, and for America's future.

This agreement also highlights why foreign relations have never been as important to our well-being at home than they are now. When we foster democracy abroad, when we strengthen our security engagements with our allies and friends, when we work to open markets and expand trade -- we make a priceless investment in our own children's future.

The promise contained in this agreement is great. For example, in one segment of the computer market -- mainframes -- foreign companies have 41% of the Japanese private sector market, but only .4% of the Japanese central government market.

Ten years ago, Japan's markets were much more closed than they are now. Ten years down the road, they'll be much more open

than they are today -- as a result of constructive agreements like this. In Tokyo, we were determined to ensure that U.S. computer companies be allowed to compete fairly for the total Japanese government computer market -- estimated at \$9 billion. Since our highly competitive electronics industry employs 2.4 million American workers, this would mean dramatic gains in exports and, therefore, in quality American jobs.

So, we set as a top priority working with the Japanese government to continue the process to open Japan's market to free and fair trade. Ambassador Hills and our negotiators worked with stunning speed. I'm tremendously proud of our team's steadfast commitment to open markets and fair competition. As a result of their concerted effort and the hard work and cooperation of our Japanese friends -- especially my good friend Minister Watanabe, here -- this remarkable agreement will help propel our nations together into the next century of the global marketplace.

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0388

WHITE HOUSE STAFFING MEMORANDUM

92 JAN 21 - A10: 51

DATE: 1/17/92 ACTION/CONCURRENCE/COMMENT DUE BY: TUESDAY, 1/21/92 10:00

PRESIDENTIAL REMARKS: COMPUTER TRADE AGREEMENT SIGNING
WED., JANUARY 22, 1992

SUBJECT: _____

	ACTION	FYI		ACTION	FYI
VICE PRESIDENT	☐	☒	HORNER	☐	☐
SKINNER	☐	☒	MCCLURE	☒	☐
SCOWCROFT	☒	☐	PETERSMEYER	☐	☐
DARMAN	☒	☐	PORTER	☒	☐
BRADY	☐	☒	ROGICH	☒	☐
BROMLEY	☐	☐	SMITH	☒	☐
CARD	☐	☒	BOSKIN	☒	☐
DEMAREST	☒	☐	FINDLAY	☐	☒
FITZWATER	☐	☒	SNOW	☐	☒
GRAY	☒	☐		☐	☐
HOLIDAY	☒	☐		☐	☐

REMARKS:

Please forward your comments directly to Tony Snow, Rm. 122, x2930, no later than 10:00 a.m., TUESDAY, JANUARY 21, with a copy to this office. Thank you.

RESPONSE:

January 18, 1992
The NSC concurs, with changes noted.

cc. Phillip Brady

Brent Scowcroft
Brent Scowcroft

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

(Hinchliffe/Nix)
January 17, 1992 11 a.m.
COMPUTER Draft One

02 JAN 17 P2:13

**PRESIDENTIAL REMARKS: COMPUTER TRADE AGREEMENT SIGNING
INDIAN TREATY ROOM
WEDNESDAY, JANUARY 22, 2 P.M.**

I'm proud to be here as we sign this ^{path breaking} ~~historic~~ agreement for Japanese public sector ^{of American computers} computer procurement. It's a highlight ^{one from} of our Asia trip -- for it ^{illustrates} ~~sums up~~ the success we had fighting for America, for American jobs, and for America's future.

The ^{promise contained in} ~~problem~~ this agreement ^{is great} ~~corrects~~ has been serious. Today, although US companies have 41% of the Japanese private sector mainframe market, we have only .4% of the equivalent Japanese ^{central} government computer market. This is an enormously important comparison -- 41% of the market where consumers could freely choose quality providers -- .4% in the ~~tightly controlled~~ ^{central} government market.

^{Ten years ago, Japan's ~~own~~ markets were much more closed than they are today. Ten years from now, they will be much more open than they are today -- as a result of constructive agreements like this.} ~~Essentially shutting us out of this \$3 billion market was unacceptable.~~ We were determined to ensure that U.S. computer companies be allowed to ^{In Tokyo,} ~~increase their share of~~ ^{compete in} the lucrative Japanese public sector market. Since our leading edge electronics industry employs 2.4 million ^{technologically talented} American workers, we knew this ^{strong} would mean ~~dramatic~~ gains in ^{exports and therefore, jobs} ~~jobs~~.

So, on our trip to Asia, we set as a top priority the challenge of working with the Japanese government to ^{continue the process begun by this Administration} ~~get it to~~ ^{to} ~~level its own playing field.~~ ^{Andersen Hills} Carla and our negotiators worked ^{open Japanese market sectors} with stunning speed. I'm tremendously proud of their steadfast ^{to free and fair trade.} commitment to open markets and fair competition. As a result of ^{hard work and} their concerted effort, and the cooperation of our Japanese

*my good friend,
especially my Deputy Prime Minister Watanabe, here.*

2

friends, ^{together} this remarkable agreement will propel our nations into the next century of the global marketplace. *We both benefit our consumers and strengthen our industries through this high tech trade.*

We're entering an entirely different economic world than the one we grew up in -- a new age of American competition in a fiercely challenging global marketplace. Agreements like these are only the first step. The next steps will come as American businesses meet worldwide challenges -- and they will succeed because, as long as the playing field is level, American workers will outcompete and outproduce anyone, anywhere, anytime.

In my State of the Union message, I'll present my action plan to move our economy into the 21st century. I look forward to discussing this ambitious agenda for growth -- I'm absolutely confident the American people will join me in this vision for a new era of expanded markets, of peace and prosperity.

We salute the hard work and determination between our two governments that brought about this landmark agreement. Nearly two centuries ago, a British politician named Lord Macaulay made an observation that still provides guidance for us today. He said that free trade is "one of the greatest blessings which a government can confer on a people." With the signing of today's agreement, Japan and the United States give their peoples a gift for the future. May God bless both our nations.

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We have representatives from America's computer industry here today. They know how important our successful negotiations will be to their future. They have said so publicly in commending this achievement.

STEVE

WHITE HOUSE STAFFING MEMORANDUM

DATE: 1/17/92 ACTION/CONCURRENCE/COMMENT DUE BY: TUESDAY, 1/21/92 10:00

PRESIDENTIAL REMARKS: COMPUTER TRADE AGREEMENT SIGNING
WED., JANUARY 22, 1992

SUBJECT: _____

	ACTION	FYI		ACTION	FYI
VICE PRESIDENT	☐	☒	HORNER	☐	☐
SKINNER	☐	☒	MCCLURE	☒	☐
SCOWCROFT	☒	☐	PETERSMEYER	☐	☐
DARMAN	☒	☐	PORTER	☒	☐
BRADY	☐	☒	ROGICH	☒	☐
BROMLEY	☐	☐	SMITH	☒	☐
CARD	☐	☒	BOSKIN	☒	☐
DEMAREST	☒	☐	FINDLAY	☐	☒
FITZWATER	☐	☒	SNOW	☐	☒
GRAY	☒	☐		☐	☐
HOLIDAY	☒	☐		☐	☐

REMARKS:

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RESPONSE:

MASTER +
NSC COMMENTS

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

(Hinchliffe/Nix)
January 17, 1992 11 a.m.
COMPUTER Draft One

32 JAN 17 P2:13

**PRESIDENTIAL REMARKS: COMPUTER TRADE AGREEMENT SIGNING
INDIAN TREATY ROOM
WEDNESDAY, JANUARY 22, 2 P.M.**

I'm proud to be here as we sign this historic agreement for Japanese public sector computer procurement. ^{just one of the (Rogich) X} ~~It's a highlight of~~ ^{It was (Gardner) X} our Asia trip -- for it sums up the success we had fighting for ^{and for an open world trading system X} ~~America, for~~ American jobs, ~~and~~ for America's future.

The problem this agreement corrects has been serious. Today, ^{foreign (Nix)} although US companies have 41% of the Japanese private sector mainframe market, ^{but (Nix)} ~~we have only~~ .4% of the ^(USTR) ~~equivalent~~ Japanese government computer market. ~~[This is an enormously important~~ ^{UNNECESSARILY} ^{REPETITIVE} ~~comparison -- 41% of the market where consumers could freely~~ ^(USTR) ~~choose quality providers -- .4% in the tightly controlled~~ ^{for computer producers + services (USTR)} ~~government market.]~~

^{PREVIOUSLY, AMERICAN COMPANIES WERE EFFECTIVELY} ~~Essentially shutting us out of this \$3 billion market, was~~ ^{the 9 (USTR)} ~~unacceptable.~~ We were determined to ensure that U.S. computer companies be allowed to ^{FULL ACCESS TO} ~~increase their share of the lucrative~~ ^{to compete fairly for a (Boskin)} Japanese public sector market. ~~Since our leading edge~~ ^{highly competitive (Gardner)} electronics industry employs 2.4 million American workers, ^{we} ~~we~~ ^{will} ~~knew this would~~ mean dramatic gains in jobs. ^{* look at explanation.}

So, on our trip to Asia, we set as a top priority ~~the~~ ^{the} challenge of working with the Japanese government to ~~get it to~~ ^{on computer.} level its own playing field. ^{1 Amb. Hille (Gardner)} Carla and our negotiators worked with stunning speed. I'm tremendously proud of their steadfast commitment to open markets and fair competition. As a result of their concerted effort, and the cooperation of our Japanese

friends, this remarkable agreement will ^{PREPARE} ~~propel~~ our nations ^{FOR} ~~into~~ the next century of the global marketplace. ✓

We're entering an ~~entirely~~ different ~~economic~~ world than the one we grew up in -- a new age of ^{GLOBAL OPPORTUNITY AND} ~~American~~ competition in a ~~fiercely~~ challenging global marketplace. Agreements like these are only the first step. The next steps will come as American businesses meet worldwide challenges -- and they will succeed because, as long as the playing field is level, American workers ^{can} ~~will out~~ compete ^{with} ~~and outproduce~~ anyone, anywhere, anytime. X

In my State of the Union message, I'll present my action plan to move our economy into the 21st century. I look forward to discussing this ambitious agenda for growth -- I'm absolutely confident the American people will join me in this vision for a new era of expanded markets, of peace and prosperity.

We salute the hard work and determination between our two governments that brought about this landmark agreement. ^{Over 150 yrs ago (Gardner)} ~~Nearly~~ ~~two centuries ago,~~ a British politician, ^{REMAINS RELEVANT} ~~named~~ Lord Macaulay, made an observation that ~~still provides guidance for us today.~~ He said that free trade is "one of the greatest blessings which a government can confer on a people." With the signing of today's agreement, Japan and the United States give their peoples a gift for the future. May God bless both our nations. ✓

#

→ Wasn't born until 1800.

WHITE HOUSE STAFFING MEMORANDUM

DATE: 1/17/92 ACTION/CONCURRENCE/COMMENT DUE BY: TUESDAY, 1/21/92 10:00

PRESIDENTIAL REMARKS: COMPUTER TRADE AGREEMENT SIGNING

SUBJECT: WED., JANUARY 22, 1992

	ACTION	FYI		ACTION	FYI
VICE PRESIDENT	☐	☒	HORNER	☐	☐
SKINNER	☐	☒	MCCLURE	☒	☐
SCOWCROFT	☒	☐	PETERSMEYER	☐	☐
DARMAN	☒	☐	PORTER	☒	☐
BRADY	☐	☒	ROGICH	☒	☐
BROMLEY	☐	☐	SMITH	☒	☐
CARD	☐	☒	BOSKIN	☒	☐
DEMAREST	☒	☐	FINDLAY	☐	☒
FITZWATER	☐	☒	SNOW	☐	☒
GRAY	☒	☐		☐	☐
HOLIDAY	☒	☐		☐	☐

REMARKS:

Please forward your comments directly to Tony Snow, Rm. 122, x2930, no later than 10:00 a.m., TUESDAY, JANUARY 21, with a copy to this office. Thank you.

RESPONSE:

See comments

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

(Hinchliffe/Nix)
January 17, 1992 11 a.m.
COMPUTER Draft One

32 JAN 17 P2:13

**PRESIDENTIAL REMARKS: COMPUTER TRADE AGREEMENT SIGNING
INDIAN TREATY ROOM
WEDNESDAY, JANUARY 22, 2 P.M.**

I'm proud to be here as we sign this historic agreement for Japanese public sector computer procurement. It's a highlight of our Asia trip -- for it sums up the success we had fighting for America, for American jobs, and for America's future.

The problem this agreement corrects has been serious. Today, although US companies have 41% of the Japanese private sector mainframe market, we have only ^{.6%}~~.4%~~ of the equivalent Japanese government computer market. This is an enormously important comparison -- 41% of the market where consumers could freely choose quality providers -- .4% in the tightly controlled government market.

Howard
4657
These
numbers
should be
checked --
our source
was
USTR

Essentially shutting us out of this \$⁹ billion market was unacceptable. We were determined to ensure that U.S. computer companies be allowed to increase their share of the lucrative Japanese public sector market. Since our leading edge electronics industry employs 2.4 million American workers, we knew this would mean dramatic gains in jobs.

So, on our trip to Asia, we set as a top priority the challenge of working with the Japanese government to get it to level its own playing field. Carla and our negotiators worked with stunning speed. I'm tremendously proud of their steadfast commitment to open markets and fair competition. As a result of their concerted effort, and the cooperation of our Japanese

friends, this remarkable agreement will propel our nations into the next century of the global marketplace.

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We salute the hard work and determination between our two governments that brought about this landmark agreement. Nearly two centuries ago, a British politician named Lord Macaulay made an observation that still provides guidance for us today. He said that free trade is "one of the greatest blessings which a government can confer on a people." With the signing of today's agreement, Japan and the United States give their peoples a gift for the future. May God bless both our nations.

#

WHITE HOUSE STAFFING MEMORANDUM

92 JAN 17 P3:38

DATE: 1/17/92 ACTION/CONCURRENCE/COMMENT DUE BY: TUESDAY, 1/21/92 10:00PRESIDENTIAL REMARKS: COMPUTER TRADE AGREEMENT SIGNING
WED., JANUARY 22, 1992

SUBJECT: _____

	ACTION	FYI		ACTION	FYI
VICE PRESIDENT	☐	☒	HORNER	☐	☐
SKINNER	☐	☒	MCCLURE <i>N/C</i>	☒	☐
SCOWCROFT	☒	☐	PETERSMEYER	☐	☐
DARMAN	☒	☐	PORTER	☒	☐
BRADY	☐	☒	ROGICH	☒	☐
BROMLEY	☐	☐	SMITH	☒	☐
CARD	☐	☒	BOSKIN	☒	☐
DEMAREST <i>N/C</i>	☒	☐	FINDLAY	☐	☒
FITZWATER	☐	☒	SNOW 	☐	☒
GRAY <i>Holmsted N/C</i>	☒	☐		☐	☐
HOLIDAY	☒	☐		☐	☐

REMARKS:

Please forward your comments directly to Tony Snow, Rm. 122, x2930, no later than 10:00 a.m., TUESDAY, JANUARY 21, with a copy to this office. Thank you.

RESPONSE:

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

(Hinchliffe/Nix)
January 17, 1992 11 a.m.
COMPUTER Draft One

32 JAN 17 P2:13

**PRESIDENTIAL REMARKS: COMPUTER TRADE AGREEMENT SIGNING
INDIAN TREATY ROOM
WEDNESDAY, JANUARY 22, 2 P.M.**

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The problem this agreement corrects has been serious. Today, although US companies have 41% of the Japanese private sector mainframe market, we have only .4% of the equivalent Japanese government computer market. This is an enormously important comparison -- 41% of the market where consumers could freely choose quality providers -- .4% in the tightly controlled government market.

Essentially shutting us out of this \$3 billion market was unacceptable. We were determined to ensure that U.S. computer companies be allowed to increase their share of the lucrative Japanese public sector market. Since our leading edge electronics industry employs 2.4 million American workers, we knew this would mean dramatic gains in jobs.

So, on our trip to Asia, we set as a top priority the challenge of working with the Japanese government to get it to level its own playing field. Carla and our negotiators worked with stunning speed. I'm tremendously proud of their steadfast commitment to open markets and fair competition. As a result of their concerted effort, and the cooperation of our Japanese

friends, this remarkable agreement will propel our nations into the next century of the global marketplace.

We're entering an entirely different economic world than the one we grew up in -- a new age of American competition in a fiercely challenging global marketplace. Agreements like these are only the first step. The next steps will come as American businesses meet worldwide challenges -- and they will succeed because, as long as the playing field is level, American workers will outcompete and outproduce anyone, anywhere, anytime.

In my State of the Union message, I'll present my action plan to move our economy into the 21st century. I look forward to discussing this ambitious agenda for growth -- I'm absolutely confident the American people will join me in this vision for a new era of expanded markets, of peace and prosperity.

We salute the hard work and determination between our two governments that brought about this landmark agreement. Nearly two centuries ago, a British politician named Lord Macaulay made an observation that still provides guidance for us today. He said that free trade is "one of the greatest blessings which a government can confer on a people." With the signing of today's agreement, Japan and the United States give their peoples a gift for the future. May God bless both our nations.

#

NATIONAL SECURITY COUNCIL

January 17, 1992

To: Tony Snow

From: Doug Paul by Keith

Subject: Remarks: Computer Trade
Agreement Signing

Please see the attached suggested

changes on the Remarks for January 22.

Booth/002

32 JAN 17 P2:13

(Hinchliffe/Nix)
January 17, 1992 11 a.m.
COMPUTER Draft One

**PRESIDENTIAL REMARKS: COMPUTER TRADE AGREEMENT SIGNING
INDIAN TREATY ROOM
WEDNESDAY, JANUARY 22, 2 P.M.**

I'm proud to be here as we sign this ^{path breaking} historic agreement for Japanese public sector ^{of American computers} computer procurement. It's ^{one} a highlight of our Asia trip -- for it ^{illustrates} sums up the success we had fighting for America, for American jobs, and for America's future.

The ^{promise contained in} problem this agreement ^{is great} ~~corrects has been serious~~. Today, although US companies have 41% of the Japanese private sector mainframe market, we have only .4% of the equivalent Japanese ^{central} government computer market. This is an enormously important comparison -- 41% of the market where consumers could freely choose quality providers -- .4% in the tightly controlled ^{central} government market.

^{Ten years ago, Japan's markets were much more closed than they are today. Ten years from now, they will be much more open than they are today -- as a result of constructive agreements like this.} ^{In Tokyo,} ~~Essentially shutting us out of this \$3 billion market was unacceptable.~~ We were determined to ensure that U.S. computer companies be allowed to ^{compete in} increase their share of the lucrative Japanese public sector market. Since our leading edge electronics industry employs 2.4 million ^{technologically talented} American workers, we knew this would mean ^{strong} dramatic gains in ^{exports and therefore} jobs.

So, on our trip to Asia, we set as a top priority the challenge of working with the Japanese government to ^{continue the process begun by this Administration} get it to level its own playing field. ^{Andersen Hills} Carla and our negotiators worked with stunning speed. I'm tremendously proud of their steadfast ^{open Japanese market} commitment to open markets and fair competition. As a result of ^{to free and fair trade} their concerted effort, and the ^{hard work and} cooperation of our Japanese

*my good friends,
especially my friend, Prime Minister Watanabe, here.*

2

friends, ^{together} this remarkable agreement will propel our nations into the next century of the global marketplace. We both benefit our consumers and strengthen our industries through this high tech trade.

We're entering an entirely different economic world than the one we grew up in -- a new age of American competition in a fiercely challenging global marketplace. Agreements like these are only the first step. The next steps will come as American businesses meet worldwide challenges -- and they will succeed because, as long as the playing field is level, American workers will outcompete and outproduce anyone, anywhere, anytime.

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#

We have representatives from America's computer industry here today. They know how important our successful negotiations will be to their future. They have said so publicly in commending this achievement.

TIME STAMP

NATIONAL SECURITY COUNCIL
EXECUTIVE SECRETARIAT STAFFING DOCUMENT

SYSTEM LOG NUMBER: 0388

ACTION OFFICER: PAAL

DUE: 9:00am 21 JAN 92

☐ Prepare Memo For Scowcroft/Howe☐ Appropriate Action☐ Prepare Memo For Brady☐ Prepare Memo For Sittmann☐ Prepare Memo Scowcroftto Snow cc: Brady

CONCURRENCES/COMMENTS*

PHONE* to action officer at ext.

5746

Concur

FYI

☐ Andricos☐ Barth☐ Beers☐ Burns☐ Canas☐ Carney☐ Chellis☐ Davis☒ Deal☐ Dyke☐ Fry☐ Gordon☐ Gompert☐ Haass☐ Holl☐ Hewett☐ Hull

Concur

FYI

☐ Hutchings☐ Jones☐ Kansteiner☐ Lampley☐ Lowenkron☐ McNamara☐ McShane☒ Melby☐ Menan☐ Morley☐ Needles☐ O'Leary☐ Paal☒ Patterson☐ Pavitt☐ Pilling☐ Poneman

Concur

FYI

☒ Popadiuk☐ Pryce☐ Rademaker☐ Riedel☐ Rostow☐ Stettner☐ Tilley☐ Tobey☐ Van Eron☐ Waguespack☐ Wayne☐ Whitley☐ Working

INFORMATION

☒ Sittmann☒ Hill☒ Exec Sec Desk☒ Scowcroft (advance)☒ Howe (advance)☒ Secretariat

COMMENTS

Logged By

Return to Secretariat
379 OEOB

0388

WHITE HOUSE STAFFING MEMORANDUM

DATE: 1/17/92 ACTION/CONCURRENCE COMMENT DUE BY: TUESDAY, 1/21/92 10:00

PRESIDENTIAL REMARKS: COMPUTER TRADE AGREEMENT SIGNING
WED., JANUARY 22, 1992

SUBJECT: _____

	ACTION	FYI		ACTION	FYI
VICE PRESIDENT	☐	☒	HORNER	☐	☐
SKINNER	☐	☒	MCCLURE	☒	☐
SCOWCROFT	☒	☐	PETERSMEYER	☐	☐
DARMAN	☒	☐	PORTER	☒	☐
BRADY	☐	☒	ROGICH	☒	☐
BROMLEY	☐	☐	SMITH	☒	☐
CARD	☐	☒	BOSKIN	☒	☐
DEMAREST	☒	☐	FINDLAY	☐	☒
FITZWATER	☐	☒	SNOW	☐	☒
GRAY	☒	☐		☐	☐
HOLIDAY	☒	☐		☐	☐

REMARKS:

Please forward your comments directly to Tony Snow, Rm. 122, x2930, no later than 10:00 a.m., TUESDAY, JANUARY 21, with a copy to this office. Thank you.

RESPONSE:

The NSC concurs, with changes noted.

Brent Scowcroft

cc. Phillip Brady

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

WHITE HOUSE STAFFING MEMORANDUM

92 JAN 21 All: 54

DATE: 1/17/92 ACTION/CONCURRENCE/COMMENT DUE BY: TUESDAY, 1/21/92 10:00PRESIDENTIAL REMARKS: COMPUTER TRADE AGREEMENT SIGNING
WED., JANUARY 22, 1992

SUBJECT: _____

	ACTION	FYI		ACTION	FYI
VICE PRESIDENT	☐	☒	HORNER	☐	☐
SKINNER	☐	☒	MCCLURE	☒	☐
SCOWCROFT	☒	☐	PETERSMEYER	☐	☐
DARMAN	☒	☐	PORTER	☒	☐
BRADY	☐	☒	ROGICH	☒	☐
BROMLEY	☐	☐	SMITH	☒	☐
CARD	☐	☒	BOSKIN	☒	☐
DEMAREST	☒	☐	FINDLAY	☐	☒
FITZWATER	☐	☒	SNOW	☐	☒
GRAY	☒	☐		☐	☐
HOLIDAY	☒	☐		☐	☐

REMARKS:

Please forward your comments directly to Tony Snow, Rm. 122, x2930, no later than 10:00 a.m., TUESDAY, JANUARY 21, with a copy to this office. Thank you.

RESPONSE: Comments from Cabinet Affairs are attached. Thanks.

Elizabeth Luttig *EL*

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

(Hinchliffe/Nix)
January 17, 1992 11 a.m.
COMPUTER Draft One

02 JAN 17 P2:13

**PRESIDENTIAL REMARKS: COMPUTER TRADE AGREEMENT SIGNING
INDIAN TREATY ROOM
WEDNESDAY, JANUARY 22, 2 P.M.**

I'm proud to be here as we sign this historic agreement for Japanese public sector computer procurement. It's a highlight of our Asia trip -- for it sums up the success we had fighting for America, for American jobs, and for America's future.

The problem this agreement corrects has been serious. Today, although US companies have 41% of the Japanese private sector mainframe market, we have only ~~.4%~~ ^{6% (WTR)} of the ~~equivalent~~ ^(WTR) Japanese government computer market. This is an enormously important comparison -- 41% of the market where consumers could freely choose quality providers -- ~~.4%~~ ^{6% (WTR)} in the tightly controlled government market.

Essentially shutting us out of ~~this \$3 billion~~ ^{the \$9 BTR} market was unacceptable. We were determined to ensure that U.S. computer companies be allowed to increase their share of the lucrative Japanese public sector market. Since our leading edge electronics industry employs 2.4 million American workers, we knew this would mean dramatic gains in jobs. ^{for computer products and services (WTR)}

So, on our trip to Asia, we set as a top priority the challenge of working with the Japanese government to get it to level its own playing field. Carla and our negotiators worked with stunning speed. I'm tremendously proud of their steadfast commitment to open markets and fair competition. As a result of their concerted effort, and the cooperation of our Japanese

friends, this remarkable agreement will propel our nations into the next century of the global marketplace.

We're entering an entirely different economic world than the one we grew up in -- a new age of American competition in a fiercely challenging global marketplace. Agreements like these are only the first step. The next steps will come as American businesses meet worldwide challenges -- and they will succeed because, as long as the playing field is level, American workers will outcompete and outproduce anyone, anywhere, anytime.

In my State of the Union message, I'll present my action plan to move our economy into the 21st century. I look forward to discussing this ambitious agenda for growth -- I'm absolutely confident the American people will join me in this vision for a new era of expanded markets, of peace and prosperity.

We salute the hard work and determination between our two governments that brought about this landmark agreement. Nearly two centuries ago, a British politician named Lord Macaulay made an observation that still provides guidance for us today. He said that free trade is "one of the greatest blessings which a government can confer on a people." With the signing of today's agreement, Japan and the United States give their peoples a gift for the future. May God bless both our nations.

#

(Hinchliffe/Nix)
January 17, 1992 11 a.m.
COMPUTER Draft One

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INDIAN TREATY ROOM
WEDNESDAY, JANUARY 22, 2 P.M.**

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Fact Check Change MN 01/12/92
The problem this agreement corrects has been serious. Today, ^{foreign} although ~~US~~ companies have 41% of the Japanese private sector mainframe market, ^{but} ~~we~~ have only .4% of the equivalent Japanese government computer market. This is an enormously important comparison -- 41% of the market where consumers could freely choose quality providers -- .4% in the tightly controlled government market.

Essentially shutting us out of this \$3 billion market was unacceptable. We were determined to ensure that U.S. computer companies be allowed to increase their share of the lucrative Japanese public sector market. Since our leading edge electronics industry employs 2.4 million American workers, we knew this would mean dramatic gains in jobs.

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Tony/Beth-

Just a few comments.

Thanks J.

(Hinchliffe/Nix)
January 17, 1992 11 a.m.
COMPUTER Draft One

92 JAN 21

A 8:33

92 JAN 17 P2:13

**PRESIDENTIAL REMARKS: COMPUTER TRADE AGREEMENT SIGNING
INDIAN TREATY ROOM
WEDNESDAY, JANUARY 22, 2 P.M.**

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So, on our trip to Asia, we set as a top priority the challenge of working with the Japanese government to get it to level its own playing field. ^{Am. Bills} ~~Carla~~ and our negotiators worked with stunning speed. I'm tremendously proud of their steadfast commitment to open markets and fair competition. As a result of their concerted effort, and the cooperation of our Japanese

Not sure the President should use this, inadvertently, the name of a Korean computer company.

friends, this remarkable agreement will propel our nations into the next century of the global marketplace.

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#

→ Macaulay wasn't born until 1800.

COMPUTER TRADE AGREEMENT SIGNING \ ROOSEVELT ROOM
WEDNESDAY, JANUARY 22, 1992 \ 2:00 P.M.

WELCOME TO AMBASSADOR HILLS, FOREIGN MINISTER
WATANABE AND AMBASSADOR MURATA. I WANT TO TAKE THIS
MOMENT TO ^{welcome} ~~ACKNOWLEDGE SOME PEOPLE:~~ DICK IVERSON; CSPP CEO
MEMBERS ^(UN-RA) JAMES UNRUH ^{CSPP} AND RONALD SKATES; ^{Dara General} AND A SPECIAL
THANKS TO ^{Chairman} CHAIRMAN JOHN SCULLEY, WHO COULDN'T BE WITH
US TODAY.

*the ~~former~~ CSPP member companies
which are represented here today.
In particular, I want to acknowledge
James Unruh from Unruh & Ronald Skates
of Dara General; Dick Iverson, President
of the Am. Electronics Assoc. and a*
- 2 -

I'M PROUD TO BE HERE AS WE SIGN THIS PATH-BREAKING
AGREEMENT FOR JAPANESE PUBLIC SECTOR PROCUREMENT OF
AMERICAN COMPUTERS. IT'S JUST ONE OF THE HIGHLIGHTS OF
OUR ASIA TRIP -- IT ILLUSTRATES THE SUCCESS WE HAD
FIGHTING FOR AMERICA, FOR AMERICAN JOBS, AND FOR
AMERICA'S FUTURE.

THIS AGREEMENT ALSO HIGHLIGHTS WHY FOREIGN
RELATIONS HAVE NEVER BEEN AS IMPORTANT TO OUR WELL-
BEING AT HOME THAN THEY ARE NOW.

Computer Systems Policy Project

WHEN WE FOSTER DEMOCRACY ABROAD, WHEN WE STRENGTHEN OUR SECURITY ENGAGEMENTS WITH OUR ALLIES AND FRIENDS, WHEN WE WORK TO OPEN MARKETS AND EXPAND TRADE -- WE MAKE A PRICELESS INVESTMENT IN OUR OWN CHILDREN'S FUTURE.

THE PROMISE CONTAINED IN THIS AGREEMENT IS GREAT. FOR EXAMPLE, IN ONE SEGMENT OF THE COMPUTER MARKET -- MAINFRAMES -- FOREIGN COMPANIES HAVE 41% OF THE JAPANESE PRIVATE SECTOR MARKET, BUT ONLY .4% OF THE JAPANESE CENTRAL GOVERNMENT MARKET.

TEN YEARS AGO, JAPAN'S MARKETS WERE MUCH MORE CLOSED THAN THEY ARE NOW. TEN YEARS DOWN THE ROAD, THEY'LL BE MUCH MORE OPEN THAN THEY ARE TODAY -- AS A RESULT OF CONSTRUCTIVE AGREEMENTS LIKE THIS. IN TOKYO, WE WERE DETERMINED TO ENSURE THAT U.S. COMPUTER COMPANIES BE ALLOWED TO COMPETE FAIRLY FOR THE TOTAL JAPANESE GOVERNMENT COMPUTER MARKET -- ESTIMATED AT \$9 BILLION.

SINCE OUR HIGHLY COMPETITIVE ELECTRONICS INDUSTRY EMPLOYS 2.4 MILLION AMERICAN WORKERS, THIS WOULD MEAN DRAMATIC GAINS IN EXPORTS AND, THEREFORE, IN QUALITY AMERICAN JOBS.

SO, WE SET AS A TOP PRIORITY WORKING WITH THE JAPANESE GOVERNMENT TO CONTINUE THE PROCESS TO OPEN JAPAN'S MARKET TO FREE AND FAIR TRADE. AMBASSADOR HILLS AND OUR NEGOTIATORS WORKED WITH STUNNING SPEED.

I'M TREMENDOUSLY PROUD OF OUR TEAM'S STEADFAST COMMITMENT TO OPEN MARKETS AND FAIR COMPETITION. AS A RESULT OF THEIR CONCERTED EFFORT AND THE HARD WORK AND COOPERATION OF OUR JAPANESE FRIENDS -- ESPECIALLY MY GOOD FRIEND MINISTER WATANABE, HERE -- THIS REMARKABLE AGREEMENT WILL HELP PROPEL OUR NATIONS TOGETHER INTO THE NEXT CENTURY OF THE GLOBAL MARKETPLACE.

HIGH-TECH TRADE BENEFITS OUR CONSUMERS AND STRENGTHENS OUR INDUSTRIES.

WE HAVE REPRESENTATIVES FROM AMERICA'S COMPUTER INDUSTRY HERE TODAY. THEY KNOW HOW IMPORTANT OUR SUCCESSFUL NEGOTIATIONS WILL BE TO THEIR FUTURE -- AND THEY'VE SAID SO PUBLICLY IN COMMENDING THIS ACHIEVEMENT.

WE'RE ENTERING AN ENTIRELY DIFFERENT ECONOMIC WORLD THAN THE ONE WE GREW UP IN -- A NEW AGE OF AMERICAN COMPETITION IN A FIERCELY CHALLENGING GLOBAL MARKETPLACE.

AGREEMENTS LIKE THESE ARE ONLY THE FIRST STEP. THE NEXT STEPS WILL COME AS AMERICAN BUSINESSES MEET WORLDWIDE CHALLENGES -- AND THEY WILL SUCCEED BECAUSE, AS LONG AS THE PLAYING FIELD IS LEVEL, AMERICAN WORKERS WILL OUTCOMPETE AND OUTPRODUCE ANYONE, ANYWHERE, ANYTIME.

IN THE STATE OF THE UNION ADDRESS, I'LL PRESENT MY ACTION PLAN TO MOVE OUR ECONOMY INTO THE 21ST CENTURY.

IT'S AN AMBITIOUS AGENDA FOR GROWTH, AND I'M ABSOLUTELY
CONFIDENT THE AMERICAN PEOPLE WILL JOIN ME IN THIS
VISION FOR A NEW ERA OF EXPANDED MARKETS, GROWING
OPPORTUNITIES, PEACE AND PROSPERITY.

WE SALUTE THE HARD WORK AND DETERMINATION BETWEEN
OUR TWO GOVERNMENTS THAT BROUGHT ABOUT THIS LANDMARK
AGREEMENT. MORE THAN 150 YEARS AGO, A BRITISH
POLITICIAN, LORD MACAULAY, MADE AN OBSERVATION THAT CAN
STILL GUIDE US TODAY.

HE SAID THAT FREE TRADE IS "ONE OF THE GREATEST
BLESSINGS WHICH A GOVERNMENT CAN CONFER ON A PEOPLE."
WITH THE SIGNING OF TODAY'S AGREEMENT, JAPAN AND THE
UNITED STATES BOTH GIVE THEIR PEOPLE A GIFT FOR THE
FUTURE. MAY GOD BLESS BOTH OUR NATIONS.

#

Action: Bob Stange

CC: DFB, RB

Document No.

300089ss

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WHITE HOUSE STAFFING MEMORANDUM

92 JAN 21 AIO: 06

DATE: 1/17/92

ACTION/CONCURRENCE COMMENT DUE BY: TUESDAY, 1/21/92 10:00

PRESIDENTIAL REMARKS: COMPUTER TRADE AGREEMENT SIGNING
WED., JANUARY 22, 1992

SUBJECT:

	ACTION	FYI		ACTION	FYI
VICE PRESIDENT	☐	☒	HORNER	☐	☐
SKINNER	☐	☒	MCCLURE	☒	☐
SCOWCROFT	☒	☐	PETERSMEYER	☐	☐
DARMAN	☒	☐	PORTER	☒	☐
BRADY	☐	☒	ROGICH	☒	☐
BROMLEY	☐	☐	SMITH	☒	☐
CARD	☐	☒	BOSKIN	☒	☐
DEMAREST	☒	☐	FINDLAY	☐	☒
FITZWATER	☐	☒	SNOW	☐	☒
GRAY	☒	☐		☐	☐
HOLIDAY	☒	☐		☐	☐

REMARKS:

Please forward your comments directly to Tony Snow, Rm. 122, x2930, no later than 10:00 a.m., TUESDAY, JANUARY 21, with a copy to this office. Thank you.

RESPONSE:

Clear, w/ comment

RLS 1-20-92

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

(Hinchliffe/Nix)
January 17, 1992 11 a.m.
COMPUTER Draft One

32 JAN 17 P2:13

**PRESIDENTIAL REMARKS: COMPUTER TRADE AGREEMENT SIGNING
INDIAN TREATY ROOM
WEDNESDAY, JANUARY 22, 2 P.M.**

I'm proud to be here as we sign this historic agreement for Japanese public sector computer procurement. It's a highlight of our Asia trip -- for it sums up the success we had fighting for America, for American jobs, and for America's future.

The problem this agreement corrects has been serious. Today, although US companies have 41% of the Japanese private sector mainframe market, we have only .4% of the equivalent Japanese government computer market. This is an enormously important comparison -- 41% of the market where consumers could freely choose quality providers -- .4% in the tightly controlled government market.

Compete fairly for a

Essentially shutting us out of this \$3 billion market was unacceptable. We were determined to ensure that U.S. computer companies be allowed to ~~have a share~~ share of the lucrative Japanese public sector market. Since our leading edge electronics industry employs 2.4 million American workers, we knew this would mean dramatic gains in jobs.

So, on our trip to Asia, we set as a top priority the challenge of working with the Japanese government to get it to level its own playing field. Carla and our negotiators worked with stunning speed. I'm tremendously proud of their steadfast commitment to open markets and fair competition. As a result of their concerted effort, and the cooperation of our Japanese

friends, this remarkable agreement will propel our nations into the next century of the global marketplace.

We're entering an entirely different economic world than the one we grew up in -- a new age of American competition in a fiercely challenging global marketplace. Agreements like these are only the first step. The next steps will come as American businesses meet worldwide challenges -- and they will succeed because, as long as the playing field is level, American workers will outcompete and outproduce anyone, anywhere, anytime.

In my State of the Union message, I'll present my action plan to move our economy into the 21st century. I look forward to discussing this ambitious agenda for growth -- I'm absolutely confident the American people will join me in this vision for a new era of expanded markets, of peace and prosperity.

We salute the hard work and determination between our two governments that brought about this landmark agreement. Nearly two centuries ago, a British politician named Lord Macaulay made an observation that still provides guidance for us today. He said that free trade is "one of the greatest blessings which a government can confer on a people." With the signing of today's agreement, Japan and the United States give their peoples a gift for the future. May God bless both our nations.

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WHITE HOUSE STAFFING MEMORANDUM

DATE: 1/17/92 ACTION/CONCURRENCE/COMMENT DUE BY: TUESDAY, 1/21/92 10:00PRESIDENTIAL REMARKS: COMPUTER TRADE AGREEMENT SIGNING
WED., JANUARY 22, 1992

SUBJECT: _____

	ACTION	FYI		ACTION	FYI
VICE PRESIDENT	☐	☒	HORNER	☐	☐
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SCOWCROFT	☒	☐	PETERSMEYER	☐	☐
DARMAN	☒	☐	PORTER	☒	☐
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CARD	☐	☒	BOSKIN	☒	☐
DEMAREST	☒	☐	FINDLAY	☐	☒
FITZWATER	☐	☒	SNOW	☐	☒
GRAY	☒	☐		☐	☐
HOLIDAY	☒	☐		☐	☐

REMARKS:

Please forward your comments directly to Tony Snow, Rm. 122, x2930, no later than 10:00 a.m., TUESDAY, JANUARY 21, with a copy to this office. Thank you.

RESPONSE:

minor change
S.R.

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

32 JAN 17 P2:13

(Hinchliffe/Nix)
January 17, 1992 11 a.m.
COMPUTER Draft One

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INDIAN TREATY ROOM
WEDNESDAY, JANUARY 22, 2 P.M.**

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In my State of the Union message, I'll present my action plan to move our economy into the 21st century. I look forward to discussing this ambitious agenda for growth -- I'm absolutely confident the American people will join me in this vision for a new era of expanded markets, of peace and prosperity.

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#

THE WHITE HOUSE

WASHINGTON

January 20, 1992

92 JAN 21 11:11

MEMORANDUM FOR TONY SNOW

FROM: ROGER B. PORTER *RBP*
SUBJECT: Presidential Remarks: Computer Trade Agreement
Signing

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

(Hinchliffe/Nix)
January 17, 1992 11 a.m.
COMPUTER Draft One

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INDIAN TREATY ROOM
WEDNESDAY, JANUARY 22, 2 P.M.**

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92 JAN 17 P6:33

WHITE HOUSE STAFFING MEMORANDUM

DATE: 1/17/92 ACTION/CONCURRENCE/COMMENT DUE BY: TUESDAY, 1/21/92 10:00PRESIDENTIAL REMARKS: COMPUTER TRADE AGREEMENT SIGNING
WED., JANUARY 22, 1992

SUBJECT: _____

	ACTION	FYI		ACTION	FYI
VICE PRESIDENT	☐	☒	HORNER	☐	☐
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SCOWCROFT	☒	☐	PETERSMEYER	☐	☐
DARMAN	☒	☐	PORTER	☒	☐
BRADY	☐	☒	ROGICH	☒	☐
BROMLEY	☐	☐	SMITH	☒	☐
CARD	☐	☒	BOSKIN	☒	☐
DEMAREST	☒	☐	FINDLAY	☐	☒
FITZWATER	☐	☒	SNOW	☐	☒
GRAY	☒	☐		☐	☐
HOLIDAY	☒	☐		☐	☐

REMARKS:

Please forward your comments directly to Tony Snow, Rm. 122, x2930, no later than 10:00 a.m., TUESDAY, JANUARY 21, with a copy to this office. Thank you.

RESPONSE:

Paul DS

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

(Hinchliffe/Nix)
January 17, 1992 11 a.m.
COMPUTER Draft One

32 JAN 17 P2:13

**PRESIDENTIAL REMARKS: COMPUTER TRADE AGREEMENT SIGNING
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WEDNESDAY, JANUARY 22, 2 P.M.**

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WHITE HOUSE STAFFING MEMORANDUM

DATE. 1/17/92

ACTION/CONCURRENCE COMMENT DUE BY: TUESDAY, 1/21/92 10:

PRESIDENTIAL REMARKS: COMPUTER TRADE AGREEMENT SIGNING
WED., JANUARY 22, 1992

SUBJECT: _____

	ACTION	FYI		ACTION	FYI
VICE PRESIDENT	—	✓	HORNER	—	—
SKINNER	—	✓	MCCLURE	✓	—
SCOWCROFT	✓	—	PETERSMEYER	—	—
DARMAN	✓	—	PORTER	✓	—
BRADY	—	✓	ROGICH	✓	—
BROMLEY	—	—	SMITH	✓	—
CARD	—	✓	BOSKIN	✓	—
DEMAREST	✓	—	FINDLAY	—	✓
FITZWATER	—	✓	SNOW	—	✓
GRAY	✓	—		—	—
HOLIDAY	✓	—		—	—

REMARKS:

Please forward your comments directly to Tony Snow, Rm. 122, x2930, no later than 10:00 a.m., TUESDAY, JANUARY 21, with a copy to this office. Thank you.

RESPONSE: Comments from Cabinet Affairs are attached. Thanks.

Elizabeth Luttig *EL*

Additional comments
from Commerce are
attached. Thanks.

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

(Hinshliffe/Nix)
January 17, 1992 11 a.m.
COMPUTER Draft One

13727
32 JAN 17 P2: 13

PRESIDENTIAL REMARKS: COMPUTER TRADE AGREEMENT SIGNING
INDIAN TREATY ROOM
WEDNESDAY, JANUARY 22, 2 P.M.

I'm proud to be here as we sign this historic agreement for Japanese public sector computer procurement. It's a highlight of our Asia trip -- for it sums up the success we had fighting for America, for American jobs, and for America's future ^{standard of living.}

The problem this agreement corrects has been serious. Today, although US companies have 41% of the Japanese private sector mainframe market, we have only .4% of the equivalent Japanese ^{federal} government computer market. This is an enormously important comparison -- 41% of the market where consumers could freely choose quality providers -- .4% in the tightly controlled government market.

Essentially shutting us out of this \$3 billion market was unacceptable. We were determined to ensure that U.S. computer companies be allowed to increase their share of the lucrative Japanese public sector market. Since our leading edge electronics industry employs 2.4 million American workers, we knew this would mean ^{significant} ^{high paying} gains in jobs.

So, on our trip to Asia, we set as a top priority the challenge of working with the Japanese government to get it to level its own playing field. Carla and our negotiators worked with stunning speed. I'm tremendously proud of their steadfast commitment to open markets and fair competition. As a result of their concerted effort, and the cooperation of our Japanese

2

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In my State of the Union message, I'll present my action plan to move our economy into the 21st century. I look forward to discussing this ambitious agenda for growth -- I'm absolutely confident the American people will join me in this vision for a new era of expanded markets, of peace and prosperity.

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* "A" Insert → For example, real exports in October and November rose at a strong 28 percent annual rate from their ~~q~~ third quarter level.

ta Cares is moving 100 people of St. Petersburg, as a gift from the State ability to move that flour across an ocean, and off the homes of people who ant to our spirit, to the very best.

animates all the people om because you do rep- on of American society: ertise and the energy to y make the transition to ee government; people the true meaning of de- And I am very, very any American organiza- dividuals so active in orces of freedom and de-

the Government's part, y involved. We're in a year now in terms of t not and I will not ne- ties to do what I can d- his great country in mo- the good work of govern- e governments can. I'm eeing President Yeltsin, he comes here, talking that I'm sure many of t today. We will stay ac- ed.

ing to the United States leadership, since the ovet Union, not just in he Commonwealth but ther problems from the h America to wherever ve got to stay involved d I just wanted you all o my level-best to keep Government programs . But the Government un't do it all. We need ed your active involve-

nously exciting period. e, a time of great grief ople over there, human got to look at it like it's ise, not just for democ- d free markets in these

things but for a whole new relationship be- tween our country and these former—the one former adversary, parts of which we are trying to help now to the best of our ability.

So thank you very, very much for your con- cern and your interest. And believe me, you are engaged in something that is fun- damental, fundamental to world peace. Thank you.

Note: The President spoke at 11:17 a.m. in Room 450 of the Old Executive Office Build- ing to the Conference on Private Sector As- sistance to the Commonwealth of Independ- ent States, sponsored by the Citizens Democ- racy Corps. In his remarks, he referred to Cooper Evans, member of the board of direc- tors of Volunteers in Overseas Cooperative Assistance; Diane Butterfield, director of fi- nance and administration for the CDC; and Max M. Kampelman, member of the board of the International Media Fund and member of the Executive Committee of the American Bar Association's Special Committee on the Central and Eastern European Law Ini- tiative.

Remarks in a Teleconference with the March for Life Rally January 22, 1992

I admire your conviction and dedication as you watch out for the most helpless mem- bers of our human family.

The most compelling legacy of this Nation is Jefferson's concept that all are created equal. It doesn't say "born equal." He says "created." From the moment the miracle of life occurs, human beings must cherish that life, must hold it in awe, must preserve, pro- tect, and defend it. It's there in our Decl- aration of Independence that we are created equal and endowed with certain inalienable rights to life, to liberty, and to the pursuit of happiness.

I want to reaffirm my dedication and com- mitment to the simple recognition that all life is a precious gift, that each human being has intrinsic dignity and worth. We are mak- ing progress towards this recognition, and I will continue to oppose and fight back at-

tempts by Congress to expand Federal fund- ing for abortions.

Much remains to be done as we reflect upon the gift of life. So, let us redouble our efforts, both in public and private sector, to encourage alternatives such as adoption.

And on a personal note, I find the figures on the numbers of pregnancies that are ter- minated by abortion simply unconscionable.

So, thank you for what you're doing, for your heartfelt, selfless work. For 19 years you've been tirelessly committed to a right- eous cause. And I am out there with you in spirit. And may God bless you all.

Thank you very much.

Note: The President spoke at 12:13 p.m. from the Oval Office at the White House to rally participants gathered on The Mall.

Remarks at the Signing Ceremony for the Computer Trade Agreement With Japan

January 22, 1992

The President. First, let me welcome Foreign Minister Watanabe of Japan and Ja- pan's able Ambassador to the United States, Ambassador Murata. And of course, well- known to all in this audience is our distin- guished USTR, Ambassador Carla Hills.

I want to welcome the CSPP, the Com- puter Systems Policy Project member com- panies which are represented here by this distinguished group. And in particular, I want to acknowledge James Unruh from UNISYS; Ronald Skates of Data General; Dick Iverson, the president of the American Elec- tronics Association; and a special thanks to CSPP Chairman John Scully, who regrettably is not with us today.

And I'm proud to be here as we sign this path-breaking agreement for Japanese public sector procurement of American computers. It's just one of the highlights of our Asia trip. It illustrates the success that we had fighting for America, for American jobs, and for our own future, for America's future. This agree- ment also highlights why foreign relations have never been as important to our well- being at home than they are now. When we

foster democracy abroad, when we strengthen our security engagements with our allies and friends, when we work to open markets and to expand trade, we make a priceless investment in our own children's future.

The promise contained in this agreement is great. For example, in one segment of the computer market, mainframes, foreign companies have 41 percent of the overall Japanese private sector market, but only .4 percent of the Japanese central government market. Ten years ago, Japan's markets were much more closed than they are now. And 10 years down the road, they'll be much more open than they are today as a result of constructive agreements like this one.

In Tokyo, we were determined to ensure that U.S. computer companies be allowed to compete fairly for the total Japanese government computer market, estimated as a \$9 billion market. Since our own highly competitive electronics industry employs 2.4 million American workers, this would mean dramatic gains in exports and therefore in quality American jobs. So, we set as a top priority working with the Japanese Government to continue the process to open Japan's markets to free and fair trade.

Ambassador Hills and our negotiators worked with stunning speed, and I am tremendously proud of our team's steadfast commitment to open markets and fair competition. And as a result of their concerned effort and the hard work and cooperation of our Japanese friends, especially by my good friend Minister Watanabe here, this remarkable agreement will help propel our nations together into the next century of global marketplace.

High-tech trade benefits our consumers, strengthens our industries. And we have representatives from America's computer industry here today. They know how important our successful negotiations will be to their future, and they've said so publicly in commending this achievement.

We're entering an entirely different economic world than the one we grew up in, a new age of American competition in a fiercely challenging global marketplace.

Agreements like these are only the first step; the next step will come as American businesses meet worldwide challenges. And they will succeed because as long as that playing field is level, American workers, I think, can outcompete and outproduce anyone, anywhere, anytime. I know we all have that confidence in our workers.

In the State of the Union Address, I'm going to present my action plan to move our economy into the 21st century. It's an ambitious agenda for growth, and I'm absolutely confident that the American people will join me in this vision for a new era of expanded markets, growing opportunities, peace, and prosperity. And overlooked to some degree is, with full cooperation from Japan's Prime Minister and their Foreign Minister, we signed a very important growth agenda with the Japanese. It has broad economic implications for the entire world.

And again, sir, I thank you for your personal role in that.

We salute the hard work and determination between our two Governments that brought about this landmark agreement. More than 150 years ago, a British politician, Lord Macaulay, made an observation that could still guide us today. He said that free trade is "one of the greatest blessings which a government can confer on a people." And I think with the signing of today's agreement, Japan and the United States both give their people a gift for the future. This relationship between Japan and the United States is very, very important, and I plan to keep it with very, very high priority.

And now, Minister Watanabe, with thanks to you, sir, for taking time from your other busy schedule here, welcome, and we're just delighted to have you here.

Note: The President spoke at 2:10 p.m. in the Roosevelt Room at the White House. Japanese Ambassador Ryohei Murata signed the agreement on behalf of Japan, and Ambassador Carla A. Hills, U.S. Trade Representative, signed on behalf of the United States.