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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:** 13600  
**Folder ID Number:** 13600-008

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**Folder Title:**  
National Association of Wholesaler-Distributors 1/23/92 [OA 6096]

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Stack:	Row:	Section:	Shelf:	Position:
<b>G</b>	<b>26</b>	<b>17</b>	<b>6</b>	<b>1</b>

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NATIONAL ASSOC. OF WHOLESALER-DISTRIBUTORS \ ROOM 450  
THURSDAY, JANUARY 23, 1992 \ 9:15 A.M.

THANK YOU FOR THOSE KIND WORDS, AND WELCOME TO YOU ALL. THANKS TO ALAN KRANOWITZ FOR ALL HIS FINE WORK. AND DIRK VAN DONGEN, I UNDERSTAND YOU'RE CELEBRATING YOUR 25TH ANNIVERSARY WITH THE N-A-W THIS YEAR. MY CONGRATULATIONS. AND WELCOME TO JAY CHURCH AND JIMMY TAYLOR.

- 2 -

I'M ALWAYS PLEASED TO GET A CHANCE TO SPEAK WITH THE N-A-W. ((THE LAST TIME WE GOT TOGETHER, I REMEMBER, I COULD BARELY SPEAK AT ALL. I KNOW THEY SAY IT'S ALWAYS GOOD TO LEAVE A CROWD SPEECHLESS, BUT I DON'T THINK THE SPEAKER IS THE ONE THEY HAVE IN MIND.))

I'M ESPECIALLY PLEASED TO SEE YOU TODAY, BECAUSE AS YOU'VE PROBABLY HEARD WE'VE BEEN WORKING HARD AROUND HERE PREPARING FOR THE STATE OF THE UNION ADDRESS NEXT WEEK. I THINK YOU'LL BE PLEASED WITH THE RESULTS.

I'M GOING TO USE THAT OCCASION TO CONTINUE TO PUSH FOR THE THINGS WE ALL STAND FOR. THAT MEANS JOBS, A STRONG, GROWING ECONOMY, AND A MARKETPLACE FREE OF NEEDLESS GOVERNMENT INTERFERENCE AND IT MEANS TELLING CONGRESS WE MUST HOLD THIS LINE ON GOVERNMENT SPENDING. YOU AT THE N-A-W HAVE BEEN OF TREMENDOUS HELP THROUGH THE YEARS IN WORKING FOR A COMMON SENSE APPROACH TO THE ECONOMY.

IN FACT, I COUNT ON THE N-A-W'S EXPERTISE IN MORE WAYS THAN YOU REALIZE -- HAVING JUST ASKED YOUR ALUMNUS NICK CALIO TO RETURN TO HELP US WITH OUR WORK ON CAPITOL HILL.

NOW THIS IS AN ELECTION YEAR, SO YOU'RE GOING TO HEAR ALL SORTS OF PEOPLE PROMOTING A LOT OF GIMMICKS, A LOT OF QUICK-FIXES THAT WILL SUPPOSEDLY TURN OUR ECONOMY AROUND. WE DON'T NEED GIMMICKS. WE NEED TO SET SOME COMMON SENSE GOALS AND STICK TO THEM.

ANY PLAN THAT TRULY PREPARES OUR ECONOMY FOR THE FUTURE MUST MEET FIVE TESTS:

ONE: IT MUST STIMULATE THE INVESTMENT NECESSARY TO CREATE JOBS.

TWO: IT MUST BOLSTER REAL-ESTATE VALUES AND INCREASE HOME SALES.

THREE: IT MUST GIVE AMERICANS CONFIDENCE THAT THEY WILL BE ABLE TO AFFORD THE COSTS OF RAISING A FAMILY, EDUCATING THEIR CHILDREN, AND OBTAINING HEALTH CARE.

FOUR: IT MUST INCREASE AMERICA'S CAPACITY TO COMPETE IN A GLOBAL ECONOMY.

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

TAKEN ALTOGETHER, THESE TESTS WILL SEPARATE SERIOUS PROPOSALS FROM QUICK-FIX GIMMICKS. SOME OF MY CRITICS SAY THEY WANT TO CREATE JOBS. THEN THEY CALL FOR RAISING TAX RATES AND IMPOSING EVEN MORE MANDATES TO HAMSTRING BUSINESSES WITH GOVERNMENT RED TAPE.

OR THEY SAY THEY WANT TO MAKE THE U.S. ECONOMY COMPETITIVE, AND THEN CALL FOR BUILDING A FENCE AROUND AMERICA.

THESE GIMMICKS ARE ABOUT POLITICS, NOT PROSPERITY. PROSPERITY LIES IN OPENING MARKETS, NOT CLOSING THEM. AND I'M PLEASED THAT RECENTLY, WITH OUR TRIP TO ASIA, WE'VE BEEN ABLE TO MAKE REAL PROGRESS IN THAT REGARD.

YESTERDAY, FOR INSTANCE, WE SIGNED A PATH-BREAKING AGREEMENT ENSURING THAT U.S. COMPUTER COMPANIES WILL BE ALLOWED TO COMPETE FAIRLY FOR THE JAPANESE GOVERNMENT COMPUTER MARKET.

YOU'LL ALSO HEAR A LOT OF LOOSE TALK THIS ELECTION YEAR ABOUT HEALTH CARE. I'LL DISCUSS THIS CRITICAL ISSUE IN SOME DEPTH IN MY ADDRESS NEXT WEEK, BUT WE SHOULD BE CLEAR ABOUT A COUPLE OF HEALTH-CARE PRINCIPLES AT THE START.

FIRST, GOVERNMENT EFFORTS TO CENTRALLY MANAGE OR MANDATE BENEFITS PRODUCE MORE PROBLEMS THAN THEY SOLVE. AND SECOND, WE MUST FOREGO APPROACHES TO THE PROBLEM THAT COST JOBS. THIS IS A TIME TO CONCENTRATE ON CREATING JOBS, NOT DESTROYING THEM. THAT MEANS DON'T OVER-BURDEN THE SMALL BUSINESSES WITH A LOT OF FEDERAL MANDATES.

AS EACH OF YOU KNOWS, WHAT AMERICAN BUSINESSES WANT IS A FAIR SHAKE -- FROM OUR TRADING PARTNERS AND FROM THEIR GOVERNMENT.

LET THEM GO HEAD-TO-HEAD IN THE WORLD MARKETPLACE, AND I'M CONVINCED THAT AMERICAN COMPANIES CAN OUT-THINK, OUT-WORK, AND OUT-COMPETE ANYONE IN THE WORLD.

I SHARE YOUR FAITH IN AMERICAN BUSINESS, BECAUSE LIKE YOU I UNDERSTAND THE VALUES THAT HAVE MADE AMERICAN BUSINESS THE MODEL FOR THE WORLD: HARD WORK, CREATIVITY, THE WILLINGNESS TO TAKE RISKS -- TO BELIEVE IN YOUR DREAMS AND MAKE GOOD ON THEM. IF WE BUILD ON THOSE VALUES -- USE THEM AS OUR GUIDING LIGHT -- WE WILL TURN THIS ECONOMY AROUND.

**AMERICA WILL CONTINUE TO LEAD THE WORLD IN THE 1990s,  
AND INTO THE NEXT CENTURY.**

**THANK YOU ALL FOR COMING TODAY, AND FOR ALL YOU'VE  
DONE OVER THESE PAST THREE YEARS.**

**# # #**

THE WHITE HOUSE  
WASHINGTON

THE PRESIDENT HAS SEEN  
32 JAN 22 P4:04

January 22, 1992

MEMORANDUM FOR THE PRESIDENT

THROUGH: DAVID DEMAREST  
TONY SNOW *TS*

FROM: ANDY FERGUSON *af*

SUBJECT: NATIONAL ASSOCIATION OF WHOLESALER-DISTRIBUTORS

*JH*  
*with charges !!*

On Thursday, January 23, at 9:15 a.m., you will address members of the National Association of Wholesaler-Distributors in Room 450 in the OEOB. Your remarks (7 minutes, cards) thank the NAW for their continued support and express your faith and optimism in American business to compete in the global economy.

NOTE: The bracketed joke at the top of the text refers to the NAW's visit in 1989 when you had laryngitis and lost your voice.

(Ferguson/Aarhus)  
January 22, 1992  
DRAFT 3  
WHOLESALE

PRESIDENTIAL REMARKS: NATIONAL ASSOC. OF WHOLESALER-DISTRIBUTORS  
ROOM 450  
THURSDAY, JANUARY 23, 1992  
9:15 A.M.

Thank you for those kind words, and welcome to you all.  
Thanks to Alan Kranowitz for all his fine work. And Kirk Van Dongen, I understand you're celebrating your 25th Anniversary with the N-A-W this year. My congratulations.

I'm always pleased to get a chance to speak with the N-A-W. ((The last time we got together, I remember, I could barely speak at all. I know they say it's always good to leave a crowd speechless, but I don't think the speaker is the one they have in mind.))

I'm especially pleased to see you today, because as you've probably heard we've been working hard around here preparing for the State of the Union address next week. I think you'll be pleased with the results. I'm going to use that occasion to continue to push for the things we all stand for. That means jobs, a strong, growing economy, and a marketplace free of needless government interference. <sup>and it means telling Congress we must hold this</sup> You at the N-A-W have been of tremendous help through the years in working for a common sense approach to the economy. *line on government speedy - The budget*

In fact, I count on the N-A-W's expertise in more ways than you realize -- having just asked your alumnus Nick Calio to return to help us with our work on Capitol Hill.

Now ~~this~~ is an election year, so you're going to hear all sorts of people promoting a lot of gimmicks, a lot of quick-fixes that will supposedly turn our economy around. We don't need gimmicks. We need to set some common sense goals and stick to them. Any plan that truly prepares our economy for the future must meet five tests:

One: It must stimulate the investment necessary to create jobs.

Two: It must bolster real-estate values and increase home sales.

Three: It must give Americans confidence that they will be able to afford the costs of raising a family, educating their children, and obtaining health care.

Four: It must increase America's capacity to compete in a global economy.

And five: It must control wasteful government spending and bring the deficit down.

Taken altogether, these tests will separate serious proposals from quick-fix gimmicks. Some of my critics say they want to create jobs. Then they call for raising tax rates and imposing even more mandates to hamstring businesses with government red tape. Or they say they want to make the U.S. economy competitive, and then call for building a fence around America.

These gimmicks are about politics, not prosperity. Prosperity lies in opening markets, not closing them. And I'm

pleased that recently, with our trip to Asia, we've been able to make real progress in that regard. <sup>Yesterday</sup> ~~On Wednesday~~, for instance, we signed a path-breaking agreement ensuring that U.S. computer companies will be allowed to compete fairly for the Japanese government computer market.

You'll also hear a lot of loose talk this election year about health care. I'll discuss this critical issue in some depth in my address next week, but we should be clear about a couple of health-care principles at the start. First, government efforts to centrally manage or mandate benefits produce more problems than they solve. And second, we must forego approaches to the problem that cost jobs. This is a time to concentrate on creating jobs, not destroying them.

*That means don't over burden the small business with a lot of Federal mandates*

As each of you know, what American businesses want is a fair shake -- from our trading partners and from their government. Let them go head-to-head in the world marketplace, and I'm convinced that American companies can out-think, out-work, and out-compete anyone in the world.

I share your faith in American business, because like you I understand the values that have made American business the model for the world: hard work, creativity, the willingness to take risks -- to believe in your dreams and make good on them. If we build on those values -- use them as our guiding light -- we will turn this economy around. America will continue to lead the world in the 1990s, and into the next century.

Thank you all for coming today, and for all you've done over these past three years.

# # #

**WHITE HOUSE STAFFING MEMORANDUM**

92 JAN 22 10:53 AM

DATE: 01/22/92 ACTION/CONCURRENCE/COMMENT DUE BY: ----

SUBJECT: PRESIDENTIAL REMARKS: NATIONAL ASSOCIATION OF WHOLESALER-DISTRIBUTORS  
(01/22 Draft 3)

	ACTION	FYI		ACTION	FYI
VICE PRESIDENT	<input type="checkbox"/>	<input checked="" type="checkbox"/>	HORNER	<input type="checkbox"/>	<input type="checkbox"/>
SKINNER	<input type="checkbox"/>	<input checked="" type="checkbox"/>	MCCLURE	<input type="checkbox"/>	<input checked="" type="checkbox"/>
SCOWCROFT	<input type="checkbox"/>	<input type="checkbox"/>	PETERSMEYER	<input type="checkbox"/>	<input type="checkbox"/>
DARMAN	<input type="checkbox"/>	<input checked="" type="checkbox"/>	PORTER	<input type="checkbox"/>	<input checked="" type="checkbox"/>
BRADY	<input type="checkbox"/>	<input checked="" type="checkbox"/>	ROGICH	<input type="checkbox"/>	<input checked="" type="checkbox"/>
BROMLEY	<input type="checkbox"/>	<input type="checkbox"/>	SMITH	<input type="checkbox"/>	<input checked="" type="checkbox"/>
CARD	<input type="checkbox"/>	<input checked="" type="checkbox"/>	BOSKIN	<input type="checkbox"/>	<input checked="" type="checkbox"/>
DEMAREST	<input type="checkbox"/>	<input checked="" type="checkbox"/>	FINDLAY	<input type="checkbox"/>	<input checked="" type="checkbox"/>
FITZWATER	<input type="checkbox"/>	<input checked="" type="checkbox"/>	SNOW	<input type="checkbox"/>	<input checked="" 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:

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

THE WHITE HOUSE

WASHINGTON

32 JAN 22 P4:04

January 22, 1992

MEMORANDUM FOR THE PRESIDENT

THROUGH: DAVID DEMAREST  
TONY SNOW *TS*

FROM: ANDY FERGUSON *AF*

SUBJECT: NATIONAL ASSOCIATION OF WHOLESALER-DISTRIBUTORS

On Thursday, January 23, at 9:15 a.m., you will address members of the National Association of Wholesaler-Distributors in Room 450 in the OEOB. Your remarks (7 minutes, cards) thank the NAW for their continued support and express your faith and optimism in American business to compete in the global economy.

NOTE: The bracketed joke at the top of the text refers to the NAW's visit in 1989 when you had laryngitis and lost your voice.

(Ferguson/Aarhus)  
January 22, 1992  
DRAFT 3  
WHOLESALE

PRESIDENTIAL REMARKS: NATIONAL ASSOC. OF WHOLESALER-DISTRIBUTORS  
ROOM 450  
THURSDAY, JANUARY 23, 1992  
9:15 A.M.

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Thanks to Alan Kranowitz for all his fine work. And Kirk Van  
Dongen, I understand you're celebrating your 25th Anniversary  
with the N-A-W this year. My congratulations.

I'm always pleased to get a chance to speak with the N-A-W.  
((The last time we got together, I remember, I could barely speak  
at all. I know they say it's always good to leave a crowd  
speechless, but I don't think the speaker is the one they have in  
mind.))

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probably heard we've been working hard around here preparing for  
the State of the Union address next week. I think you'll be  
pleased with the results. I'm going to use that occasion to  
continue to push for the things we all stand for. That means  
jobs, a strong, growing economy, and a marketplace free of  
needless government interference. You at the N-A-W have been of  
tremendous help through the years in working for a common sense  
approach to the economy.

In fact, I count on the N-A-W's expertise in more ways than  
you realize -- having just asked your alumnus Nick Calio to  
return to help us with our work on Capitol Hill.

Now ~~this~~<sup>is</sup> is an election year, so you're going to hear all sorts of people promoting a lot of gimmicks, a lot of quick-fixes that will supposedly turn our economy around. We don't need gimmicks. We need to set some common sense goals and stick to them. Any plan that truly prepares our economy for the future must meet five tests:

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I share your faith in American business, because like you I understand the values that have made American business the model for the world: hard work, creativity, the willingness to take risks -- to believe in your dreams and make good on them. If we build on those values -- use them as our guiding light -- we will turn this economy around. America will continue to lead the world in the 1990s, and into the next century.

Thank you all for coming today, and for all you've done over these past three years.

# # #

92 JAN 21 P5:10 **WHITE HOUSE STAFFING MEMORANDUM**

DATE: 1/21/92 ACTION/CONCURRENCE COMMENT DUE BY: WED., 1/22/92 9:00 am

PRESIDENTIAL REMARKS: NATIONAL ASSOC. OF WHOLESALER-DISTRIBUTORS  
THURSDAY, JANUARY 23, 1992 - 9:15 a.m.

SUBJECT: \_\_\_\_\_

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

REMARKS:

Please forward your comments directly to Tony Snow, RM. 122, x2930, no later than 9:00 a.m., WEDNESDAY, JANUARY 22, with a copy to this office. Thank you.

RESPONSE:

*See REMARKS*

*MASTERS*

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

① Nick Calio (Vogt)

② Dirk Van Dongen - 25th Anniv.  
(Vogt)

\*Call Bobbie

Kulberg

Rec DE

(Ferguson/Aarhus)

January 16, 1992

DRAFT 2

WHOLESALE

32 JAN 21 P2:09

X 7140

PRESIDENTIAL REMARKS: NATIONAL ASSOC. OF WHOLESALER-DISTRIBUTORS  
ROOM 450  
THURSDAY, JANUARY 23, 1992  
9:15 A.M.

[Acknowledgments. Dirk Van Dongen, Alan Kranowitz.]

I'm always pleased to get a chance to speak with the N-A-W.  
((The last time we got together, I remember, I could barely speak  
at all. I know they say it's always good to leave a crowd  
speechless, but I don't think the speaker is the one they have in  
mind.))

I'm especially pleased to see you today, because as you've  
probably heard we've been working hard around here preparing for  
the State of the Union address next week. I think you'll be  
pleased with the results. I'm going to use that occasion to  
continue to push for the things we all stand for. That means  
jobs, a strong, growing economy, and a marketplace free of  
needless government ~~manipulation~~. You at the N-A-W have been of  
tremendous help through the years in working for a common sense  
approach to the economy.

Now this is an election year, so you're going to hear all  
sorts of people promoting a lot of gimmicks, a lot of quick-  
fixes that will supposedly turn our economy around. We don't  
need gimmicks. We need to set some common sense goals and stick  
to them. Any plan that truly prepares our economy for the future  
must meet five tests:

One: It <sup>E</sup> must stimulate the investment necessary to create jobs.

*bolster (Porter)*

Two: It must ~~stop the slide in~~ real-estate values and increase home sales.

Three: It must give Americans confidence that they will be able to afford the costs of raising a family, educating their children, and obtaining health care.

Four: It must increase America's capacity to compete in a global economy.

And five: It must control wasteful government spending, and bring ~~this deficit~~ under control.

*the (Porter)*

*2x in one sentence (Treasury)*

*regulation (X)*

*not mandatory*

Taken altogether, these tests ~~make a surefire "baloney detector."~~ *Proposals from quick fix* *will separate serious* *gimmicks (Porter)* *my critics (Porter)* And when you listen to some of our critics out there, your ~~baloney detector~~ will start beeping like mad. Some of them

say they want to create jobs. Then they call for raising tax rates and imposing even more mandates to ~~hamstring~~ *restrict (Porter)* businesses with government red tape. Or they say they want to make the U.S. economy competitive, and then call for building a fence around America.

*Goal Porter*

These gimmicks are about politics, not prosperity.

*X out future*

Prosperity lies in opening markets, not closing them. And I'm pleased that recently, with our trip to Asia, we've been able to make real progress in that regard. As each of you know, what American businesses want is a fair shake -- from our trading partners and from their government. Let them go head-to-head in

*refer to computer agreement signed yesterday*

the world marketplace, and I'm convinced that American companies can out-think, out-work, and out-compete anyone in the world.

I share your faith in American business, because like you I understand the values that have made American business the model for the world: hard work, creativity, the willingness to take risks -- to believe in your dreams and make good on them. If we build on those values -- use them as our guiding light -- we will turn this economy around. America will continue to lead the world in the 1990s, and into the next century.

Thank you all for coming today, and for all you've done over these past three years.

# # #

Bobbi Kilberg:

Beef it up w/ <sup>substantive</sup> general remarks on health

Formed HEAL Coalition

Don't want

Roger Porter or Darman / Huddy

**WHITE HOUSE STAFFING MEMORANDUM**

DATE: 1/21/92 ACTION/CONCURRENCE COMMENT DUE BY: WED., 1/22/92 9:00am

PRESIDENTIAL REMARKS: NATIONAL ASSOC. OF WHOLESALER-DISTRIBUTORS  
THURSDAY, JANUARY 23, 1992 - 9:15 a.m.

SUBJECT: \_\_\_\_\_

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

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RESPONSE:

PHILLIP D. BRADY  
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and Staff Secretary  
Ext. 2702

(Ferguson/Aarhus)  
January 16, 1992  
DRAFT 2  
WHOLESALE

92 JAN 21 P2: 09

PRESIDENTIAL REMARKS: NATIONAL ASSOC. OF WHOLESALER-DISTRIBUTORS  
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THE WHITE HOUSE  
WASHINGTON

January 22, 1992

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TONY SNOW *TS*

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January 22, 1992  
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WHOLESALE

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continue to push for the things we all stand for. That means  
jobs, a strong, growing economy, and a marketplace free of  
needless government interference. You at the N-A-W have been of  
tremendous help through the years in working for a common sense  
approach to the economy.

In fact, I count on the N-A-W's expertise in more ways than  
you realize -- having just asked your alumnus Nick Calio to  
return to help us with our work on Capitol Hill.

Now this is an election year, so you're going to hear all sorts of people promoting a lot of gimmicks, a lot of quick-fixes that will supposedly turn our economy around. We don't need gimmicks. We need to set some common sense goals and stick to them. Any plan that truly prepares our economy for the future must meet five tests:

One: It must stimulate the investment necessary to create jobs.

Two: It must bolster real-estate values and increase home sales.

Three: It must give Americans confidence that they will be able to afford the costs of raising a family, educating their children, and obtaining health care.

Four: It must increase America's capacity to compete in a global economy.

And five: It must control wasteful government spending and bring the deficit down.

Taken altogether, these tests will separate serious proposals from quick-fix gimmicks. Some of my critics say they want to create jobs. Then they call for raising tax rates and imposing even more mandates to hamstring businesses with government red tape. Or they say they want to make the U.S. economy competitive, and then call for building a fence around America.

These gimmicks are about politics, not prosperity. Prosperity lies in opening markets, not closing them. And I'm

pleased that recently, with our trip to Asia, we've been able to make real progress in that regard. On Wednesday, for instance, we signed a path-breaking agreement ensuring that U.S. computer companies will be allowed to compete fairly for the Japanese government computer market.

You'll also hear a lot of loose talk this election year about health care. I'll discuss this critical issue in some depth in my address next week, but we should be clear about a couple of health-care principles at the start. First, government efforts to centrally manage or mandate benefits produce more problems than they solve. And second, we must forego approaches to the problem that cost jobs. This is a time to concentrate on creating jobs, not destroying them.

As each of you know, what American businesses want is a fair shake -- from our trading partners and from their government. Let them go head-to-head in the world marketplace, and I'm convinced that American companies can out-think, out-work, and out-compete anyone in the world.

I share your faith in American business, because like you I understand the values that have made American business the model for the world: hard work, creativity, the willingness to take risks -- to believe in your dreams and make good on them. If we build on those values -- use them as our guiding light -- we will turn this economy around. America will continue to lead the world in the 1990s, and into the next century.

Thank you all for coming today, and for all you've done over these past three years.

# # #

THE WHITE HOUSE  
WASHINGTON

January 21, 1992

JAN 22 AIO: 31

V

MEMORANDUM FOR TONY SNOW

FROM: ROGER B. PORTER *RBP*

SUBJECT: Presidential Remarks: National Association of  
Wholesaler-Distributors

We have reviewed the attached set of 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

SMH  
-TA

# WHITE HOUSE STAFFING MEMORANDUM

DATE: 1/21/92 ACTION/CONCURRENCE COMMENT DUE BY: WED., 1/22/92 9:00am

PRESIDENTIAL REMARKS: NATIONAL ASSOC. OF WHOLESALER-DISTRIBUTORS  
THURSDAY, JANUARY 23, 1992 - 9:15 a.m.

SUBJECT: \_\_\_\_\_

	ACTION	FYI		ACTION	FYI
VICE PRESIDENT	—	✓	HORNER	—	—
SKINNER	—	✓	MCCLURE	✓	—
SCOWCROFT	—	—	PETERSMEYER	—	—
DARMAN	✓	—	PORTER	<del>—</del>	—
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 9:00 a.m., WEDNESDAY, JANUARY 22, with a copy to this office. Thank you.

RESPONSE:

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

(Ferguson/Aarhus)  
January 16, 1992  
DRAFT 2  
WHOLESALE

32 JAN 21 P2:09

PRESIDENTIAL REMARKS: NATIONAL ASSOC. OF WHOLESALER-DISTRIBUTORS  
ROOM 450  
THURSDAY, JANUARY 23, 1992  
9:15 A.M.

[Acknowledgments. Dirk VanDongen, Alan Kranowitz.]

I'm always pleased to get a chance to speak with the N-A-W.  
((The last time we got together, I remember, I could barely speak  
at all. I know they say it's always good to leave a crowd  
speechless, but I don't think the speaker is the one they have in  
mind.))

I'm especially pleased to see you today, because as you've  
probably heard we've been working hard around here preparing for  
the State of the Union address next week. I think you'll be  
pleased with the results. I'm going to use that occasion to  
continue to push for the things we all stand for. That means  
jobs, a strong, growing economy, and a marketplace free of  
needless government <sup>INTERFERENCE</sup> ~~manipulation~~. You at the N-A-W have been of  
tremendous help through the years in working for a common sense  
approach to the economy.

Now this is an election year, so you're going to hear all  
sorts of people promoting a lot of gimmicks, a lot of quick-  
fixes that will supposedly turn our economy around. We don't  
need gimmicks. We need to set some common sense goals and stick  
to them. Any plan that truly prepares our economy for the future  
must meet five tests:

One: It <sup>E</sup> must stimulate the investment necessary to create jobs.

Two: It must <sup>BOLSTER</sup> ~~stop the slide in~~ real-estate values and increase home sales.

Three: It must give Americans confidence that they will be able to afford the costs of raising a family, educating their children, and obtaining health care.

Four: It must increase America's capacity to compete in a global economy.

And five: It must control wasteful government spending and bring <sup>THE</sup> ~~this~~ deficit under control.

Taken altogether, these tests <sup>WILL SEPARATE SERIOUS PROPOSALS</sup> ~~make a surefire "baloney~~  
<sup>FROM QUICK FIX GIMMICKS,</sup> ~~detector."~~ <sup>MY CRITICS</sup> ~~And when you listen to some of our critics out there,~~  
~~your baloney detector will start beeping like mad.~~ Some of them  
 say they want to create jobs. Then they call for raising tax  
 rates and imposing even more mandates to <sup>RESTRICT</sup> ~~hamstring~~ businesses  
 with government red tape. Or they say they want to make the U.S.  
 economy competitive, and then call for building a fence around  
 America.

These gimmicks are about politics, not prosperity.  
 Prosperity lies in opening markets, not closing them. And I'm  
 pleased that recently, with our trip to Asia, we've been able to  
 make real progress in that regard. As each of you know, what  
 American businesses want is a fair shake -- from our trading  
 partners and from their government. Let them go head-to-head in

the world marketplace, and I'm convinced that American companies can out-think, out-work, and out-compete anyone in the world.

I share your faith in American business, because like you I understand the values that have made American business the model for the world: hard work, creativity, the willingness to take risks -- to believe in your dreams and make good on them. If we build on those values -- use them as our guiding light -- we will turn this economy around. America will continue to lead the world in the 1990s, and into the next century.

Thank you all for coming today, and for all you've done over these past three years.

# # #

INSERT:

Jeff Vogt

- ① Nick Calio Former NAWD employee  
u I count on NAWD's expertise in more ways  
than you realize — having just asked you  
alumnus Nick Calio to return to help us  
w/ our H.U. duties — (something like that)

(Ferguson/Aarhus)  
January 16, 1992  
DRAFT 2  
WHOLESALE

- ② Dirk Van Dongen's 25th Anniversary w/ NAW — Congratulations

PRESIDENTIAL REMARKS: NATIONAL ASSOC. OF WHOLESALER-DISTRIBUTORS  
ROOM 450  
THURSDAY, JANUARY 23, 1992  
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And five: It must control wasteful government spending and bring this deficit under control.

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Thank you all for coming today, and for all you've done over these past three years.

# # #

**WHITE HOUSE STAFFING MEMORANDUM**

92 JAN 22 9:13

DATE: 1/21/92 ACTION/CONCURRENCE COMMENT DUE BY: WED., 1/22/92 9:00am

PRESIDENTIAL REMARKS: NATIONAL ASSOC. OF WHOLESALER-DISTRIBUTORS  
THURSDAY, JANUARY 23, 1992 - 9:15 a.m.

SUBJECT: \_\_\_\_\_

	ACTION	FYI		ACTION	FYI
VICE PRESIDENT	<input type="checkbox"/>	<input checked="" type="checkbox"/>	HORNER	<input type="checkbox"/>	<input type="checkbox"/>
SKINNER	<input type="checkbox"/>	<input checked="" type="checkbox"/>	MCCLURE	<input checked="" type="checkbox"/>	<input type="checkbox"/>
SCOWCROFT	<input type="checkbox"/>	<input type="checkbox"/>	PETERSMEYER	<input type="checkbox"/>	<input type="checkbox"/>
DARMAN	<input checked="" type="checkbox"/>	<input type="checkbox"/>	PORTER	<input checked="" type="checkbox"/>	<input type="checkbox"/>
BRADY	<input type="checkbox"/>	<input checked="" type="checkbox"/>	ROGICH	<input checked="" type="checkbox"/>	<input type="checkbox"/>
BROMLEY	<input type="checkbox"/>	<input type="checkbox"/>	SMITH	<input checked="" type="checkbox"/>	<input type="checkbox"/>
CARD	<input type="checkbox"/>	<input checked="" type="checkbox"/>	BOSKIN	<input checked="" type="checkbox"/>	<input type="checkbox"/>
DEMAREST	<input checked="" type="checkbox"/>	<input type="checkbox"/>	FINDLAY	<input type="checkbox"/>	<input checked="" type="checkbox"/>
FITZWATER	<input type="checkbox"/>	<input checked="" type="checkbox"/>	SNOW	<input type="checkbox"/>	<input checked="" 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 9:00 a.m., WEDNESDAY, JANUARY 22, with a copy to this office. Thank you.

RESPONSE: Comments from Cabinet Affairs are attached.

Thanks,  
*EL*  
Elizabeth Luttig

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

(Ferguson/Aarhus)  
January 16, 1992  
DRAFT 2  
WHOLESALE

32 JAN 21 P2:09

PRESIDENTIAL REMARKS: NATIONAL ASSOC. OF WHOLESALER-DISTRIBUTORS  
ROOM 450  
THURSDAY, JANUARY 23, 1992  
9:15 A.M.

[Acknowledgments. Dirk VanDongen, Alan Kranowitz.]

I'm always pleased to get a chance to speak with the N-A-W.  
((The last time we got together, I remember, I could barely speak at all. I know they say it's always good to leave a crowd speechless, but I don't think the speaker is the one they have in mind.))

I'm especially pleased to see you today, because as you've probably heard we've been working hard around here preparing for the State of the Union address next week. I think you'll be pleased with the results. I'm going to use that occasion to continue to push for the things we all stand for. That means jobs, a strong, growing economy, and a marketplace free of ~~interference~~ <sup>interference. (Treas.)</sup> needless government ~~intervention~~. You at the N-A-W have been of tremendous help through the years in working for a common sense approach to the economy.

Now this is an election year, so you're going to hear all sorts of people promoting a lot of gimmicks, a lot of quick-fixes that will supposedly turn our economy around. We don't need gimmicks. We need to set some common sense goals and stick to them. Any plan that truly prepares our economy for the future must meet five tests:

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Three: It must give Americans confidence that they will be able to afford the costs of raising a family, educating their children, and obtaining health care.

Four: It must increase America's capacity to compete in a global economy.

And five: It must ~~control~~ wasteful government spending and bring this deficit under ~~(control.)~~ → have "control" twice in same sentence. (Treasury)

Taken altogether, these tests make a surefire "baloney detector." And when you listen to some of our critics out there, your baloney detector will start beeping like mad. Some of them say they want to create jobs. Then they call for raising tax rates and imposing even more mandates to hamstring businesses with government red tape. Or they say they want to make the U.S. economy competitive, and then call for building a fence around America.

These gimmicks are about politics, not prosperity. Prosperity lies in opening markets, not closing them. And I'm pleased that recently, with our trip to Asia, we've been able to make real progress in that regard. As each of you know, what American businesses want is a fair shake -- from our trading partners and from their government. Let them go head-to-head in

the world marketplace, and I'm convinced that American companies can out-think, out-work, and out-compete anyone in the world.

I share your faith in American business, because like you I understand the values that have made American business the model for the world: hard work, creativity, the willingness to take risks -- to believe in your dreams and make good on them. If we build on those values -- use them as our guiding light -- we will turn this economy around. America will continue to lead the world in the 1990s, and into the next century.

Thank you all for coming today, and for all you've done over these past three years.

# # #

(Ferguson/Aarhus)  
January 16, 1992  
DRAFT 2  
WHOLESALE

PRESIDENTIAL REMARKS: NATIONAL ASSOC. OF WHOLESALER-DISTRIBUTORS  
ROOM 450  
THURSDAY, JANUARY 23, 1992  
9:15 A.M.

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# # #

92 JAN 22 9:30  
**WHITE HOUSE STAFFING MEMORANDUM**

DATE: 1/21/92 ACTION/CONCURRENCE COMMENT DUE BY: WED., 1/22/92 9:00am

PRESIDENTIAL REMARKS: NATIONAL ASSOC. OF WHOLESALER-DISTRIBUTORS  
 THURSDAY, JANUARY 23, 1992 - 9:15 a.m.

SUBJECT: \_\_\_\_\_

	ACTION	FYI		ACTION	FYI
VICE PRESIDENT	<input type="checkbox"/>	<input checked="" type="checkbox"/>	HORNER	<input type="checkbox"/>	<input type="checkbox"/>
SKINNER	<input type="checkbox"/>	<input checked="" type="checkbox"/>	MCCLURE	<input checked="" type="checkbox"/>	<input type="checkbox"/>
SCOWCROFT	<input 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"/>
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BROMLEY	<input type="checkbox"/>	<input type="checkbox"/>	SMITH	<input checked="" type="checkbox"/>	<input type="checkbox"/>
CARD	<input type="checkbox"/>	<input checked="" type="checkbox"/>	BOSKIN	<input checked="" type="checkbox"/>	<input type="checkbox"/>
DEMAREST	<input checked="" type="checkbox"/>	<input type="checkbox"/>	FINDLAY	<input type="checkbox"/>	<input checked="" type="checkbox"/>
FITZWATER	<input type="checkbox"/>	<input checked="" type="checkbox"/>	SNOW	<input type="checkbox"/>	<input checked="" 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 9:00 a.m., WEDNESDAY, JANUARY 22, with a copy to this office. Thank you.

RESPONSE:

Otc  
 BT for SR

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

(Ferguson/Aarhus)  
January 16, 1992  
DRAFT 2  
WHOLESALE

32 JAN 21 P2:09

PRESIDENTIAL REMARKS: NATIONAL ASSOC. OF WHOLESALER-DISTRIBUTORS  
ROOM 450  
THURSDAY, JANUARY 23, 1992  
9:15 A.M.

[Acknowledgments. Dirk VanDongen, Alan Kranowitz.]

I'm always pleased to get a chance to speak with the N-A-W.  
((The last time we got together, I remember, I could barely speak at all. I know they say it's always good to leave a crowd speechless, but I don't think the speaker is the one they have in mind.))

I'm especially pleased to see you today, because as you've probably heard we've been working hard around here preparing for the State of the Union address next week. I think you'll be pleased with the results. I'm going to use that occasion to continue to push for the things we all stand for. That means jobs, a strong, growing economy, and a marketplace free of needless government manipulation. You at the N-A-W have been of tremendous help through the years in working for a common sense approach to the economy.

Now this is an election year, so you're going to hear all sorts of people promoting a lot of gimmicks, a lot of quick-fixes that will supposedly turn our economy around. We don't need gimmicks. We need to set some common sense goals and stick to them. Any plan that truly prepares our economy for the future must meet five tests:

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And five: It must control wasteful government spending and bring this deficit under control.

Taken altogether, these tests make a surefire "baloney detector." And when you listen to some of our critics out there, your baloney detector will start beeping like mad. Some of them say they want to create jobs. Then they call for raising tax rates and imposing even more mandates to hamstring businesses with government red tape. Or they say they want to make the U.S. economy competitive, and then call for building a fence around America.

These gimmicks are about politics, not prosperity. Prosperity lies in opening markets, not closing them. And I'm pleased that recently, with our trip to Asia, we've been able to make real progress in that regard. As each of you know, what American businesses want is a fair shake -- from our trading partners and from their government. Let them go head-to-head in

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# # #

FACT-CHECK COPY

DUE BACK → 9am 1/22

(Ferguson/Aarhus)

January 16, 1992

DRAFT 2

WHOLESALE

32 JAN 21 P2:09

PRESIDENTIAL REMARKS: NATIONAL ASSOC. OF WHOLESALER-DISTRIBUTORS  
ROOM 450  
THURSDAY, JANUARY 23, 1992  
9:15 A.M.

Ch. → Jay Church  
Ch.-elect → Jimmy Taylor

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# # #

**Remarks to the National Association  
of Wholesaler-Distributors**  
January 23, 1992

Thank you very much, and welcome to all of you. Thanks to Alan Kranowitz for all his fine work and, of course, to my friend Dirk VanDongen, over here. History, a little history, I understand that he's celebrating his 25th anniversary with the NAW this year. And I might say to those who haven't worked with him closely as I have that he does a superb job for sound economic principles, most of which affect the NAW but some of which don't. But he's in there for the solid principles day in and day out. And I am very grateful to him for that.

I want to welcome Jay Church and Jimmy Taylor, who just welcomed me. Thank our Chief of Staff Sam Skinner, who's come into a tough job, taken the ball, running with it, and doing a first-class job. I understand you also heard from Lou Sullivan, a great Secretary of HHS, and then, of course, the Chairman of the Joint Chiefs, Colin Powell. So I hope, through these two avenues, and then, Sam, you've gotten some feel in a little more detail as to what it is we're trying to do. I'm delighted to have this chance to speak to the certain key and most influential people of NAW.

The last time we got together I could hardly speak at all. [Laughter] I know it's good to leave them speechless, but I don't think—[laughter]—the speaker is the one they have in mind. But look at it this way, I could have thrown up on the front here and—[laughter]—you've got to admit when I get the flu it's really dramatic. [Laughter] I don't want to dwell on that subject, but—[laughter]—one, it was embarrassing, and two, in 24 hours I just felt like a million bucks again. So, I have a funny feeling that a lot of people in this country maybe understood getting the flu. But nevertheless, that's history, and I'm just delighted to be here and see you all today.

You probably read a lot about it. We are working hard on a State of the Union Message for next week. I believe that people that think as you do will be pleased with the results. I'm going to use that occasion to continue to push for the things we stand for,

and that means jobs. It means a strong and growing economy in a marketplace that's free of needless interference. It means telling Congress that we're got to hold the line on Government spending. And yes, there's a lot of pressures for more and more Federal money. That means taxpayers' money, incidentally. I still understand that point. [Laughter] And yet I think it is my responsibility to recognize that the deficit is outrageously large and that we have got to say no from time to time to these fantastically good-sounding but horribly detrimental spending plans. And I plan to bring that point up. We have got to hold the line on spending.

You here at NAW have been a tremendous help through the years in working for a commonsense approach to the economy. In fact, I count on the NAW's expertise in more ways than you realize. Having just asked Nick Calio, an alumnus who returned to help us work on Capitol Hill—many of you may not have met him, but he was here and then went over to NAW and will be returning to head up a very important part of our White House organization.

Let's face it, this is an election year. And so you're going to hear all kinds of proposals out there promoting a lot of gimmicks. Given the fact this country is hurting, people are hurting, you're going to see a lot of quick fixes that will supposedly turn the economy around. I don't believe we need them. I think we've got to set commonsense goals, stick with them, and then, as I say in the State of the Union Message, I'll be making specific proposals as to how to help more rapidly achieve those goals.

Any plan that truly prepares our economy for the future has got to meet five tests. One, it must stimulate investment that's necessary to create jobs. Secondly, it's got to bolster the real estate values and increase home sales. One of the disturbing things in these slow times has been the diminution of a family's fundamental balance sheet that comes from the marking down of homes and real estate. And so we've got to bolster real estate values, increase home sales. That's number two. Number three, it must give Americans confidence that they will be able to afford the cost of raising a family. That means education; we've got some bold educational re-

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forms. It means obtaining health care. And fourth, it must increase America's capacity to compete in a global economy. And finally, number five, it must control this wasteful Government spending and go to work to bringing this deficit down.

And taken all together, these tests, I think, will separate serious proposals from the quick-fix proposals, the gimmicks. Some of my critics say they want to create jobs, and then they call for raising taxes and imposing even more mandates, centrally controlled mandates to hamstring businesses with Government redtape. Or they say they want to make the U.S. economy competitive, and then they call for building a fence around the United States of America. The old-fashioned siren's call of protection.

These gimmicks are about politics. They are not about prosperity for the United States of America. And prosperity lies in opening markets, not closing them. And I'm pleased that recently, with our trip to Asia, we've been able to make progress in that regard without resorting to protectionism.

Yesterday, for example, we signed a path-breaking agreement ensuring the U.S. computer companies will be able to compete and compete fairly for the Japanese Government, not the private sector. We're already selling—40 percent of computers into Japan's private sector are U.S. But .4 percent, to give you an example, .4 percent of the Government-bought computers are U.S. So, it can't be a question of quality. So, yesterday we signed this path-breaking agreement that ensures the U.S. computer companies will be allowed to compete fairly for Japanese Government—for the computer market of the Government. And that's what we should be doing, beating down the barriers to our exports.

I mentioned health care. We must and will be doing something about that. I think I'll have sound proposals. But you'll also hear a lot of loose talk in an election year about health care. And I'm going to discuss this issue in depth and quite positively in my address next week. But we ought to be clear about a couple of health care principles at the start.

First, Government efforts to centrally manage or mandate benefits produce more

problems than they solve. And secondly, we must forego approaches to the problem that costs jobs. Now this is a time to concentrate on creating jobs, not driving small businesses out of business. And that means don't overburden the small businesses with a lot of Federal mandates.

I salute the NAW for its leadership in creating HEAL, the Health Care Early Action League, a major coalition that promotes market-based solutions to the problems in our health care system. And I look forward to working with HEAL after I announce my health care plan.

As each of you know, what American businesses want is a fair shake from our trading partners and certainly from the Government. And let them go ahead in a world marketplace, and I am absolutely convinced the American companies can outthink, outwork, outcompete anyone in the world. The companies and the workers, the work force, they can do just that.

And I share your faith, your undiminished faith in American business because, like you, I understand the values that have made American business the model for the whole world: hard work, creativity, and certainly a willingness to take risks; to believe in your dreams and then make good on them.

If we build on those values; and if we use them as our guiding light, this economy is going to turn around. I am not a gloom-and-doom person about the American economy. We've been through an awful lot, but this economy will turn around, particularly if we take the approach to these economic issues that I've outlined here today. We're going to lead the world. We are the undisputed leader of the world. We ought not to forget that.

There are some people in this room that are young enough to have children, young children that is. [Laughter] And I don't happen to fit into that category about young children—[laughter]—but I've got grandchildren. Some of you all have got little kids. And there's something rather nice that they're going to school, coming home, going to sleep at night, and not worrying about a nuclear conflict erupting and engulfing the whole world.

We've got a lot to be grateful for in this country. We've got a lot of problems, but we're the leader of the world, and I intend to keep it just exactly that way. We're going to whip this economic problem we're facing. We are going to continue to lead the world. We are going to stay involved at home and certainly abroad, now and well into the next century.

So, don't let the continuous pounding of what's wrong with this country obscure your fundamental confidence, your fundamental conviction, which is mine, that we are the greatest, freest country on the face of the Earth, and we're going to prevail.

Thank you all very, very much.

*Note: The President spoke at 9:20 a.m. in Room 450 of the Old Executive Office Building. In his remarks, he referred to Dirk VanDongen, president; Jay Church, chairman of the board; Jimmy Taylor, chairman-elect; and Alan Kranowitz, vice president for government relations, all of NAW.*

### Remarks on the Presentation of the Senior Executive Service Awards

January 23, 1992

Connie, thank you. And at the outset of these remarks, let me just pay my respects to Connie Newman and say what a first-class job I know she's doing at OPM. And I know that you take a lot of pride in this event, since you rose through the ranks yourself, starting, as I understand it, if my history is correct, 30 years ago as a GS-3—[laughter]—I've still got you beat on the age now—[laughter]—GS-3 clerk-typist at Interior. And look at you now. And we are very, very proud of you.

I also want to welcome Ed Derwinski, Secretary Derwinski; Acting Secretary Busey; Secretary Stone; Pat Saiki, the Administrator of the SBA; Director Sessions; and so many other distinguished guests. I think I see Admiral Truly out there.

I hear that when one of the recipients was told that the speaker today would be the most important man in Washington, he said, "I thought Joe Gibbs had already left for Minneapolis." [Laughter] We are caught up in

a frenzy here, but that should not detract from the importance of this event.

And it is a privilege for me over here today to congratulate some extraordinary people, you might say unsung heroes. You don't always get at the head table, don't always have your name flashing out there in lights. You may be lucky on that one. [Laughter] But really extraordinary people.

Vince Lombardi, you remember, he gave some pretty good advice off the field as well as on. He put it this way; he said, "The quality of a person's life is in direct proportion to their commitment to excellence."

Well, today what we're doing is honoring the lives of great quality. I am told that only one percent of our SES can receive the Distinguished Executive Award. And that means that out of more than 3 million public servants, you few here today embody the very finest qualities of leadership, dedication, personal integrity, and public service.

I reminisce that when I was growing up, my parents particularly my dad, instilled in me a tremendous respect for the duty and obligation of public service. And I know that you share my belief that Government service is a public trust, that the highest honor we can have is to serve our country, and in so doing serve our countrymen.

Good government cannot work without you, committed men and women who devote yourselves to making certain that our Government truly serves the people. Look at the contributions that you've made in this past year alone. Some of you were instrumental in one way or another in Operation Desert Storm. You share in the triumph we won for freedom abroad and, of some noted significance, of unity at home.

Some devoted your efforts to stirring economic growth here at home, creating opportunity for businesses and farmers and workers. Others dedicated your career to establishing ties abroad, bringing security and jobs to the people of this country in the process. You worked on child nutrition programs, directed the census; planned water resource projects, managed scientific research, oversaw economic analysis, helped reform the Federal pay system, managed aeronautical research, formulated human rights programs, managed veterans care, led drug in-