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FOIA Number:

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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

OA/ID Number: 13613
Folder ID Number: 13613-003

Folder Title:
Radio on Trade 3/24/92 [OA 6099]

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

WHITE HOUSE STAFFING MEMORANDUM

DATE: 4/23/92 ACTION/CONCURRENCE/COMMENT DUE BY: ---

PRESIDENTIAL REMARKS: RADIO ADDRESS ON TRADE
 SUBJECT: FRIDAY, APRIL 24 - 8:00am

	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"/>	MCBRIDE	<input type="checkbox"/>	<input type="checkbox"/>
SCOWCROFT	<input type="checkbox"/>	<input checked="" type="checkbox"/>	MOORE	<input type="checkbox"/>	<input checked="" type="checkbox"/>
DARMAN	<input type="checkbox"/>	<input checked="" type="checkbox"/>	PETERSMEYER	<input type="checkbox"/>	<input checked="" type="checkbox"/>
BRADY	<input type="checkbox"/>	<input checked="" type="checkbox"/>	PORTER	<input type="checkbox"/>	<input checked="" type="checkbox"/>
BROMLEY	<input type="checkbox"/>	<input type="checkbox"/>	ROGICH	<input type="checkbox"/>	<input checked="" type="checkbox"/>
CALIO	<input type="checkbox"/>	<input checked="" type="checkbox"/>	ROLLINS	<input type="checkbox"/>	<input checked="" type="checkbox"/>
DEMAREST	<input type="checkbox"/>	<input checked="" type="checkbox"/>	SMITH	<input type="checkbox"/>	<input checked="" type="checkbox"/>
FITZWATER	<input type="checkbox"/>	<input checked="" type="checkbox"/>	YEUTTER	<input type="checkbox"/>	<input checked="" type="checkbox"/>
GRAY	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<u>FINDLAY</u>	<input type="checkbox"/>	<input checked="" type="checkbox"/>
HOLIDAY	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<u>KAUFMAN</u>	<input type="checkbox"/>	<input checked="" type="checkbox"/>
			<u>MCGROARTY</u>	<input type="checkbox"/>	<input checked="" 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

April 23, 1992² APR 23 P4:43

MEMORANDUM FOR THE PRESIDENT

THROUGH: DAVE DEMAREST *DD*

FROM: JENNIFER GROSSMAN *JAG*

SUBJECT: RADIO ADDRESS

On Friday, April 24th at 8 a.m. you will record a radio address (approximately 5 minutes) on trade. Your remarks spotlight improved export figures, discuss ongoing efforts to strengthen free trade through NAFTA and GATT, and bring home the point that expanded trade abroad means expanded opportunity at home.

(Grossman)
April 22, 1992
Draft Two
RADIO

PRESIDENTIAL REMARKS: RADIO ADDRESS ON TRADE
FRIDAY, APRIL 24, 1992

A lot of the reports we Americans hear on TV or the radio seem to follow the maxim: "good news is no news." Well, today I'm going to break a few rules -- and talk about some good news. The story is jobs -- jobs created and jobs sustained because of our ability to sell our products and services abroad. Last week we received the latest from the economic front: all around the world, more and more people are buying American. Our exports shot up 7% in February to a one-month record high of almost \$38 billion dollars -- closing the deficit gap by 16%. If there's any moral to this story it's a reminder, that if Americans want to succeed economically at home, we've got to lead economically abroad.

In the past couple of weeks I've been talking to groups around the country and to leaders from around the world. The message is simple: expanding free trade abroad means expanding opportunity at home.

America's trade story is good news, not just for our coastal states and port towns -- but all across America. Here's a sampling: Colorado -- about 90 thousand jobs supported by trade; about 90 thousand in Iowa; Arizona -- 120 thousand jobs; Tennessee -- 150 thousand jobs. America's manufacturing exports are more competitive than ten years ago, our labor -- more productive. The Chicken Little hysterics of an America under

siege may make better copy -- but they leave out one little fact: the United States is the leading exporter in the world -- bar none.

I don't mean to discount the competition. Our competitors are tough -- more and more, America competes in an international marketplace where standing still means falling behind. Some want us to respond to these challenges as if they were a bad dream: just hide under the covers, and hope it goes away. They may be talking tough -- but they're really running scared.

The problem is -- they're running the wrong way. The answer isn't to build up our barriers; it's to get other countries to tear down theirs. Two days ago, I met with the heads of Europe's common market. We talked long and hard about how to bring the Uruguay Round of GATT, the world trade negotiations, to a successful conclusion. Such an agreement could pump five trillion dollars into the global economy over the next ten years -- the U.S. share would top \$1 trillion -- that's hundreds of thousands of new American jobs.

I don't plan to stop there. We're also negotiating an historic free trade agreement with Mexico and Canada. Listen to these facts: during my presidency, 45 out of our 50 states have increased their exports with Mexico. Already, over the four years, exports to Mexico have more than doubled, creating hundreds of thousands of jobs here at home. Clearly, with a successful agreement, we'd export more than ever before: increasing trade with Mexico by \$10 billion, and creating over

360,000 American jobs. That's why a North American Free Trade Agreement is in our interest -- because it means more jobs right here.

Just this week, the United States took steps to facilitate trade in high technology goods, an initiative made possible by the rebirth of freedom in formerly communist lands. We relaxed trade restrictions that served us well during the Cold War -- but no longer serve their purpose. We will eliminate requirements for thousands of export licenses, including many that affected computers -- one of our strongest export earners. Trade covered by this deregulation amounts to about \$2.5 billion dollars.

The choice is simple: we can either promote protectionism, or promote free trade. To my reckoning, no one ever beat the competition by cringing behind a trade barrier. You see, I have faith in free trade, because I have faith in the American worker. When trade is free and fair, Americans can beat the competition fair and square. Thank you for listening, and may God bless the United States of America.

WHITE HOUSE STAFFING MEMORANDUM

DATE: 4/22/92 ACTION/CONCURRENCE/COMMENT DUE BY: THURS. 4/23/92 11:00am

PRESIDENTIAL REMARKS: RADIO ADDRESS ON TRADE

SUBJECT: FRIDAY, APRIL 24, 1992

	ACTION	FYI		ACTION	FYI
VICE PRESIDENT	<input type="checkbox"/>	<input checked="" type="checkbox"/>	HORNER	<input type="checkbox"/>	<input type="checkbox"/>
SKINNER	<input type="checkbox"/>	<input checked="" type="checkbox"/>	MCBRIDE	<input type="checkbox"/>	<input type="checkbox"/>
SCOWCROFT <i>ESC 4985 Milby</i>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	MOORE	<input checked="" type="checkbox"/>	<input type="checkbox"/>
DARMAN	<input checked="" type="checkbox"/>	<input type="checkbox"/>	PETERSMEYER	<input checked="" type="checkbox"/>	<input type="checkbox"/>
BRADY	<input type="checkbox"/>	<input checked="" type="checkbox"/>	PORTER	<input checked="" type="checkbox"/>	<input type="checkbox"/>
BROMLEY	<input type="checkbox"/>	<input type="checkbox"/>	ROGICH <i>out of town</i>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
CALIO <i>N/C</i>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	ROLLINS <i>N/C</i>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
DEMAREST	<input checked="" type="checkbox"/>	<input type="checkbox"/>	SMITH	<input checked="" type="checkbox"/>	<input type="checkbox"/>
FITZWATER	<input type="checkbox"/>	<input checked="" type="checkbox"/>	YEUTTER	<input type="checkbox"/>	<input checked="" type="checkbox"/>
GRAY <i>steve Rademaker N/C 5026</i>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	FINDLAY	<input type="checkbox"/>	<input checked="" type="checkbox"/>
HOLIDAY	<input checked="" type="checkbox"/>	<input type="checkbox"/>	KAUFMAN	<input type="checkbox"/>	<input checked="" type="checkbox"/>
BOSKIN	<input checked="" type="checkbox"/>	<input type="checkbox"/>	MCGROARTY	<input type="checkbox"/>	<input checked="" type="checkbox"/>

REMARKS:

Please forward your comments directly to Dan McGroarty, Rm. 122, x2930, no later than 11:00 a.m., THURSDAY, APRIL 23, with a copy to this office. Thank you.

RESPONSE:

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



f. ~~is~~ am,

(Grossman)
April 22, 1992
Draft Two
RADIO

02 APR 22 P2:11

PRESIDENTIAL REMARKS: RADIO ADDRESS ON TRADE
FRIDAY, APRIL 24, 1992

A lot of the reports we Americans hear on TV or the radio seem to follow the maxim: "no news is good news." Well, today I'm going to break a few rules -- and talk about some good news. The story is jobs -- jobs created and jobs sustained because of our ability to sell ^{American (Aarhus)} ~~our~~ products and services abroad. Last week we received the latest from the economic front: all around the world, more and more people are buying American. Our exports shot up 7% in February to ^{one-month (Aarhus)} a record high of almost \$38 billion dollars. If there's any moral to this story it's a reminder, that if Americans want to succeed economically at home, they've got to lead economically abroad.

In the past couple of weeks I've been talking to groups around the country and to leaders from around the world. The message is simple: expanding free trade abroad means expanding opportunity at home.

America's trade story is good news, not just for our coastal states and port towns -- but all across America. Here's a sampling: Colorado -- about 90 thousand jobs supported by trade; about 90 thousand in Iowa; Arizona -- ^{119,000} 1.2 million jobs; Tennessee -- ^{149,000} 1.5 million jobs. America's manufacturing exports are more competitive than ten years ago, our labor -- more productive. The Chicken Little hysterics of an America under siege may make

add stat →
on cutting
trade deficit;
trade gap
(Moore)

that narrows on TD to
we've lowered close the deficit
we've

that's done by
(Petersmeyer)

the deficit 11.6%

USTR

are some examples (Cass)

about (Ferguson)

ASAP!

better copy -- but they leave out one little fact: the United States is the leading exporter in the world -- bar none.

I don't mean to discount the competition. Our competitors are tough -- more and more, America competes in an international marketplace where standing still means falling behind. Some want us to respond to these challenges as if they were a bad dream: just hide under the covers, and hope it goes away. They may be talking tough -- but they're really running scared.

The problem is -- they're running the wrong way. The answer isn't to build up our barriers; it's to get other countries to tear down theirs. Two days ago, I met with the heads of the EC -

- Europe's Common market. We talked long and hard about the latest round of Uruguay Round of GATT, the world trade negotiations. If these negotiations succeed, an agreement could pump five trillion dollars into the global economy over the next ten years -- the U.S. share

would top \$1 trillion. Yesterday I signed a paper importing agreement with Japan.

I don't plan to stop there. Listen to these facts: during my presidency, 45 out of our 50 states have increased their

exports with Mexico. Already, over the past six years, exports to Mexico have nearly tripled, creating more than 300,000 jobs

here at home. Clearly, with a successful agreement, we'd export

more than ever before: increasing trade with Mexico by \$10 billion, and creating over 360,000 American jobs.

That's why a North American Free Trade Agreement is in our interest -- because

it create jobs right here.

(Ferguson)

(Aarhus) of that

Aarhus; from David Walters.

vague (Ferguson) (USTR)

(Treas)

(Simon)

new jobs.

(Petersmeyer)

Walters 100 billion yr

four (Aarhus, from David Walters)

(Aarhus) -> more than doubled

which translates into

export related jobs

what agreement? NAFTA not mentioned in speech. (Ferguson)

hundreds of thousands of

Bob Howard X4657; 64,000 < just subtracts

where do numbers come from?

(Boskin)

[Also, Bob Simon; "Not right"]

It's simple: we can either promote protectionism, or promote free trade. To my reckoning, no one ever beat the competition by ~~eringing~~ ^{hiding} behind a trade barrier. You see, I have faith in free trade, because I have faith in the American worker. When trade is free and fair, Americans can ^{outthink, outperform, and outproduce anyone in the world.} ~~beat the competition fair and~~ ^(Petersmeyer) ~~square.~~ Thank you for listening, and may God bless the United States of America.

(Aarhus)

x

THE WHITE HOUSE

WASHINGTON

April 23, 1992

MEMORANDUM FOR DAN MCGROARTY

FROM: ROGER B. PORTER *RBP*

SUBJECT: Presidential Remarks: Radio Address on Trade

We have reviewed the attached remarks and have attached a suggested draft insert to be included after the third sentence of the last paragraph.

Please let us know if you have any questions or if we may help in any other way.

cc: Phillip D. Brady

92 APR 23 13:52

WARREN

WHITE HOUSE STAFFING MEMORANDUM

DATE: 4/22/92 ACTION/CONCURRENCE/COMMENT DUE BY: THURS. 4/23/92 11:00am

PRESIDENTIAL REMARKS: RADIO ADDRESS ON TRADE

SUBJECT: FRIDAY, APRIL 24, 1992

	ACTION	FYI		ACTION	FYI
VICE PRESIDENT	<input type="checkbox"/>	<input checked="" type="checkbox"/>	HORNER	<input type="checkbox"/>	<input type="checkbox"/>
SKINNER	<input type="checkbox"/>	<input checked="" type="checkbox"/>	MCBRIDE	<input type="checkbox"/>	<input type="checkbox"/>
SCOWCROFT	<input checked="" type="checkbox"/>	<input type="checkbox"/>	MOORE	<input checked="" type="checkbox"/>	<input type="checkbox"/>
DARMAN	<input checked="" type="checkbox"/>	<input type="checkbox"/>	PETERSMEYER	<input checked="" type="checkbox"/>	<input type="checkbox"/>
BRADY	<input type="checkbox"/>	<input checked="" type="checkbox"/>	PORTER	<input checked="" type="checkbox"/>	<input type="checkbox"/>
BROMLEY	<input type="checkbox"/>	<input type="checkbox"/>	ROGICH	<input checked="" type="checkbox"/>	<input type="checkbox"/>
CALIO	<input checked="" type="checkbox"/>	<input type="checkbox"/>	ROLLINS	<input checked="" type="checkbox"/>	<input type="checkbox"/>
DEMAREST	<input checked="" type="checkbox"/>	<input type="checkbox"/>	SMITH	<input checked="" type="checkbox"/>	<input type="checkbox"/>
FITZWATER	<input type="checkbox"/>	<input checked="" type="checkbox"/>	YEUTTER	<input type="checkbox"/>	<input checked="" type="checkbox"/>
GRAY	<input checked="" type="checkbox"/>	<input type="checkbox"/>	FINDLAY	<input type="checkbox"/>	<input checked="" type="checkbox"/>
HOLIDAY	<input checked="" type="checkbox"/>	<input type="checkbox"/>	KAUFMAN	<input type="checkbox"/>	<input checked="" type="checkbox"/>
BOSKIN	<input checked="" type="checkbox"/>	<input type="checkbox"/>	MCGROARTY	<input type="checkbox"/>	<input checked="" type="checkbox"/>

REMARKS:

Please forward your comments directly to Dan McGroarty, Rm. 122, x2930, no later than 11:00 a.m., THURSDAY, APRIL 23, with a copy to this office. Thank you.

RESPONSE:

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

(Grossman)
April 22, 1992
Draft Two
RADIO

02 APR 22 P2:11

PRESIDENTIAL REMARKS: RADIO ADDRESS ON TRADE
FRIDAY, APRIL 24, 1992

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In the past couple of weeks I've been talking to groups³⁴ around the country and to leaders from around the world. The message is simple: expanding free trade abroad means expanding opportunity at home.

America's trade story is good news, not just for our coastal states and port towns -- but all across America. Here's a sampling: Colorado -- about 90 thousand jobs supported by trade; about 90 thousand in Iowa; Arizona -- 1.2 million jobs; Tennessee -- 1.5 million jobs. America's manufacturing exports are more competitive than ten years ago, our labor -- more productive. The Chicken Little hysterics of an America under siege may make

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*with Canadian President of strong and
 American President
 North American Free Trade
 Agreement*

With Canadian President Mulroney and Mexican President Salinas, I launched negotiations for a North American Free Trade Agreement designed to eliminate tariffs and trade barriers between the United States, Canada, and Mexico.

Figures regarding increase in trade and jobs should be changed to reflect cleared Administration estimates, as was done in the Forum of the Americas speech.

WHITE HOUSE STAFFING MEMORANDUM

92 APR 23 P 3: 04

DATE: 4/22/92 ACTION/CONCURRENCE/COMMENT DUE BY: THURS. 4/23/92 11:00am

PRESIDENTIAL REMARKS: RADIO ADDRESS ON TRADE

SUBJECT: FRIDAY, APRIL 24, 1992

	ACTION	FYI		ACTION	FYI
VICE PRESIDENT	<input type="checkbox"/>	<input checked="" type="checkbox"/>	HORNER	<input type="checkbox"/>	<input type="checkbox"/>
SKINNER	<input type="checkbox"/>	<input checked="" type="checkbox"/>	MCBRIDE	<input type="checkbox"/>	<input type="checkbox"/>
SCOWCROFT	<input checked="" type="checkbox"/>	<input type="checkbox"/>	MOORE	<input checked="" type="checkbox"/>	<input type="checkbox"/>
DARMAN	<input checked="" type="checkbox"/>	<input type="checkbox"/>	PETERSMEYER	<input checked="" type="checkbox"/>	<input type="checkbox"/>
BRADY	<input type="checkbox"/>	<input checked="" type="checkbox"/>	PORTER	<input checked="" type="checkbox"/>	<input type="checkbox"/>
BROMLEY	<input type="checkbox"/>	<input type="checkbox"/>	ROGICH	<input checked="" type="checkbox"/>	<input type="checkbox"/>
CALIO	<input checked="" type="checkbox"/>	<input type="checkbox"/>	ROLLINS	<input checked="" type="checkbox"/>	<input type="checkbox"/>
DEMAREST	<input checked="" type="checkbox"/>	<input type="checkbox"/>	SMITH	<input checked="" type="checkbox"/>	<input type="checkbox"/>
FITZWATER	<input type="checkbox"/>	<input checked="" type="checkbox"/>	YEUTTER	<input type="checkbox"/>	<input checked="" type="checkbox"/>
GRAY	<input checked="" type="checkbox"/>	<input type="checkbox"/>	FINDLAY	<input type="checkbox"/>	<input checked="" type="checkbox"/>
HOLIDAY	<input checked="" type="checkbox"/>	<input type="checkbox"/>	KAUFMAN	<input type="checkbox"/>	<input checked="" type="checkbox"/>
BOSKIN	<input checked="" type="checkbox"/>	<input type="checkbox"/>	MCGROARTY	<input type="checkbox"/>	<input checked="" type="checkbox"/>

REMARKS:

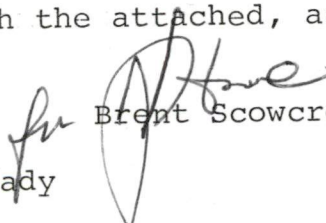
Please forward your comments directly to Dan McGroarty, Rm. 122, x2930, no later than 11:00 a.m., THURSDAY, APRIL 23, with a copy to this office. Thank you.

RESPONSE:

TO: DAN MCGROARTY

April 23, 1992

NSC concurs with the attached, as revised.

for 
Brent Scowcroft

cc: Phillip Brady

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

(Grossman)
April 22, 1992
Draft Two
RADIO

02 APR 22 P2:11

PRESIDENTIAL REMARKS: RADIO ADDRESS ON TRADE
FRIDAY, APRIL 24, 1992

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The problem is -- they're running the wrong way. The answer isn't to build up our barriers; it's to get other countries to

tear down theirs. Two days ago, I met with the ^{President} heads of the ^{European Community} EC ^{and of the EC Commission} ~~Europe's common market~~. We talked long and hard about ^{how to bring} the ^{to a successful conclusion} ~~Uruguay Round of GATT, the world trade negotiations.~~ ~~If these~~

^{revision} ~~negotiations succeed,~~ ^{A new GATT} agreement could pump five trillion dollars

into the global economy over the next ten years -- the U.S. share would top \$1 trillion.

^{We are also negotiating a historic free trade agreement with Canada and Mexico.} I don't plan to stop there. [^] Listen to these facts: during

my presidency, 45 out of our 50 states have increased their exports with Mexico. Already, over the past six years, exports to Mexico have nearly tripled, creating more than 300,000 jobs here at home. Clearly, with a [^]successful agreement, we'd export more than ever before: increasing trade with Mexico by \$10

billion, and creating over 360,000 American jobs. That's why a North American Free Trade Agreement is in our interest -- because it ^{will} create jobs right here.

check number with Council Americas; believe 44,000 - 69,000 is correct #.

ONE

Needs To

3
hide behind
It's simple: we can either ~~promote~~ protectionism, or promote free trade. To my reckoning, no one ever beat the competition by cringing behind a trade barrier. You see, I have faith in free trade, because I have faith in the American worker. When trade is free and fair, Americans can beat the competition fair and square. Thank you for listening, and may God bless the United States of America.

Para

This week,
JUST ~~TODAY~~, THE UNITED STATES TOOK STEPS TO FACILITATE TRADE IN HIGH TECHNOLOGY GOODS, AN INITIATIVE MADE POSSIBLE BY ~~THE CHANGED STRATEGIC ENVIRONMENT AND THE PEACEFUL REBIRTH OF FREEDOM IN THE FORMERLY COMMUNIST LANDS.~~ WE RELAXED TRADE RESTRICTIONS ON EXPORTS THAT SERVED US WELL DURING THE COLD WAR ERA -- BUT ARE NO LONGER NECESSARY IN OUR NEW WORLD. ~~OUR ACTIONS TODAY WILL ELIMINATE REQUIREMENTS FOR THOUSANDS OF EXPORT LICENSES, INCLUDING MANY THAT AFFECTED COMPUTERS -- ONE OF OUR STRONGEST EXPORT EARNERS. TRADE COVERED BY TODAY'S DEREGULATION AMOUNTS TO ABOUT \$2.5 BILLION DOLLARS.~~

As a result, we will see

MEANWHILE, HERE IN OUR OWN HEMISPHERE, WE'VE ALSO MADE HISTORY. THE AMERICAS HAVE LAUNCHED AN ERA OF FAR-REACHING AND HOPEFUL CHANGE. WE'RE WELL ON OUR WAY TO CREATING SOMETHING MANKIND HAS NEVER SEEN: A HEMISPHERE WHOLLY FREE AND DEMOCRATIC, WITH PROSPERITY FLOWING FROM OPEN TRADE.

92 APR 22 **WHITE HOUSE STAFFING MEMORANDUM**
 P5: 5/92 APR 23 P2: 59

DATE: 4/22/92 ACTION/CONCURRENCE/COMMENT DUE BY: THURS. 4/23/92 11:00am

PRESIDENTIAL REMARKS: RADIO ADDRESS ON TRADE

SUBJECT: FRIDAY, APRIL 24, 1992

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SKINNER	<input type="checkbox"/>	<input checked="" type="checkbox"/>	MCBRIDE	<input type="checkbox"/>	<input type="checkbox"/>
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REMARKS:

Please forward your comments directly to Dan McGroarty, Rm. 122, x2930, no later than 11:00 a.m., THURSDAY, APRIL 23, with a copy to this office. Thank you.

RESPONSE:

~~None to be sent~~
GREAT
 Manu Sheehy L DS.

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

(Grossman)
April 22, 1992
Draft Two
RADIO

02 APR 22 P2: 11

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THE WHITE HOUSE

WASHINGTON

32 APR 23

A10: 45

April 23, 1992

MEMORANDUM FOR DANIEL B. MCGROARTY

FROM:

STEPHEN G. RADEMAKER *SR*
ASSOCIATE COUNSEL TO THE PRESIDENT

SUBJECT:

Presidential Remarks: Radio Address on Trade

Pursuant to Phil Brady's request, Counsel's Office has reviewed the above-referenced matter and has no objection to the proposed presidential remarks.

cc: Phillip D. Brady

Document No. 32353888

92 APR 23 11:45
WHITE HOUSE STAFFING MEMORANDUM

DATE: 4/22/92 ACTION/CONCURRENCE/COMMENT DUE BY: THURS. 4/23/92 11:00am

PRESIDENTIAL REMARKS: RADIO ADDRESS ON TRADE

SUBJECT: FRIDAY, APRIL 24, 1992

	ACTION	FYI		ACTION	FYI
VICE PRESIDENT	<input type="checkbox"/>	<input checked="" type="checkbox"/>	HORNER	<input type="checkbox"/>	<input type="checkbox"/>
SKINNER	<input type="checkbox"/>	<input checked="" type="checkbox"/>	MCBRIDE	<input type="checkbox"/>	<input type="checkbox"/>
SCOWCROFT	<input checked="" type="checkbox"/>	<input type="checkbox"/>	MOORE	<input checked="" type="checkbox"/>	<input type="checkbox"/>
DARMAN	<input checked="" type="checkbox"/>	<input type="checkbox"/>	PETERSMEYER	<input checked="" type="checkbox"/>	<input type="checkbox"/>
BRADY	<input type="checkbox"/>	<input checked="" type="checkbox"/>	PORTER	<input checked="" type="checkbox"/>	<input type="checkbox"/>
BROMLEY	<input type="checkbox"/>	<input type="checkbox"/>	ROGICH	<input checked="" type="checkbox"/>	<input type="checkbox"/>
CALIO	<input checked="" type="checkbox"/>	<input type="checkbox"/>	ROLLINS	<input checked="" type="checkbox"/>	<input type="checkbox"/>
DEMAREST	<input checked="" type="checkbox"/>	<input type="checkbox"/>	SMITH	<input checked="" type="checkbox"/>	<input type="checkbox"/>
FITZWATER	<input type="checkbox"/>	<input checked="" type="checkbox"/>	YEUTTER	<input type="checkbox"/>	<input checked="" type="checkbox"/>
GRAY	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<u>FINDLAY</u>	<input type="checkbox"/>	<input checked="" type="checkbox"/>
HOLIDAY	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<u>KAUFMAN</u>	<input type="checkbox"/>	<input checked="" type="checkbox"/>
BOSKIN	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<u>MCGROARTY</u>	<input type="checkbox"/>	<input checked="" type="checkbox"/>

REMARKS:

Please forward your comments directly to Dan McGroarty, Rm. 122, x2930, no later than 11:00 a.m., THURSDAY, APRIL 23, with a copy to this office. Thank you.

RESPONSE:

See comments. Thanks.
 PE
 Paul Kerfonta
 04/23

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

(Grossman)
 April 22, 1992
 Draft Two
 RADIO

02 APR 22 P 2: 11

PRESIDENTIAL REMARKS: RADIO ADDRESS ON TRADE
 FRIDAY, APRIL 24, 1992

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(LSTR)

America's trade story is good news, not just for our coastal states and port towns -- but all across America. Here's a sampling: Colorado -- about 90 thousand jobs supported by trade; about 90 thousand in Iowa; Arizona -- ^{119,000} ~~119,000~~ jobs; Tennessee -- ^{149,000} ~~149,000~~ jobs. America's manufacturing exports are more competitive than ten years ago, our labor -- more productive. The Chicken Little hysterics of an America under siege may make

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I don't plan to stop there. Listen to these facts: during my presidency, 45 out of our 50 states have increased their exports with Mexico. Already, over the past six years, exports to Mexico have nearly tripled, ^(trns.) ~~creating~~ ^{which translates into} more than 300,000 jobs here at home. Clearly, with a successful agreement, we'd export more than ever before: increasing trade with Mexico by ^{billions} ~~\$20 billion~~ and creating ^{hundreds of thousands of} ~~200,000~~ American jobs. That's why a North American Free Trade Agreement is in our interest -- because it ^{means} ~~creates~~ jobs right here.

(LSTR)

(trns.)

[Handwritten scribbles]

3

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U. Wilson, K.C. Fung
CC: DW + JOF
Document No. 323538ss

WHITE HOUSE STAFFING MEMORANDUM

92 APR 23 All: 23

DATE: 4/22/92 ACTION/CONCURRENCE/COMMENT DUE BY: THURS. 4/23/92 11:00am

PRESIDENTIAL REMARKS: RADIO ADDRESS ON TRADE

SUBJECT: FRIDAY, APRIL 24, 1992

	ACTION	FYI		ACTION	FYI
VICE PRESIDENT	<input type="checkbox"/>	<input checked="" type="checkbox"/>	HORNER	<input type="checkbox"/>	<input type="checkbox"/>
SKINNER	<input type="checkbox"/>	<input checked="" type="checkbox"/>	MCBRIDE	<input type="checkbox"/>	<input type="checkbox"/>
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DARMAN	<input checked="" type="checkbox"/>	<input type="checkbox"/>	PETERSMEYER	<input checked="" type="checkbox"/>	<input type="checkbox"/>
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FITZWATER	<input type="checkbox"/>	<input checked="" type="checkbox"/>	YEUTTER	<input type="checkbox"/>	<input checked="" type="checkbox"/>
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HOLIDAY	<input checked="" type="checkbox"/>	<input type="checkbox"/>	KAUFMAN	<input type="checkbox"/>	<input checked="" type="checkbox"/>
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REMARKS:

Please forward your comments directly to Dan McGroarty, Rm. 122, x2930, no later than 11:00 a.m., THURSDAY, APRIL 23, with a copy to this office. Thank you.

RESPONSE:

call in comments
K.C. Fung
4/23/92

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

(Grossman)
April 22, 1992
Draft Two
RADIO

02 APR 22 P2:11

PRESIDENTIAL REMARKS: RADIO ADDRESS ON TRADE
FRIDAY, APRIL 24, 1992

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The problem is -- they're running the wrong way. The answer isn't to build up our barriers; it's to get other countries to tear down theirs. Two days ago, I met with the heads of the EC -- Europe's common market. We talked long and hard about the Uruguay Round of GATT, the world trade negotiations. If these negotiations succeed, agreement could pump five trillion dollars into the global economy over the next ten years -- the U.S. share would top \$1 trillion.

I don't plan to stop there. Listen to these facts: during my presidency, 45 out of our 50 states have increased their exports with Mexico. Already, over the past six years, exports to Mexico have nearly tripled, creating more than 300,000 jobs here at home. Clearly, with a successful agreement, we'd export more than ever before: increasing trade with Mexico by \$10 billion, and creating over 360,000 American jobs. That's why a North American Free Trade Agreement is in our interest -- because it create jobs right here.

Where
do
these
come
from?

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GROSSMAN *Petersmeyer*

(Grossman)
April 22, 1992
Draft Two
RADIO

PRESIDENTIAL REMARKS: RADIO ADDRESS ON TRADE
FRIDAY, APRIL 24, 1992

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*Bob How and
4657*

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(Petersmeijer)

Ferguson

Memorandum for Speechwriting Staff

From: Dan McGroarty

Regarding: Radio Address

Please return your comments to
Room 122 by:

10am tomorrow

Today's Date:

APR 22 1992

very good

(Grossman)
April 22, 1992
Draft Two
RADIO

PRESIDENTIAL REMARKS: RADIO ADDRESS ON TRADE
FRIDAY, APRIL 24, 1992

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vague

what agreement? NAFTA hasn't yet been mentioned in this speech.

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Alvin Ross

(Grossman)
April 22, 1992
Draft Two
RADIO

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add stat on cutting trade deficit
trade gap.
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add sentence:
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Simon

Memorandum for Speechwriting Staff

From: Dan McGroarty

Regarding: *Radio Address*

**Please return your comments to
Room 122 by:**

-10am tomorrow

Today's Date:

APR 22 1992

(Grossman)
April 22, 1992
Draft Two
RADIO

PRESIDENTIAL REMARKS: RADIO ADDRESS ON TRADE
FRIDAY, APRIL 24, 1992

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good

Archus
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Regarding: *Radio Address*

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(Grossman)
April 22, 1992
Draft Two
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FRIDAY, APRIL 24, 1992

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I like it!

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Factual AS
that David
Walters gave
me for a speech.

of that

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WHITE HOUSE STAFFING MEMORANDUM

DATE: 4/22/92 ACTION/CONCURRENCE/COMMENT DUE BY: THURS. 4/23/92 11:00am

PRESIDENTIAL REMARKS: RADIO ADDRESS ON TRADE

FRIDAY, APRIL 24, 1992

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"/>	MCBRIDE	<input type="checkbox"/>	<input type="checkbox"/>
SCOWCROFT	<input checked="" type="checkbox"/>	<input type="checkbox"/>	MOORE	<input checked="" type="checkbox"/>	<input type="checkbox"/>
DARMAN	<input checked="" type="checkbox"/>	<input type="checkbox"/>	PETERSMEYER	<input checked="" type="checkbox"/>	<input type="checkbox"/>
BRADY	<input type="checkbox"/>	<input checked="" type="checkbox"/>	PORTER	<input checked="" type="checkbox"/>	<input type="checkbox"/>
BROMLEY	<input type="checkbox"/>	<input type="checkbox"/>	ROGICH	<input checked="" type="checkbox"/>	<input type="checkbox"/>
CALIO	<input checked="" type="checkbox"/>	<input type="checkbox"/>	ROLLINS	<input checked="" type="checkbox"/>	<input type="checkbox"/>
DEMAREST	<input checked="" type="checkbox"/>	<input type="checkbox"/>	SMITH	<input checked="" type="checkbox"/>	<input type="checkbox"/>
FITZWATER	<input type="checkbox"/>	<input checked="" type="checkbox"/>	YEUTTER	<input type="checkbox"/>	<input checked="" type="checkbox"/>
GRAY	<input checked="" type="checkbox"/>	<input type="checkbox"/>	FINDLAY	<input type="checkbox"/>	<input checked="" type="checkbox"/>
HOLIDAY	<input checked="" type="checkbox"/>	<input type="checkbox"/>	KAUFMAN	<input type="checkbox"/>	<input checked="" type="checkbox"/>
BOSKIN	<input checked="" type="checkbox"/>	<input type="checkbox"/>	MCGROARTY	<input type="checkbox"/>	<input checked="" type="checkbox"/>

REMARKS:

Please forward your comments directly to Dan McGroarty, Rm. 122, x2930, no later than 11:00 a.m., THURSDAY, APRIL 23, with a copy to this office. Thank you.

RESPONSE:

*See comments. Thanks.
PK
Paul Kerfonta
04/23*

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

(Grossman)
April 22, 1992
Draft Two
RADIO

02 APR 22 P 2: 11

PRESIDENTIAL REMARKS: RADIO ADDRESS ON TRADE
FRIDAY, APRIL 24, 1992

A lot of the reports we Americans hear on TV or the radio seem to follow the maxim: "no news is good news." Well, today I'm going to break a few rules -- and talk about some good news. The story is jobs -- jobs created and jobs sustained because of our ability to sell our products and services abroad. Last week we received the latest from the economic front: all around the world, more and more people are buying American. Our exports shot up 7% in February to a record high of almost \$38 billion dollars. If there's any moral to this story it's a reminder, that if Americans want to succeed economically at home, they've got to lead economically abroad.

In the past couple of weeks I've been talking to groups around the country and to leaders from around the world. The message is simple: expanding free trade abroad means expanding opportunity at home.

(USA) America's trade story is good news, not just for our coastal states and port towns -- but all across America. Here's a sampling: Colorado -- about ⁶²~~50~~ thousand jobs supported by trade; about ⁶¹~~50~~ thousand in Iowa; Arizona -- ^{119,000}~~100,000~~ jobs; Tennessee -- ^{149,000}~~100,000~~ jobs. America's manufacturing exports are more competitive than ten years ago, our labor -- more productive. The Chicken Little hysterics of an America under siege may make

better copy -- but they leave out one little fact: the United States is the leading exporter in the world -- bar none.

I don't mean to discount the competition. Our competitors are tough -- more and more, America competes in an international marketplace where standing still means falling behind. Some want us to respond to these challenges as if they were a bad dream: just hide under the covers, and hope it goes away. They may be talking tough -- but they're really running scared.

The problem is -- they're running the wrong way. The answer isn't to build up our barriers; it's to get other countries to tear down theirs. Two days ago, I met with the heads of the EC -- Europe's common market. We talked long and hard about the Uruguay Round of GATT, the world trade negotiations. If these

negotiations succeed, agreement could pump five trillion dollars into the global economy over the next ten years -- the U.S. share would top \$1 trillion.

I don't plan to stop there. Listen to these facts: during my presidency, ~~45~~ ⁴⁰ out of our 50 states have increased their

exports with Mexico. Already, over the past six years, exports to Mexico have nearly tripled, ~~creating~~ ^{(trans.) which translates into} more than 300,000 jobs

here at home. Clearly, with a successful agreement, we'd export more than ever before: increasing trade with Mexico by ~~\$20 billion~~ ^{billions} and creating ~~over 260,000~~ ^{hundreds of thousands of} American jobs.

That's why a North American Free Trade Agreement is in our interest -- because it ~~creates~~ ^{means} jobs right here.

89
In last three years
Commerce
can't
verify

Commerce defense to USTR

88-91

(USTR)

export related

of dollars, billion

(trans.)

John Menes
377-514
Commerce

~~2211~~

If you want to discuss numbers

Korfanta 6630

It's simple: we can either promote protectionism, or promote free trade. To my reckoning, no one ever beat the competition by cringing behind a trade barrier. You see, I have faith in free trade, because I have faith in the American worker. When trade is free and fair, Americans can beat the competition fair and square. Thank you for listening, and may God bless the United States of America.

(Smith/Simon)
Draft One
March 26, 1992
REFORM

PRESIDENTIAL REMARKS: RADIO ADDRESS
FRIDAY, MARCH 27, 1992

Good afternoon. Many have called the Twentieth Century the American Century. The question before us today is about the next century -- looking just a few years ahead. //

In a world more driven by economic competition than ever before, there are great challenges that we must address now if we are to ensure that the next century is also the American Century.

I have set forth five issues that we must address to guarantee a prosperous and compassionate America. Our people must be educated, literate, and motivated to keep learning. / That means we must reform our education system -- literally revolutionize it -- top to bottom. / Our people must have a sense of well-being about their health and that of their children and families. We must guarantee them access to the finest health care care system in the world, and make that care affordable. //

Next, we must turn our civil justice system back into what it is designed to do: dispense justice with civility. Eighteen million lawsuits a year are choking us -- costing individuals and businesses billions -- a tremendous drag on our national morale as well as our economy. //

And in the next century, as we look at the likely economic competition, as well as the likely opportunities, they will be beyond our borders. That demands that we open more foreign markets for our firms and workers, to sell our goods and our

services -- and to sustain and create jobs for our people. /
Reform of education, health care, our legal system: Opening
markets abroad -- addressing these issues is absolutely
fundamental to America's future. //

But there's another challenge every bit as important to our
future: Reform of the American government. / During the last
decade one institution after another has taken a hard look within
itself, determined needed improvements, and acted to make the
institution better adhere to its principles. That process is
called reform. We must now bring it to Washington, D.C. //

Too often government is not accountable / not effective /
not efficient -- it's not even compassionate. / Only by
reforming it can we protect America's general interest. Yet some
oppose reform because they bow to special interests. / Because
that's unacceptable, the battle has now been joined. It's a
battle between those who want to change things and those who want
the status quo. It's a battle where those who support change are
telling those oppose it: "Lead, follow, or get out of the way."

Yesterday, that message came through loud and clear. I'm
talking about how the Democratic Congress couldn't muster a two-
thirds majority / incredibly, couldn't even get a majority / to
override my veto of the liberals' latest tax increase. / This
story you haven't heard of is also an unheard-of story: Only
twice before in the last 60 years has the House been unable to
muster a simple majority to override a veto. //

Congressional liberals suffered this crushing defeat for the simplest reason: Americans measure progress in people helped -- not dollars spent. // That's why I'm going to continue the fight to keep a lid on Federal spending. It's also why Republican members of the Congress today are introducing legislation to uphold the 68 recissions I announced last week to cut nearly \$4 billion in waste from a bloated Federal budget. //

Unlike liberal Democrats, I don't think we can afford to fund prickly pear research -- or study aparagus yield declines. / Those who reject these boondoggles will stand with me -- and the American taxpayer. / Those who support such pork-barrel projects will have to explain why the public should be damned. //

According to law, Congress must vote on each of these bills by April 21 -- yes or no, up or down. I'm going to uphold that deadline -- and fight those who'll try to block our initiatives through parliamentary gimmicks. / We'll see who thinks government is too big, and spends too much. We'll see who wants to cut spending, and who wants to keep the pork. //

For our economy to do better, we must have change. If Congress won't change -- we'll have to change the Congress. / The battle has begun -- and it's your future that we're fighting for. Thank you for your support, and may God bless the United States of America.

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