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Record Group/Collection: George H.W. Bush Presidential Records
Collection/Office of Origin: Speechwriting, White House Office of
Series: Speech File Draft Files
Subseries: Chron File, 1989-1993

OA/ID Number: 13634
Folder ID Number: 13634-004

Folder Title:
Shaw Industries-Dalton, Georgia 8/3/92 [OA 5811]

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**Remarks at the Twelfth Annual
Northwest Republican Family Picnic
Elk Grove Village, Illinois**

August 2, 1992

Thank you very much. Hey, you guys ready for a 45-minute speech, okay? Thank you very much. Thank you very much. Here is a man suggesting that we change control of the United States Congress. He is right. That's what some of this election is going to be about.

Let me salute the Governor, let me salute Governor Edgar, and say what a great job he and the Lieutenant Governor and others are doing for this country. Let me tell you, it is absolutely essential that we get more support in the United States Senate. So vote for Rich Williamson here, and send him to Washington.

Let me just say this—I won't talk but a second—we have indeed changed the world. Now I need your help in getting this country on the move, changing America for the values we all believe in. And we can do it.

I've never seen such a strange political year, but I'll tell you this: When that convention in Houston is over, I am going to come out and go after that opponent. He's been on my case for 6 months. We are going to define it, and we are going to win the election—6 months, 6 months of distorting the great Republican record. I'm going to take the case to the people, and we will win in November.

Thank you all very much. Thank you very, very much. Now go dry out.

Note: The President spoke at 1:25 p.m. at Ned Brown Preserve.

Remarks to Multitex Employees in Dalton, Georgia

August 3, 1992

We wanted to come down here and see the tremendous job that Dalton does in selling product all over the world. Don't tell me the United States can't compete when you see a place like this. We are number one. You know, the guy I'm running against called

America the laughingstock, or said that we were ridiculed around the world. Let me tell you something: The United States is the leader of the entire world, the most respected country on the face of the Earth. So don't let these pessimists start downgrading our great country.

Now, here's my view. I love this political rally, but I've got a confession to make. I've said that until our convention in Houston I'm going to hold back a little bit. But I'll tell you something: I can't wait for that convention to be over. It's going to be strong. It's going to be good. And then I am going to set the record straight.

For 6 months the opposition has been distorting a good, solid world leadership record, and we're not going to let that stand. So to all you Georgians who believe you can accomplish things, who are demonstrating right here in Dalton to the rest of the world what the American worker can do: Stay in there and help me. We are going to win.

Thank you very, very much.

Note: The President spoke at 8:40 a.m. at the Multitex Corp.

Remarks to Shaw Industries Employees in Dalton

August 3, 1992

Thank you very, very much for that welcome back to Georgia, and Bob, thank you, sir. I don't know if I detected a note of relief on Anna Sue's face that this event, that I'm sure has taken everybody's time, is here at hand and about to end. But thank you for making us feel so welcome in this wonderful corner of Georgia.

I want to greet our other hosts, Bill Lusk and Norris Little, Carl Rollins of Shaw, and my Georgia political team here: Fred Cooper, my dear friend, and also another dear friend, Alec Poitevint, who are doing a great job for us.

I would like to single out one department in this magnificent, enormous facility, and I'm talking about the area rug department, who made a nice little souvenir for me to take home with my own name on it. I'll tell

you, I can't think of a nicer, more personalized remembrance than that. So wherever you may be, thank you very, very much, and thank the computers that spelled my name right. [Laughter]

Now, it is great to be in Dalton. I came here—I want to be first in line for the Catamount tickets when they go on sale, and I've come for another reason, too. America, our great country, is moving into a new age, and Dalton gives us a glimpse of the future. Dalton takes challenges and reinvents them as opportunities. With the flexibility of companies like this one, like Shaw, with the brainpower and grit of your chemists and your maintenance mechanics and your designers, Dalton shows America the face of the 21st century. Dalton shows the way.

In the history of your industry you find a parable of American progress. It starts simply, families selling hand-tufted bedspreads that they made themselves out on Highway 41, Peacock Alley. It continues with the sprawling factories that sprung up after the war, rolling their carpets into homes and offices in every corner of America. And it continues today with an industry retooled by high tech, a work force more highly skilled than ever before, and a marketplace as big as the entire world.

The story has important lessons, lessons about how America grows and prospers. This election year, these lessons could not be more timely. The question today is not, can America compete in the global economy. I know and you know that we can. The question is how: How do we stay number one? How do we create jobs for every American and create opportunities for our kids, our children, and our families?

Some people say, "Well, let the Government do it. Let the Government get in there." But Government does not create jobs; people do. Government does not provide opportunity; hard work does. Look around. This company, this industry was not built by some industrial planning congressional subcommittee in Washington, DC. It was born and built right here in Dalton, where the men and women take the risks and reap the rewards.

That's a lesson we shouldn't forget even given the hue and cry of this election year.

When you get down to it, leadership is about trust. Trust runs both ways. You need a leader who you can trust, but you also need a leader who trusts in the American people, trusts you and not the Government to make the important decisions about your future.

When you forget about this kind of trust, trusting people, you get some crazy ideas. I'll give you an example. These days the other side is pushing an idea that the way to fix this economy is to raise taxes by \$150 billion. And at least half of that will fall on family farmers and small businesses. They call that change. I guess it makes sense because if the other side get in power, change is all you'll have left in your pocket. [Laughter]

Here's another crazy idea that's being pushed. They think they can fix health care by slapping you with at least a 7-percent payroll tax to finance a Government takeover scheme. Well, we'll have a health care system with the efficiency of the motor vehicles if we do that, the motor vehicles division, and also the KGB, the same compassion. As long as I am President, I am not going to let our medical system be socialized or nationalized. We have a plan that will provide insurance to all, those who need it, those who cannot afford it, and will protect the basic quality of American health care.

So trusting the people, it's an idea that applies to almost every issue in this election, especially when it comes to how we can compete in this whole new world global economy, how we can take on the new global competition head-on-head and win it.

Let me tell you how I learned about competing in the world. I'm a Texan, moved there in 1948, built a business there, raised my family there. Incidentally, I think it's a pretty good credential, for being President of the United States even, if you held a job in the private sector. I think that's good. In Texas I saw businesses and cities and towns rise up from those dusty plains, a place where you'd never expect it. The reason was that the whole world thirsted for what Texans had to offer, crude and cattle and cotton. We knew the more goods we sold outside our borders, the more jobs we created within them. I never forgot that lesson.

And I saw it again when I went into public life. And yes, I was Ambassador up there at

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the United Nations and lived overseas in China—just talking to Bob Shaw about that—ran the CIA, and as Vice President, traveled around the world some. And every day I was outside of this country I learned again how important America was to the entire world and how important the world was to America. I'm talking about creating American jobs, about making this economy grow and prosper, and making sure our kids have an even better life than we've had.

I've seen this every day for 3½ years as President. I heard a certain southern Governor say the other day that this country was being ridiculed around the world. Well, I suspect—and I'm not going to name names quite yet—I suspect that he hasn't been around much. I'd like to have him walk the streets of Warsaw, as I did a few days ago, or Moscow or maybe sit down with Boris Yeltsin or Helmut Kohl or Miyazawa or a myriad of leaders south of our border. And they'd tell him what you and I already know: The United States is the undisputed leader of the world. That did not happen by accident. It happened by leadership and by the sons and daughters of America doing what they had to do from Iraq all the way across a major spectrum of other places. It's the spirit of the United States. To tear down this country, to stand there and try to make the American people think we're a second-rate power, they simply don't understand the greatness of the United States of America.

Here's one way we're going to demonstrate it: trade, exports, open up markets so you can sell the goods you make right here. I heard Bob Shaw talk about it, and he is 100 percent correct. The day is long gone when you could sell carpets and rugs in 50 States and leave it just there. These days, standing still means falling behind. It's a new world. Markets are opening up in Guadalajara and Jakarta and Santiago and Moscow. And I'm going to see to it that Americans get there first.

It's not going to be easy. This export business is not easy. If you want America to lead the world, you need somebody who understands; you need a leader who understands the territory, someone you can trust to hammer out a good deal around the negotiating table. But you need even more. You need

a leader who trusts you and someone who knows that Americans are the most productive, the most competitive workers the world has ever seen. All you need is a chance to show your stuff. As long as I am President, I'm going to fight to see that you get the chance to sell these products anywhere around the world.

Let me give you one example. Some people look at the former Soviet Union and see 300 million former Communists over there. Well, we look at it, and we see 300 million future customers. Now, math was never my favorite subject, but I've done some computing on this one. Let's say there's 50 million homes—I don't know, give or take—50 million homes in the former Soviet Union; maybe 4.5 billion square yards of floor space, bare floor space. That's 4.5 billion square yards just waiting to be covered by your finest patterned berber. Of course, I'm factoring in kitchens and bathtubs, too. But I have faith in your sales force. They can sell anything, anyplace, anytime.

Another example: Since 1989—now, listen to this one—since 1989, exports, carpet exports to Mexico are up by 60 percent. That's pretty darn good. But here in Dalton, pretty good isn't good enough. We're going to build on that success. Right now we're hammering out a new free trade deal with Canada and Mexico. We call it the NAFTA. I'm sure you've read about it. Here's what it will do. It will create 300,000 American jobs by 1995 and one of the largest free trade areas in the world. Free trade opens up the road, and on the open road, American workers leave the competition in the dust. Or as my friend Arnold Schwarzenegger would say "*Hasta la vista, baby!*" We are on the move, and we're going to keep it on the move.

Now, it may be hard to believe, but the other side looks at these barriers falling and they say, "Hold everything." They see these unbelievable opportunities, these vast markets to sell your goods, and they say, "Well, we'd better not try. The challenge is too great; the odds are too long." They just by implication say the Americans can't compete. They say these other countries are going to walk all over us. Well, let me tell you something. In a way they are going to walk all

over us. They're going to walk all over carpet made right here in Dalton, Georgia.

This is the year—for 6 months we've been subjected to the damndest pessimism about our great country that I have ever heard. Every time you turn on that television at night, somebody telling you what's wrong. Well, let me tell you what's right.

They say that America can't compete. I say we can compete and that we'll win. They say, "Pull the blinds and lock the door; the American worker can't hack it anymore." I say the American worker can outthink, outwork, outcompete anyone, anytime, anywhere.

Here's a fact these pessimists better understand: Foreign trade supports the jobs of 153,000 Georgians, more than 7 million Americans. Here's my pledge to you: I will not let anyone endanger a single one of those jobs by going protectionist and closing up trade.

Let the other side criticize and say our country is ridiculed, laughed at around the world. They ought to open their eyes. Let them worry and whine. I am going to fight for these open markets because that means more jobs in this country, right here in Dalton, Georgia, among others, every city and State of our country. Let them run this country down; let them carp on what's wrong with America. I'm going to do what's right. That's what leadership is, and that's what trust is.

I'd like to bring these pessimists down here to this part of Georgia. I'd like to bring them right here to see this town, this industry. They might discover they've got nothing to fear from American workers and that American workers have nothing to fear from competition. This is one work force that can beat the pants off any competition.

That is the lesson of Dalton. That's why I'm here. I want that lesson to reverberate all across our entire country. You didn't fear the future; you shaped it. Your industry didn't retreat from foreign markets; you went out and conquered them. And with leadership that trusts in you, you'll keep beating the pants off the competition.

You and I do not feel that we are the laughingstock of the world. We are the undisputed leader. So let's keep it just exactly that way in the future. Let's keep America number one.

Thank you. And may God bless our great country. Thank you very, very much.

Note: The President spoke at 8:58 a.m. in the Shaw Industries Distribution Center, South. In his remarks, he referred to company officials Robert Shaw, president and chief executive officer, and his wife, Ann Sue, William Lusk, senior vice president and treasurer, Norris Little, senior vice president for operations, and Carl Rollins, vice president; Fred Cooper, State chairman, Bush Quayle '92; and Alec Poitevint, Georgia Republican Party chairman.

Remarks on Arrival in Jacksonville, Florida

August 3, 1992

The President. What a great rally. What a fantastic Jacksonville turnout. Thank you all very, very much. This is good for the soul.

Audience members. Four more years! Four more years! Four more years!

The President. Thank you so very, very much. Senator Mack, Connie, my friend, thank you for that warm introduction. Let me just tell you something that you must know well: When the going got tough in Desert Storm days, you could turn to Conn Mack for success, for trust, for conviction. He was right on the ball all the way. And he is right: If you really want to change America, change control of the United States Congress, and let us get this country moving.

I want to thank the Mayor for that warm introduction. I'll forgive him for being a Democrat; he's a good man, and—[laughter]—I was delighted to have him say those pleasant things. To Mark Little: Mark, you've got a great voice, you ought to go in radio. [Laughter] Thank you. Thank you very much for being here and getting this gang all fired up. When I say fired up, I'm talking literal. I saw you when I came by on Air Force One—a little warm out there. And may I salute Cliff Stearns and Craig James, both great Congressmen. And let me say this: Please elect Kelly Fowler and send her to the United States Congress. You want to change things; there's a good way to do it. And m

SHAW INDUSTRIES \ DALTON, GEORGIA
MONDAY, AUGUST 3, 1992 \ 9:00 A.M.

THANK YOU FOR THAT KIND INTRODUCTION, BOB (SHAW).
AND LET ME THANK ME OTHER HOSTS AS WELL: BILL LUSK,
NORRIS LITTLE AND CARL ROLLINS OF SHAW INDUSTRIES . . .
AND MY GEORGIA POLITICAL TEAM: FRED COOPER AND ALEC
POITEVINT.

IT'S GREAT TO BE IN DALTON. // ((I THINK YOU KNOW
WHY I'VE COME HERE TODAY. I WANT TO MAKE SURE I'M
FIRST IN LINE WHEN CATAMOUNT TICKETS GO ON SALE.))

- 2 -

I'VE COME FOR ANOTHER REASON TOO. AMERICA IS
MOVING INTO A NEW AGE, AND DALTON GIVES US A GLIMPSE OF
THAT FUTURE. DALTON TAKES CHALLENGES AND REINVENTS
THEM AS OPPORTUNITIES. WITH THE FLEXIBILITY OF
COMPANIES LIKE SHAW -- WITH THE BRAINPOWER AND GRIT OF
YOUR CHEMISTS AND MAINTENANCE MECHANICS AND DESIGNERS
-- DALTON SHOWS AMERICA THE FACE OF THE 21ST CENTURY.
DALTON SHOWS THE WAY.

- 3 -

IN THE HISTORY OF YOUR INDUSTRY YOU FIND A PARABLE OF AMERICAN PROGRESS. IT STARTS SIMPLY -- FAMILIES SELLING HAND-TUFTED BEDSPREADS THEY MADE THEMSELVES, OUT ON HIGHWAY 41, PEACOCK ALLEY. IT CONTINUES WITH THE SPRAWLING FACTORIES THAT SPRUNG UP AFTER THE WAR, ROLLING THEIR CARPETS INTO HOMES AND OFFICES IN EVERY CORNER OF AMERICA.

- 4 -

AND IT CONTINUES TODAY -- WITH AN INDUSTRY RETOOLED BY HIGH TECHNOLOGY, A WORKFORCE MORE HIGHLY SKILLED THAN EVER BEFORE, AND A MARKETPLACE AS BIG AS THE WORLD.

THE STORY HAS IMPORTANT LESSONS -- LESSONS ABOUT HOW AMERICA GROWS AND PROSPERS. THIS ELECTION YEAR, THOSE LESSONS COULDN'T BE MORE TIMELY. THE QUESTION TODAY IS NOT CAN AMERICA COMPETE IN THE NEW GLOBAL ECONOMY. I KNOW // AND YOU KNOW // WE CAN.

- 5 -

THE QUESTION IS HOW -- HOW DO WE STAY NUMBER ONE -- HOW DO WE CREATE JOBS FOR EVERY AMERICAN, AND CREATE OPPORTUNITY FOR OUR KIDS.

SOME PEOPLE SAY: LET GOVERNMENT DO IT. BUT GOVERNMENT DOESN'T CREATE JOBS -- PEOPLE DO. GOVERNMENT DOESN'T PROVIDE OPPORTUNITY -- HARD WORK DOES. LOOK AROUND. THIS COMPANY -- THIS INDUSTRY -- WASN'T BUILT BY SOME CONGRESSIONAL SUBCOMMITTEE.

- 6 -

IT WAS BORN AND BUILT RIGHT HERE IN DALTON -- WHERE FREE MEN AND WOMEN TOOK THE RISKS AND REAPED THE REWARDS.

THAT'S A LESSON WE SHOULDN'T FORGET THIS ELECTION YEAR. WHEN YOU GET DOWN TO IT, LEADERSHIP IS ABOUT TRUST. TRUST RUNS BOTH WAYS. YOU NEED A LEADER YOU CAN TRUST, BUT YOU ALSO NEED A LEADER WHO TRUSTS YOU -- TRUSTS YOU, AND NOT THE GOVERNMENT TO MAKE THE IMPORTANT DECISIONS ABOUT YOUR LIVES.

- 7 -

WHEN YOU FORGET ABOUT THIS KIND OF TRUST --
TRUSTING THE PEOPLE -- YOU GET SOME CRAZY IDEAS. I'LL
GIVE YOU AN EXAMPLE. THESE DAYS THE OTHER SIDE IS
PUSHING THE IDEA THAT THE WAY TO FIX THIS ECONOMY IS TO
RAISE TAXES -- \$150 BILLION DOLLARS WORTH. AND AT
LEAST HALF OF THAT WILL FALL ON FAMILY FARMERS AND
SMALL BUSINESSES. THEY CALL THAT CHANGE. I GUESS IT
MAKES SENSE. BECAUSE IF THE OTHER GUY GETS IN OFFICE
-- CHANGE IS ALL YOU'LL HAVE LEFT IN YOUR POCKET.

- 8 -

HERE'S ANOTHER CRAZY IDEA THEY'RE PUSHING. THEY
THINK THEY CAN FIX HEALTH CARE BY SLAPPING YOU WITH A 7
PERCENT PAYROLL TAX -- TO FINANCE A GOVERNMENT TAKEOVER
SCHEME. WE'LL HAVE A HEALTH CARE SYSTEM WITH THE
EFFICIENCY OF THE MOTOR VEHICLES DEPARTMENT AND THE
COMPASSION OF THE KGB. AS LONG AS I AM PRESIDENT, I'M
NOT GOING TO LET THAT HAPPEN.//

- 9 -

TRUSTING THE PEOPLE -- IT'S AN IDEA THAT APPLIES TO ALMOST EVERY ISSUE THIS ELECTION. ESPECIALLY WHEN IT COMES TO HOW WE CAN COMPETE IN THIS NEW GLOBAL ECONOMY -- HOW WE CAN TAKE ON THE NEW GLOBAL COMPETITION HEAD TO HEAD AND WIN.

LET ME TELL YOU HOW I LEARNED ABOUT COMPETING IN THE WORLD. I'M A TEXAN -- BUILT MY BUSINESS THERE, RAISED MY FAMILY THERE.

- 10 -

AND IN TEXAS I SAW BUSINESSES AND CITIES AND TOWNS RISE UP FROM THOSE DUSTY PLAINS -- A PLACE WHERE YOU'D NEVER EXPECT IT. AND THE REASON WAS THAT THE WHOLE WORLD THIRSTED FOR WHAT TEXANS HAD TO OFFER -- TEXAS CRUDE AND CATTLE AND COTTON. WE KNEW THE MORE GOODS WE SOLD OUTSIDE OUR BORDERS, THE MORE JOBS WE CREATED WITHIN THEM. I NEVER FORGOT THAT LESSON.

- 11 -

AND I SAW IT AGAIN WHEN I WENT INTO PUBLIC LIFE. I WAS AMBASSADOR TO THE U.N., SERVED IN CHINA, RAN THE C.I.A.-- TRAVELED THE WORLD A BIT. AND EVERYDAY I WAS OUTSIDE THIS COUNTRY I LEARNED AGAIN HOW IMPORTANT AMERICA WAS TO THE WORLD -- AND HOW IMPORTANT THE WORLD WAS TO AMERICA. I'M TALKING ABOUT CREATING AMERICAN JOBS -- ABOUT MAKING THIS ECONOMY GROW AND PROSPER, AND MAKING SURE OUR KIDS HAVE AN EVEN BETTER LIFE THAN WE'VE HAD.

- 12 -

I'VE SEEN THIS EVERY DAY FOR THREE-AND-A-HALF YEARS AS PRESIDENT. I HEARD A CERTAIN SOUTHERN GOVERNOR SAY THE OTHER DAY THAT THIS COUNTRY WAS THE "BEING RIDICULED AROUND THE WORLD." WELL, I SUSPECT THIS GUY -- I WON'T NAME NAMES -- HASN'T BEEN AROUND MUCH. I'D LIKE TO HAVE HIM WALK THE STREETS OF WARSAW OR MOSCOW -- MAYBE SIT HIM DOWN WITH BORIS YELTSIN OR HELMUT KOHL OR PRIME MINISTER MIYAZAWA. THEY'D TELL HIM WHAT YOU AND I ALREADY KNOW:

- 13 -

THE UNITED STATES OF AMERICA IS THE UNDISPUTED LEADER OF THE WORLD. THAT DIDN'T HAPPEN BY ACCIDENT, IT HAPPENED BY LEADERSHIP -- MY LEADERSHIP WILL KEEP AMERICA NUMBER ONE.

AND HERE'S ONE WAY WE'RE GOING TO DO IT: TRADE // EXPORTS // OPEN UP MARKETS SO YOU CAN SELL THE GOODS YOU MAKE RIGHT HERE. THE DAY IS LONG GONE WHEN YOU COULD SELL CARPETS AND RUGS IN THE 50 STATES AND LEAVE IT AT THAT.

- 14 -

THESE DAYS, STANDING STILL MEANS FALLING BEHIND. IT'S A NEW WORLD -- MARKETS OPENING UP IN GUADALAJARA // JAKARTA // SANTIAGO // MOSCOW. AND I'M GOING TO SEE TO IT THAT AMERICANS GET THERE FIRST.

IT WON'T BE A CAKEWALK. IF YOU WANT AMERICA TO LEAD THE WORLD, YOU NEED A LEADER WHO KNOWS THE TERRITORY -- SOMEONE YOU CAN TRUST TO HAMMER OUT A GOOD DEAL AROUND THE NEGOTIATING TABLE.

- 15 -

BUT YOU NEED EVEN MORE: YOU NEED A LEADER WHO TRUSTS YOU -- SOMEONE WHO KNOWS THAT AMERICANS ARE THE MOST PRODUCTIVE, MOST COMPETITIVE WORKERS THE WORLD HAS EVER SEEN. ALL YOU NEED IS A CHANCE TO SHOW YOUR STUFF. AND AS LONG AS I'M PRESIDENT, YOU'RE GOING TO GET THAT CHANCE.

I'LL GIVE YOU AN EXAMPLE: SOME PEOPLE LOOK AT THE FORMER SOVIET UNION AND SEE 300 MILLION FORMER COMMUNISTS -- WE LOOK AT IT AND SEE 300 MILLION FUTURE CUSTOMERS.

- 16 -

NOW, MATH WAS NEVER MY FAVORITE SUBJECT, BUT I'VE DONE A LITTLE COMPUTING ON THIS. LET'S SAY THERE'S FIFTY MILLION HOMES IN THE FORMER SOVIET UNION ... MAYBE FOUR-AND-A-HALF BILLION SQUARE YARDS OF FLOOR SPACE ... BARE FLOOR SPACE ... THAT'S FOUR-AND-A-HALF BILLION SQUARE YARDS JUST WAITING TO BE COVERED BY YOUR FINEST PATTERNED BERBER. OF COURSE, I'M FACTORING IN KITCHENS AND BATHTUBS, TOO /// BUT I HAVE FAITH IN YOUR SALESMEN. ////

- 17 -

ANOTHER EXAMPLE: SINCE 1989, CARPET EXPORTS TO MEXICO ARE UP 60 PERCENT. PRETTY GOOD. BUT HERE IN DALTON, PRETTY GOOD ISN'T GOOD ENOUGH. WE'RE GOING TO BUILD ON THAT SUCCESS. RIGHT NOW, WE'RE HAMMERING OUT A NEW FREE TRADE DEAL WITH CANADA AND MEXICO -- WE CALL IT NAFTA. HERE'S WHAT IT'LL DO: CREATE 300,000 AMERICAN JOBS BY 1995 -- AND ONE OF THE LARGEST FREE TRADE AREAS IN THE WORLD.

- 18 -

FREE TRADE OPENS UP THE ROAD -- AND ON THE OPEN ROAD, AMERICAN WORKERS LEAVE THE COMPETITION IN THE DUST. OR AS MY BUDDY ARNOLD SCHWARZENEGGER WOULD PUT IT: HASTA LA VISTA, BABY! [AH-STAH LA VEE-STAH]//

NOW IT MAY BE HARD TO BELIEVE, BUT THE OTHER SIDE LOOKS AT THESE BARRIERS FALLING, AND THEY SAY: HOLD EVERYTHING. THEY SEE THESE UNBELIEVABLE OPPORTUNITIES, THESE VAST MARKETS TO SELL YOUR GOODS, AND THEY SAY: WE BETTER NOT TRY.

THE CHALLENGE IS TOO GREAT, THE ODDS ARE TOO LONG.
THEY SAY: AMERICA CAN'T COMPETE. THEY SAY: THESE OTHER
COUNTRIES ARE GOING TO WALK ALL OVER US.

YOU KNOW WHAT? IN A WAY THEY ARE GOING TO WALK ALL
OVER US. THEY'RE GOING TO WALK ALL OVER CARPET MADE
RIGHT HERE IN DALTON, GEORGIA. ////

THEY SAY: AMERICA CAN'T COMPETE. //

I SAY: AMERICA CAN COMPETE, AND AMERICA WILL WIN.
THEY SAY: PULL THE BLINDS, LOCK THE DOOR, THE
AMERICAN WORKER CAN'T HACK IT. //

I SAY: THE AMERICAN WORKER CAN OUT-THINK, OUT-
WORK, OUT-COMPETE ANYONE, ANYTIME, ANYWHERE. ////

HERE'S A FACT THEY BETTER LEARN: FOREIGN TRADE
SUPPORTS THE JOBS OF 153,000 GEORGIANS, MORE THAN 7
MILLION AMERICANS. AND HERE'S MY PLEDGE TO YOU:

I WON'T LET ANYONE ENDANGER A SINGLE ONE OF THOSE JOBS BY CLOSING UP TRADE.

LET THEM WORRY AND WHINE: I WILL FIGHT FOR OPEN MARKETS, BECAUSE THAT MEANS MORE JOBS HERE IN DALTON, AND IN EVERY CITY AND STATE OF OUR COUNTRY. LET THEM RUN THIS COUNTRY DOWN -- LET THEM CARP ON WHAT'S WRONG WITH AMERICA.

I'M GOING TO DO WHAT'S RIGHT FOR AMERICA.

THAT'S WHAT LEADERSHIP IS -- THAT'S WHAT TRUST IS. I'D LIKE TO BRING THESE PESSIMISTS DOWN TO DALTON, TO SEE THIS TOWN, THIS INDUSTRY. THEY MIGHT DISCOVER THEY'VE GOT NOTHING TO FEAR FROM AMERICAN WORKERS -- AND THAT AMERICAN WORKERS HAVE NOTHING TO FEAR FROM COMPETITION. THIS IS ONE WORKFORCE THAT'LL BEAT THE PANTS OFF ANY COMPETITION.

THAT'S THE LESSON OF DALTON. YOU DIDN'T FEAR THE FUTURE, YOU SHAPED IT. YOUR INDUSTRY DIDN'T RETREAT FROM FOREIGN MARKETS; YOU CONQUERED THEM. AND WITH LEADERSHIP THAT TRUSTS IN YOU, YOU'LL KEEP BEATING THE PANTS OFF THE COMPETITION.

THANK YOU FOR THE CHANCE TO VISIT WITH YOU. GOD BLESS YOU AND GOD BLESS THE UNITED STATES.

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THE WHITE HOUSE

WASHINGTON

JULY 31, 1992

MEMORANDUM FOR THE PRESIDENT

THROUGH: DAN MCGROARTY *DMG*

FROM: ANDY FERGUSON *AF*

Summary:

On Monday, August 3, 1992, at approximately 9:00 a.m., you will address 400 workers in the Terminal Building at Shaw Industries in Dalton, Georgia, the world's largest carpet manufacturer. You will be introduced by Robert E. Shaw, the company's President and Chief Executive Officer.

Your remarks (approximately 12 minutes / cards) touch on health care and your economic growth package, and conclude with a discussion of the importance of free trade in expanding economic growth and creating jobs.

(Ferguson/Gershowitz)
July 29, 1992
DALTON
Draft Three

PRESIDENTIAL REMARKS: SHAW INDUSTRIES
DALTON, GEORGIA
MONDAY, AUGUST 3, 1992
9:00 A.M.

Thank you for that kind introduction.

(Acknowledgments)

It's great to be in Dalton. // ((I think you know why I've come here today. I want to make sure I'm first in line when Catamount tickets go on sale.))

I've come for another reason too. As Americans prepare for the global economy, Dalton offers a glimpse into the future. Dalton takes challenges and reinvents them as opportunities. With the flexibility of companies like Shaw, with the know-how and talents of your chemists and maintenance mechanics and designers, Dalton shows America the face of the 21st century. Dalton shows the way.

In the history of your industry you find a parable of American progress. It starts simply -- families selling hand-tufted bedspreads they made themselves, out on Highway 41, Peacock Alley. It continues with the sprawling factories that sprung up after the war, rolling their carpets into homes and offices in every corner of America. And it continues today -- with an industry retooled by high technology, a workforce more highly skilled than ever before, and a marketplace as big as the world.

The story has important lessons -- lessons about how America grows and prospers. This election year, those lessons couldn't be more timely. The question today is not can America compete in the new global economy. I know // and you know // we can. The question is how -- how do we stay number one -- how do we create jobs for every American, and create opportunity for our children.

Some people say: let the government do it. But government doesn't create jobs -- people do. Government doesn't provide opportunity -- hard work does. Look around. This company -- this industry -- wasn't built by some congressional subcommittee. It was born and built right here in Dalton -- where free men and women took the risks and reaped the rewards.

That's a lesson we shouldn't forget this election year. When you get down to it, leadership is about trust. Many times, in the White House late at night, the phone rings. Usually it's a young aide double-checking the next day's schedule. But occasionally, it's another voice -- more serious, solemn -- carrying news of a coup in a powerful country, or asking how America should stand up to a bully halfway around the world. The American people need to know that the man who answers that phone has the experience, the seasoning, the guts, to do the right thing.

That's trust in the traditional sense, but this election year we need to remember that trust is even more than that. Trust runs both ways. You need a leader you can trust, but you also need a leader who trusts you.

I spent half my adult life building a business, creating jobs / meeting a payroll. Out in west Texas, I watched towns and cities and businesses bloom from those dusty plains, and I learned this: what keeps America growing is the drive and enterprise of Americans themselves. In America a leader must trust the people he leads. And that means putting people before government.

Now, there are others -- the government-first crowd -- who take a different view. Most of them have spent their lives in government. So I guess it's not surprising: they think the way to get America moving is to make government bigger, fatten up the public payroll, then raise your taxes to pay for it.

I've been coming up against the government-firsters for three-and-a-half years. I'll give you an example: health care. All of us want health care reform, and I've put forward a comprehensive plan to fix the system -- without bringing it under government control.

But the government-firsters advocate something called "Pay or Play" -- a plan for government-run health care that would slap a new 7 percent payroll tax on workers and employers. Maybe that makes sense to people who've spent their lives in government. But anybody who's tried to build a small business -- in fact, anybody who's spent a day waiting in line at the DMV -- knows the government has no business playing doctor. Nationalized health care would be a national disaster.

And you see the same difference in today's most pressing issue -- the economy, jobs. Last January, I put forward a common-sense plan to help American businesses create new jobs right now. More than half a million jobs would have been created since February -- if Congress had passed my plan.

But that's not what happened. Congress took my plan, tossed it in a bottom drawer, and sent me back a tax increase.

That's right: a tax increase. Now think about it: Already, here in Georgia, you have to work 123 days just to pay your taxes. 123 days. Correct me if I'm wrong -- but I don't think you want to make it 124.

So I told the Congress: don't even think about it. I vetoed their plan -- because the last thing this country needs - - the last thing you need -- is a tax increase.

Again, it's a question of trust: I think Americans know better than any budget planner in Washington how to spend and save the money they earn.

I told Congress: Try again. Now, 187 days after I sent them my plan, I'm still waiting. Apparently, the only thing Congress wants to try is the patience of the American people.

Today, I say again to the Congress: We need those half a million jobs. Don't hold the American economy hostage to politics. Vote for my economic recovery program, and let Americans get back to work -- now!

That short-term plan is important, but we've got to do more, today, to make sure America continues to lead the world tomorrow.

Let me give you another example -- one that's vitally important to your industry. For three years I've worked to keep America the leader of the global economy. The day is long past when you could sell carpeting in the 50 states and leave it at that. New markets are opening up in Guadalajara, in Santiago, in Jakarta. And I want Americans to get there first.

The key is trade -- tearing down the barriers that keep American products out of world markets, so American businesses can create jobs here at home.

Now, it's not an easy task. If you want America to lead the world, America needs a leader who knows the territory. You need a leader you can trust to hammer out a good deal when the negotiating gets tough. But you need even more: you need someone who trusts you -- someone who knows that Americans are the most productive, most competitive workers the world has ever seen -- who knows all you need is a chance to show your stuff.

Look at the facts: We are the largest exporter in the world. Over the last three years, our exports have increased \$100 billion dollars -- a 31 percent increase. Here in Georgia, exports have doubled in three years. And a lot of that growth has been in this industry. Last year alone, carpet exports increased 54 percent.

That success has been good for the carpeting industry -- and good for America. But I won't stop there. Right now, we're close to reaching a historic trade agreement with Mexico. Together with Canada, we'll create a \$6 trillion market -- one of

the largest trading areas the world has ever seen, from the northern reaches of Canada to the southern tip of Mexico. I can't give you the square footage, but you can be sure: that's a lot of carpet.

Now it may be hard to believe, but the government-first crowd -- the special interests and their clients in Congress -- they look at these barriers falling, see these remarkable opportunities opening up, and they say: Hold everything. They say: the challenge is too great, the odds are too long. They say: America can't compete.

Well, I say: America will compete, and America will win.

Already some of the government-firsters want to block our free trade agreement with Mexico. You see, they may say they want change, but when it comes to creating new American jobs by opening new markets, change is the thing they fear most of all.

Here's another fact for them: foreign trade supports the jobs of 153,000 Georgians. And here's my pledge to you: I won't let them endanger a single one of those jobs by cutting off trade. Let them worry and whine: I will fight for open markets, because that means more jobs here in Dalton, and in every state of our country. Let them run this country down -- let them focus on what's wrong with America. I'm going to do what's right for America.

That's what leadership is -- that's what trust is. I will fight for open markets because I know that Americans can out-work, out-think, out-compete anyone, anytime, anywhere.

I'd like to bring these pessimists down to Dalton, to see this town, this industry. The people who want to put government first might discover they've got nothing to fear from American workers -- and that American workers have nothing to fear from competition.

I'd like them to hear about your "Education is Essential" program, or see Shaw's G.E.D. program in action. When the changing economy demanded a better-educated workforce, Dalton didn't wait. Your businessmen and community leaders and workers met the challenge. The government-firsters might learn something: this is one workforce that'll beat the pants off any competition.

That's the lesson of Dalton. You didn't fear the future, you shaped it. Your industry didn't retreat from foreign markets; you conquered them. And -- miracle of miracles -- it happened without a single industrial planner from Washington telling you what to do.

That's why I say Dalton gives us a glimpse of the 21st century. America will continue to lead the world, Dalton will still reign as the world's carpet capital, if America has a government that knows its limits -- and if America has a leader who trusts ... who has faith in the people he leads.

Thank you for the chance to visit with you. God bless you and God bless the United States.

###

THE WHITE HOUSE

WASHINGTON

JULY 31, 1992

MEMORANDUM FOR THE PRESIDENT

THROUGH: DAN MCGROARTY *DMG*

FROM: ANDY FERGUSON *AF*

Summary:

On Monday, August 3, 1992, at approximately 9:00 a.m., you will address 400 workers in the Terminal Building at Shaw Industries in Dalton, Georgia, the world's largest carpet manufacturer. You will be introduced by Robert E. Shaw, the company's President and Chief Executive Officer.

Your remarks (approximately 12 minutes / cards) touch on health care and your economic growth package, and conclude with a discussion of the importance of free trade in expanding economic growth and creating jobs.

(Ferguson/Gershowitz)
July 29, 1992
DALTON
Draft Three

PRESIDENTIAL REMARKS: SHAW INDUSTRIES
DALTON, GEORGIA
MONDAY, AUGUST 3, 1992
9:00 A.M.

Thank you for that kind introduction.

(Acknowledgments)

It's great to be in Dalton. // ((I think you know why I've come here today. I want to make sure I'm first in line when Catamount tickets go on sale.))

I've come for another reason too. As Americans prepare for the global economy, Dalton offers a glimpse into the future. Dalton takes challenges and reinvents them as opportunities. With the flexibility of companies like Shaw, with the know-how and talents of your chemists and maintenance mechanics and designers, Dalton shows America the face of the 21st century. Dalton shows the way.

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The story has important lessons -- lessons about how America grows and prospers. This election year, those lessons couldn't be more timely. The question today is not can America compete in the new global economy. I know // and you know // we can. The question is how -- how do we stay number one -- how do we create jobs for every American, and create opportunity for our children.

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I spent half my adult life building a business, creating jobs / meeting a payroll. Out in west Texas, I watched towns and cities and businesses bloom from those dusty plains, and I learned this: what keeps America growing is the drive and enterprise of Americans themselves. In America a leader must trust the people he leads. And that means putting people before government.

Now, there are others -- the government-first crowd -- who take a different view. Most of them have spent their lives in government. So I guess it's not surprising: they think the way to get America moving is to make government bigger, fatten up the public payroll, then raise your taxes to pay for it.

I've been coming up against the government-firsters for three-and-a-half years. I'll give you an example: health care. All of us want health care reform, and I've put forward a comprehensive plan to fix the system -- without bringing it under government control.

But the government-firsters advocate something called "Pay or Play" -- a plan for government-run health care that would slap a new 7 percent payroll tax on workers and employers. Maybe that makes sense to people who've spent their lives in government. But anybody who's tried to build a small business -- in fact, anybody who's spent a day waiting in line at the DMV -- knows the government has no business playing doctor. Nationalized health care would be a national disaster.

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But that's not what happened. Congress took my plan, tossed it in a bottom drawer, and sent me back a tax increase.

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Again, it's a question of trust: I think Americans know better than any budget planner in Washington how to spend and save the money they earn.

I told Congress: Try again. Now, 187 days after I sent them my plan, I'm still waiting. Apparently, the only thing Congress wants to try is the patience of the American people.

Today, I say again to the Congress: We need those half a million jobs. Don't hold the American economy hostage to politics. Vote for my economic recovery program, and let Americans get back to work -- now!

That short-term plan is important, but we've got to do more, today, to make sure America continues to lead the world tomorrow.

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The key is trade -- tearing down the barriers that keep American products out of world markets, so American businesses can create jobs here at home.

Now, it's not an easy task. If you want America to lead the world, America needs a leader who knows the territory. You need a leader you can trust to hammer out a good deal when the negotiating gets tough. But you need even more: you need someone who trusts you -- someone who knows that Americans are the most productive, most competitive workers the world has ever seen -- who knows all you need is a chance to show your stuff.

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That success has been good for the carpeting industry -- and good for America. But I won't stop there. Right now, we're close to reaching a historic trade agreement with Mexico. Together with Canada, we'll create a \$6 trillion market -- one of

the largest trading areas the world has ever seen, from the northern reaches of Canada to the southern tip of Mexico. I can't give you the square footage, but you can be sure: that's a lot of carpet.

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Well, I say: America will compete, and America will win.

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Thank you for the chance to visit with you. God bless you and God bless the United States.

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WHITE HOUSE STAFFING MEMORANDUM

DATE: 7/30/92 ACTION/CONCURRENCE/COMMENT DUE BY: 1:00PM, FRIDAY, JUL 31
 PRESIDENTIAL REMARKS: SHAW INDUSTRIES
 DALTON, GEORGIA
 SUBJECT: MONDAY, AUGUST 3, 1992

	ACTION	FYI		ACTION	FYI
VICE PRESIDENT	<input type="checkbox"/>	<input checked="" type="checkbox"/>	HORNER	<input type="checkbox"/>	<input type="checkbox"/>
SKINNER	<input type="checkbox"/>	<input checked="" type="checkbox"/>	MCBRIDE	<input type="checkbox"/>	<input checked="" type="checkbox"/>
SCOWCROFT <i>N/C</i>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	X MOORE	<input checked="" type="checkbox"/>	<input type="checkbox"/>
DARMAN <i>N/C</i>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	PETERSMEYER	<input type="checkbox"/>	<input type="checkbox"/>
BRADY	<input type="checkbox"/>	<input checked="" type="checkbox"/>	PORTER <i>up on the hill</i>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
BROMLEY	<input type="checkbox"/>	<input type="checkbox"/>	X PROVOST	<input checked="" type="checkbox"/>	<input type="checkbox"/>
CALIO <i>N/C</i>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	SMITH <i>N/C</i>	<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"/>
<i>N/C</i> GRAY <i>Marc Pilella 7803</i>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	KAUFMAN	<input type="checkbox"/>	<input checked="" type="checkbox"/>
HOLIDAY	<input checked="" type="checkbox"/>	<input type="checkbox"/>	BOSKIN <i>3370 Casey Flung</i>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
			MCGROARTY	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>

REMARKS:

Please provide comments on the attached directly to Dan McGroarty, Rm. 122, x2930, with a copy to this office NO LATER THAN 1:00PM, FRIDAY, JULY 31. Thank you.

called 12:00 CK

RESPONSE:

called at 1 PM (MC)

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

(Ferguson/Gershowitz)

July 29, 1992

DALTON

Draft Two

02 JUL 30 P5:03

PRESIDENTIAL REMARKS: SHAW INDUSTRIES
DALTON, GEORGIA
MONDAY, AUGUST 3, 1992

Thank you for that kind introduction.

(Acknowledgments)

It is a pleasure to be here in Dalton. I think you know why I've come here today. I want to make sure I'm first in line when Catamount tickets go on sale.

I've come for another reason too. As this great nation prepares itself for the global economy, Dalton offers a glimpse into the future. Dalton has taken the challenges of a new world and turned them into opportunities. With the flexibility of companies like Shaw, with the ingenuity of your chemists and xx and xx, Dalton is showing America the face of the 21st century. Dalton is showing the way.

In the history of your industry you can find a parable of American progress. It starts simply, with a craftsman working solo at a handloom, selling her wares from her home. It continues into the sprawling factories of decades ago, pumping their products into every region of a vast country. And it continues today -- with an industry retooled by high technology, a workforce more highly skilled than ever before, and a marketplace as big as the world.

The story has an important lesson -- a lesson about how America grows and prospers. It couldn't be more timely. The question today is not can America compete in the new global

economy. I know and you know we can. The question is how -- how do we stay number one in a changing world -- how do we create jobs for every American, and create opportunity for our children.

I believe, when you get down to it, it's a question of trust. Americans need a leader they can trust to do the right thing -- whether it's standing up to a bully halfway around the world, or hammering out a tough trade negotiation with a foreign leader. Trust -- in that traditional sense -- is crucial. But it's only part of the picture.

I spent half my adult life building a business, creating jobs and meeting a payroll. Out in west Texas, watching towns and cities and businesses bloom from those dusty plains, I learned this: to lead a great nation, you must trust the people you lead.

And that means putting people before government. Government doesn't create America's jobs. Our prosperity wasn't designed around a conference table at the White House or in some subcommittee on Capitol Hill. It was hatched right here, in places like Dalton, where free men and women took the risks / weighed the odds / and reaped the rewards.

Now, some people take a different view. Most of them have spent their lives in government. So I guess it's not surprising: they think the way to get our economy moving is to make government bigger, fatten up the public payroll, and then raise your taxes to pay for it.

I've been coming up against them all my years in public life. Last January, I put forward a specific plan to create new jobs right now -- cutting taxes to encourage businesses to hire new workers and help young couples who want to buy their first home. If Congress had acted on my plan, more than half a million jobs would have been created since February.

Well, Congress acted, all right. They took my plan, tossed in a bottom drawer, and sent me back a tax increase.

I told them: don't even think about it. I vetoed their plan the minute it hit my desk. The fact is, the last thing this country needs is a tax increase. Again, it's a question of trust: I think Americans know better than any budget planner in Washington how to spend and save the money they earn.

So I told Congress: Try again. Now, 188 days after I sent them my plan, I'm still waiting. Today, I say to the Congress, we need those half a million jobs, and we need them today. Don't hold the American economy hostage to politics. Vote for an economic recovery program, and let Americans get back to work -- now!

That short-term plan is important, but we've got to do more, today, to make sure America continues to lead the world tomorrow. Let me give you another example -- one that's vitally important to your industry. For three years I've worked to keep America the leader of the global economy. The key is trade -- tear down the barriers that keep American products out of world markets, so American businesses can create jobs here at home.

Now, it's not an easy job. If you want America to lead the world, America needs a leader who knows the territory. And you need this: someone who trusts the American people -- someone who knows that Americans are the most productive, most competitive workers the world has ever seen -- if they're given the chance. Look at the facts: We are the largest exporter in the world. For the last three years, our exports have accounted for 70 percent of our economic growth. And a lot of that growth has been right here in the carpeting industry. Last year alone, carpet exports increased 43 percent.

That success has been good for America, good for the carpeting industry. But I've vowed that I won't stop there. Right now, we're on the verge of reaching a historic trade agreement with Mexico. Together with Canada, we'll create a \$6 trillion market -- one of the largest trading areas the world has ever seen, from the Yukon to the Yucatan. I wish I could give you the square footage, but you can be sure: that's a lot of carpet.

Now it may be hard to believe, but some people look at these barriers falling, see these remarkable opportunities opening up, and they say: Hold everything. In Washington, in the United States Congress, the forces are lined up against us, powerful protectionists who see the challenge of an open market and think: the American worker can't do it. The challenge is too great, the odds are too long. The protectionists may say they want change, but change is the thing they fear most of all.

Of course they don't use the "p" word -- protectionists never do. Some have even learned the language of free trade and open markets.

But they always seem to find an excuse why Americans shouldn't be allowed to compete. I'll say it again: it's a question of trust. If we're going to open markets to American products, we need to do more than get the words right. Leadership is more than lip service. Leadership is getting the job done, taking the risks. It means knowing that Americans can outwork, outcompete, outthink anyone, anytime, anywhere.

I'd like to bring the protectionists down here to Dalton. I'd like them to see what I've seen. I'd like them to think a little about this town, about this industry. Maybe they'd discover they've got nothing to fear from American enterprise, and that American enterprise has nothing to fear from competition. When the world changed, the people of Dalton changed with it. You didn't fear the future, you shaped it. Your industry didn't cringe from foreign markets; you conquered them. And -- miracle of miracles -- it happened without a government regulator, without an industrial planner from Washington, to show the way.

That's why I say Dalton gives us a glimpse of the 21st century. America will continue to lead the world, Dalton will still reign as the world's carpet capital, if America has a government that knows its limits -- and if America has a leader who trusts ... a leader who believes in the people he leads.

Thank you for the chance to visit with you. God bless you
and God bless the United States.

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THE WHITE HOUSE

WASHINGTON

July 31, 1992

JUL 3 10:09

MEMORANDUM FOR DAN MCGROARTY

FROM: ROGER B. PORTER *RBP*

SUBJECT: Presidential Remarks: Shaw Industries

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

WHITE HOUSE STAFFING MEMORANDUM

DATE: 7/30/92 ACTION/CONCURRENCE/COMMENT DUE BY: 1:00PM, FRIDAY, JUL
 PRESIDENTIAL REMARKS: SHAW INDUSTRIES
DALTON, GEORGIA
 SUBJECT: MONDAY, AUGUST 3, 1992

JMH
- WM
- TA

	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 checked="" 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 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"/>
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GRAY	<input checked="" type="checkbox"/>	<input type="checkbox"/>	KAUFMAN	<input type="checkbox"/>	<input checked="" type="checkbox"/>
HOLIDAY	<input checked="" type="checkbox"/>	<input type="checkbox"/>	BOSKIN	<input checked="" type="checkbox"/>	<input type="checkbox"/>
			MCGROARTY		<input checked="" type="checkbox"/>

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RESPONSE:

See suggestions

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

(Ferguson/Gershowitz)

July 29, 1992

DALTON

Draft Two

12 JUL 30 P5:03

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MONDAY, AUGUST 3, 1992

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In the history of your industry you can find a parable of American progress. It starts simply, with a craftsman working ~~sole~~ at a handloom, selling her wares from her home. It continues into the sprawling factories of decades ago, pumping their products into every region of a vast country. And it continues today -- with an industry retooled by high technology, a workforce more highly skilled than ever before, and a marketplace as big as the world.

The story has an important lesson -- a lesson about how America grows and prospers. It couldn't be more timely. The question today is not can America compete in the new global

economy. I know and you know we can. The question is how -- how do we stay number one in a changing world -- how do we create jobs for every American, and create opportunity for our children.

I believe, when you get down to it, it's a question of trust. Americans need a leader they can trust to do the right thing -- whether it's standing up to a bully halfway around the world, or hammering out a tough trade negotiation with a foreign leader. Trust -- in that traditional sense -- is crucial. But it's only part of the picture.

I spent half my adult life building a business, creating jobs and meeting a payroll. Out in west Texas, watching towns and cities and businesses bloom from those dusty plains, I learned this: to lead a great nation, you must trust the people you lead.

And that means putting people before government. Government doesn't create America's jobs. Our prosperity wasn't designed around a conference table at the White House or in some subcommittee on Capitol Hill. It was hatched right here, in places like Dalton, where free men and women took the risks / weighed the odds / and reaped the rewards.

Now, some people take a different view. Most of them have spent their lives in government. So I guess it's not surprising: they think the way to get our economy moving is to make government bigger, fatten up the public payroll, and then raise your taxes to pay for it.

I've been coming up against them all my years in public life. Last January, I put forward a specific plan to create new jobs right now -- cutting taxes to encourage businesses to hire new workers and help young couples who want to buy their first home. If Congress had acted on my plan, more than half a million jobs would have been created since February.

Well, Congress acted, all right. They took my plan, tossed in a bottom drawer, and sent me back a tax increase.

I told them: don't even think about it. I vetoed their plan the minute it hit my desk. The fact is, the last thing this country needs is a tax increase. Again, it's a question of trust: I think Americans know better than any budget planner in Washington how to spend and save the money they earn.

So I told Congress: Try again. Now, 188 days after I sent them my plan, I'm still waiting. Today, I say to the Congress, we need those half a million jobs, and we need them today. Don't hold the American economy hostage to politics. Vote for an economic recovery program, and let Americans get back to work -- now!

That short-term plan is important, but we've got to do more, today, to make sure America continues to lead the world tomorrow. Let me give you another example -- one that's vitally important to your industry. For three years I've worked to keep America the leader of the global economy. The key is trade -- tear down the barriers that keep American products out of world markets, so American businesses can create jobs here at home.

~~Now,~~ it's not an easy job. If you want America to lead the world, America needs a leader who knows the territory. And you need this: someone who trusts the American people -- someone who knows that Americans are the most productive, most competitive workers ^{IN} the world ~~has ever seen~~ -- if they're given ^{A FAIR} ~~the~~ chance.

~~Look at the facts:~~ We are the largest exporter in the world. ^{DIVER} ~~For~~ the last three years, ~~our~~ exports have accounted for 70 percent of our economic growth. And a lot of that ~~growth~~ growth has been right here in the carpeting industry. Last year alone, carpet exports increased 43 percent.

That success has been good for America, good for the carpeting industry. But I've vowed that I won't stop there. Right now, we're on the verge of reaching a historic trade agreement with Mexico. Together with Canada, we'll create a \$6 trillion market -- one of the largest trading areas the world has ever seen, from the Yukon to the Yucatan. I wish I could give you the square footage, but you can be sure: that's a lot of carpet.

Now it may be hard to believe, but some people look at these barriers falling, see these remarkable opportunities opening up, and ~~they~~ say: Hold everything. In Washington, in the United States Congress, the forces are lined up against us, powerful protectionists who see the challenge of an open market and think: the American worker can't do it. The challenge is too great, the odds are too long. The protectionists may say they want change, but change is the thing they fear most of all.

Of course they don't use the "p" word -- protectionists never do. Some have even learned the language of free trade and open markets.

But they always seem to find an excuse why Americans shouldn't be allowed to compete. ^{ONCE} ~~I'll say it~~ again: it's a question of trust. If we're going to open markets to American products, we need to do more than get the words right. Leadership is more than lip service. Leadership is getting the job done, taking the risks. It means knowing that Americans can outwork, outcompete, outthink anyone, anytime, anywhere.

I'd like to bring the protectionists down here to Dalton. I'd like them to see what I've seen. I'd like them to think a little about this town, about this industry. Maybe they'd discover they've got nothing to fear from American enterprise, and that American enterprise has nothing to fear from competition. When the world changed, the people of Dalton changed with it. You didn't fear the future, you shaped it. Your industry didn't cringe from foreign markets; you conquered them. And -- miracle of miracles -- it happened without a government regulator, without an industrial planner from Washington, to show the way.

That's why I say Dalton gives us a glimpse of the 21st century. America will continue to lead the world, Dalton will still reign as the world's carpet capital, if America has a government that knows its limits -- and if America has a leader who trusts ... a leader who believes in the people he leads.

Thank you for the chance to visit with you. God bless you
and God bless the United States.

###

THE WHITE HOUSE
WASHINGTON

August 1, 1992


NOTE FOR GENERAL SCOWCROFT:

This speech contains some new language, particularly the foreign policy section at the top of p. 4 and the section on NAFTA. Please forward your comments to Steve Provost.

Thank you.



John S. Gardner

*Comments are
on the margins* 

THE WHITE HOUSE

WASHINGTON

August 1, 1992 [11:03] P8:43

MEMORANDUM FOR THE PRESIDENT

THOUGH: STEVE PROVOST *SP*
FROM: ANDY FERGUSON *AF*
SUBJECT: SHAW INDUSTRIES

On Monday, August 3rd, at 9:00 a.m., you will deliver remarks (12 minutes) to a crowd of 400 workers in the Terminal Building of Shaw Industries. Located in Dalton, Georgia, Shaw is the world's largest carpet manufacturer. Shaw's CEO Robert Shaw introduces you.

Your speech argues the case for free trade in general and NAFTA in particular -- stressing that freer trade will spur growth and create jobs.

(Ferguson/Gershowitz)
August 1, 1992
DALTON
Draft Four

PRESIDENTIAL REMARKS: SHAW INDUSTRIES
DALTON, GEORGIA
MONDAY, AUGUST 3, 1992
9:00 A.M.

Thank you for that kind introduction.

(Acknowledgments)

It's great to be in Dalton. // ((I think you know why I've come here today. I want to make sure I'm first in line when Catamount tickets go on sale.))

I've come for another reason too. America is moving into a new age, and Dalton gives us a glimpse of that future. Dalton takes challenges and reinvents them as opportunities. With the flexibility of companies like Shaw -- with the brainpower and grit of your chemists and maintenance mechanics and designers --

Dalton shows America the face of the 21st century. Dalton shows the way.

In the history of your industry you find a parable of American progress. It starts simply -- families selling hand-tufted bedspreads they made themselves, out on Highway 41, Peacock Alley. It continues with the sprawling factories that sprung up after the war, rolling their carpets into homes and offices in every corner of America. And it continues today -- with an industry retooled by high technology, a workforce more highly skilled than ever before, and a marketplace as big as the world.

The story has important lessons -- lessons about how America grows and prospers. This election year, those lessons couldn't be more timely. The question today is not can America compete in the new global economy. I know // and you know // we can. The question is how -- how do we stay number one -- how do we create jobs for every American, and create opportunity for our kids.

Some people say: let government do it. But government doesn't create jobs -- people do. Government doesn't provide opportunity -- hard work does. Look around. This company -- this industry -- wasn't built by some congressional subcommittee. It was born and built right here in Dalton -- where free men and women took the risks and reaped the rewards.

That's a lesson we shouldn't forget this election year. When you get down to it, leadership is about trust. Trust runs both ways. You need a leader you can trust, but you also need a leader who trusts you -- trusts you, and not the government to make the important decisions about your lives.


When you forget about this kind of trust -- trusting the people -- you get some crazy ideas. I'll give you an example. These days the other side is pushing the idea that the way to fix this economy is to raise taxes -- \$150 billion dollars worth. And at least half of that will fall on family farmers and small businesses. They call that change. I guess it makes sense. Because if the other guy gets in office -- change is all you'll have left in your pocket.

Here's another crazy idea they're pushing. They think they can fix health care by slapping you with a 7 percent payroll tax -- to finance a government takeover scheme. We'll have a health care system with the efficiency of the Motor Vehicles Department and the compassion of the KGB. As long as I am President, I'm not going to let that happen.

Trusting the people -- it's an idea that applies to almost every issue this election. Especially when it comes to how we can compete in this new global economy -- how we can take on the new global competition head to head and win.

Let me tell you how I learned about competing in the world. I'm a Texan -- built my business there, raised my family there. And in Texas I saw businesses and cities and towns rise up from those dusty plains -- a place where you'd never expect it. And the reason was that the whole world thirsted for what Texans had to offer -- Texas crude and cattle and cotton. We knew the more goods we sold outside our borders, the more jobs we created within them. I never forgot that lesson.

And I saw it again when I went into public life. I was ambassador to the U.N., served in China, ran the CIA -- traveled the world a bit. And everyday I was outside this country I learned again how important America was to the world -- and how important the world was to America. I'm talking about creating American jobs -- about making this economy grow and prosper, and making sure our kids have an even better life than we've had.



That didn't happen by accident and we won't stay there by accident.

Too much like "I am not a crook."

I've seen this every day for three-and-a-half years as President. I heard someone the other day say that this country was the "laughingstock of the world." Well, I suspect this guy - I won't name names -- hasn't been around much. I'd like to have him walk the streets of Warsaw or Moscow -- maybe sit him down with Boris Yeltsin or Helmut Kohl or Prime Minister Miyazawa. They'd tell him what you and I already know: This country is no laughingstock. The United States of America is the undisputed leader of the world and I intend to keep it that way.

And here's one ~~way we're going to do it: trade // exports // open up markets~~ so you can sell the goods you make right here.

The day is long gone when you could sell carpets and rugs in the 50 states and leave it at that. These days, standing still means falling behind. It's a new world -- markets opening up in

Guadalajara // Jakarta // Santiago // Moscow. And I'm going to see to it that Americans ^{can compete on an equal basis} get there first. *these.*

It won't be a cakewalk. If you want America to lead the world, you need a leader who knows the territory -- someone you can trust to hammer out a good deal around the negotiating table. But you need even more: you need a leader who trusts you -- someone who knows that Americans are the most productive, most competitive workers the world has ever seen. All you need is a chance to ^{compete to} show your stuff. And as long as I'm President, you're going to get that chance.

I'll give you an example: some people look at the former Soviet Union and see 300 million former communists -- we look at

thing we will do with that leadership -- open up markets for trade, for exports

it and see 300 million future customers. Now, math was never my favorite subject, but I've done a little computing on this. Let's say there's fifty million homes in the former Soviet Union ... maybe four-and-a-half billion square yards of floor space ... bare floor space ... that's four-and-a-half billion square yards just waiting to be covered by your finest patterned berber. Of course, I'm factoring in kitchens and bathtubs, too /// but I have faith in your salesmen. ////

Another example: Since 1989, carpet exports to Mexico are up 60 percent. Pretty good. But here in Dalton, pretty good isn't good enough. We're going to build on that success. Right now, we're hammering out a new free trade ^{deal} ~~agreement~~ ^{Canada and} with Mexico - - we call it NAFTA. Here's what it'll do: create 300,000 American jobs by 1995 -- and one of the largest free trade ^{markets} ~~areas~~ in the world. Free trade opens up the road -- and on the open road, American workers leave the competition in the dust. Or as my buddy Arnold Schwarzenegger would put it: Hasta la vista, baby! [AH-stah la VEE-stah]////

Now it may be hard to believe, but the other side looks at these barriers [falling,] and they say: Hold everything. They see these unbelievable opportunities, these vast markets to sell your goods, and they say: We better not try. The challenge is too great, the odds are too long. They say: America can't compete. They say: these other countries are going to walk all over us.

Rather than compete, we better erect tariff barriers - go protectionist.

You know what? In a way they are going to walk all over us. They're going to walk all over carpet made right here in Dalton, Georgia. ////

They say: America can't compete.

I say: America ^{can} will compete, ^{all it needs is the opportunity} and America will win. ///

They say: Pull the blinds, lock the door, the American worker can't hack it. //

I say: The American worker can out-think, out-work, out-compete anyone, anytime, anywhere. ////

Here's a fact they better learn: foreign trade supports the jobs of 153,000 Georgians, more than 7 million Americans. And here's my pledge to you: I won't let anyone endanger a single one of those jobs by closing up trade.

Let them worry and whine: I will fight for open markets, because that means more jobs here in Dalton, and in every city and state of our country. Let them run this country down -- let them carp on what's wrong with America.

I'm going to do what's right for America.

That's what leadership is -- that's what trust is.

I'd like to bring these pessimists down to Dalton, to see this town, this industry. They might discover they've got nothing to fear ^{about} from American workers -- and that American workers have nothing to fear from competition. ~~This is one workforce that'll beat the pants off any competition.~~

That's the lesson of Dalton. You didn't fear the future, you shaped it. Your industry didn't retreat from foreign

markets; you conquered them. And with leadership that trusts in you, you'll keep beating the pants off the competition.

Thank you for the chance to visit with you. God bless you and God bless the United States.

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5966

WHITE HOUSE STAFFING MEMORANDUM

DATE: 7/30/92 ACTION/CONCURRENCE/COMMENT DUE BY: 1:00PM, FRIDAY, JUL 31

PRESIDENTIAL REMARKS: SHAW INDUSTRIES
DALTON, GEORGIA

SUBJECT: MONDAY, AUGUST 3, 1992

	ACTION	FYI		ACTION	FYI
VICE PRESIDENT	<input type="checkbox"/>	<input checked="" type="checkbox"/>	HORNER	<input type="checkbox"/>	<input type="checkbox"/>
SKINNER	<input type="checkbox"/>	<input checked="" type="checkbox"/>	MCBRIDE	<input type="checkbox"/>	<input checked="" 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 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"/>	BOSKIN	<input checked="" type="checkbox"/>	<input type="checkbox"/>
			MCGROARTY		<input checked="" type="checkbox"/>

REMARKS:

Please provide comments on the attached directly to Dan McGroarty, Rm. 122, x2930, with a copy to this office NO LATER THAN 1:00PM, FRIDAY, JULY 31. Thank you.

RESPONSE:

TO: DAN MCGROARTY July 31, 1992

NSC concurs with the attached. Please note comments on pages 1 and 2.

Brent Scowcroft
Brent Scowcroft

cc: Phillip Brady

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

(Ferguson/Gershowitz)
July 29, 1992
DALTON
Draft Two

02 JUL 30 P5:03

PRESIDENTIAL REMARKS: SHAW INDUSTRIES
DALTON, GEORGIA
MONDAY, AUGUST 3, 1992

Thank you for that kind introduction.

(Acknowledgments)

It is a pleasure to be here in Dalton. I think you know why I've come here today. I want to make sure I'm first in line when Catamount tickets go on sale.

I've come for another reason too. As this great nation prepares itself for the global economy, Dalton offers a glimpse into the future. Dalton has taken the challenges of a new world and turned them into opportunities. With the flexibility of companies like Shaw, with the ingenuity of your chemists and xx and xx, Dalton is showing America the face of the 21st century. Dalton is showing the way.

In the history of your industry you can find a parable of American progress. It starts simply, with a craftsman working solo at a handloom, selling her wares from her home. It continues into the sprawling factories of decades ago, pumping their products into every region of a vast country. And it continues today -- with an industry retooled by high technology, a workforce more highly skilled than ever before, and a marketplace as big as the world.

WATCH
OUT FOR
SEXISM

The story has an important lesson -- a lesson about how America grows and prospers. It couldn't be more timely. The question today is not can America compete in the new global

economy. I know and you know we can. The question is how -- how do we stay number one in a changing world -- how do we create jobs for every American, and create opportunity for our children.

CARTERISM I believe, when you get down to it, it's a question of trust. Americans need a leader they can trust to do the right thing -- whether it's standing up to a bully halfway around the world, or hammering out a tough trade negotiation with a foreign leader. Trust -- in that traditional sense -- is crucial. But it's only part of the picture.

I spent half my adult life building a business, creating jobs and meeting a payroll. Out in west Texas, watching towns and cities and businesses bloom from those dusty plains, I learned this: to lead a great nation, you must trust the people you lead.

What does trust mean - really?

And that means putting people before government. Government doesn't create America's jobs. Our prosperity wasn't designed around a conference table at the White House or in some subcommittee on Capitol Hill. It was hatched right here, in places like Dalton, where free men and women took the risks / weighed the odds / and reaped the rewards.

Now, some people take a different view. Most of them have spent their lives in government. So I guess it's not surprising: they think the way to get our economy moving is to make government bigger, fatten up the public payroll, and then raise your taxes to pay for it.

OK - but is this trust?

I've been coming up against them all my years in public life. Last January, I put forward a specific plan to create new jobs right now -- cutting taxes to encourage businesses to hire new workers and help young couples who want to buy their first home. If Congress had acted on my plan, more than half a million jobs would have been created since February.

Well, Congress acted, all right. They took my plan, tossed in a bottom drawer, and sent me back a tax increase.

I told them: don't even think about it. I vetoed their plan the minute it hit my desk. The fact is, the last thing this country needs is a tax increase. Again, it's a question of trust: I think Americans know better than any budget planner in Washington how to spend and save the money they earn.

So I told Congress: Try again. Now, 188 days after I sent them my plan, I'm still waiting. Today, I say to the Congress, we need those half a million jobs, and we need them today. Don't hold the American economy hostage to politics. Vote for an economic recovery program, and let Americans get back to work -- now!

That short-term plan is important, but we've got to do more, today, to make sure America continues to lead the world tomorrow. Let me give you another example -- one that's vitally important to your industry. For three years I've worked to keep America the leader of the global economy. The key is trade -- tear down the barriers that keep American products out of world markets, so American businesses can create jobs here at home.

Now, it's not an easy job. If you want America to lead the world, America needs a leader who knows the territory. And you need this: someone who trusts the American people -- someone who knows that Americans are the most productive, most competitive workers the world has ever seen -- if they're given the chance. Look at the facts: We are the largest exporter in the world. For the last three years, our exports have accounted for 70 percent of our economic growth. And a lot of that growth has been right here in the carpeting industry. Last year alone, carpet exports increased 43 percent.

That success has been good for America, good for the carpeting industry. But I've vowed that I won't stop there. Right now, we're on the verge of reaching a historic trade agreement with Mexico. Together with Canada, we'll create a \$6 trillion market -- one of the largest trading areas the world has ever seen, from the Yukon to the Yucatan. I wish I could give you the square footage, but you can be sure: that's a lot of carpet.

Now it may be hard to believe, but some people look at these barriers falling, see these remarkable opportunities opening up, and they say: Hold everything. In Washington, in the United States Congress, [the] forces are lined up against us, powerful protectionists who see the challenge of an open market and think: the American worker can't do it. The challenge is too great, the odds are too long. The protectionists may say they want change, but change is the thing they fear most of all.

Of course they don't use the "p" word -- protectionists never do. Some have even learned the language of free trade and open markets.

But they always seem to find an excuse why Americans shouldn't be allowed to compete. I'll say it again: it's a question of trust. If we're going to open markets to American products, we need to do more than get the words right. Leadership is more than lip service. Leadership is getting the job done, taking the risks. It means knowing that Americans can outwork, outcompete, outthink anyone, anytime, anywhere.

I'd like to bring the protectionists down here to Dalton. I'd like them to see what I've seen. I'd like them to think a little about this town, about this industry. Maybe they'd discover they've got nothing to fear from American enterprise, and that American enterprise has nothing to fear from competition. When the world changed, the people of Dalton changed with it. You didn't fear the future, you shaped it. Your industry didn't cringe from foreign markets; you conquered them. And -- miracle of miracles -- it happened without a government regulator, without an industrial planner from Washington, to show the way.

That's why I say Dalton gives us a glimpse of the 21st century. America will continue to lead the world, Dalton will still reign as the world's carpet capital, if America has a government that knows its limits -- and if America has a leader who trusts ... a leader who believes in the people he leads.

Thank you for the chance to visit with you. God bless you
and God bless the United States.

###



WHITE HOUSE STAFFING MEMORANDUM

DATE: 7/30/92 ACTION/CONCURRENCE/COMMENT DUE BY: 1:00PM, FRIDAY, JUL 31

PRESIDENTIAL REMARKS: SHAW INDUSTRIES
DALTON, GEORGIA

SUBJECT: MONDAY, AUGUST 3, 1992

	ACTION	FYI		ACTION	FYI
VICE PRESIDENT	<input type="checkbox"/>	<input checked="" type="checkbox"/>	HORNER	<input type="checkbox"/>	<input type="checkbox"/>
SKINNER	<input type="checkbox"/>	<input checked="" type="checkbox"/>	MCBRIDE	<input type="checkbox"/>	<input checked="" type="checkbox"/>
SCOWCROFT	<input checked="" type="checkbox"/>	<input type="checkbox"/>	MOORE	<input checked="" type="checkbox"/>	<input type="checkbox"/>
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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"/>	BOSKIN	<input checked="" type="checkbox"/>	<input type="checkbox"/>
			MCGROARTY		<input checked="" type="checkbox"/>

REMARKS:

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RESPONSE:

No comments

JUL 31 PM 4:24

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

(Ferguson/Gershowitz)
July 29, 1992
DALTON
Draft Two

02 JUL 30 P5:03

PRESIDENTIAL REMARKS: SHAW INDUSTRIES
DALTON, GEORGIA
MONDAY, AUGUST 3, 1992

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That short-term plan is important, but we've got to do more, today, to make sure America continues to lead the world tomorrow. Let me give you another example -- one that's vitally important to your industry. For three years I've worked to keep America the leader of the global economy. The key is trade -- tear down the barriers that keep American products out of world markets, so American businesses can create jobs here at home.

Now, it's not an easy job. If you want America to lead the world, America needs a leader who knows the territory. And you need this: someone who trusts the American people -- someone who knows that Americans are the most productive, most competitive workers the world has ever seen -- if they're given the chance. Look at the facts: We are the largest exporter in the world. For the last three years, our exports have accounted for 70 percent of our economic growth. And a lot of that growth has been right here in the carpeting industry. Last year alone, carpet exports increased 43 percent.

That success has been good for America, good for the carpeting industry. But I've vowed that I won't stop there. Right now, we're on the verge of reaching a historic trade agreement with Mexico. Together with Canada, we'll create a \$6 trillion market -- one of the largest trading areas the world has ever seen, from the Yukon to the Yucatan. I wish I could give you the square footage, but you can be sure: that's a lot of carpet.

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But they always seem to find an excuse why Americans shouldn't be allowed to compete. I'll say it again: it's a question of trust. If we're going to open markets to American products, we need to do more than get the words right. Leadership is more than lip service. Leadership is getting the job done, taking the risks. It means knowing that Americans can outwork, outcompete, outthink anyone, anytime, anywhere.

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That's why I say Dalton gives us a glimpse of the 21st century. America will continue to lead the world, Dalton will still reign as the world's carpet capital, if America has a government that knows its limits -- and if America has a leader who trusts ... a leader who believes in the people he leads.

Thank you for the chance to visit with you. God bless you
and God bless the United States.

###

Action: K. C. Jung
CC: DFB & JOF

WHITE HOUSE STAFFING MEMORANDUM

DATE: 7/30/92 JUL 31 ACTION/CONCURRENCE/COMMENT DUE BY: 1:00PM, FRIDAY, JUL 31

PRESIDENTIAL REMARKS: SHAW INDUSTRIES
DALTON, GEORGIA

SUBJECT: MONDAY, AUGUST 3, 1992

	ACTION	FYI		ACTION	FYI
VICE PRESIDENT	<input type="checkbox"/>	<input checked="" type="checkbox"/>	HORNER	<input type="checkbox"/>	<input type="checkbox"/>
SKINNER	<input type="checkbox"/>	<input checked="" type="checkbox"/>	MCBRIDE	<input type="checkbox"/>	<input checked="" 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 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"/>	BOSKIN	<input checked="" type="checkbox"/>	<input type="checkbox"/>
			MCGROARTY	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>

REMARKS:

Please provide comments on the attached directly to Dan McGroarty, Rm. 122, x2930, with a copy to this office NO LATER THAN 1:00PM, FRIDAY, JULY 31. Thank you.

RESPONSE:

Comments P. 4
K C Jung
7/31/92

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

(Ferguson/Gershowitz)

July 29, 1992

DALTON

Draft Two

02 JUL 30 P5:03

PRESIDENTIAL REMARKS: SHAW INDUSTRIES
DALTON, GEORGIA
MONDAY, AUGUST 3, 1992

Thank you for that kind introduction.

(Acknowledgments)

It is a pleasure to be here in Dalton. I think you know why I've come here today. I want to make sure I'm first in line when Catamount tickets go on sale.

I've come for another reason too. As this great nation prepares itself for the global economy, Dalton offers a glimpse into the future. Dalton has taken the challenges of a new world and turned them into opportunities. With the flexibility of companies like Shaw, with the ingenuity of your chemists and xx and xx, Dalton is showing America the face of the 21st century. Dalton is showing the way.

In the history of your industry you can find a parable of American progress. It starts simply, with a craftsman working solo at a handloom, selling her wares from her home. It continues into the sprawling factories of decades ago, pumping their products into every region of a vast country. And it continues today -- with an industry retooled by high technology, a workforce more highly skilled than ever before, and a marketplace as big as the world.

The story has an important lesson -- a lesson about how America grows and prospers. It couldn't be more timely. The question today is not can America compete in the new global

economy. I know and you know we can. The question is how -- how do we stay number one in a changing world -- how do we create jobs for every American, and create opportunity for our children.

I believe, when you get down to it, it's a question of trust. Americans need a leader they can trust to do the right thing -- whether it's standing up to a bully halfway around the world, or hammering out a tough trade negotiation with a foreign leader. Trust -- in that traditional sense -- is crucial. But it's only part of the picture.

I spent half my adult life building a business, creating jobs and meeting a payroll. Out in west Texas, watching towns and cities and businesses bloom from those dusty plains, I learned this: to lead a great nation, you must trust the people you lead.

And that means putting people before government. Government doesn't create America's jobs. Our prosperity wasn't designed around a conference table at the White House or in some subcommittee on Capitol Hill. It was hatched right here, in places like Dalton, where free men and women took the risks / weighed the odds / and reaped the rewards.

Now, some people take a different view. Most of them have spent their lives in government. So I guess it's not surprising: they think the way to get our economy moving is to make government bigger, fatten up the public payroll, and then raise your taxes to pay for it.

I've been coming up against them all my years in public life. Last January, I put forward a specific plan to create new jobs right now -- cutting taxes to encourage businesses to hire new workers and help young couples who want to buy their first home. If Congress had acted on my plan, more than half a million jobs would have been created since February.

Well, Congress acted, all right. They took my plan, tossed in a bottom drawer, and sent me back a tax increase.

I told them: don't even think about it. I vetoed their plan the minute it hit my desk. The fact is, the last thing this country needs is a tax increase. Again, it's a question of trust: I think Americans know better than any budget planner in Washington how to spend and save the money they earn.

So I told Congress: Try again. Now, 188 days after I sent them my plan, I'm still waiting. Today, I say to the Congress, we need those half a million jobs, and we need them today. Don't hold the American economy hostage to politics. Vote for an economic recovery program, and let Americans get back to work -- now!

That short-term plan is important, but we've got to do more, today, to make sure America continues to lead the world tomorrow. Let me give you another example -- one that's vitally important to your industry. For three years I've worked to keep America the leader of the global economy. The key is trade -- tear down the barriers that keep American products out of world markets, so American businesses can create jobs here at home.

Now, it's not an easy job. If you want America to lead the world, America needs a leader who knows the territory. And you need this: someone who trusts the American people -- someone who knows that Americans are the most productive, most competitive workers the world has ever seen -- if they're given the chance. Look at the facts: We are the largest exporter in the world.

For the last three years, our exports have accounted for 70 percent of our economic growth. And a lot of that growth has

been right here in the carpeting industry. Last year alone, ^{of ~~car~~ carpets and rugs} carpet exports increased ~~43~~ percent. ⁵⁴ [source: *Current Industrial Reports, Bureau of Census* MA 22 Q]

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THE WHITE HOUSE
WASHINGTON
EXECUTIVE OFFICE OF THE PRESIDENT

30-Jul-1992 05:21pm

TO: Maria L. Kalorides
FROM: Drucillia S. Scaling
Office of Communications
SUBJECT: Acknowledgement material

Hey guys -- not sure if T's gonna be back before Sunday trip, BUT following are Congressional acknowledgments to date for POTUS trips:

ILLINOIS (picnic)

Congressman Henry Hyde (R-IL)
Congressman Denny Hastert (R-IL)
Congressman Phil Crane (R-IL)

GEORGIA (no Members of Congress)

FLORIDA

Senator Connie Mack (R-FL) (introducing the President at the Rally)
Congressman Cliff Stearns (R-FL) (will represent Jacksonville after redistricting)
Congressman Craig James (R-FL) (currently represents Jacksonville)

Kirsten will let you know if there are any changes -- I am outta here!!! Start spreadin the news ---- I'm leavin today --- I want to be a part of it -- NEW YORK NEW YORK

E X E C U T I V E O F F I C E O F T H E P R E S I D E N T

30-Jul-1992 06:22pm

TO: (See Below)

FROM: Drucillia S. Scaling
 Office of Communications

SUBJECT: SHAW INDUSTRIES comments due 1 pm tomorrow, July 31

(Ferguson/Gershowitz)
July 29, 1992
DALTON
Draft Two

PRESIDENTIAL REMARKS: SHAW INDUSTRIES
 DALTON, GEORGIA
 MONDAY, AUGUST 3, 1992

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