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Hispanic Business Leaders - Rose Garden 7/28/92 [OA 5810]

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Remarks to Hispanic Business Leaders

July 28, 1992

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Nice to see you all. Thank you, and welcome to the Rose Garden. May I just say a word at the beginning of the great confidence I have in Secretary Barbara Franklin, our new Secretary of Commerce, and in our very able Ambassador, Carla Hills, who is doing a superb job hammering out the details, trying to achieve this NAFTA agreement; also continuing to work, both of them, on the need to get a worldwide agreement on successful conclusion to the Uruguay round of GATT. But we are very, very fortunate in this country to have this kind of leadership in these two terribly important jobs.

May I say to Jesus Chavarria, the editor and publisher of Hispanic Business, thank you for your leadership in bringing together so many dynamic men and women from the Hispanic-owned businesses. Frankly—you want to hear it for him? Okay, let's do it. [Applause] Why don't you stand up?

But it's a wonderful thing that you do, and I'm sure everybody here would agree with that. But people across the country ought to know of this and ought to agree because, really, you enliven this country. You're keeping America great, all these businesspeople here. And we salute you.

We do believe in the future, and we know how to get there. Obviously, our future depends on freedom. Freedom works, and freedom is right. And as I see this free economic system working with you at the helms, you are the heroes of the economy because you create jobs, you meet a payroll. The only people with a tougher challenge might be either one of two people: the coach of the Angolan basketball team—[laughter]—or maybe, really, the guy that shot the arrow to light the torch. You talk about courage. Brent Scowcroft said, "I think somebody was up there with a cigarette lighter just in case it missed." [Laughter] But nevertheless—hey, wait a minute, we've got to be serious here.

You have come to Washington at a tough time, too late for the cherry blossoms, just in time for the humidity. And today I'd like to add a little heat because I really have something that's on my mind.

The economy is growing, albeit too slowly. Hispanic-owned businesses are in the vanguard of this growth, in the forefront of creating new, good jobs for Americans. And we need to grow faster. And we know what's holding us back. Let me sum it up in a simple sentence: Government is too big. The Government side is too big, and it spends too much. An old guard of tax-and-spend politicians has controlled Congress for most of 40 years. And believe me, that is a fact. Already this year I've given Congress a choice between economic growth and big Government. And Congress sided with the big Government.

Here's what happened. And I recite this history because I think it's important you have it in mind when you go up to Capitol Hill. In January I proposed a commonsense, comprehensive plan to get this economy moving faster, right then. The plan includes tax incentives to encourage businesses to hire new workers and breaks for young families who want to buy a first home. Half a million jobs would have been created if the Congress had acted right away.

That didn't happen. Instead Congress passed a package of new Government spending and new taxes. They knew I would have to veto that package. And so I did. And I sent the plan back, and I'm still waiting almost 200 days later. This economic recovery plan is being held hostage, and the ransom note reads, I think we all know this, "Wait until after the election."

We need that first-time credit. We need the investment tax allowance. We need to change these IRA's. We need to move on capital gains to create more small businesses. The party that controls Congress is holding jobs and free enterprise hostage. They talk about class warfare, about squeezing more from the rich. What they don't say is that more than half of those affected by the proposed hike in individual tax rates are family farmers, small business men and women, people just like yourselves. So you are out there trying to create jobs, and you need a pat on the back, not \$100 billion in new taxes and Federal mandates on your shoulders.

I do understand that you're going up to Capitol Hill later, and I'd ask you to take a message up there with you: Tell the Mem-

bers we need quicker growth now, and tell them to approve these growth initiatives that are still up there without delay. Tell them to release the economy and approve the jobs program and put America back to work right now.

We're together today because we also share a vision for the long term. We want to build a solid future, a future for our country in the world economy. And one of the most exciting developments in our Nation's history is coming now to fruition. You've heard about it here this morning. I'm talking, obviously, about the North American free trade agreement. Our negotiators reported solid progress from meetings in Mexico last weekend. And they're going to meet again, I think, in just a few days; we're very close to completing an agreement. And that agreement will mean more jobs, more growth, more opportunity for American workers.

Look at the numbers. During the recent partial opening of the Mexican market since 1986, U.S. exports to Mexico have almost tripled. They have almost tripled. More than 600,000 American workers now owe their jobs to trade with Mexico. We enjoy a robust trade surplus with Mexico, \$2.1 billion last year. And it's estimated that we'll achieve a surplus of more than \$8 billion this year. The new jobs created by trade with Mexico are to be found not only in the border States but all across the country. Our top 10 States exporting to Mexico, let me just click off some, include Michigan, Illinois, New York, Pennsylvania, and Florida. They don't exactly border the Rio Grande.

When the trade agreement goes to Congress, not if but when, we are going to need the utmost help from each and every one of you. Please don't have any illusions that this is going to be an easy fight. The leadership of Hispanic business men and women was crucial, crucial in winning that Fast Track effort that I heard Carla discussing just before I came out here. This new round of the battle will make Fast Track seem easy by comparison; we know that. But we are ready, and we've got to be sure we keep—the battle itself for this must be nonpartisan or bipartisan or however you want to look at it. We need support from everybody to get this done.

We've consulted closely with the Congress and with business leaders every step of the way in these negotiations. Again, I just can't tell you the number of hours that Carla Hills and her team has spent, properly so, in my view, but with the various business and labor and environmental interests all across our country, keeping them informed, getting their suggestions, bringing them along. We made commitments to Congress last year, and we are going to meet each and every one of them. And when we wrap up the agreement, it's going to be a good deal for American consumers and businesses and especially for American workers.

To me, ideas like free trade are worth fighting for because, really, you've got to put it in the broad context. We're fighting for our children's futures. I know that's not politically popular in all places. I know there's an awful lot of special interests that are lined up against a potential free trade agreement; we understand that.

Too many of us in national politics often act like an old South Carolina Senator some of you may remember, Olin Johnston. He didn't like to cover anything controversial in these newsletters that he sent out to his constituents. He told his aide, "Just put in a column about communism." The aide complied, writing a crackerjack column exposing the evils of communism, putting the good Senator squarely on the side of America. The Senator read the draft, and he said, "Son, how many Communists do you think we have in South Carolina? The aide answered, "Well, I suppose maybe five or six." And the Senator replied, "Well, just make sure they don't get this newsletter." [Laughter]

Well, I guess Carla knows and Barbara knows and I know that more than five or six people are going to stand against free trade. But I'm not going to back down. You know it's right, and I know it's right. And just on this one, trust me to do what is right for America and to do what's right for the future.

So I hope you'll agree with me. And inasmuch as NAFTA, we're talking about mainly Mexico today, I might peripherally say I am very proud that we have such a good bilateral relationship with that important republic to our south. It's never been better. And once

with the Congress every step of the way. Again, I just can't say that Carla Hills properly so, in my business and labor talks all across our country, getting them along. We passed Congress last year, each and every one we wrap up the deal: a good deal for businesses and workers.

Trade agreements are worth what you've got to put up with. We're fighting for a law that's not popular. I know there's a lot of interests that are lined up against the trade agreement;

domestic politics often influence a Senator some time. I know John Johnston. He's a controversial in the Senate. I went out to his conference. "Just put in a colleague," he said, "the aide complied, I'm exposing the good Senator of America. The aide said, 'Son, you think we have a chance?' The aide answered, 'Five or six.'" And then they make sure they [Laughter]

knows and Barbara knows more than five or six. They stand against free trade. You know it's right. And we do what is right. That's right for the

with me. And in asking about mainly I can't really say I am a good bilateral important republic to be better. And once



again, I'd like to salute President Carlos Salinas, the President of Mexico, who's working very closely with us to bring this agreement to fulfillment.

And one last point I want to make. There isn't any political timing on this. Carla explained to you the timing, the realities of the law and what we must comply with and how we must do it. But in spite of opposition, nobody is going to turn this one into a political football because we're going forward to do something what is right for the United States.

So thank you all very much for what the Hispanic businessmen and businesswomen are doing to build a very solid foundation for the future. And on this very beautiful day, may God bless you all and the United States of America.

Thank you very, very much.

Note: The President spoke at 9:35 a.m. in the Rose Garden at the White House.

Statement by Press Secretary Fitzwater on the President's Meeting With President-Elect Sixto Duran-Ballen of Ecuador

July 28, 1992

The President met this afternoon with President-elect Sixto Duran of Ecuador. The President congratulated President-elect Duran on his election to the Presidency of Ecuador and commended the people of Ecuador for the peaceful, democratic way they have chosen their leaders in three Presidential elections since 1979. The President assured Mr. Duran that the United States wants to maintain excellent relations with his country and support Ecuador's efforts at economic reform and regional narcotics cooperation.

President-elect Duran will be inaugurated on August 10, 1992. The United States will be represented by a special Presidential mission.

President Bush last met President-elect Duran in March of 1987, when he visited Ecuador in the aftermath of a major earthquake.

Message to the Senate Transmitting the Russia-United States Investment Treaty

July 28, 1992

To the Senate of the United States:

With a view to receiving the advice and consent of the Senate to ratification, I transmit herewith the Treaty Between the United States of America and the Russian Federation Concerning the Encouragement and Reciprocal Protection of Investment, with Protocol and related exchanges of letters, signed at Washington on June 17, 1992. I transmit also, for the information of the Senate, the report of the Department of State with respect to this treaty.

This treaty creates a favorable legal framework for U.S. investment in Russia. By adopting the treaty's high standards for protection of U.S. investment, Russia seeks to encourage the U.S. private sector to invest in Russia. For the United States Government, the treaty serves the goals of aiding Russia's transition to a market economy and of strengthening our bilateral economic ties.

In addition, the treaty is fully consistent with U.S. policy toward international investment. A specific tenet, reflected in this treaty, is that U.S. investment abroad and foreign investment in the United States should receive fair, equitable, and nondiscriminatory treatment. Under this treaty, the Parties also agree to international law standards for expropriation and expropriation compensation; free transfers of funds associated with investments; and the option of the investor to resolve disputes with the host government through international arbitration.

I recommend that the Senate consider this treaty as soon as possible, and give its advice and consent to ratification of the treaty, with protocol and related exchanges of letters, at an early date.

George Bush

The White House,
July 28, 1992.

WHITE HOUSE STAFFING MEMORANDUM

DATE: 7/27/92 ACTION/CONCURRENCE/COMMENT DUE BY: ---

SUBJECT: PRESIDENTIAL REMARKS: HISPANIC BUSINESS LEADERS
TUESDAY, 7/28/92 - 9:30 a.m.

	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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BRADY	<input type="checkbox"/>	<input checked="" type="checkbox"/>	PORTER	<input type="checkbox"/>	<input checked="" type="checkbox"/>
BROMLEY	<input type="checkbox"/>	<input type="checkbox"/>	PROVOST	<input type="checkbox"/>	<input checked="" type="checkbox"/>
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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

July 27, 1992

2 JUL 27 P5:10

MEMORANDUM FOR THE PRESIDENT

THROUGH: STEVE PROVOST *Steve Provost*
FROM: JOSEPH P. DUGGAN *J.P. Duggan*
SUBJECT: PROPOSED REMARKS FOR HISPANIC BUSINESS LEADERS

I. SUMMARY

On Tuesday, July 28, at 9:30 a.m., you will address approximately 250 Hispanic business leaders in the Rose Garden.

II. DISCUSSION

Your remarks (approximately 9 minutes / cards), highlight the Administration's growth package still awaiting action in Congress, and they outline the benefits of NAFTA to small businesses.

(Duggan/Walters/Nix)

July 27, 1992

Draft Five

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2 JUL 27 P5:09

PRESIDENTIAL REMARKS: HISPANIC BUSINESS LEADERS
THE ROSE GARDEN
THE WHITE HOUSE
TUESDAY, JULY 28, 1992
9:30 A.M.

[Acknowledgments] Welcome to the White House. Jesus
[Chavarria, editor and publisher of Hispanic Business], thanks
for your leadership in bringing together so many dynamic women
and men from Hispanic-owned businesses. You enliven this
country, you're keeping America great -- each one of you. \\

We're together today because we believe in the future -- and
we know how to get there. Our future depends on freedom.
Freedom works. Freedom is right. \\

You've come to Washington at a tough time: Too late for the
cherry blossoms, just in time for the humidity. And today, for
the next few minutes, I just might add a little heat. \\

The economy is growing -- Hispanic-owned businesses are in
the vanguard of this growth, in the forefront of creating good
new jobs for Americans. We need to grow faster, and we know
what's holding us back. Let me sum it up in a single sentence:
Government is too big -- and it spends too much. \\

An old guard of tax-and-spend politicians has controlled
Congress for most of the past 40 years. Already this year, I've
given Congress a choice between economic growth and big
government. Congress took sides with big government.

Here's what happened: In January, I proposed a common-
sense, comprehensive plan to get this economy moving faster,

right now. The plan includes tax incentives to encourage businesses to hire new workers and breaks for young families who want to buy a first home. Half a million jobs would have been created, if . . . if Congress had acted right away.

But they didn't. Instead, Congress passed a package of new government spending and new taxes. A package they knew I'd veto.

So I sent their plan back. I'm still waiting. . . almost 200 days later. This economic recovery plan is being held hostage, and the ransom note reads: "wait till after the election."

The party that controls the Congress is holding jobs and free enterprise hostage to their hopes that they can elect a tax-and-spend partisan of their very own to the White House. The other party talks about "class warfare" . . . about squeezing more from the so-called "rich." What they don't say is that more than half of those affected by their proposed hike in individual tax rates are family farmers . . . small business men and women . . . people like yourselves. \ You're trying to create jobs. You need a pat on the back . . . not \$100 billion in new taxes and federal mandates on your shoulders. \ \

I understand you're going up to Capitol Hill later in the day. I'd ask you to take a message up there with you: Tell your members of Congress we need quicker growth now. Tell them to approve my growth initiatives -- without delay. \ \ Tell them to release this economy, \ approve my jobs program, and put America back to work . . . now. \ \

You and I are together today because we also share a vision for the long term: We want to build a solid foundation for America's future in the world economy. And one of the most exciting developments in our nation's history is coming now to fruition. I'm talking about the North American Free Trade Agreement. Our negotiators reported solid progress from the meetings in Mexico City last weekend. They'll meet again [date and place]. We're very close to completing an agreement that will mean more jobs / more growth / more opportunity for American workers.

Look at the numbers: During the recent, partial opening of the Mexican markets since 1986, U.S. exports to Mexico have almost tripled. More than 600,000 American workers now owe their jobs to trade with Mexico. We enjoy a robust trade surplus with Mexico -- \$2.1 billion last year, and it's estimated we'll achieve a surplus of more than \$8 billion this year. The new jobs created by trade with Mexico are to be found not only in the border states, but all across the country. Our top ten states exporting to Mexico now include Michigan, Illinois, New York, Pennsylvania and Florida.

When the trade agreement goes to Congress -- not if, but when -- I'll need the utmost help from each and every one of you.

Please don't have any illusions this will be an easy fight. The leadership of Hispanic business men and women was crucial in winning our fast-track effort last year. This new round of the battle will make fast-track seem easy by comparison. Very

frankly I'm worried about my opponent. He pays lip service to open trade -- but when it comes to a real decision, I'm worried he'll put his proxy in the pockets of the big unions, the ideological interest groups, and the protectionist faction in Congress. \\

We've consulted closely with Congress and with business leaders every step of the way in these negotiations. We made commitments to Congress last year, and we will meet each one of them. And when we wrap up the North American Free Trade Agreement, it will be a good deal for American consumers and businesses -- and especially American workers.\\

America faces a choice this year between starkly different philosophies. The other side doesn't trust the American people with their own earnings, with their own property, with their own plans and dreams for the future.

I'm going to stand up for something different. Something that's right for America. Even if it's not politically popular. To me ideas like free trade are worth fighting for -- because we're fighting for our children's future.

So don't let the pessimists faze you. Don't let political smoke and mirrors obscure your vision of the prize that's ahead for our kids and grandchildren. Our future is as bright as it has ever been.

For my part, I'm leading the campaign to elect a new Congress. I'm determined to break the logjam of the old politics. Next year, with a radically different Congress -- a

Congress that's ready to act -- we'll work to restore government that lives within limits. \ Government that respects people's labor and property. \ Government that has faith in our ability to compete in foreign markets. \ Government that trusts the American people. \ \

Thank you for joining me here today. I understand your next stop is the Commerce Department, where Barbara Franklin and her experts will load you up on facts. Dispassionately, I'm sure. What's more . . . Barbara's building has air-conditioning. \ \

Thanks again for all that Hispanic businessmen and women are doing to build a solid foundation for our future. May God bless all of you.

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HISPANIC BUSINESS LEADERS \ THE ROSE GARDEN
TUESDAY, JULY 28, 1992 \ 9:30 A.M.

SECRETARY OF COMMERCE BARBARA FRANKLIN, U.S. TRADE
REPRESENTATIVE CARLA HILLS, THANK YOU. TO ALL OF YOU,
WELCOME TO THE WHITE HOUSE. JESUS [CHAVARRIA, EDITOR
AND PUBLISHER OF HISPANIC BUSINESS], THANKS FOR YOUR
LEADERSHIP IN BRINGING TOGETHER SO MANY DYNAMIC WOMEN
AND MEN FROM HISPANIC-OWNED BUSINESSES. YOU ENLIVEN
THIS COUNTRY, YOU'RE KEEPING AMERICA GREAT -- EACH ONE
OF YOU. \ \

- 2 -

WE'RE TOGETHER TODAY BECAUSE WE BELIEVE IN THE
FUTURE -- AND WE KNOW HOW TO GET THERE. OUR FUTURE
DEPENDS ON FREEDOM. FREEDOM WORKS. FREEDOM IS RIGHT.
\ \

YOU'RE THE HEROES OF OUR ECONOMY. YOU CREATE JOBS,
YOU MEET A PAYROLL. THE ONLY PEOPLE WITH A TOUGHER
CHALLENGE MIGHT BE THE COACH OF THE ANGOLAN BASKETBALL
TEAM . . . OR THAT GUY WHO SHOT THE ARROW TO LIGHT THE
OLYMPIC TORCH.

YOU'VE COME TO WASHINGTON AT A TOUGH TIME: TOO LATE FOR THE CHERRY BLOSSOMS, JUST IN TIME FOR THE HUMIDITY. AND TODAY, FOR THE NEXT FEW MINUTES, IF YOU DON'T MIND, I'D LIKE TO ADD A LITTLE HEAT. \ 'CAUSE I'VE GOT SOMETHING ON MY MIND. \

THE ECONOMY IS GROWING -- HISPANIC-OWNED BUSINESSES ARE IN THE VANGUARD OF THIS GROWTH, IN THE FOREFRONT OF CREATING GOOD NEW JOBS FOR AMERICANS. WE NEED TO GROW FASTER, AND WE KNOW WHAT'S HOLDING US BACK.

LET ME SUM IT UP IN A SINGLE SENTENCE: GOVERNMENT IS TOO BIG -- AND IT SPENDS TOO MUCH. \ \

AN OLD GUARD OF TAX-AND-SPEND POLITICIANS HAS CONTROLLED CONGRESS FOR MOST OF THE PAST 40 YEARS. ((AND BELIEVE ME, THIS IS NOT A BROKEN RECORD: \ IT'S THE SAME OLD TUNE -- IT'S CALLED THE MIDDLE CLASS BLUES.)) \ \ ALREADY THIS YEAR, I'VE GIVEN CONGRESS A CHOICE BETWEEN ECONOMIC GROWTH AND BIG GOVERNMENT. CONGRESS TOOK SIDES WITH BIG GOVERNMENT.

HERE'S WHAT HAPPENED: IN JANUARY, I PROPOSED A COMMON-SENSE, COMPREHENSIVE PLAN TO GET THIS ECONOMY MOVING FASTER, RIGHT NOW. THE PLAN INCLUDES TAX INCENTIVES TO ENCOURAGE BUSINESSES TO HIRE NEW WORKERS AND BREAKS FOR YOUNG FAMILIES WHO WANT TO BUY A FIRST HOME. HALF A MILLION JOBS WOULD HAVE BEEN CREATED, IF . . . IF CONGRESS HAD ACTED RIGHT AWAY.

BUT THEY DIDN'T. INSTEAD, CONGRESS PASSED A PACKAGE OF NEW GOVERNMENT SPENDING AND NEW TAXES. A PACKAGE THEY KNEW I'D VETO.

SO I SENT THEIR PLAN BACK. I'M STILL WAITING. . . . ALMOST 200 DAYS LATER. THIS ECONOMIC RECOVERY PLAN IS BEING HELD HOSTAGE, AND THE RANSOM NOTE READS: "WAIT TILL AFTER THE ELECTION."

THE PARTY THAT CONTROLS THE CONGRESS IS HOLDING JOBS AND FREE ENTERPRISE HOSTAGE TO THEIR HOPES THAT THEY CAN ELECT A TAX-AND-SPEND PARTISAN OF THEIR VERY OWN TO THE WHITE HOUSE. THE OTHER PARTY TALKS ABOUT "CLASS WARFARE" . . . ABOUT SQUEEZING MORE FROM THE SO-CALLED "RICH." WHAT THEY DON'T SAY IS THAT MORE THAN HALF OF THOSE AFFECTED BY THEIR PROPOSED HIKE IN INDIVIDUAL TAX RATES ARE FAMILY FARMERS . . . SMALL BUSINESS MEN AND WOMEN . . . PEOPLE LIKE YOURSELVES. \

YOU'RE TRYING TO CREATE JOBS. YOU NEED A PAT ON THE BACK . . . NOT \$100 BILLION IN NEW TAXES AND FEDERAL MANDATES ON YOUR SHOULDERS. \

I UNDERSTAND YOU'RE GOING UP TO CAPITOL HILL LATER IN THE DAY. I'D ASK YOU TO TAKE A MESSAGE UP THERE WITH YOU: TELL YOUR MEMBERS OF CONGRESS WE NEED QUICKER GROWTH NOW. TELL THEM TO APPROVE MY GROWTH INITIATIVES -- WITHOUT DELAY. \

TELL THEM TO RELEASE THIS ECONOMY, \ APPROVE MY JOBS PROGRAM, AND PUT AMERICA BACK TO WORK . . . NOW. \ \

YOU AND I ARE TOGETHER TODAY BECAUSE WE ALSO SHARE A VISION FOR THE LONG TERM: WE WANT TO BUILD A SOLID FOUNDATION FOR AMERICA'S FUTURE IN THE WORLD ECONOMY. AND ONE OF THE MOST EXCITING DEVELOPMENTS IN OUR NATION'S HISTORY IS COMING NOW TO FRUITION. I'M TALKING ABOUT THE NORTH AMERICAN FREE TRADE AGREEMENT.

OUR NEGOTIATORS REPORTED SOLID PROGRESS FROM THE MEETINGS IN MEXICO CITY LAST WEEKEND. THEY'LL MEET AGAIN IN A FEW DAYS. WE'RE VERY CLOSE TO COMPLETING AN AGREEMENT THAT WILL MEAN MORE JOBS / MORE GROWTH / MORE OPPORTUNITY FOR AMERICAN WORKERS.

LOOK AT THE NUMBERS: DURING THE RECENT, PARTIAL OPENING OF THE MEXICAN MARKETS SINCE 1986, U.S. EXPORTS TO MEXICO HAVE ALMOST TRIPLED.

MORE THAN 600,000 AMERICAN WORKERS NOW OWE THEIR JOBS TO TRADE WITH MEXICO. WE ENJOY A ROBUST TRADE SURPLUS WITH MEXICO -- \$2.1 BILLION LAST YEAR, AND IT'S ESTIMATED WE'LL ACHIEVE A SURPLUS OF MORE THAN \$8 BILLION THIS YEAR. THE NEW JOBS CREATED BY TRADE WITH MEXICO ARE TO BE FOUND NOT ONLY IN THE BORDER STATES, BUT ALL ACROSS THE COUNTRY. OUR TOP TEN STATES EXPORTING TO MEXICO NOW INCLUDE MICHIGAN, ILLINOIS, NEW YORK, PENNSYLVANIA AND FLORIDA.

WHEN THE TRADE AGREEMENT GOES TO CONGRESS -- NOT IF, BUT WHEN -- I'LL NEED THE UTMOST HELP FROM EACH AND EVERY ONE OF YOU.

PLEASE DON'T HAVE ANY ILLUSIONS THIS WILL BE AN EASY FIGHT. THE LEADERSHIP OF HISPANIC BUSINESS MEN AND WOMEN WAS CRUCIAL IN WINNING OUR FAST-TRACK EFFORT LAST YEAR. THIS NEW ROUND OF THE BATTLE WILL MAKE FAST-TRACK SEEM EASY BY COMPARISON.

VERY FRANKLY I'M WORRIED ABOUT MY OPPONENT. HE PAYS LIP SERVICE TO OPEN TRADE -- BUT WHEN IT COMES TO A REAL DECISION, I'M WORRIED HE'LL PUT HIS PROXY IN THE POCKETS OF THE BIG UNIONS, THE IDEOLOGICAL INTEREST GROUPS, AND THE PROTECTIONIST FACTION IN CONGRESS. \\

WE'VE CONSULTED CLOSELY WITH CONGRESS AND WITH BUSINESS LEADERS EVERY STEP OF THE WAY IN THESE NEGOTIATIONS. WE MADE COMMITMENTS TO CONGRESS LAST YEAR, AND WE WILL MEET EACH ONE OF THEM.

AND WHEN WE WRAP UP THE NORTH AMERICAN FREE TRADE AGREEMENT, IT WILL BE A GOOD DEAL FOR AMERICAN CONSUMERS AND BUSINESSES -- AND ESPECIALLY AMERICAN WORKERS. \\

AMERICA FACES A CHOICE THIS YEAR BETWEEN STARKLY DIFFERENT PHILOSOPHIES. THE OTHER SIDE DOESN'T TRUST THE AMERICAN PEOPLE WITH THEIR OWN EARNINGS, WITH THEIR OWN PROPERTY, WITH THEIR OWN PLANS AND DREAMS FOR THE FUTURE.

I'M GOING TO STAND UP FOR SOMETHING DIFFERENT. SOMETHING THAT'S RIGHT FOR AMERICA. TO ME IDEAS LIKE FREE TRADE ARE WORTH FIGHTING FOR -- BECAUSE WE'RE FIGHTING FOR OUR CHILDREN'S FUTURE. I KNOW THAT'S NOT POLITICALLY POPULAR IN ALL PLACES. TOO MANY OF US IN NATIONAL POLITICS TOO OFTEN ACT LIKE AN OLD SOUTH CAROLINA SENATOR, OLIN JOHNSTON. THE SENATOR DIDN'T LIKE TO COVER ANYTHING CONTROVERSIAL IN HIS NEWSLETTER TO HIS CONSTITUENTS.

HE TOLD HIS AIDE, JUST PUT IN A COLUMN ABOUT COMMUNISM. THE AIDE COMPLIED, WRITING A CRACKERJACK COLUMN EXPOSING THE EVILS OF COMMUNISM AND PUTTING THE GOOD SENATOR SQUARELY ON THE SIDE OF AMERICA. THE SENATOR READ THE DRAFT AND ASKED, "SON, HOW MANY COMMUNISTS DO YOU THINK WE HAVE IN SOUTH CAROLINA?"

THE AIDE ANSWERED, "I SUPPOSE FIVE OR SIX."

SENATOR JOHNSTON REPLIED, "JUST MAKE SURE THEY DON'T GET THIS NEWSLETTER."

WELL, I KNOW THAT MORE THAN FIVE OR SIX PEOPLE ARE GOING TO STAND AGAINST FREE TRADE. BUT I'M NOT GOING TO BACK DOWN. YOU KNOW IT'S RIGHT, AND I KNOW IT'S RIGHT. LET'S DO WHAT IS RIGHT FOR AMERICA -- LET'S DO WHAT'S RIGHT FOR THE FUTURE.

I HOPE YOU'LL AGREE WITH ME.

THANKS AGAIN FOR ALL THAT HISPANIC BUSINESSMEN AND WOMEN ARE DOING TO BUILD A SOLID FOUNDATION FOR OUR FUTURE. MAY GOD BLESS ALL OF YOU.

#



THE WHITE HOUSE

WASHINGTON

July 27, 1992

MEMORANDUM FOR DAN MCGROARTY

FROM: ROGER B. PORTER *RBP*

SUBJECT: Presidential Remarks: Hispanic Business Leaders

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

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

cc: Phillip D. Brady

92 JUL 28 4 51 PM '92

JMH
- WMM
- TA

WHITE HOUSE STAFFING MEMORANDUM

DATE: 7/24/92 ACTION/CONCURRENCE/COMMENT DUE BY: MON. 7/27/92 10:00am

PRESIDENTIAL REMARKS: HISPANIC BUSINESS LEADERS
 SUBJECT: THE ROSE GARDEN - 7/28/92 - 9:30 am

	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 type="checkbox"/>	<input type="checkbox"/>
BROMLEY	<input type="checkbox"/>	<input type="checkbox"/>	PROVOST	<input checked="" type="checkbox"/>	<input type="checkbox"/>
CALIO	<input checked="" type="checkbox"/>	<input type="checkbox"/>	SMITH	<input checked="" type="checkbox"/>	<input type="checkbox"/>
DEMAREST	<input checked="" type="checkbox"/>	<input type="checkbox"/>	YEUTTER	<input type="checkbox"/>	<input checked="" type="checkbox"/>
FITZWATER	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<u>FINDLAY</u>	<input type="checkbox"/>	<input checked="" type="checkbox"/>
GRAY	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<u>KAUFMAN</u>	<input type="checkbox"/>	<input checked="" type="checkbox"/>
HOLIDAY	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<u>MCGROARTY</u>	<input type="checkbox"/>	<input checked="" type="checkbox"/>
			<u>FIRESTONE</u>		<input checked="" type="checkbox"/>

REMARKS:

Please forward your comments directly to Dan McGroarty, RM. 122, x2930, no later than 10:00 a.m., MONDAY, JULY 27, with a copy to this office. Thank you.

RESPONSE:

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

(Duggan/Walters/Nix)

July 23, 1992

Draft Two

HB.

2 JUL 24 11:11

PRESIDENTIAL REMARKS: HISPANIC BUSINESS LEADERS
THE ROSE GARDEN
THE WHITE HOUSE
TUESDAY, JULY 28, 1992
9:30 A.M.

[Acknowledgments] Welcome to the White House. Jesus
[Chavarria, editor and publisher of Hispanic Business], thanks
for your leadership in bringing together so many dynamic women
and men from Hispanic-owned businesses. You enliven this
country, you're keeping America great -- each one of you. \\
\\

Your dreams and your hard work animate every kind of
industry all across this country. There's Irma Elder from
Michigan whose thriving business is -- what else -- selling cars.
There's Frank Flores from the printing industry in New York. And
Benjamin Acevedo, with a lumber company in California. And
executives from the largest minority-owned bank in the United
States -- the Sanchez family's IBC in Laredo, Texas.

We're together today because we believe in the future -- and
we know how to get there. Our future depends on freedom.
Freedom works. Freedom is right. \\
\\

All around the world, dictatorships are giving way to
democracy. Command-and-control economies are falling on the ash
heap. As never before in the history of the world, people are
free to think and to speak -- free to live and work and worship
as they wish. They're choosing new governments that respect
people's freedom to buy and to sell and to create. \\
\\

In the Western Hemisphere, freedom's tide has never been

higher. If I may make a prediction, that tide will soon drown Latin America's last dictatorship -- the Castro regime. And on the crest of that tide will rise a new democracy in Cuba. \\

It used to be that one of the great certainties in our lives was the East-West struggle, the Cold War. Now that we've won that long battle to change the world around us, ^{SOME} people are going ~~through a little period of~~ pondering and questioning our future here at home.

~~Let me just say that~~ each one of us has cause to be confident. Don't let the pessimists faze you -- don't let the political haze we're passing through obscure your vision of the prize that's ahead for our kids and grandchildren. America's future has never been brighter -- because you and ^{OTHERS} ~~people~~ like yourselves are fully joined in the domestic battle to keep America free.

Right now, we're renewing the freedoms that foster new thinking and create new jobs. I'm overhauling the entire system of federal government regulation. This year alone, I've directed an unprecedented cutback of controls and red tape that have no place in a free society. [details with impact on jobs and consumers]

I'm fighting to halt the epidemic of lawsuits -- a hidden tax on your business. It's time we sued each other less and helped each other more. \\

I'm fighting the old politics of tax and spend. I'm battling to spur new investment and job creation by cutting the

tax on capital gains. \\
\\

When I sent my legal reform bill to Capitol Hill, our opponents said no. They and their friends in the trial lawyers' lobby circled the wagons, closed ranks, and hung tough to protect the status quo. \\
\\

~~When~~ I asked for tax breaks for young homeowners, ^{AND} ~~when I~~ ^{IN RESPONSE} ~~asked~~ for the capital gains cut we need so urgently -- your opponents passed a bill to raise your taxes by a hundred billion dollars. This time, I said no -- I cast my veto. \\
\\

Next year we'll see a change. Next year we'll have a dramatically different Congress. Next year, I am confident, we'll break the logjam of the old politics. We'll win legal reform and tax relief. We'll restore government that lives within limits. \ Government that respects people's labor and property. \ Government that trusts the American people. \\
\\

One the most exciting developments in our nation's history is coming to fruition right now -- the North American Free Trade Agreement. [report latest status of NAFTA]

Everyone wins through open trade with Mexico and Canada. Open trade will make each of us better neighbors and closer friends. Open trade will offer tremendous new opportunities for people to invent, ^{and} produce and ^{MARKET} ~~take~~ new goods and services, ^{to} ~~market.~~ / [export examples.]
^{SET}

Open trade will fuel the growth of jobs in the United States of America.. During the recent, partial opening of the Mexican markets since 1986, U.S. exports to Mexico have almost tripled.

That has meant the creation of more than 300,000 new jobs. We enjoy a robust trade surplus with Mexico -- \$2.1 billion last year. And the new jobs created by trade with Mexico are to be found not only in the border states, but all across the country. Our top ten states exporting to Mexico now include Michigan, Illinois, New York, Pennsylvania and Florida.

When the trade agreement goes to Congress -- not if, but when -- I'll need the utmost help from each and every one of you.

Please don't have any illusions this will be an easy fight. Don't count on candor from our opponents. Some politicians pay lip service to open trade -- but when it's time for a real decision, they put their proxies in the pockets of the big unions and the ideological interest groups. \\

And I scarcely need to tell this audience about this ugliness we've heard. I don't like to think this kind of thing still happens in America, but we've heard it. We've heard the whispering campaign that doesn't even pretend to address economics. It's the old appeal to prejudice. \\

You know, I've spent my entire adult life -- starting businesses in west Texas and on the Gulf of Mexico, later in public service -- pursuing better understanding between Americans and our neighbors. I like to think I've made a contribution to peace and prosperity certainly in our hemisphere, but also around the world. So when these old attitudes of prejudice begin to stir, I will stand against them. \\ I'll stand against any attempt to turn back the clock. \\ I'll stand against

intolerance and nativism in any form. \ \ ↘

In the next century, our kids -- and indeed, some of you younger entrepreneurs -- will help make commonplace things that now exist only in dreams: faster travel, cultural progress, cures for diseases. The dream of open trade and strong, respectful ties between the workers \ the business people \ and the families \ of Mexico, Canada and the United States is so near it's almost palpable. Let's resolve together, today, to make that dream real -- to make it a solid foundation for our future. Thank you, and may God bless all the people of the Americas.

#

WHITE HOUSE STAFFING MEMORANDUM

DATE: 7/27/92 ACTION/CONCURRENCE/COMMENT DUE BY: ---

SUBJECT: PRESIDENTIAL REMARKS: HISPANIC BUSINESS LEADERS
TUESDAY, 7/28/92 - 9:30 a.m.

	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"/>	PROVOST	<input type="checkbox"/>	<input checked="" type="checkbox"/>
CALIO	<input type="checkbox"/>	<input checked="" type="checkbox"/>	SMITH	<input type="checkbox"/>	<input checked="" type="checkbox"/>
DEMAREST	<input type="checkbox"/>	<input checked="" type="checkbox"/>	YEUTTER	<input type="checkbox"/>	<input checked="" type="checkbox"/>
FITZWATER	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<u>FINDLAY</u>	<input type="checkbox"/>	<input checked="" type="checkbox"/>
GRAY	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<u>KAUFMAN</u>	<input type="checkbox"/>	<input checked="" type="checkbox"/>
HOLIDAY	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<u>MCGROARTY</u>	<input type="checkbox"/>	<input checked="" type="checkbox"/>
			<u>FIRESTONE</u>		<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

July 27, 1992

2 JUL 27 P5:10

MEMORANDUM FOR THE PRESIDENT

THROUGH: STEVE PROVOST *Check for SP*

FROM: JOSEPH P. DUGGAN *J.P.*

SUBJECT: PROPOSED REMARKS FOR HISPANIC BUSINESS LEADERS

I. SUMMARY

On Tuesday, July 28, at 9:30 a.m., you will address approximately 250 Hispanic business leaders in the Rose Garden.

II. DISCUSSION

Your remarks (approximately 9 minutes / cards), highlight the Administration's growth package still awaiting action in Congress, and they outline the benefits of NAFTA to small businesses.

T-
Stevens changes
(don't overlook
long joke ~~in~~ back of
P. 4. *DM*

(Duggan/Walters/Nix)
July 27, 1992
Draft Five
HB

HISPANIC BUSINESS LEADERS
ROSE GARDEN
WHITE HOUSE
FRIDAY, JULY 28, 1992
10 A.M.

[Ac]

White House. Jesus

[Chavarr..., Hispanic Business], thanks
for your leadership in bringing together so many dynamic women
and men from Hispanic-owned businesses. You enliven this
country, you're keeping America great -- each one of you. \\
We're together today because we believe in the future -- and
we know how to get there. Our future depends on freedom.
Freedom works. Freedom is right. \\
You've come to Washington at a tough time: Too late for the
cherry blossoms, just in time for the humidity. And today, for
the next few minutes, I ~~just~~ might add a little heat. \\
The economy is growing -- Hispanic-owned businesses are in
the vanguard of this growth, in the forefront of creating good
new jobs for Americans. We need to grow faster, and we know
what's holding us back. Let me sum it up in a single sentence:
Government is too big -- and it spends too much. \\
An old guard of tax-and-spend politicians has controlled
Congress for most of the past 40 years. Already this year, I've
given Congress a choice between economic growth and big
government. Congress took sides with big government.
Here's what happened: In January, I proposed a common-
sense, comprehensive plan to get this economy moving faster,

You are the
heroes of
the economy!
You create
jobs, you
meet payroll.
The only one
with a tougher
challenge...
it's ~~the~~ the
guy who's
coach of the
Argentin basketball team...
or that guy who shot that
arrow to light the torch at the Olympics.

if you don't mind, I'd like to

The economy is growing -- Hispanic-owned businesses are in
the vanguard of this growth, in the forefront of creating good
new jobs for Americans. We need to grow faster, and we know
what's holding us back. Let me sum it up in a single sentence:
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Congress for most of the past 40 years. Already this year, I've
given Congress a choice between economic growth and big
government. Congress took sides with big government.
Here's what happened: In January, I proposed a common-
sense, comprehensive plan to get this economy moving faster,

Sketch
Came
I've
got something
on my
mind.

right now. The plan includes tax incentives to encourage businesses to hire new workers and breaks for young families who want to buy a first home. Half a million jobs would have been created, if . . . if Congress had acted right away.

But they didn't. Instead, Congress passed a package of new government spending and new taxes. A package they knew I'd veto.

So I sent their plan back. I'm still waiting. . . almost 200 days later. This economic recovery plan is being held hostage, and the ransom note reads: "wait till after the election."

The party that controls the Congress is holding jobs and free enterprise hostage to their hopes that they can elect a tax-and-spend partisan of their very own to the White House. The other party talks about "class warfare" . . . about squeezing more from the so-called "rich." What they don't say is that more than half of those affected by their proposed hike in individual tax rates are family farmers . . . small business men and women . . . people like yourselves. \ You're trying to create jobs. You need a pat on the back . . . not \$100 billion in new taxes and federal mandates on your shoulders. \ \

I understand you're going up to Capitol Hill later in the day. I'd ask you to take a message up there with you: Tell your members of Congress we need quicker growth now. Tell them to approve my growth initiatives -- without delay. \ \ Tell them to release this economy, \ approve my jobs program, and put America back to work . . . now. \ \

You and I are together today because we also share a vision for the long term: We want to build a solid foundation for America's future in the world economy. And one of the most exciting developments in our nation's history is coming now to fruition. I'm talking about the North American Free Trade Agreement. Our negotiators reported solid progress from the meetings in Mexico City last weekend. They'll meet again [date and place]. We're very close to completing an agreement that will mean more jobs / more growth / more opportunity for American workers.

Look at the numbers: During the recent, partial opening of the Mexican markets since 1986, U.S. exports to Mexico have almost tripled. More than 600,000 American workers now owe their jobs to trade with Mexico. We enjoy a robust trade surplus with Mexico -- \$2.1 billion last year, and it's estimated we'll achieve a surplus of more than \$8 billion this year. The new jobs created by trade with Mexico are to be found not only in the border states, but all across the country. Our top ten states exporting to Mexico now include Michigan, Illinois, New York, Pennsylvania and Florida.

When the trade agreement goes to Congress -- not if, but when -- I'll need the utmost help from each and every one of you.

Please don't have any illusions this will be an easy fight. The leadership of Hispanic business men and women was crucial in winning our fast-track effort last year. This new round of the battle will make fast-track seem easy by comparison. Very

I know more than five or six people
are going to stand against fire trucks.
~~But~~ But I'm not going to back
down. You know it's right and it
knows it's right. Let's do what is
right for America, let's do what is
right for the future.

frankly I'm worried about my opponent. He pays lip service to open trade -- but when it comes to a real decision, I'm worried he'll put his proxy in the pockets of the big unions, the ideological interest groups, and the protectionist faction in Congress. \\

We've consulted closely with Congress and with business leaders every step of the way in these negotiations. We made commitments to Congress last year, and we will meet each one of them. And when we wrap up the North American Free Trade Agreement, it will be a good deal for American consumers and businesses -- and especially American workers.\\

America faces a choice this year between starkly different philosophies. The other side doesn't trust the American people with their own earnings, with their own property, with their own plans and dreams for the future.

I'm going to stand up for something different. Something that's right for America. ~~Even if it's not politically popular.~~ To me ideas like free trade are worth fighting for -- because we're fighting for our children's future.

So don't let the pessimists faze you. Don't let political smoke and mirrors obscure your vision of the prize that's ahead for our kids and grandchildren. Our future is as bright as it has ever been.

For my part, I'm leading the campaign to elect a new Congress. I'm determined to break the logjam of the old politics. Next year, with a radically different Congress -- a

→ I know this is not politically popular in all places.

Too many ~~letters~~ of us in national
politics ~~remind~~ me too often of
like an old South Carolina

Senator, Oliver Johnston

Johnston didn't like to cover

anything covered in his newsletter
name to his constituents. ~~the~~ the

told his wife, just a column about

communism. The wife compiled writing
a crusade column exposing the

evil of communism, and putting the

good side forward, on the side

of America. Johnston read the draft

and said, "I'm gonna commit

you think we have a south Carolina

The wife said, "I've got it."

Johnston replied, "I'll make sure ~~the~~
they don't get this newsletter."

Congress that's ready to act -- we'll work to restore government that lives within limits. \ Government that respects people's labor and property. \ Government that has faith in our ability to compete in foreign markets. \ Government that trusts the American people. \ \

Thank you for joining me here today. I understand your next stop is the Commerce Department, where Barbara Franklin and her experts will load you up on facts. Dispassionately, I'm sure. What's more . . . Barbara's building has air-conditioning. \ \

Thanks again for all that Hispanic businessmen and women are doing to build a solid foundation for our future. May God bless all of you.

#

I hope you agree with me.

WHITE HOUSE STAFFING MEMORANDUM

92 JUL 27 AIO: 10

DATE: 7/24/92 ACTION/CONCURRENCE/COMMENT DUE BY: MON. 7/27/92 10:00am

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			<u>FIRESTONE</u>		<input checked="" type="checkbox"/>

REMARKS:

Please forward your comments directly to Dan McGroarty, RM. 122, x2930, no later than 10:00 a.m., MONDAY, JULY 27, with a copy to this office. Thank you.

RESPONSE:

See comments

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

(Duggan/Walters/Nix)
July 23, 1992
Draft Two
HB

22 JUL 24 P 1:11

PRESIDENTIAL REMARKS: HISPANIC BUSINESS LEADERS
THE ROSE GARDEN
THE WHITE HOUSE
TUESDAY, JULY 28, 1992
9:30 A.M.

[Acknowledgments] Welcome to the White House. Jesus [Chavarria, editor and publisher of Hispanic Business], thanks for your leadership in bringing together so many dynamic women and men from Hispanic-owned businesses. You enliven this country, you're keeping America great -- each one of you. \\

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We're together today because we believe in the future -- and we know how to get there. Our future depends on freedom. Freedom works. Freedom is right. \\

All around the world, dictatorships are giving way to democracy. Command-and-control economies are falling on the ash heap. As never before in the history of the world, people are free to think and to speak -- free to live and work and worship as they wish. They're choosing new governments that respect people's freedom to buy and to sell and to create. \\

In the Western Hemisphere, freedom's tide has never been

higher. If I may make a prediction, that tide will soon drown Latin America's last dictatorship -- the Castro regime. And on the crest of that tide will rise a new democracy in Cuba. \\

It used to be that one of the great certainties in our lives was the East-West struggle, the Cold War. Now that we've won that long battle to change the world around us, people are going through a little period of pondering and questioning our future here at home.

Let me just say that each one of us has cause to be confident. Don't let the pessimists faze you -- don't let the political haze we're passing through obscure your vision of the prize that's ahead for our kids and grandchildren. America's future has never been brighter -- because you and people like yourselves are fully joined in the domestic battle to keep America free.

Right now, we're renewing the freedoms that foster new thinking and create new jobs. I'm overhauling the entire system of federal government regulation. This year alone, I've directed an unprecedented cutback of controls and red tape that have no place in a free society. [details with impact on jobs and consumers]

I'm fighting to halt the epidemic of lawsuits -- a hidden tax on your business. It's time we sued each other less and helped each other more. \\

I'm fighting the old politics of tax and spend. I'm battling to spur new investment and job creation by cutting the

tax on capital gains. \ \

When I sent my legal reform bill to Capitol Hill, our opponents said no. They and their friends in the trial lawyers' lobby circled the wagons, closed ranks, and hung tough to protect the status quo. \ \

When I asked for tax breaks for young homeowners, when I asked for the capital gains cut we need so urgently -- our opponents passed a bill to raise your taxes by a hundred billion dollars. This time, I said no -- I cast my veto. \ \

Next year we'll see a change. Next year we'll have a dramatically different Congress. Next year, I am confident, we'll break the logjam of the old politics. We'll win legal reform and tax relief. We'll restore government that lives within limits. \ Government that respects people's labor and property. \ Government that trusts the American people. \ \

One the most exciting developments in our nation's history is coming to fruition right now -- the North American Free Trade Agreement. [report latest status of NAFTA]

Everyone wins through open trade with Mexico and Canada. Open trade will make each of us better neighbors and closer friends. Open trade will offer tremendous new opportunities for people to invent and produce and take new goods and services to market. [export examples]

Open trade will fuel the growth of jobs in the United States of America. During the recent, partial opening of the Mexican markets since 1986, U.S. exports to Mexico have almost tripled.

See notes next page

That has meant the creation of more than 300,000 new jobs. We enjoy a robust trade surplus with Mexico -- \$2.1 billion last year. And the new jobs created by trade with Mexico are to be found not only in the border states, but all across the country. Our top ten states exporting to Mexico now include Michigan, Illinois, New York, Pennsylvania and Florida.

When the trade agreement goes to Congress -- not if, but when -- I'll need the utmost help from each and every one of you.

Please don't have any illusions this will be an easy fight. Don't count on candor from our opponents. Some politicians pay lip service to open trade -- but when it's time for a real decision, they put their proxies in the pockets of the big unions and the ideological interest groups. \\

And I scarcely need to tell this audience about this ugliness we've heard. I don't like to think this kind of thing still happens in America, but we've heard it. We've heard the whispering campaign that doesn't even pretend to address economics. It's the old appeal to prejudice. \\

You know, I've spent my entire adult life -- starting businesses in west Texas and on the Gulf of Mexico, later in public service -- pursuing better understanding between Americans and our neighbors. I like to think I've made a contribution to peace and prosperity certainly in our hemisphere, but also around the world. So when these old attitudes of prejudice begin to stir, I will stand against them. \\ I'll stand against any attempt to turn back the clock. \\ I'll stand against

(Larry Matlack
3262)

Page 4, the numbers are not consistent with the numbers submitted earlier. Earlier documents say --

600,000 workers owe their jobs to trade with Mexico

USTR estimates 624,000 jobs generated through 1991 by exports to Mexico

\$2.1B trade surplus -- also, a much larger estimate (8-9B) for '92.

intolerance and nativism in any form. \ \

In the next century, our kids -- and indeed, some of you younger entrepreneurs -- will help make commonplace things that now exist only in dreams: faster travel, cultural progress, cures for diseases. The dream of open trade and strong, respectful ties between the workers \ the business people \ and the families \ of Mexico, Canada and the United States is so near it's almost palpable. Let's resolve together, today, to make that dream real -- to make it a solid foundation for our future. Thank you, and may God bless all the people of the Americas.

#

WHITE HOUSE STAFFING MEMORANDUM

DATE: 7/24/92 ACTION/CONCURRENCE/COMMENT DUE BY: MON. 7/27/92 10:00am

PRESIDENTIAL REMARKS: HISPANIC BUSINESS LEADERS

SUBJECT: THE ROSE GARDEN - 7/28/92 - 9:30 am

	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>nk</i>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	X 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"/>	PROVOST	<input checked="" type="checkbox"/>	<input type="checkbox"/>
CALIO	<input checked="" type="checkbox"/>	<input type="checkbox"/>	SMITH <i>nk</i>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
DEMAREST <i>Shirree working w/ Jae</i>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	YEUTTER	<input type="checkbox"/>	<input checked="" type="checkbox"/>
FITZWATER	<input type="checkbox"/>	<input checked="" type="checkbox"/>	FINDLAY	<input type="checkbox"/>	<input checked="" type="checkbox"/>
GRAY	<input checked="" type="checkbox"/>	<input type="checkbox"/>	KAUFMAN	<input type="checkbox"/>	<input checked="" type="checkbox"/>
HOLIDAY	<input checked="" type="checkbox"/>	<input type="checkbox"/>	MCGROARTY	<input type="checkbox"/>	<input checked="" type="checkbox"/>
			FIRESTONE	<input type="checkbox"/>	<input checked="" type="checkbox"/>

REMARKS:

Please forward your comments directly to Dan McGroarty, RM. 122, x2930, no later than 10:00 a.m., MONDAY, JULY 27, with a copy to this office. Thank you.

RESPONSE:

**called at 9am (mc)*
**called at 10am (mc)*
**called at 11am (mc)*

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

(Duggan/Walters/Nix)
July 23, 1992
Draft Two
HB

2 JUL 24 P1:11

PRESIDENTIAL REMARKS: HISPANIC BUSINESS LEADERS
THE ROSE GARDEN
THE WHITE HOUSE
TUESDAY, JULY 28, 1992
9:30 A.M.

[Acknowledgments] Welcome to the White House. Jesus [Chavarria, editor and publisher of Hispanic Business], thanks for your leadership in bringing together so many dynamic women and men from Hispanic-owned businesses. You enliven this country, you're keeping America great -- each one of you. \\

Your dreams and your hard work animate every kind of industry all across this country. There's Irma Elder from Michigan whose thriving business is -- what else -- selling cars. There's Frank Flores from the printing industry in New York. And Benjamin Acevedo, with a lumber company in California. And executives from the largest minority-owned bank in the United States -- the Sanchez family's IBC in Laredo, Texas.

We're together today because we believe in the future -- and we know how to get there. Our future depends on freedom. Freedom works. Freedom is right. \\

All around the world, dictatorships are giving way to democracy. Command-and-control economies are falling on the ash heap. As never before in the history of the world, people are free to think and to speak -- free to live and work and worship as they wish. They're choosing new governments that respect people's freedom to buy and to sell and to create. \\

In the Western Hemisphere, freedom's tide has never been

higher. If I may make a prediction, that tide will soon drown Latin America's last dictatorship -- the Castro regime. And on the crest of that tide will rise a new democracy in Cuba. \\

It used to be that one of the great certainties in our lives was the East-West struggle, the Cold War. Now that we've won that long battle to change the world around us, people are going through a little period of pondering and questioning our future here at home.

Let me just say that each one of us has cause to be confident. Don't let the pessimists faze you -- don't let the political haze we're passing through obscure your vision of the prize that's ahead for our kids and grandchildren. America's future has never been brighter -- because you and people like yourselves are fully joined in the domestic battle to keep America free.

Right now, we're renewing the freedoms that foster new thinking and create new jobs. I'm overhauling the entire system of federal government regulation. This year alone, I've directed an unprecedented cutback of controls and red tape that have no place in a free society. [details with impact on jobs and consumers]

I'm fighting to halt the epidemic of lawsuits -- a hidden tax on your business. It's time we sued each other less and helped each other more. \\

I'm fighting the old politics of tax and spend. I'm battling to spur new investment and job creation by cutting the

tax on capital gains. \\
 \

When I sent my legal reform bill to Capitol Hill, our opponents said no. They and their friends in the trial lawyers' lobby circled the wagons, closed ranks, and hung tough to protect the status quo. \\
 \

When I asked for tax breaks for young homeowners, when I asked for the capital gains cut we need so urgently -- our opponents passed a bill to raise your taxes by a hundred billion dollars. This time, I said no -- I cast my veto. \\
 \

Next year we'll see a change. Next year we'll have a dramatically different Congress. Next year, I am confident, we'll break the logjam of the old politics. We'll win legal reform and tax relief. We'll restore government that lives within limits. \ Government that respects people's labor and property. \ Government that trusts the American people. \\
 \

One the most exciting developments in our nation's history is coming to fruition right now -- the North American Free Trade Agreement. [report latest status of NAFTA]

Everyone wins through open trade with Mexico and Canada. Open trade will make each of us better neighbors and closer friends. Open trade will offer tremendous new opportunities for people to invent and produce and take new goods and services to market. [export examples]

Open trade will fuel the growth of jobs in the United States of America. During the recent, partial opening of the Mexican markets since 1986, U.S. exports to Mexico have almost tripled.

That has meant the creation of more than 300,000 new jobs. We enjoy a robust trade surplus with Mexico -- \$2.1 billion last year. And the new jobs created by trade with Mexico are to be found not only in the border states, but all across the country. Our top ten states exporting to Mexico now include Michigan, Illinois, New York, Pennsylvania and Florida.

When the trade agreement goes to Congress -- not if, but when -- I'll need the utmost help from each and every one of you.

Please don't have any illusions this will be an easy fight. Don't count on candor from our opponents. Some politicians pay lip service to open trade -- but when it's time for a real decision, they put their proxies in the pockets of the big unions and the ideological interest groups. \\

And I scarcely need to tell this audience about this ugliness we've heard. I don't like to think this kind of thing still happens in America, but we've heard it. We've heard the whispering campaign that doesn't even pretend to address economics. It's the old appeal to prejudice. \\

You know, I've spent my entire adult life -- starting businesses in west Texas and on the Gulf of Mexico, later in public service -- pursuing better understanding between Americans and our neighbors. I like to think I've made a contribution to peace and prosperity certainly in our hemisphere, but also around the world. So when these old attitudes of prejudice begin to stir, I will stand against them. \\ I'll stand against any attempt to turn back the clock. \\ I'll stand against

intolerance and nativism in any form. \\
\\

In the next century, our kids -- and indeed, some of you younger entrepreneurs -- will help make commonplace things that now exist only in dreams: faster travel, cultural progress, cures for diseases. The dream of open trade and strong, respectful ties between the workers \ the business people \ and the families \ of Mexico, Canada and the United States is so near it's almost palpable. Let's resolve together, today, to make that dream real -- to make it a solid foundation for our future. Thank you, and may God bless all the people of the Americas.

#

THE WHITE HOUSE
WASHINGTON

July 27, 1992

MEMORANDUM FOR THE PRESIDENT

THROUGH: STEVE PROVOST *Mark for SP*

FROM: JOSEPH P. DUGGAN *J.P.*

SUBJECT: PROPOSED REMARKS FOR HISPANIC BUSINESS LEADERS

I. SUMMARY

On Tuesday, July 28, at 9:30 a.m., you will address approximately 250 Hispanic business leaders in the Rose Garden.

II. DISCUSSION

Your remarks (approximately 9 minutes / cards), highlight the Administration's growth package still awaiting action in Congress, and they outline the benefits of NAFTA to small businesses.

(Duggan/Walters/Nix)
July 27, 1992
Draft Five
HB

PRESIDENTIAL REMARKS: HISPANIC BUSINESS LEADERS
THE ROSE GARDEN
THE WHITE HOUSE
TUESDAY, JULY 28, 1992
9:30 A.M.

[Acknowledgments] Welcome to the White House. Jesus [Chavarria, editor and publisher of Hispanic Business], thanks for your leadership in bringing together so many dynamic women and men from Hispanic-owned businesses. You enliven this country, you're keeping America great -- each one of you. \\

We're together today because we believe in the future -- and we know how to get there. Our future depends on freedom. Freedom works. Freedom is right. \\

You've come to Washington at a tough time: Too late for the cherry blossoms, just in time for the humidity. And today, for the next few minutes, I just might add a little heat. \\

The economy is growing -- Hispanic-owned businesses are in the vanguard of this growth, in the forefront of creating good new jobs for Americans. We need to grow faster, and we know what's holding us back. Let me sum it up in a single sentence: Government is too big -- and it spends too much. \\

An old guard of tax-and-spend politicians has controlled Congress for most of the past 40 years. Already this year, I've given Congress a choice between economic growth and big government. Congress took sides with big government.

Here's what happened: In January, I proposed a common-sense, comprehensive plan to get this economy moving faster,

right now. The plan includes tax incentives to encourage businesses to hire new workers and breaks for young families who want to buy a first home. Half a million jobs would have been created, if . . . if Congress had acted right away.

But they didn't. Instead, Congress passed a package of new government spending and new taxes. A package they knew I'd veto.

So I sent their plan back. I'm still waiting. . . almost 200 days later. This economic recovery plan is being held hostage, and the ransom note reads: "wait till after the election."

The party that controls the Congress is holding jobs and free enterprise hostage to their hopes that they can elect a tax-and-spend partisan of their very own to the White House. The other party talks about "class warfare" . . . about squeezing more from the so-called "rich." What they don't say is that more than half of those affected by their proposed hike in individual tax rates are family farmers . . . small business men and women . . . people like yourselves. \ You're trying to create jobs. You need a pat on the back . . . not \$100 billion in new taxes and federal mandates on your shoulders. \\
 \

I understand you're going up to Capitol Hill later in the day. I'd ask you to take a message up there with you: Tell your members of Congress we need quicker growth now. Tell them to approve my growth initiatives -- without delay. \\
 \ Tell them to release this economy, \ approve my jobs program, and put America back to work . . . now. \\
 \

You and I are together today because we also share a vision for the long term: We want to build a solid foundation for America's future in the world economy. And one of the most exciting developments in our nation's history is coming now to fruition. I'm talking about the North American Free Trade Agreement. Our negotiators reported solid progress from the meetings in Mexico City last weekend. They'll meet again [date and place]. We're very close to completing an agreement that will mean more jobs / more growth / more opportunity for American workers.

Look at the numbers: During the recent, partial opening of the Mexican markets since 1986, U.S. exports to Mexico have almost tripled. More than 600,000 American workers now owe their jobs to trade with Mexico. We enjoy a robust trade surplus with Mexico -- \$2.1 billion last year, and it's estimated we'll achieve a surplus of more than \$8 billion this year. The new jobs created by trade with Mexico are to be found not only in the border states, but all across the country. Our top ten states exporting to Mexico now include Michigan, Illinois, New York, Pennsylvania and Florida.

When the trade agreement goes to Congress -- not if, but when -- I'll need the utmost help from each and every one of you.

Please don't have any illusions this will be an easy fight. The leadership of Hispanic business men and women was crucial in winning our fast-track effort last year. This new round of the battle will make fast-track seem easy by comparison. Very

frankly I'm worried about my opponent. He pays lip service to open trade -- but when it comes to a real decision, I'm worried he'll put his proxy in the pockets of the big unions, the ideological interest groups, and the protectionist faction in Congress. \\

We've consulted closely with Congress and with business leaders every step of the way in these negotiations. We made commitments to Congress last year, and we will meet each one of them. And when we wrap up the North American Free Trade Agreement, it will be a good deal for American consumers and businesses -- and especially American workers.\\

America faces a choice this year between starkly different philosophies. The other side doesn't trust the American people with their own earnings, with their own property, with their own plans and dreams for the future.

I'm going to stand up for something different. Something that's right for America. Even if it's not politically popular. To me ideas like free trade are worth fighting for -- because we're fighting for our children's future.

So don't let the pessimists faze you. Don't let political smoke and mirrors obscure your vision of the prize that's ahead for our kids and grandchildren. Our future is as bright as it has ever been.

For my part, I'm leading the campaign to elect a new Congress. I'm determined to break the logjam of the old politics. Next year, with a radically different Congress -- a

Congress that's ready to act -- we'll work to restore government that lives within limits. \ Government that respects people's labor and property. \ Government that has faith in our ability to compete in foreign markets. \ Government that trusts the American people. \ \

Thank you for joining me here today. I understand your next stop is the Commerce Department, where Barbara Franklin and her experts will load you up on facts. Dispassionately, I'm sure. What's more . . . Barbara's building has air-conditioning. \ \

Thanks again for all that Hispanic businessmen and women are doing to build a solid foundation for our future. May God bless all of you.

#

THE WHITE HOUSE
WASHINGTON

July 27, 1992

MEMORANDUM FOR THE PRESIDENT

THROUGH:

STEVE PROVOST *Mark for SP*

FROM:

JOSEPH P. DUGGAN *J.P.*

SUBJECT:

PROPOSED REMARKS FOR HISPANIC BUSINESS LEADERS

I. SUMMARY

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(Duggan/Walters/Nix)
July 27, 1992
Draft Five
HB

PRESIDENTIAL REMARKS: HISPANIC BUSINESS LEADERS
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TUESDAY, JULY 28, 1992
9:30 A.M.

[Acknowledgments] Welcome to the White House. Jesus [Chavarria, editor and publisher of Hispanic Business], thanks for your leadership in bringing together so many dynamic women and men from Hispanic-owned businesses. You enliven this country, you're keeping America great -- each one of you. \\

We're together today because we believe in the future -- and we know how to get there. Our future depends on freedom. Freedom works. Freedom is right. \\

You've come to Washington at a tough time: Too late for the cherry blossoms, just in time for the humidity. And today, for the next few minutes, I just might add a little heat. \\

The economy is growing -- Hispanic-owned businesses are in the vanguard of this growth, in the forefront of creating good new jobs for Americans. We need to grow faster, and we know what's holding us back. Let me sum it up in a single sentence: Government is too big -- and it spends too much. \\

An old guard of tax-and-spend politicians has controlled Congress for most of the past 40 years. Already this year, I've given Congress a choice between economic growth and big government. Congress took sides with big government.

Here's what happened: In January, I proposed a common-sense, comprehensive plan to get this economy moving faster,

right now. The plan includes tax incentives to encourage businesses to hire new workers and breaks for young families who want to buy a first home. Half a million jobs would have been created, if . . . if Congress had acted right away.

But they didn't. Instead, Congress passed a package of new government spending and new taxes. A package they knew I'd veto.

So I sent their plan back. I'm still waiting. . . almost 200 days later. This economic recovery plan is being held hostage, and the ransom note reads: "wait till after the election."

The party that controls the Congress is holding jobs and free enterprise hostage to their hopes that they can elect a tax-and-spend partisan of their very own to the White House. The other party talks about "class warfare" . . . about squeezing more from the so-called "rich." What they don't say is that more than half of those affected by their proposed hike in individual tax rates are family farmers . . . small business men and women . . . people like yourselves. \ You're trying to create jobs. You need a pat on the back . . . not \$100 billion in new taxes and federal mandates on your shoulders. \\
\

I understand you're going up to Capitol Hill later in the day. I'd ask you to take a message up there with you: Tell your members of Congress we need quicker growth now. Tell them to approve my growth initiatives -- without delay. \\
\ Tell them to release this economy, \ approve my jobs program, and put America back to work . . . now. \\
\

You and I are together today because we also share a vision for the long term: We want to build a solid foundation for America's future in the world economy. And one of the most exciting developments in our nation's history is coming now to fruition. I'm talking about the North American Free Trade Agreement. Our negotiators reported solid progress from the meetings in Mexico City last weekend. They'll meet again [date and place]. We're very close to completing an agreement that will mean more jobs / more growth / more opportunity for American workers.

Look at the numbers: During the recent, partial opening of the Mexican markets since 1986, U.S. exports to Mexico have almost tripled. More than 600,000 American workers now owe their jobs to trade with Mexico. We enjoy a robust trade surplus with Mexico -- \$2.1 billion last year, and it's estimated we'll achieve a surplus of more than \$8 billion this year. The new jobs created by trade with Mexico are to be found not only in the border states, but all across the country. Our top ten states exporting to Mexico now include Michigan, Illinois, New York, Pennsylvania and Florida.

When the trade agreement goes to Congress -- not if, but when -- I'll need the utmost help from each and every one of you.

Please don't have any illusions this will be an easy fight. The leadership of Hispanic business men and women was crucial in winning our fast-track effort last year. This new round of the battle will make fast-track seem easy by comparison. Very

frankly I'm worried about my opponent. He pays lip service to open trade -- but when it comes to a real decision, I'm worried he'll put his proxy in the pockets of the big unions, the ideological interest groups, and the protectionist faction in Congress. \\

We've consulted closely with Congress and with business leaders every step of the way in these negotiations. We made commitments to Congress last year, and we will meet each one of them. And when we wrap up the North American Free Trade Agreement, it will be a good deal for American consumers and businesses -- and especially American workers.\\

America faces a choice this year between starkly different philosophies. The other side doesn't trust the American people with their own earnings, with their own property, with their own plans and dreams for the future.

I'm going to stand up for something different. Something that's right for America. Even if it's not politically popular. To me ideas like free trade are worth fighting for -- because we're fighting for our children's future.

So don't let the pessimists faze you. Don't let political smoke and mirrors obscure your vision of the prize that's ahead for our kids and grandchildren. Our future is as bright as it has ever been.

For my part, I'm leading the campaign to elect a new Congress. I'm determined to break the logjam of the old politics. Next year, with a radically different Congress -- a

Congress that's ready to act -- we'll work to restore government that lives within limits. \ Government that respects people's labor and property. \ Government that has faith in our ability to compete in foreign markets. \ Government that trusts the American people. \ \

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Thanks again for all that Hispanic businessmen and women are doing to build a solid foundation for our future. May God bless all of you.

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THE WHITE HOUSE
WASHINGTON

(Duggan/Walters/Nix)
July 27, 1992
Draft Five
HB

PRESIDENTIAL REMARKS: HISPANIC BUSINESS LEADERS
THE ROSE GARDEN
THE WHITE HOUSE
TUESDAY, JULY 28, 1992
9:30 A.M.

Secretary of Commerce Barbara Franklin, U.S. Trade Representative Carla Hills, thank you. To all of you, welcome to the White House. Jesus [Chavarria, editor and publisher of Hispanic Business], thanks for your leadership in bringing together so many dynamic women and men from Hispanic-owned businesses. You enliven this country, you're keeping America great -- each one of you. \\

We're together today because we believe in the future -- and we know how to get there. Our future depends on freedom. Freedom works. Freedom is right. \\

You're the heroes of our economy. You create jobs, you meet a payroll. The only people with a tougher challenge might be the coach of the Angolan basketball team . . . or that guy who shot the arrow to light the Olympic torch.

You've come to Washington at a tough time: Too late for the cherry blossoms, just in time for the humidity. And today, for the next few minutes, If you don't mind, I'd like to add a little heat. \ 'Cause I've got something on my mind. \

The economy is growing -- Hispanic-owned businesses are in the vanguard of this growth, in the forefront of creating good new jobs for Americans. We need to grow faster, and we know what's holding us back. Let me sum it up in a single sentence:

THE WHITE HOUSE

WASHINGTON

Government is too big -- and it spends too much. \\
\\

An old guard of tax-and-spend politicians has controlled Congress for most of the past 40 years. ((And believe me, this is not a broken record: \ It's the same old tune -- it's called the Middle Class Blues.)) \\
\\ Already this year, I've given Congress a choice between economic growth and big government. Congress took sides with big government.

Here's what happened: In January, I proposed a common-sense, comprehensive plan to get this economy moving faster, right now. The plan includes tax incentives to encourage businesses to hire new workers and breaks for young families who want to buy a first home. Half a million jobs would have been created, if . . . if Congress had acted right away.

But they didn't. Instead, Congress passed a package of new government spending and new taxes. A package they knew I'd veto.

So I sent their plan back. I'm still waiting. . . almost 200 days later. This economic recovery plan is being held hostage, and the ransom note reads: "wait till after the election."

The party that controls the Congress is holding jobs and free enterprise hostage to their hopes that they can elect a tax-and-spend partisan of their very own to the White House. The other party talks about "class warfare" . . . about squeezing more from the so-called "rich." What they don't say is that more than half of those affected by their proposed hike in individual tax rates are family farmers . . . small business men and women

THE WHITE HOUSE

WASHINGTON

border states, but all across the country. Our top ten states exporting to Mexico now include Michigan, Illinois, New York, Pennsylvania and Florida.

When the trade agreement goes to Congress -- not if, but when -- I'll need the utmost help from each and every one of you.

Please don't have any illusions this will be an easy fight. The leadership of Hispanic business men and women was crucial in winning our fast-track effort last year. This new round of the battle will make fast-track seem easy by comparison. Very frankly I'm worried about my opponent. He pays lip service to open trade -- but when it comes to a real decision, I'm worried he'll put his proxy in the pockets of the big unions, the ideological interest groups, and the protectionist faction in Congress. \\

We've consulted closely with Congress and with business leaders every step of the way in these negotiations. We made commitments to Congress last year, and we will meet each one of them. And when we wrap up the North American Free Trade Agreement, it will be a good deal for American consumers and businesses -- and especially American workers.\\

America faces a choice this year between starkly different philosophies. The other side doesn't trust the American people with their own earnings, with their own property, with their own plans and dreams for the future.

I'm going to stand up for something different. Something that's right for America. To me ideas like free trade are worth

THE WHITE HOUSE

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p. 1

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(Duggan/Walters/Nix)
July 27, 1992
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We're together today because we believe in the future -- and
we know how to get there. Our future depends on freedom.

Freedom works. Freedom is right. \\
\\

John: } The economy is growing -- Hispanic-owned businesses are in
the vanguard of this growth. We need to grow faster, and we know
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But they didn't. Instead, Congress passed a package of new government spending and new taxes. A package they knew I'd veto.

So I sent their plan back. I'm still waiting. . . almost 200 days later. This economic recovery plan is being held hostage, and the ransom note reads: "wait till after the election."

The party that controls the Congress is holding jobs and free enterprise hostage to their hopes that they can elect a tax-and-spend partisan of their very own to the White House. The Democrats' candidate for President wants to raise taxes on American business. He pushes the old "class warfare" line about squeezing more from the "rich." What he doesn't say is that more than half of those affected by ^{their} proposed hike in individual tax rates are family farmers . . . small business men and women . . . ^{maybe} people like yourselves. \ ^{you're trying to create jobs!} (All told, my opponent wants to saddle American businesses with more than \$100 billion ^{on your shoulders} in new taxes and federal mandates.) ^{You need a pat on the back -}

I understand you're going up to Capitol Hill later in the day. I'd ask you to take a message up there with you: Tell your members of Congress ^{we need quiche} my plan will speed up growth now. Tell them they'll have a price to pay if they continue to hold our economy hostage to election year politics. Tell them to approve my growth initiatives -- without delay. \ \ Tell them to release this economy, \ approve my jobs program, and put America back to work . . . now. \ \

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Everyone wins through open trade with Mexico and Canada. Open trade will make each of us better neighbors and closer friends. Open trade will offer new opportunities for people to invent and produce and take new goods and services to market.

Look at the numbers: During the recent, partial opening of the Mexican markets since 1986, U.S. exports to Mexico have almost tripled. That has meant the creation of more than 300,000 new American jobs. We enjoy a robust trade surplus with Mexico - \$2.1 billion last year. And the new jobs created by trade with Mexico are to be found not only in the border states, but all across the country. Our top ten states exporting to Mexico now include Michigan, Illinois, New York, Pennsylvania and Florida.

When the trade agreement goes to Congress -- not if, but when -- I'll need the utmost help from each and every one of you.

Please don't have any illusions this will be an easy fight. Yesterday the ~~head of the protectionist wing of the Congress, the House Majority Leader, gave his latest signals of~~ ^{signalled his} opposition to

an agreement he hasn't even seen. ~~And meanwhile my opponent in~~
~~this race for the White House~~ ^{he} pays lip service to open trade --
 but when it comes to a real decision, ~~it seems he's~~ ^{I'm worried he} put his proxy
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We've consulted closely with Congress and with business
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~~will be overwhelmingly in our interest to approve this agreement.~~

especially American coolness.

America faces a choice this year between starkly different
 philosophies. ^{Other sides} The old guard on Capitol Hill and their standard-
 bearers in the Presidential race believe that more taxes and more
 government spending can create jobs and prosperity. They put
 their cozy relationships with the big unions and the special
 interest groups in the way of our vision of open new markets for
 American goods and services. Fundamentally, ~~they don't~~ ^{doesn't} trust the
 American people with their ^{own} earnings, with their ^{own} property, with
 their ^{own} plans and dreams for the future. (They ^{are} ~~are~~ pessimists -- and
 their policies are designed to make their pessimism a self-
 fulfilling prophecy.)

→ Well, ~~don't~~ ^{I'm going to stand up for something} let the pessimists faze you. Don't let
 political smoke and mirrors obscure your vision of the prize
 that's ahead for our kids and grandchildren. Our future is as
 bright as it has ever been.

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For my part, I'm leading the campaign to elect a new

Even if it is not politically popular - To me ideas like F.T. are worth fighting for because we're fighting for our children.

Congress. I'm determined to break the logjam of the old politics. Next year, with a radically different Congress -- a Congress that's ready to act -- we'll work to restore government that lives within limits. \ Government that respects people's labor and property. \ Government that has faith in our ability to compete in foreign markets. \ Government that trusts the American people. \ \

Thank you for joining me here today. Thanks for all that Hispanic businessmen and women are doing to build a solid foundation for our future. May God bless all of you.

#

*sorry to inflict on
this on you
JVS*

*(lighten it up...)
on my mind.*

pg 2

2nd fl

people who are interested
with a
card
P. P. P.
astnk

(Duggan/Walters/Nix)
July 27, 1992
Draft Three
HB

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The economy is growing -- Hispanic-owned businesses are in
the vanguard of this growth. We need to grow faster, and we know
what's holding us back. Let me sum it up in a single sentence:
Government is too big -- and it spends too much. \\

An old guard of tax-and-spend politicians has controlled
Congress for most of the past 40 years. Already this year, I've
given Congress a choice between economic growth and big
government. Congress took sides with big government.

Here's what happened: In January, I proposed a common-
sense, comprehensive plan to get this economy moving faster,
right now. The plan includes tax incentives to encourage
businesses to hire new workers and breaks for young families who
want to buy a first home. Half a million jobs would have been
created, if . . . if Congress had acted right away.

But they didn't. Instead, Congress passed a package of new government spending and new taxes. A package they knew I'd veto.

So I sent their plan back. I'm still waiting. . . almost 200 days later. This economic recovery plan is being held hostage, and the ransom note reads: "wait till after the election."

The party that controls the Congress is holding jobs and free enterprise hostage to their hopes that they can elect a tax-and-spend partisan of their very own to the White House. The Democrats' candidate for President wants to raise taxes on American business. He pushes the old "class warfare" line about squeezing more from the "rich." What he doesn't say is that more than half of those affected by his proposed hike in individual tax rates are family farmers . . . small business men and women . . . maybe people like yourselves. \ All told, my opponent wants to saddle American businesses with more than \$100 billion in new taxes and federal mandates.

I understand you're going up to Capitol Hill later in the day. I'd ask you to take a message up there with you: Tell your members of Congress my plan will speed up growth now. Tell them they'll have a price to pay if they continue to hold our economy hostage to election year politics. Tell them to approve my growth initiatives -- without delay. \ Tell them to release this economy, \ approve my jobs program, and put America back to work . . . now. \

You and I are together today because we also share a vision

for the long term: We want to build a solid foundation for America's future in the world economy. And one of the most exciting developments in our nation's history is coming now to fruition. I'm talking about the North American Free Trade Agreement. Our negotiators reported solid progress from the meetings in Mexico City last weekend. They'll meet again [date and place]. We're very close to completing an agreement that will mean more jobs / more growth / more opportunity for American workers.

Everyone wins through open trade with Mexico and Canada. Open trade will make each of us better neighbors and closer friends. Open trade will offer new opportunities for people to invent and produce and take new goods and services to market.

Look at the numbers: During the recent, partial opening of the Mexican markets since 1986, U.S. exports to Mexico have almost tripled. That has meant the creation of more than 300,000 new American jobs. We enjoy a robust trade surplus with Mexico -- \$2.1 billion last year. And the new jobs created by trade with Mexico are to be found not only in the border states, but all across the country. Our top ten states exporting to Mexico now include Michigan, Illinois, New York, Pennsylvania and Florida.

When the trade agreement goes to Congress -- not if, but when -- I'll need the utmost help from each and every one of you.

Please don't have any illusions this will be an easy fight. Yesterday the head of the protectionist wing of the Congress, the House Majority Leader, gave his latest signals of opposition to

an agreement he hasn't even seen. And meanwhile my opponent in this race for the White House pays lip service to open trade -- but when it comes to a real decision, it seems he's put his proxy in the pockets of the big unions, the ideological interest groups, and the protectionist faction in Congress. \\\

We've consulted closely with Congress and with business leaders every step of the way in these negotiations. And when we wrap up the North American Free Trade Agreement, it will be a good deal for American workers and consumers and businesses. It will be overwhelmingly in our interest to approve this agreement.

America faces a choice this year between starkly different philosophies. The old guard on Capitol Hill and their standard-bearers in the Presidential race believe that more taxes and more government spending can create jobs and prosperity. They put their cozy relationships with the big unions and the special interest groups in the way of our vision of open new markets for American goods and services. Fundamentally, they don't trust the American people with their earnings, with their property, with their plans and dreams for the future. They're pessimists -- and their policies are designed to make their pessimism a self-fulfilling prophecy.

Well, don't let the pessimists faze you. Don't let political smoke and mirrors obscure your vision of the prize that's ahead for our kids and grandchildren. Our future is as bright as it has ever been.

For my part, I'm leading the campaign to elect a new

Congress. I'm determined to break the logjam of the old politics. Next year, with a radically different Congress -- a Congress that's ready to act -- we'll work to restore government that lives within limits. \ Government that respects people's labor and property. \ Government that has faith in our ability to compete in foreign markets. \ Government that trusts the American people. \ \

Thank you for joining me here today. Thanks for all that Hispanic businessmen and women are doing to build a solid foundation for our future. May God bless all of you.

#

THE WHITE HOUSE

WASHINGTON

Dan:

I think that it would be a mistake to label NAFTA opponents as rascists.

We ought to grab the high ground. The attached insert tries to make a similar point in a more indirect way.'

Warren Maruyama
x2929

WHITE HOUSE STAFFING MEMORANDUM

WARREN

DATE: 7/24/92 ACTION/CONCURRENCE/COMMENT DUE BY: MON. 7/27/92 10:00am

PRESIDENTIAL REMARKS: HISPANIC BUSINESS LEADERS

SUBJECT: THE ROSE GARDEN - 7/28/92 - 9:30 am

	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 type="checkbox"/>	<input type="checkbox"/>
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HOLIDAY	<input checked="" type="checkbox"/>	<input type="checkbox"/>	MCGROARTY	<input type="checkbox"/>	<input checked="" type="checkbox"/>
			FIRESTONE		<input checked="" type="checkbox"/>

REMARKS:

Please forward your comments directly to Dan McGroarty, RM. 122, x2930, no later than 10:00 a.m., MONDAY, JULY 27, with a copy to this office. Thank you.

RESPONSE:

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

(Duggan/Walters/Nix)
July 23, 1992
Draft Two
HB

2 JUL 24 P 1:11

PRESIDENTIAL REMARKS: HISPANIC BUSINESS LEADERS
THE ROSE GARDEN
THE WHITE HOUSE
TUESDAY, JULY 28, 1992
9:30 A.M.

[Acknowledgments] Welcome to the White House. Jesus
[Chavarria, editor and publisher of Hispanic Business], thanks
for your leadership in bringing together so many dynamic women
and men from Hispanic-owned businesses. You enliven this
country, you're keeping America great -- each one of you. \\
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Your dreams and your hard work animate every kind of
industry all across this country. There's Irma Elder from
Michigan whose thriving business is -- what else -- selling cars.
There's Frank Flores from the printing industry in New York. And
Benjamin Acevedo, with a lumber company in California. And
executives from the largest minority-owned bank in the United
States -- the Sanchez family's IBC in Laredo, Texas.

We're together today because we believe in the future -- and
we know how to get there. Our future depends on freedom.
Freedom works. Freedom is right. \\
\\

All around the world, dictatorships are giving way to
democracy. Command-and-control economies are falling on the ash
heap. As never before in the history of the world, people are
free to think and to speak -- free to live and work and worship
as they wish. They're choosing new governments that respect
people's freedom to buy and to sell and to create. \\
\\

In the Western Hemisphere, freedom's tide has never been

higher. If I may make a prediction, that tide will soon drown Latin America's last dictatorship -- the Castro regime. And on the crest of that tide will rise a new democracy in Cuba. \\

It used to be that one of the great certainties in our lives was the East-West struggle, the Cold War. Now that we've won that long battle to change the world around us, people are going through a little period of pondering and questioning our future here at home.

Let me just say that each one of us has cause to be confident. Don't let the pessimists faze you -- don't let the political haze we're passing through obscure your vision of the prize that's ahead for our kids and grandchildren. America's future has never been brighter -- because you and people like yourselves are fully joined in the domestic battle to keep America free.

Right now, we're renewing the freedoms that foster new thinking and create new jobs. I'm overhauling the entire system of federal government regulation. This year alone, I've directed an unprecedented cutback of controls and red tape that have no place in a free society. [details with impact on jobs and consumers]

I'm fighting to halt the epidemic of lawsuits -- a hidden tax on your business. It's time we sued each other less and helped each other more. \\

I'm fighting the old politics of tax and spend. I'm battling to spur new investment and job creation by cutting the

tax on capital gains. \ \

When I sent my legal reform bill to Capitol Hill, our opponents said no. They and their friends in the trial lawyers' lobby circled the wagons, closed ranks, and hung tough to protect the status quo. \ \

When I asked for tax breaks for young homeowners, when I asked for the capital gains cut we need so urgently -- our opponents passed a bill to raise your taxes by a hundred billion dollars. This time, I said no -- I cast my veto. \ \

Next year we'll see a change. Next year we'll have a dramatically different Congress. Next year, I am confident, we'll break the logjam of the old politics. We'll win legal reform and tax relief. We'll restore government that lives within limits. \ Government that respects people's labor and property. \ Government that trusts the American people. \ \

One the most exciting developments in our nation's history is coming to fruition right now -- the North American Free Trade Agreement. [report latest status of NAFTA]

Everyone wins through open trade with Mexico and Canada. Open trade will make each of us better neighbors and closer friends. Open trade will offer tremendous new opportunities for people to invent and produce and take new goods and services to market. [export examples]

Open trade will fuel the growth of jobs in the United States of America. During the recent, partial opening of the Mexican markets since 1986, U.S. exports to Mexico have almost tripled.

That has meant the creation of more than 300,000 new jobs. We enjoy a robust trade surplus with Mexico -- \$2.1 billion last year. And the new jobs created by trade with Mexico are to be found not only in the border states, but all across the country. Our top ten states exporting to Mexico now include Michigan, Illinois, New York, Pennsylvania and Florida.

When the trade agreement goes to Congress -- not if, but when -- I'll need the utmost help from each and every one of you.

Please don't have any illusions this will be an easy fight. Don't count on candor from our opponents. Some politicians pay lip service to open trade -- but when it's time for a real decision, they put their proxies in the pockets of the big unions and the ideological interest groups. \\

And I scarcely need to tell this audience about this ugliness we've heard. I don't like to think this kind of thing still happens in America, but we've heard it. We've heard the whispering campaign that doesn't even pretend to address economics. It's the old appeal to prejudice. \\

You know, I've spent my entire adult life -- starting businesses in west Texas and on the Gulf of Mexico, later in public service -- pursuing better understanding between Americans and our neighbors. I like to think I've made a contribution to peace and prosperity certainly in our hemisphere, but also around the world. So when these old attitudes of prejudice begin to stir, I will stand against them. \\ I'll stand against any attempt to turn back the clock. \\ I'll stand against

intolerance and nativism in any form. \

In the next century, our kids -- and indeed, some of you younger entrepreneurs -- will help make commonplace things that now exist only in dreams: faster travel, cultural progress, cures for diseases. The dream of open trade and strong, respectful ties between the workers \ the business people \ and the families \ of Mexico, Canada and the United States is so near it's almost palpable. Let's resolve together, today, to make that dream real -- to make it a solid foundation for our future. Thank you, and may God bless all the people of the Americas.

#

The United States and Mexico are on the verge of something that would have been inconceivable just 5 years ago.

In history of international trading system, it is doubtful that any nation has ever changed so much -- put trade and economic reforms of this extent into place -- in such a short period of time.

Free trade will be good for both countries. It will be a catalyst for economic growth on the border, jobs, and a cleaner environment.

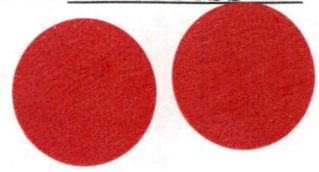
In the NAFTA, we are talking about history. Not about incremental change, but about change that comes once-in-lifetime.

We are talking about an article of faith between the United States and Mexico, between the American and Mexican peoples, and between the United States and Hispanic-Americans.

It is faith that free trade is win-win proposition that helps both nations. That trade can be a force for addressing environmental and border concerns. It is faith in President Salinas and his vision for Mexico, for a new Mexican revolution, and that a strong Mexico is good for America.

Finally, it faith by Americans and Mexicans that we can overcome past stereotypes and historical grievances, and move on to something new, with free trade as the catalyst for economic growth, jobs, and change for both nations.

WHITE HOUSE STAFFING MEMORANDUM



92 JUL 27 All: 19

DATE: 7/24/92 ACTION/CONCURRENCE/COMMENT DUE BY: MON. 7/27/92 10:00am

SUBJECT: PRESIDENTIAL REMARKS: HISPANIC BUSINESS LEADERS
THE ROSE GARDEN - 7/28/92 - 9:30 am

	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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BRADY	<input type="checkbox"/>	<input checked="" type="checkbox"/>	PORTER	<input checked="" type="checkbox"/>	<input type="checkbox"/>
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HOLIDAY	<input checked="" type="checkbox"/>	<input type="checkbox"/>	MCGROARTY	<input type="checkbox"/>	<input checked="" type="checkbox"/>
			FIRESTONE		<input checked="" type="checkbox"/>

REMARKS:

Please forward your comments directly to Dan McGroarty, RM. 122, x2930, no later than 10:00 a.m., MONDAY, JULY 27, with a copy to this office. Thank you.

RESPONSE:

TO: Dan McGroarty

July 27, 1992

The NSC Concurrs without changes.

Brent Scowcroft
Brent Scowcroft

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

cc: Phillip Brady

(Duggan/Walters/Nix)

July 23, 1992

Draft Two

HB

2 JUL 24 P1:11

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THE ROSE GARDEN
THE WHITE HOUSE
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9:30 A.M.

[Acknowledgments] Welcome to the White House. Jesus [Chavarria, editor and publisher of Hispanic Business], thanks for your leadership in bringing together so many dynamic women and men from Hispanic-owned businesses. You enliven this country, you're keeping America great -- each one of you. \\

Your dreams and your hard work animate every kind of industry all across this country. There's Irma Elder from Michigan whose thriving business is -- what else -- selling cars. There's Frank Flores from the printing industry in New York. And Benjamin Acevedo, with a lumber company in California. And executives from the largest minority-owned bank in the United States -- the Sanchez family's IBC in Laredo, Texas.

We're together today because we believe in the future -- and we know how to get there. Our future depends on freedom.

Freedom works. Freedom is right. \\

All around the world, dictatorships are giving way to democracy. Command-and-control economies are falling on the ash heap. As never before in the history of the world, people are free to think and to speak -- free to live and work and worship as they wish. They're choosing new governments that respect people's freedom to buy and to sell and to create. \\

In the Western Hemisphere, freedom's tide has never been

higher. If I may make a prediction, that tide will soon drown Latin America's last dictatorship -- the Castro regime. And on the crest of that tide will rise a new democracy in Cuba. \\

It used to be that one of the great certainties in our lives was the East-West struggle, the Cold War. Now that we've won that long battle to change the world around us, people are going through a little period of pondering and questioning our future here at home.

Let me just say that each one of us has cause to be confident. Don't let the pessimists faze you -- don't let the political haze we're passing through obscure your vision of the prize that's ahead for our kids and grandchildren. America's future has never been brighter -- because you and people like yourselves are fully joined in the domestic battle to keep America free.

Right now, we're renewing the freedoms that foster new thinking and create new jobs. I'm overhauling the entire system of federal government regulation. This year alone, I've directed an unprecedented cutback of controls and red tape that have no place in a free society. [details with impact on jobs and consumers]

I'm fighting to halt the epidemic of lawsuits -- a hidden tax on your business. It's time we sued each other less and helped each other more. \\

I'm fighting the old politics of tax and spend. I'm battling to spur new investment and job creation by cutting the

tax on capital gains. \\
 \\
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When I sent my legal reform bill to Capitol Hill, our opponents said no. They and their friends in the trial lawyers' lobby circled the wagons, closed ranks, and hung tough to protect the status quo. \\
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When I asked for tax breaks for young homeowners, when I asked for the capital gains cut we need so urgently -- our opponents passed a bill to raise your taxes by a hundred billion dollars. This time, I said no -- I cast my veto. \\
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Next year we'll see a change. Next year we'll have a dramatically different Congress. Next year, I am confident, we'll break the logjam of the old politics. We'll win legal reform and tax relief. We'll restore government that lives within limits. \ Government that respects people's labor and property. \ Government that trusts the American people. \\
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One the most exciting developments in our nation's history is coming to fruition right now -- the North American Free Trade Agreement. [report latest status of NAFTA]

Everyone wins through open trade with Mexico and Canada. Open trade will make each of us better neighbors and closer friends. Open trade will offer tremendous new opportunities for people to invent and produce and take new goods and services to market. [export examples]

Open trade will fuel the growth of jobs in the United States of America. During the recent, partial opening of the Mexican markets since 1986, U.S. exports to Mexico have almost tripled.

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When the trade agreement goes to Congress -- not if, but when -- I'll need the utmost help from each and every one of you.

Please don't have any illusions this will be an easy fight. Don't count on candor from our opponents. Some politicians pay lip service to open trade -- but when it's time for a real decision, they put their proxies in the pockets of the big unions and the ideological interest groups. \\

And I scarcely need to tell this audience about this ugliness we've heard. I don't like to think this kind of thing still happens in America, but we've heard it. We've heard the whispering campaign that doesn't even pretend to address economics. It's the old appeal to prejudice. \\

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RESPONSE:

00:01V Please see comments. Thank you.

PHILLIP D. BRADY
 Assistant to the President
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 Ext. 2702

(Duggan/Walters/Nix)
July 23, 1992
Draft Two
HB

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Open trade will fuel the growth of jobs in the United States of America. During the recent, partial opening of the Mexican markets since 1986, U.S. exports to Mexico have almost tripled.

The way a which government must learn to trust the people is by stepping aside and allowing entrepreneurs to spark long term economic growth. That's why I've worked so hard to finalize...

That has meant the creation of more than 300,000 new jobs. We enjoy a robust trade surplus with Mexico -- \$2.1 billion last year. And the new jobs created by trade with Mexico are to be found not only in the border states, but all across the country. Our top ten states exporting to Mexico now include Michigan, Illinois, New York, Pennsylvania and Florida.

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intolerance and nativism in any form. \\

In the next century, our kids -- and indeed, some of you younger entrepreneurs -- will help make commonplace things that now exist only in dreams: faster travel, cultural progress, cures for diseases. The dream of open trade and strong, respectful ties between the workers \ the business people \ and the families \ of Mexico, Canada and the United States is so near it's almost palpable. Let's resolve together, today, to make that dream real -- to make it a solid foundation for our future. Thank you, and may God bless all the people of the Americas.

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WHITE HOUSE STAFFING MEMORANDUM

DATE: 7/24/92 **92 JUL 27 AIO: 10** ACTION/CONCURRENCE/COMMENT DUE BY: MON. 7/27/92 10:00am

PRESIDENTIAL REMARKS: HISPANIC BUSINESS LEADERS
 SUBJECT: THE ROSE GARDEN - 7/28/92 - 9:30 am

	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"/>	PROVOST	<input checked="" type="checkbox"/>	<input type="checkbox"/>
CALIO	<input checked="" type="checkbox"/>	<input type="checkbox"/>	SMITH	<input checked="" type="checkbox"/>	<input type="checkbox"/>
DEMAREST	<input checked="" type="checkbox"/>	<input type="checkbox"/>	YEUTTER	<input type="checkbox"/>	<input checked="" type="checkbox"/>
FITZWATER	<input type="checkbox"/>	<input checked="" type="checkbox"/>	FINDLAY	<input type="checkbox"/>	<input checked="" type="checkbox"/>
GRAY	<input checked="" type="checkbox"/>	<input type="checkbox"/>	KAUFMAN	<input type="checkbox"/>	<input checked="" type="checkbox"/>
HOLIDAY	<input checked="" type="checkbox"/>	<input type="checkbox"/>	MCGROARTY	<input type="checkbox"/>	<input checked="" type="checkbox"/>
			FIRESTONE		<input checked="" type="checkbox"/>

REMARKS:

Please forward your comments directly to Dan McGroarty, RM. 122, x2930, no later than 10:00 a.m., MONDAY, JULY 27, with a copy to this office. Thank you.

RESPONSE:

*See Comments -
Pg. 4*

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

(Duggan/Walters/Nix)
July 23, 1992
Draft Two
HB

2 JUL 24 P1:11

PRESIDENTIAL REMARKS: HISPANIC BUSINESS LEADERS
THE ROSE GARDEN
THE WHITE HOUSE
TUESDAY, JULY 28, 1992
9:30 A.M.

[Acknowledgments] Welcome to the White House. Jesus
[Chavarria, editor and publisher of Hispanic Business], thanks
for your leadership in bringing together so many dynamic women
and men from Hispanic-owned businesses. You enliven this
country, you're keeping America great -- each one of you. \\

Your dreams and your hard work animate every kind of
industry all across this country. There's Irma Elder from
Michigan whose thriving business is -- what else -- selling cars.
There's Frank Flores from the printing industry in New York. And
Benjamin Acevedo, with a lumber company in California. And
executives from the largest minority-owned bank in the United
States -- the Sanchez family's IBC in Laredo, Texas.

We're together today because we believe in the future -- and
we know how to get there. Our future depends on freedom.
Freedom works. Freedom is right. \\

All around the world, dictatorships are giving way to
democracy. Command-and-control economies are falling on the ash
heap. As never before in the history of the world, people are
free to think and to speak -- free to live and work and worship
as they wish. They're choosing new governments that respect
people's freedom to buy and to sell and to create. \\

In the Western Hemisphere, freedom's tide has never been

higher. If I may make a prediction, that tide will soon drown Latin America's last dictatorship -- the Castro regime. And on the crest of that tide will rise a new democracy in Cuba. \\

It used to be that one of the great certainties in our lives was the East-West struggle, the Cold War. - Now that we've won that long battle to change the world around us, people are going through a little period of pondering and questioning our future here at home.

Let me just say that each one of us has cause to be confident. Don't let the pessimists faze you -- don't let the political haze we're passing through obscure your vision of the prize that's ahead for our kids and grandchildren. America's future has never been brighter -- because you and people like yourselves are fully joined in the domestic battle to keep America free.

Right now, we're renewing the freedoms that foster new thinking and create new jobs. I'm overhauling the entire system of federal government regulation. This year alone, I've directed an unprecedented cutback of controls and red tape that have no place in a free society. [details with impact on jobs and consumers]

I'm fighting to halt the epidemic of lawsuits -- a hidden tax on your business. It's time we sued each other less and helped each other more. \\

I'm fighting the old politics of tax and spend. I'm battling to spur new investment and job creation by cutting the

tax on capital gains. \\
 \

When I sent my legal reform bill to Capitol Hill, our opponents said no. They and their friends in the trial lawyers' lobby circled the wagons, closed ranks, and hung tough to protect the status quo. \\
 \

When I asked for tax breaks for young homeowners, when I asked for the capital gains cut we need so urgently -- our opponents passed a bill to raise your taxes by a hundred billion dollars. This time, I said no -- I cast my veto. \\
 \

Next year we'll see a change. Next year we'll have a dramatically different Congress. Next year, I am confident, we'll break the logjam of the old politics. We'll win legal reform and tax relief. We'll restore government that lives within limits. \ Government that respects people's labor and property. \ Government that trusts the American people. \\
 \

One the most exciting developments in our nation's history is coming to fruition right now -- the North American Free Trade Agreement. [report latest status of NAFTA]

Everyone wins through open trade with Mexico and Canada. Open trade will make each of us better neighbors and closer friends. Open trade will offer tremendous new opportunities for people to invent and produce and take new goods and services to market. [export examples]

Open trade will fuel the growth of jobs in the United States of America. During the recent, partial opening of the Mexican markets since 1986, U.S. exports to Mexico have almost tripled.

That has meant the creation of more than 300,000 new jobs. We enjoy a robust trade surplus with Mexico -- \$2.1 billion last year. And the new jobs created by trade with Mexico are to be found not only in the border states, but all across the country. Our top ten states exporting to Mexico now include Michigan, Illinois, New York, Pennsylvania and Florida.

When the trade agreement goes to Congress -- not if, but when -- I'll need the utmost help from each and every one of you.

Please don't have any illusions this will be an easy fight. Don't count on candor from our opponents. Some politicians pay lip service to open trade -- but when it's time for a real decision, they put their proxies in the pockets of the big unions and the ideological interest groups. \\

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*What does this mean?
He better be able to explain. We're vulnerable on this issue!!*

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(Duggan/Walters/Nix)
July 27, 1992
Draft Four
HB

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We're together today because we believe in the future -- and
we know how to get there. Our future depends on freedom.
Freedom works. Freedom is right. \\

The economy is growing -- Hispanic-owned businesses are in
the vanguard of this growth, in the forefront of creating good
new jobs for Americans. We need to grow faster, and we know
what's holding us back. Let me sum it up in a single sentence:
Government is too big -- and it spends too much. \\

An old guard of tax-and-spend politicians has controlled
Congress for most of the past 40 years. Already this year, I've
given Congress a choice between economic growth and big
government. Congress took sides with big government.

Here's what happened: In January, I proposed a common-
sense, comprehensive plan to get this economy moving faster,
right now. The plan includes tax incentives to encourage
businesses to hire new workers and breaks for young families who
want to buy a first home. Half a million jobs would have been

created, if . . . if Congress had acted right away.

But they didn't. Instead, Congress passed a package of new government spending and new taxes. A package they knew I'd veto.

So I sent their plan back. I'm still waiting. . . almost 200 days later. This economic recovery plan is being held hostage, and the ransom note reads: "wait till after the election."

The party that controls the Congress is holding jobs and free enterprise hostage to their hopes that they can elect a tax-and-spend partisan of their very own to the White House. The Democrats' candidate for President wants to raise taxes on American business. He pushes the old "class warfare" line about squeezing more from the "rich." What he doesn't say is that more than half of those affected by his proposed hike in individual tax rates are family farmers . . . small business men and women . . . maybe people like yourselves. \ All told, my opponent wants to saddle American businesses with more than \$100 billion in new taxes and federal mandates.

I understand you're going up to Capitol Hill later in the day. I'd ask you to take a message up there with you: Tell your members of Congress my plan will speed up growth now. Tell them they'll have a price to pay if they continue to hold our economy hostage to election year politics. Tell them to approve my growth initiatives -- without delay. \ \ Tell them to release this economy, \ approve my jobs program, and put America back to work . . . now. \ \