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**Collection/Office of Origin:** Speechwriting, White House Office of  
**Series:** Speech File Draft Files  
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**OA/ID Number:** 13645  
**Folder ID Number:** 13645-003

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**Folder Title:**  
Port of New Orleans 10/8/92 [OA 5813] [1]

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Stack:	Row:	Section:	Shelf:	Position:
<b>G</b>	<b>26</b>	<b>18</b>	<b>5</b>	<b>4</b>

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PORT OF NEW ORLEANS  
OCTOBER 7, 1992  
11 P.M.  
NAWLINS

GOOD MORNING, EVERYONE. FORMER  
GOVERNOR DAVID TREEN; CONGRESSMAN BOB  
LIVINGSTON; FOX MCKEITHEN, SEC. OF STATE;  
PEGGY WILSON, CITY COUNCILWOMAN; <sup>AND</sup> HENSON  
MOORE ~~AND~~ RON BRINSON -- PRESIDENT AND CEO  
OF THE PORT OF NEW ORLEANS.

*John Davis  
yellow Coasting  
tractor*

*P12 352  
7 27*

IT IS A SPECIAL PLEASURE TO BE HERE TODAY -- LET ME EXPLAIN WHY. THIRTY-FIVE-YEARS AGO, I CAME TO THIS CITY -- TO THE BIENVILLE STREET WHARF -- TO CHRISTEN A NEW OFFSHORE OIL RIG. I WAS A SMALL BUSINESSMAN, WITH AN OFFICE HERE NEAR THE WHARF, AND OFFICES AT CAMERON ~~AND CANNON~~ AND MORGAN CITY. I GREW TO LOVE LOUISIANA, THE PEOPLE, THE FOOD, THE MUSIC, YOUR FONDNESS FOR THE OLD -- AND PASSION FOR THE NEW. COMING HERE TODAY BRINGS BACK ALL THOSE MEMORIES -- AND YOU MAKE ME FEEL RIGHT AT HOME.//

THIS MORNING I WOULD LIKE TO SAY A FEW WORDS ABOUT THE ECONOMIC CHALLENGE FACING AMERICA -- ABOUT THE POWERFUL FORCE OF TRADE -- A FORCE THAT WILL SHAPE THE LIVES AND LIVELIHOOD OF OUR CHILDREN.

IN THIS CAMPAIGN, I HAVE LAID OUT MY AGENDA FOR AMERICAN RENEWAL -- A COMPREHENSIVE SERIES OF STEPS TO WIN THE NEW GLOBAL ECONOMIC COMPETITION. TO CREATE HERE IN AMERICA -- BY EARLY IN THE NEXT CENTURY -- THE WORLD'S VERY FIRST \$10 TRILLION ECONOMY.//

MY AGENDA SETS OUT THE THINGS WE MUST DO TO ACHIEVE THAT GOAL -- THE PRIORITIES I AM FIGHTING FOR.

I WANT TO LITERALLY REINVENT AMERICAN EDUCATION -- AND GIVE EVERY PARENT THE RIGHT TO CHOOSE THEIR KIDS SCHOOLS -- PUBLIC, PRIVATE OR RELIGIOUS.//

I WANT TO REFORM OUR LEGAL SYSTEM -- WE MUST LIMIT THESE CRAZY LAWSUITS. AS A NATION WE MUST SUE EACH OTHER LESS AND CARE FOR EACH OTHER MORE.//

I WANT TO STRENGTHEN THE AMERICAN FAMILY -- BECAUSE FAMILY IS STILL THE FOUNDATION OF OUR NATION.

I WANT OUR NATION TO SAVE AND INVEST MORE -- WE CAN DO THIS ONLY BY REDUCING THE SIZE OF GOVERNMENT -- BECAUSE TODAY GOVERNMENT IS TOO BIG -- AND SPENDS TOO MUCH OF YOUR MONEY.//

AND I WANT TO LIMIT THE TERMS OF MEMBERS OF CONGRESS -- TAKE CONGRESS AWAY FROM THE SPECIAL INTERESTS -- AND GIVE IT BACK TO YOU -- THE AMERICAN PEOPLE.//

THESE ARE STEPS WE MUST TAKE TO  
REALIZE THE GLOBAL OPPORTUNITY BEFORE US -  
- TO PLACE MORE OF OUR NEIGHBORS ON THE  
PATH TO PROSPERITY.

BUT WE CAN BEGIN BY GRASPING A UNIQUE  
OPPORTUNITY -- TO BREAK DOWN CENTURY-OLD  
BARRIERS TO THE FREE-FLOW OF GOODS AND  
IDEAS -- BY FIGHTING TO OPEN NEW MARKETS.  
BECAUSE YOU KNOW AS WELL AS I DO, GIVEN  
THE RIGHT CHANCE, THE AMERICAN WORKER CAN  
OUTTHINK, OUTCOMPETE, AND OUTWORK -- ANY  
OTHER IN THE WORLD.//

I WAS IN SAN ANTONIO YESTERDAY -- TO MARK A TURNING POINT IN THE HISTORY OF NORTH AMERICA. ALONG WITH PRESIDENT CARLOS SALINAS OF MEXICO AND PRIME MINISTER BRIAN MULRONEY OF CANADA --WE WATCHED THE SIGNING OF A TRULY HISTORIC AGREEMENT -- THE NORTH AMERICAN FREE TRADE AGREEMENT -- OR NAFTA.

OVER THE NEXT 15 YEARS, NAFTA WILL CREATE THE LARGEST FREE TRADE AREA IN THE WORLD -- AN ECONOMIC TRADING AREA WITH OVER 360 MILLION CONSUMERS -- AND OVER \$6 TRILLION IN ANNUAL OUTPUT.

TRADE BETWEEN THE U.S., MEXICO AND  
CANADA HAS ALREADY INCREASED BY 70 PERCENT  
OVER THE PAST FIVE YEARS. THIS AGREEMENT  
STRENGTHENS OUR PARTNERSHIP -- AND MOST OF  
ALL, IT CREATES GOOD JOBS FOR AMERICAN  
WORKERS.//

THIS AGREEMENT ALLOWS THE U.S. TO BUILD ON OUR LEAD AS THE EXPORT SUPERPOWER. AMERICA ALREADY SELLS MORE PRODUCTS ABROAD THAN ANY OTHER NATION IN HISTORY. OVER THE PAST THREE YEARS, DESPITE A SLUGGISH WORLD ECONOMY, U.S. EXPORTS HAVE INCREASED MORE THAN 30 PERCENT -- AND MORE THAN \$20 BILLION OF THESE GOODS PASSED THROUGH THIS PORT -- RIGHT HERE.

( AND YOU KNOW WHAT THAT MEANS FOR THIS CITY. AS THE SAINTS FANS MIGHT SAY - CHA CHING. )//

TODAY, LOUISIANA IS THE NATION'S EIGHTH LARGEST EXPORT STATE -- WITH OVER \$16 BILLION IN EXPORT SALES. ALMOST 70,000 JOBS COME FROM MANUFACTURED EXPORTS ALONE. YOU SEND CHEMICALS TO AUSTRALIA, COTTON TO CHINA AND PAPER TO FRANCE. YOU SEE THAT YELLOW TRACTOR RIGHT THERE -- IT'S HEADED FOR CHILE. BUT NO MATTER WHAT WE'RE PUTTING IN THESE SHIPS -- WE'RE GOING TO MOW DOWN THE INTERNATIONAL COMPETITION.//

AND WHILE LOUISIANA LEADS THE WAY, THE REST OF AMERICA ISN'T FAR BEHIND. ALREADY, ONE IN SIX AMERICAN MANUFACTURING JOBS IS SUPPORTED BY TRADE. AND FOR THOSE WHO WORRY THAT OUR CHILDREN WILL NOT ENJOY HIGH-WAGES, CONSIDER THIS FACT. ON AVERAGE, TRADE-RELATED JOBS PAY 17 PERCENT MORE THAN THE AVERAGE U.S. WAGE. SO, IF WE WANT THE SONS AND DAUGHTERS OF STEELWORKERS TO EARN A GOOD LIVING, AND GET THEIR SHARE OF THE AMERICAN DREAM -- WE HAVE TO PROMOTE TRADE. AND WE HAVE TO DO IT RIGHT NOW.//

YOU SEE, THE WORLD HAS CHANGED  
DRAMATICALLY THE PAST FEW YEARS. WHERE  
ONCE LEADERS GATHERED TO FIND WAYS TO  
EVADE CONFLICT, NOW WE MEET TO FIND NEW  
WAYS TO PROMOTE OPPORTUNITY. WHERE ONCE  
OUR PROGRESS WAS MEASURED ONLY BY CRISES  
AVERTED, IN THE NEW WORLD IT WILL BE  
MEASURED BY NEW JOBS CREATED.

I LEARNED THE LESSONS OF TRADE NOT  
FROM A TEXTBOOK, NOT FROM A BRIEFING  
PAPER, BUT FROM THE ONLY TEACHER THAT  
COUNTS -- REAL WORLD BUSINESS EXPERIENCE.

EVEN BACK IN THE DAYS WHEN I WAS COMING HERE TO CHRISTEN OIL RIGS, I LEARNED THAT THE MORE MY COMPANY COULD SELL IN JAPAN, SOUTH AMERICA OR THE MIDDLE EAST -- THE MORE JOBS WE COULD CREATE FOR LOUISIANA ROUGHNECKS, DRILLERS AND TOOL-PUSHERS. MY COMPANY DRILLED ALOT OF WELLS OFF THIS COAST. THE SKILL OF OUR WORKERS MADE US THE VERY BEST IN THE WORLD. AND AS WE DRILLED ABROAD --WE CREATED GOOD JOBS FOR U.S. WORKERS.

OVER THE YEARS, I SENSED THAT THE WORLD WAS BECOMING MORE LIKE US, SAW PEOPLE IN CHINA AND EUROPE DEMAND MORE OF OUR CARS, OUR COMPUTERS, EVEN OUR COLAS - - AND THAT IS WHY I AM SO EXCITED BY THE NEW ERA THAT LIES BEFORE US.

I KNOW TIMES ARE TOUGH IN AMERICA TODAY, BUT WE MUST KEEP IN MIND -- THIS IS A GLOBAL ECONOMIC DOWNTURN. THE NATIONS OF EUROPE SUFFER HIGHER UNEMPLOYMENT, HIGHER INTEREST RATES, HIGHER INFLATION. BUT WE CAN LEAD THE WAY TO A NEW ERA OF PROSPERITY, IF WE HAVE THE COURAGE TO DO WHAT IS RIGHT TODAY.

YOU SEE, AMERICA IS UNIQUELY SUITED TO LEAD THIS NEW WORLD -- JUST AS WE LED THE OLD ONE. DESPITE ALL THE PESSIMISM, DON'T FORGET A FEW FACTS. WE HAVE THE WORLD'S LARGEST MARKET -- WE SELL MORE HIGH-TECH PRODUCTS THAN ANY OTHER NATION -- OUR WORKERS ARE MORE PRODUCTIVE THAN THE GERMANS, MORE PRODUCTIVE THAN THE JAPANESE -- MORE PRODUCTIVE THAN ANY OTHER MEN AND WOMEN IN THE ENTIRE WORLD.//

IN THE COLD WAR, WE USED OUR MILITARY MIGHT TO FORGE ALLIANCES ACROSS THE ATLANTIC AND THE PACIFIC. TODAY, WE CAN USE OUR ECONOMIC STRENGTH -- TO FORGE NEW FREE TRADE ALLIANCES. NAFTA IS ONLY THE FIRST STEP. I SEE OTHER TRADE AGREEMENTS WITH NATIONS IN EUROPE, LATIN AMERICA AND ASIA -- AND AS WE TEAR DOWN BARRIERS -- WE CREATE GOOD, HIGH-PAYING JOBS FOR AMERICAN WORKERS. THAT IS WHAT THIS NATION DESPERATELY NEEDS.//

THE OLD DISTINCTION BETWEEN FOREIGN POLICY AND ECONOMIC POLICY HAS SIMPLY VANISHED. TO BUILD A STRONG ECONOMY AT HOME, WE MUST BE STRONG AND AGGRESSIVE ABROAD.

THAT'S WHY I BELIEVE THE AMERICAN PEOPLE HAVE A CLEAR CHOICE THIS NOVEMBER - - BETWEEN AN EXPERIENCED LEADER WITH A CLEAR GLOBAL VISION -- AND A GOVERNOR WITH NO INTERNATIONAL EXPERIENCE, WHO CAN'T SEEM TO MAKE A DECISION ON ANY ISSUE.

THERE'S A GREAT ARTICLE IN USA TODAY  
THIS MORNING -- IT CHRONICLES GOVERNOR  
CLINTON'S CHANGING POSITION ON TEN  
ISSUES -- FROM TAXES, TO TERM LIMITS TO  
THE GULF WAR.

I CHALLENGE YOU TO READ THIS ARTICLE -  
- AND TELL ME WHERE BILL CLINTON STANDS ON  
ANY OF THESE IMPORTANT ISSUES. HE SAYS  
ALL THINGS TO ALL PEOPLE. // IN THE WHITE  
HOUSE, YOU HAVE TO TAKE A STAND.

TAKE NAFTA AS AN EXAMPLE.

WHEN HE STARTED HIS CAMPAIGN, BILL CLINTON SOUNDED LIKE A STAUNCH DEFENDER OF FREE TRADE. THEN, HE SOUGHT THE ENDORSEMENT OF POWERFUL LABOR BOSSES -- PARTICULARLY THE AFL-CIO. BEFORE LONG, HE ANNOUNCED HE WAS UNDECIDED. FINALLY, LAST WEEK, GOVERNOR CLINTON LOOKED AT THE POLLS ONE MORE TIME -- AND CAME OUT FOR NAFTA.

BUT EVEN THEN, HE WAFFLED. HE SAID -  
- "I'M FOR IT -- BUT."

HE SAID HE DIDN'T WANT THE AGREEMENT TO ENCOURAGE STRIKE-BREAKERS FROM COMING INTO THE COUNTRY. THE AGREEMENT ALREADY PREVENTS THAT.

HE SAID HE DIDN'T WANT THE AGREEMENT TO ALLOW CONTAMINATED FOOD TO COME INTO THE COUNTRY. THAT'S BEEN TAKEN CARE OF.

HE SAID HE DIDN'T WANT THE AGREEMENT TO ALLOW OTHER COUNTRIES TO FLOOD OUR MARKETS WITH IMPORTS -- BUT PART OF THE AGREEMENT IS DEVOTED TO PROVIDING SAFEGUARDS AGAINST THEM.

HE SAID HE HAS RESERVATIONS ABOUT THE ENVIRONMENTAL IMPACT OF THE AGREEMENT -- YET THE NATIONAL WILDLIFE FEDERATION -- OUR NATION'S LARGEST ENVIRONMENTAL ORGANIZATION -- HAS ALREADY ENDORSED THE AGREEMENT.

HERE'S THE BOTTOM LINE. IN THE WHITE HOUSE, YOU CAN'T HAVE IT BOTH WAYS ON TOUGH ISSUE. THE PHONE IN THE OVAL OFFICE DOESN'T HAVE A CALL WAITING BUTTON. WHEN YOU'RE PRESIDENT OF THE UNITED STATES -- "MAYBE" CAN'T BE YOUR MIDDLE NAME.//

THIS IS ESPECIALLY IMPORTANT WHEN YOU'RE FIGHTING FOR FREE AND FAIR TRADE. TODAY, THE U.S. CONGRESS IS A RIOT OF CONFLICTING INTERESTS. MANY MEMBERS ARE LOYAL TO THE FUTURE AND UNDERSTAND THAT FREE TRADE IS THE WAY TO CREATE JOBS.

BUT OTHERS ARE LOYAL ONLY TO WHOMEVER GIVES THEM THE BIGGEST CAMPAIGN CHECK -- THEY BACK DOWN TO EVERY GROUP SEEKING A NEW TARIFF OR TRADE WALL.

AS PRESIDENT -- ONLY I CAN STAND UP  
AGAINST THE IRRATIONAL IMPULSES OF  
PROTECTIONISM. AS PRESIDENT -- ONLY I CAN  
SPEAK FOR THE NATIONAL INTEREST -- AND  
FIGHT FOR THE JOBS OF THE FUTURE.

THERE WAS NOTHING INEVITABLE ABOUT  
THIS TRADE AGREEMENT. IT IS THE PRODUCT  
OF THOUSANDS OF HOURS OF GRUELING  
NEGOTIATION, HUNDREDS OF DETOURS AVOIDED;  
THOUSANDS OF DIVERSIONS IGNORED.

ONLY THE UNWAVERING RESOLVE OF THREE GOVERNMENTS, THE STEADFAST COMMITMENT OF VISIONARY LEADERS LIKE BRIAN MULRONEY AND CARLOS SALINAS -- BROUGHT THIS DREAM TO LIFE.

WE MUST GUARANTEE THAT AMERICA WILL REMAIN THE WORLD'S EXPORT SUPERPOWER. GOVERNOR CLINTON WAFFLES AND HEDGES HIS BET -- I'M GOING TO BET ON OUR FUTURE -- I'M GOING TO FIGHT FOR GOOD JOBS FOR AMERICANS.

I CARE ABOUT AMERICA LEADING THIS NEW  
ECONOMY -- RIGHT IN I<sup>HERE (pat client)</sup> DIDN'T JUST READ  
ABOUT FREE TRADE IN A TEXTBOOK; I FEEL IT  
IN MY BONES -- I HAVE LEARNED IT IN MY  
LIFE.

HERE AT THIS PORT, YOU KNOW THAT THE  
FUTURE LIES IN REACHING OUT -- IN TEARING  
DOWN BARRIERS -- IN SELLING AMERICAN  
PRODUCTS IN EVERY CORNER OF THE GLOBE.  
NOW LETS GET THE JOB DONE -- TOGETHER.

I AM PROUD OF WHAT WE HAVE ACCOMPLISHED THE PAST FOUR YEARS -- TO MAKE FREEDOM VICTORIOUS -- TO MAKE OUR CHILDREN SAFER. GOVERNOR CLINTON DOESN'T SEEM TO CARE, BUT I THINK IT'S A BIG DEAL -- THAT OUR KIDS GO TO BED ANY *every* NIGHT -- SAFER FROM THE SCOURGE OF NUCLEAR WEAPONS.

NOW WE MUST BUILD ON OUR ACCOMPLISHMENT -- AND MEET THE CHALLENGE OF A GLOBAL ECONOMY, AMERICA CANNOT BE TIMID, WE CANNOT BE UNCERTAIN -- THAT IS NOT OUR NATURE.

WE MUST BE AGGRESSIVE, WE MUST LEAD -  
- WE MUST KEEP OUR EYES FIXED ON THE  
FUTURE -- FOR THAT IS WHERE OUR  
OPPORTUNITY LIES.

THIS IS THE KIND OF LEADERSHIP I HAVE  
GIVEN AMERICA -- AS WE HAVE CHANGED THE  
WORLD THE PAST FOUR YEARS. THIS IS THE  
KIND OF LEADERSHIP I OFFER THE NEXT FOUR  
YEARS -- AS WE CREATE JOBS -- AND ~~(CHANGE)~~  
RENEW THIS COUNTRY WE LOVE SO DEAR.

THANK YOU FOR LISTENING. GOD BLESS  
THE UNITED STATES OF AMERICA.

# # #

WHITE HOUSE STAFFING MEMORANDUM

DATE: 10/07/92 ACTION/CONCURRENCE/COMMENT DUE BY: ----

SUBJECT: PRESIDENTIAL REMARKS: PORT OF NEW ORLEANS WELCOME, 10/08

	ACTION	FYI		ACTION	FYI
VICE PRESIDENT	<input type="checkbox"/>	<input checked="" type="checkbox"/>	MCBRIDE	<input type="checkbox"/>	<input checked="" type="checkbox"/>
BAKER	<input type="checkbox"/>	<input checked="" type="checkbox"/>	MOORE	<input type="checkbox"/>	<input checked="" type="checkbox"/>
SCOWCROFT	<input type="checkbox"/>	<input checked="" type="checkbox"/>	MULLINS	<input type="checkbox"/>	<input checked="" type="checkbox"/>
DARMAN	<input type="checkbox"/>	<input checked="" type="checkbox"/>	PETERSMEYER	<input type="checkbox"/>	<input type="checkbox"/>
BATES	<input type="checkbox"/>	<input type="checkbox"/>	PORTER	<input type="checkbox"/>	<input checked="" type="checkbox"/>
BRADY	<input type="checkbox"/>	<input checked="" type="checkbox"/>	PROVOST	<input type="checkbox"/>	<input checked="" type="checkbox"/>
BROMLEY	<input type="checkbox"/>	<input type="checkbox"/>	ROSS	<input type="checkbox"/>	<input checked="" type="checkbox"/>
CALIO	<input type="checkbox"/>	<input checked="" type="checkbox"/>	SMITH	<input type="checkbox"/>	<input checked="" type="checkbox"/>
DEMAREST	<input type="checkbox"/>	<input checked="" type="checkbox"/>	TUTWILER	<input type="checkbox"/>	<input checked="" type="checkbox"/>
FITZWATER	<input type="checkbox"/>	<input checked="" type="checkbox"/>	ZOELICK	<input type="checkbox"/>	<input checked="" type="checkbox"/>
GRAY	<input type="checkbox"/>	<input checked="" type="checkbox"/>	KAUFMAN	<input type="checkbox"/>	<input checked="" type="checkbox"/>
HOLIDAY	<input type="checkbox"/>	<input checked="" type="checkbox"/>	_____	<input type="checkbox"/>	<input checked="" type="checkbox"/>
HORNER	<input type="checkbox"/>	<input type="checkbox"/>	GROOMES	<input type="checkbox"/>	<input checked="" type="checkbox"/>
			MCGROARTY	<input type="checkbox"/>	<input checked="" type="checkbox"/>
			BOSKIN	<input type="checkbox"/>	<input checked="" type="checkbox"/>

REMARKS: The attached has been forwarded to the President.

RESPONSE:

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

-2 OCT 7 P8:59

October 7, 1992

## MEMORANDUM FOR THE PRESIDENT

FROM: STEVE PROVOST

SUBJECT: REMARKS AT PORT OF NEW ORLEANS

Tomorrow afternoon at 2 p.m. you will speak to a crowd of 3,000 office workers and Republicans at the Port of New Orleans. Your remarks (16 minutes/teleprompted) explain the importance of NAFTA and criticize Governor Clinton's inexperience in global economics and his timidity on free trade.

We hope to keep a positive free trade story alive for a second day. On page three, there is a reference to "Cha Ching" - the popular cheer of the New Orleans Saints. I am told you have used this before, but it is pronounced like the sound of a cash register ringing and is used to express enthusiasm.

Presidential Remarks: Port of New Orleans  
October 7, 1992  
9:00 a.m.  
NAWLINS

Good morning, everyone. Former Governor David Treen, Congressman Bob Livingston, Ron Brinson -- President and CEO of the Port of New Orleans.

It is a special pleasure to be alongside the muddy Mississippi, at one of the great ports of the world -- a place where past, present and future come together -- a jambalaya of commerce and enterprise.

Trade was this city's nursemaid, and your virtues are cultivated by a true openness to the outside world -- virtues like tolerance, self-confidence, a fondness for the old and a passion for the new. All these can be found right here -- in the great city of New Orleans.//

This morning I would like to say a few words about the economic challenge facing America -- about the powerful force of trade -- a force that will shape the lives and livelihood of our children.

In this campaign, I have laid out my Agenda for American Renewal -- a comprehensive series of steps to win the new global economic competition. To create here in America -- by early in the next century -- the world's very first \$10 trillion economy.//

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My agenda sets out the things we must do to achieve that goal -- the priorities I am fighting for.

I want to literally reinvent American education -- and give every parent the right to choose their kids schools -- public, private or religious.//

I want to reform our legal system -- as a nation we must sue each other less and care for each other more.//

I want to strengthen the American family -- because family is still the foundation of our nation.

I want our nation to save and invest more -- we can do this only by reducing the size of government -- because today government is too big -- and spends too much of your money.//

And I want to limit the terms of members of Congress -- take Congress away from the special interests -- and give it back to you -- the American people.//

These are steps we must take to realize the global opportunity before us -- to place more of our neighbors on the path to prosperity.

But we can begin by grasping a unique opportunity -- to break down century-old barriers to the free-flow of goods and ideas -- by fighting to open new markets. Because you know as well as I do, given the right chance, the American worker can outthink, outcompete, and outwork -- any other in the world.//

I was in San Antonio yesterday -- to mark a turning point in the history of North America. Along with President Carlos Salinas of Mexico and Prime Minister Brian Mulroney of Canada --

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we watched the signing of The North American Free Trade Agreement -- or NAFTA.

Over the next 15 years, NAFTA will create the largest free trade area in the world -- an economic trading area with over 360 million consumers -- and over \$6 trillion in annual output.

Trade between the U.S., Mexico and Canada has already increased by 70 percent over the past five years. This agreement strengthens our partnership -- and creates jobs for American workers.

This agreement allows the U.S. to build on our lead as the export superpower. America already sells more products abroad than any other nation in history. Over the past three years, despite a sluggish world economy, U.S. exports have increased more than 30 percent -- and more than \$20 billion of these goods pass through this port -- right here.

(And you know what that means for this city. As the Saints fans might say -- Cha Ching.)//

Today, Louisiana is the nation's sixth largest export state -- with over \$16 billion in export sales. Almost 60,000 jobs, enough people to fill the city of Kenner, are now tied to trade. You send chemicals to Australia, cotton to China and paper to France. You see that yellow tractor right there -- it's headed for Chile. No matter what we're putting in these ships -- we're going to mow down the international competition.//

And while Louisiana leads the way, the rest of America isn't far behind. Already, one in six American manufacturing jobs is

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supported by trade. And for those who worry that our children will not enjoy high-wages, consider this fact. On average, trade-related jobs pay 17 percent more than the average U.S. wage. So, if we want our kids to earn more -- we have to promote trade.

You see, the world has changed dramatically the past few years. Where once leaders gathered to find ways to evade conflict, now we meet to find new ways to promote opportunity. Where once our progress was measured only by crises averted, in the new world it will be measured by jobs created.

I learned the lessons of trade not from a textbook, not from a briefing paper, but from the only teacher that counts -- real world experience.

I started out my career in Texas -- (though I know it takes some guts to admit that in Louisiana.) I built a company, met a payroll. Even back then, I learned that the more we could sell in Japan, South America or the Middle East -- the more jobs we could create in Midland and Houston and Odessa.

And over the years, I sensed that the world was becoming more like us, saw people in China and Europe demand more of our cars, our computers even our colas -- and that is why I am so excited by the new era that lies before us.

I know times are tough in America today, but we must keep in mind -- this is a global economic downturn. The nations of Europe suffer higher unemployment, higher interest rates, higher

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inflation. But we can lead the way to a new era of prosperity, if we have the courage to do what is right today.

You see, America is uniquely suited to lead this new world - just as we led the old one. Despite all the pessimism, don't forget a few facts. We have the largest market -- we sell more high-tech products than any other nation -- our workers are more productive than the Germans, more productive than the Japanese - more productive than any other men and women in the entire world.//

In the Cold War, we used our military might to forge alliances across the Atlantic and the Pacific. Today, we can use our economic strength -- to forge new free trade alliances. NAFTA is only the first step. I see other trade agreements with nations in Europe, Latin America and Asia -- and as we tear down walls of trade, we will build new ladders of opportunity here at home.

The old distinction between foreign policy and economic policy has simply vanished. To build a strong economy at home, we must be strong and aggressive abroad.

That's why I believe the American people have a clear choice this November -- between an experienced leader with a clear global vision -- and a governor with virtually no international experience, whose positions are determined by whatever poll was last put in front of his face.

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Governor Bill Clinton has spent almost all of his years in government. When he wasn't on the public payroll, he was running for office -- trying to get back on the public payroll.

The Governor's commitment to bigger government in Washington is unwavering, but his commitment to free trade tends to depend on the time of day.

Take NAFTA as an example.

When he started his campaign, Bill Clinton sounded like a staunch defender of free trade. Then, he sought the endorsement of powerful special interests, and they gave him a going-over. Before long, he announced he was undecided. Finally, last week, Governor Clinton looked at the polls one more time -- and came out for NAFTA.

But he left so many conditions, that he left his audience scratching his head.

He said he didn't want the agreement to encourage strike-breakers from coming into the country. That's fine, but the agreement already prevents that.

He said he didn't want the agreement to allow contaminated food to come into the country. Once again, that's been taken care of.

He said he didn't want the agreement to allow other countries to flood our markets with imports -- but part of the agreement is devoted to providing safeguards against them.

(Governor Clinton has laid out so many conditions -- that I wonder if his trade advisor is Vidal Sassoon.)

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That worries me. Because in the White House, you can't have it both ways -- the phone in the Oval Office doesn't have a call waiting button. When you're President of the United States -- "maybe" can't be your middle name.//

This is especially important when you're fighting for free and fair trade. Today, the U.S. Congress is a riot of conflicting interests. Many members are loyal to the future and understand that free trade is the way to create jobs.

But others are loyal only to whomever gives them the biggest campaign check -- they open their ears to every open wallet -- they respond to every special interest who asks them to shut down a market, or erect trade barriers.

Only the President can stand up against the irrational impulses of protectionism. Only the President can speak for the national interest -- and fight for the jobs of the future.

That's why American should think hard about what my opponent has to offer. At a time when our economy has become global in nature -- he has virtually no international experience. At a time when free trade demands a leader who will take a stand -- he has demonstrated the sturdy backbone of an Eskimo pie on a steamy New Orleans sidewalk.//

Keep in mind, there was nothing inevitable about this trade agreement. It is the product of thousands of hours of grueling negotiation, hundreds of detours avoided; thousands of diversions ignored.

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Only the unwavering resolve of three governments, the steadfast commitment of visionary leaders like Brian Mulroney and Carlos Salinas -- brought this dream to life.

And there is no guarantee that America will remain the world's export superpower -- nothing certain about the economic growth and jobs that will be created.

Our President cannot merely be inclined to accept the new global economy -- he must be passionate about it. He can't just have read about it in a textbook; he must feel it in his bones - - he must have learned it in his life.

The nations of the worlds stand today at a one of those anxious moments in history -- as one era ebbs away -- another comes to fruition. Yes, there are clouds overhead -- but the horizon beckons bright -- if we are true to our nature.

In meeting the challenge of a global economy, America cannot be timid, we cannot be uncertain -- we cannot stand outside the door waiting -- while other nations march right through.

We must be aggressive, we must lead -- we must keep our eyes fixed on the future -- for that is where our opportunity lies.

This is the kind of leadership I have given America -- as we have changed the world the past four years. This is the kind of leadership I offer the next four years -- as we change the country we love so dear.

Thank you for listening. God Bless the United States of America.

# # #

WHITE HOUSE STAFFING MEMORANDUM

DATE: 10/7/92 <sup>92 OCT 8 8:31</sup> ACTION/CONCURRENCE/COMMENT DUE BY: 2:00PM, TODAY, OCT. 2:00PM, TODAY, OCT.

SUBJECT: PRESIDENTIAL REMARKS: PORT OF NEW ORLEANS  
NEW ORLEANS, LOUISIANA  
NEW ORLEANS, LOUISIANA

	ACTION	FYI		ACTION	FYI
VICE PRESIDENT	<input type="checkbox"/>	<input checked="" type="checkbox"/>	MCBRIDE	<input type="checkbox"/>	<input checked="" type="checkbox"/>
BAKER	<input type="checkbox"/>	<input checked="" type="checkbox"/>	MOORE	<input checked="" type="checkbox"/>	<input type="checkbox"/>
SCOWCROFT	<input checked="" type="checkbox"/>	<input type="checkbox"/>	MULLINS	<input checked="" type="checkbox"/>	<input type="checkbox"/>
DARMAN	<input checked="" type="checkbox"/>	<input type="checkbox"/>	PETERSMEYER	<input type="checkbox"/>	<input type="checkbox"/>
BATES	<input type="checkbox"/>	<input checked="" type="checkbox"/>	PORTER	<input checked="" type="checkbox"/>	<input type="checkbox"/>
BRADY	<input type="checkbox"/>	<input checked="" type="checkbox"/>	PROVOST	<input checked="" type="checkbox"/>	<input type="checkbox"/>
BROMLEY	<input type="checkbox"/>	<input type="checkbox"/>	ROSS	<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"/>	TUTWILER	<input type="checkbox"/>	<input checked="" type="checkbox"/>
FITZWATER	<input type="checkbox"/>	<input checked="" type="checkbox"/>	ZOELICK	<input checked="" type="checkbox"/>	<input 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"/>	GROOMES	<input type="checkbox"/>	<input checked="" type="checkbox"/>
HORNER	<input type="checkbox"/>	<input type="checkbox"/>	MCGROARTY	<input type="checkbox"/>	<input checked="" type="checkbox"/>
			BOSKIN	<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 2:00PM, TODAY, WEDNESDAY, OCTOBER 7. Thank you

RESPONSE:

*See comments  
(R. Brady may respond at a later time)*

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

(Ferguson/Nix)  
October 7, 1992  
9:00 AM  
NAWLINS

02 OCT 7 9:30

PRESIDENTIAL REMARKS: PORT OF NEW ORLEANS  
OCTOBER 8, 1992, 2:00 PM  
NEW ORLEANS, LOUISIANA

Good afternoon, everyone.

(Acknowledgment)

It is a special pleasure for me to be here this morning, alongside America's greatest waterway, at one of the great ports of the world -- a place where the past and present and future come together, a jambalaya of commerce and enterprise.

New Orleans is a city created and nurtured by trade; and its virtues are those cultivated by openness to the world -- tolerance, variety, self-confidence, a fondness for the old and a passion for the new.

It is the perfect place for my topic this morning, for I would like to say a few words about the new economy Americans will face in the future, and about the force which above all others will shape that economy -- America's trade with the world.

My Agenda for American Renewal sets an ambitious goal for our country -- to create, by the early years of the next century, the world's first \$10 trillion economy.

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I want a revolution in American education to prepare our children to compete and win in the global economy. I want to reform our wasteful legal system, and make health care more affordable and accessible. I want to strengthen the American

family. I want us to save more and invest more, and I want a government that spends less, regulates less, and yes, taxes less.

And I want to open new markets for American products -- to break down trade barriers -- because the American worker can outwork, outthink, outcompete anyone in the world.

New markets mean new customers, new sales -- and that means new jobs for the working people of New Orleans.

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By removing barriers to trade over the next 15 years, NAFTA will create the largest free trade area in the world -- an economic entity with 360 million consumers and \$6 trillion in annual output.

NAFTA builds upon the great advance our three countries have already made in our trading relationship -- an increase of ~~an~~ <sup>in total + trade</sup> ~~almost~~ <sup>(Al. Samariee X5873)</sup> 60 percent over the past five years. (Al. Samariee X5873)

And it allows us to build on our success as an export superpower. America already sells more of its products abroad than any other nation in history. Over the past three years exports have increased ~~by~~ <sup>about 30 percent</sup> ~~and~~ <sup>(Al. Samariee X5873)</sup> ~~x~~ billion dollars of those goods pass through this port. Here in Louisiana, ~~[trade stats]~~ <sup>\$42 billion from 1988-1990.</sup>

Already one in seven American manufacturing jobs is supported by trade. And trade jobs are high-paying jobs -- on average,

Need to check with USTR

Al. Samariee X5873

Al. Samariee X5873

export-related jobs pay 17 percent more than the average U.S. wage.

That's the bottom line of open markets -- good jobs for you and your neighbors and your families. I'm talking about jobs tied directly to trade right here at the Port of New Orleans -- clerks, warehousemen, longshoremen, computer processors and crane operators, tugboat hands and welders.

But the effects of trade ripple out -- to the teller who works in the bank where you save your money, the cashiers at your grocery store, the mechanic who fixes your car.

America's economic future lies in free trade. That is the way the world works today -- a world forged by American power and resolve in the Cold War.

America is uniquely suited to lead this new world -- just as it led the old one. We have the largest market in the world -- the most productive workers in the world -- and we specialize in the high-tech products that emerging economies want to buy.

In the Cold War, America forged military alliances across the Atlantic and Pacific Oceans. In the same way we can build a strategic network of free trade alliances with countries across both oceans. NAFTA is only a beginning. If we are to be a true export superpower, we must tear down trade walls not only along our border but in every corner of the world.

You see, the old distinction between foreign policy and economic policy has fallen away.

A President must understand more than just the workings of the domestic economy. To renew America, a President must be able to manage the international forces that shape our economic well-being here at home.

And the president must have something else -- he must have complete confidence in America's ability to compete in the world marketplace.

Let me tell you why. It has to do with Congress.

Now, I served in the United States Congress twenty-five years ago. I even have some happy memories of the institution.

But Congress has changed. Discipline has broken down; focus has been lost; power has shattered into dozens of fiefdoms controlled by individual congressmen. And those individual congressmen have in turn grown dependent on well-funded special interests.

Special interests plead for special favors; which means, when you talk trade, protection from competition.

That's the trade policy of the United States Congress today: a riot of conflicting interests with a common goal -- to close markets rather than open them; to erect trade barriers instead of tear them down.

The President is the last line of defense against the reactionary impulses of protection and fear. Only the President can speak for the undivided national interest; only the President can maintain our country's historic commitment to open markets and free trade, and the future prosperity they represent.

Those are the facts of life in Washington: the President's commitment to open markets must be unwavering.

The American people have good reason to doubt Governor Clinton's commitment. Take NAFTA as an example.

Once upon a time, Bill Clinton said he favored NAFTA. Then, on the campaign trail, he started to waffle. He sought the endorsement of powerful special interests, and they gave him a going-over. Before long, he announced that he was undecided on the agreement. When he was asked about it, his exact quote was: "When I have a definitive opinion, I'll say so."

Finally, last week, Governor Clinton gave a long and curious speech -- so long it makes this thing sound like a Western Union telegram.

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For example, he wants the agreement to keep strike-breakers from coming into the country.

So do I. That 's why the agreement, as written, already prevents strike-breakers from coming into the country.

He said he wants the agreement to prevent contaminated food from coming into the country.

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So do I. That's why we've devoted an entire chapter of the agreement to preventing import surges.

The list goes on. You start to wonder -- Governor Clinton says he thinks he kind of likes our free-trade agreement.

Don't you think he ought to read it first?

But there's a more serious issue here. All the "what if's" and "yes, buts" and "even so's" show that Governor Clinton wants to have it both ways -- reassure the protectionists while getting credit for being a free-trader.

But a president doesn't have that luxury -- not if you're going to stand up to the protectionists in Congress to do what's right for the American worker.

Thirty five times I've had to say no to Congress -- thirty five vetoes. All but one of them was sustained because I was willing to fight on principle.

Our country faces unprecedented opportunities in the world. The last thing America needs is a rubber check Congress and a rubber-stamp President.

Let me be candid. There was nothing inevitable about NAFTA. It is the product of thousands of hours of grueling negotiation; hundreds of detours avoided; thousands of diversions ignored. Only the unwavering resolve of the three governments -- the

steadfast commitment of visionary leaders like Brian Mulroney and Carlos Salinas -- brought it to life.

And there is nothing inevitable about America position as the world's export superpower -- nothing inevitable about the economic growth and the jobs that will be created. The leader of the United States cannot be merely inclined to accept the new global economy; he must be passionate about it. He can't just have read about it in a textbook; he must feel it in his bones; he must have learned it in his life.

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and your families and your neighbors.

We have plenty still to do. That's why I'm asking for your  
support -- for four more years.

Thanks and etc.

# # #

WHITE HOUSE STAFFING MEMORANDUM

DATE: 10/7/92 ACTION/CONCURRENCE/COMMENT DUE BY: 2:00PM, TODAY, OCT. 7.  
 PRESIDENTIAL REMARKS: PORT OF NEW ORLEANS  
 NEW ORLEANS, LOUISIANA  
 SUBJECT: NEW ORLEANS, LOUISIANA

	ACTION	FYI		ACTION	FYI
VICE PRESIDENT	<input type="checkbox"/>	<input checked="" type="checkbox"/>	MCBRIDE	<input type="checkbox"/>	<input checked="" type="checkbox"/>
BAKER	<input type="checkbox"/>	<input checked="" type="checkbox"/>	X MOORE	<input checked="" type="checkbox"/>	<input type="checkbox"/>
SCOWCROFT	<input checked="" type="checkbox"/>	<input type="checkbox"/>	X MULLINS	<input checked="" type="checkbox"/>	<input type="checkbox"/>
DARMAN	<input checked="" type="checkbox"/>	<input type="checkbox"/>	PETERSMEYER	<input type="checkbox"/>	<input type="checkbox"/>
BATES	<input type="checkbox"/>	<input checked="" type="checkbox"/>	PORTER	<input checked="" type="checkbox"/>	<input type="checkbox"/>
BRADY	<input type="checkbox"/>	<input checked="" type="checkbox"/>	X PROVOST	<input checked="" type="checkbox"/>	<input type="checkbox"/>
BROMLEY	<input type="checkbox"/>	<input type="checkbox"/>	ROSS <i>carpe diem</i>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
CALIO <i>N/C</i>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	SMITH	<input checked="" type="checkbox"/>	<input type="checkbox"/>
DEMAREST <i>N/C</i>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	TUTWILER	<input type="checkbox"/>	<input checked="" type="checkbox"/>
FITZWATER	<input type="checkbox"/>	<input checked="" type="checkbox"/>	X ZOELICK	<input checked="" type="checkbox"/>	<input type="checkbox"/>
GRAY	<input checked="" type="checkbox"/>	<input type="checkbox"/>	KAUFMAN	<input type="checkbox"/>	<input checked="" type="checkbox"/>
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HORNER	<input type="checkbox"/>	<input type="checkbox"/>	MCGROARTY	<input type="checkbox"/>	<input checked="" type="checkbox"/>
			BOSKIN	<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 2:00PM, TODAY, WEDNESDAY, OCTOBER 7. Thank you

RESPONSE:

*called 1:00*  
*called 2:00*

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

(Ferguson/Nix)  
October 7, 1992  
9:00 AM  
NAWLINS

02 OCT 7 9:30

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Thanks and etc.

# # #

Steve: Please note the last comment.

THE WHITE HOUSE

WASHINGTON

October 7, 1992

MEMORANDUM FOR ROGER B. PORTER

FROM: WARREN MARUYAMA

SUBJECT: Port of New Orleans Speech

The speech is a strong and articulate statement of the President's trade policy. It has a good flow.

I have a few comments.

- Page 2. Paragraph 3. As I understand it, the trade ministers actually initialled the NAFTA. Accordingly, the sentence should be revised to read: ". . . we witnessed the initialling of the North American Free Trade Agreement by the U.S., Mexican, and Canadian trade ministers."
- Page 2. Figures. U.S. exports increased by 31 percent from 1988-91. Surprisingly, Louisiana is the 6th largest state in terms of exports, with 1990 exports of \$16.8 billion. Key sectors include crops (\$8.4 billion) food products (\$2.8 billion), chemicals (\$2.6 billion), and refined petroleum products (\$1 billion). Louisiana's top export market is Japan, which accounted for \$2.6 billion of its products. It exported \$735 million to Mexico and \$478 million to Canada. Exports support 57,200 Louisiana jobs.
- Page 4. The claim that the entire Congress is inaccurate and could backfire. Most Republicans supported the President on trade. On the Democratic side, Rostenkowski and Bentsen were crucial to extending the fast track and their support would be critical in a NAFTA approval process. (Bentsen, in particular, is very sensitive to slights and does not easily forgive.) Accordingly, this section might be rephrased as follows: "The United States Congress today is a riot of conflicting interests. While some members of Congress know better and will do the right thing, many have a single goal -- to close markets rather than open them; erect trade barriers instead of tear them down; collect contributions from protectionist special interests instead of doing what's best for this country."

cc. Dan McGroarty

— MASTER —

(Ferguson/Nix)  
October 7, 1992  
9:00 AM  
NAWLINS

2007 9:30

PRESIDENTIAL REMARKS: PORT OF NEW ORLEANS  
OCTOBER 8, 1992, 2:00 PM  
NEW ORLEANS, LOUISIANA

Good afternoon, everyone.

(Acknowledgment) *Former Governor Dave Treen, Congressman Bob Livingston, Ron Brinson, Pres + CEO of Port of New Orleans.* (NIX)  
It is a special pleasure for me to be here this morning,

alongside America's greatest waterway, at one of the great ports of the world -- a place where the past and present and future come together, a jambalaya of commerce and enterprise.

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family. I want us to save more and invest more, and I want a government that spends less, regulates less, and yes, taxes less.

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New markets mean new customers, new sales -- and that means new jobs for the working people of New Orleans.

I was in San Antonio yesterday -- a day that marks a turning point in the history of North America. <sup>I was joined (Porter)</sup> Along with President Carlos Salinas of Mexico and Prime Minister Brian Mulroney of Canada, ~~I~~ <sup>(Porter)</sup> initialed the North American Free Trade Agreement.

By removing barriers to trade over the next 15 years, NAFTA will create the largest free trade area in the world -- an economic entity with <sup>over (J.D. Foster)</sup> 360 million consumers and <sup>over (J.D. Foster)</sup> \$6 trillion in annual output.

<sup>will further strengthen trade between (Porter)</sup> NAFTA builds upon the ~~great advance~~ our three countries <sup>(Porter)</sup> have already made in our trading relationship -- <sup>d by 70 (J.D. Foster)</sup> an increase of xx percent over the past five years.

The agreement will <sup>(Porter)</sup> ~~And it allows~~ us to build on our success as an export superpower. America already sells more of its products abroad than any other nation in history. Over the past three years <sup>more than 30% or \$99 billion or nearly 2 (J.D. Foster)</sup> exports have increased xx -- and x billion dollars of these goods <sup>ed</sup> pass through this port. Here in Louisiana, [trade stats]. <sup>more than six (J.D. Foster)</sup> Already one in seven American manufacturing jobs is supported by <sup>related (J.D. Foster) (Porter)</sup> trade. And trade jobs are high-paying jobs -- on average,

Didn't Carla Hills initial the NAFTA, not POTUS (Holzman) Yes, take change POTUS does not initial (MN)

NO J.D.'s comments here

50 ← (Commerce)

they <sup>Porter</sup> ~~export-related jobs~~ pay 17 percent more than the average U.S. wage.

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You see, <sup>Porter</sup> the old distinction between foreign policy and economic policy has fallen away. In its place is a global economy where nations will become powerful through economic competition, not military confrontation. <sup>Porter</sup>

J. D. Foster

A President must understand ~~more than just~~ the workings of the domestic economy. <sup>But</sup> ~~To~~ <sup>J. D. Foster</sup> renew America, a President must <sup>also</sup> ~~be~~ <sup>Foster</sup> able to manage the international forces that shape our economic well-being here at home.

And the president must have something else -- he must have complete confidence in ~~America's ability~~ <sup>the ability of American workers</sup> to compete in the world marketplace.

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Porter

A

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Once upon a time, Bill Clinton said he favored NAFTA. Then, on the campaign trail, he started to waffle. He sought the endorsement of powerful special interests, and they gave him a going-over. Before long, he announced that he was undecided on the agreement. When he was asked about it, his exact quote was: "When I have a definitive opinion, I'll say so."

Finally, last week, Governor Clinton gave a long and curious speech -- so long it makes ~~this thing sound~~ like a Western Union telegram. *my remarks today seem* Porter

Bill Clinton said he was endorsing our agreement to open ~~of~~ Mexican markets. But if you listened closely, you probably heard something else. <sup>up</sup> Gray

His "endorsement" -- if that's what it was -- was cushioned with every kind of qualifier and caveat. He says he won't back the agreement until certain provisions are added. J.D. Foster

For example, he wants the agreement to keep strike-breakers from coming into the country.

So do I. That <sup>(MN)</sup>'s why the agreement, as written, already prevents strike-breakers from coming into the country.

He said he wants the agreement to prevent contaminated food from coming into the country.

So do I. That's why the agreement, as written, already prevents contaminated food from coming into the country.

He says he wants the agreement to prevent what are called "import surges."

(ESTR) So do I. That's why we've devoted an entire chapter of the agreement to preventing import surges. *providing safeguards for American workers against*

The list goes on. You start to wonder -- Governor Clinton says he thinks he kind of likes our free-trade agreement.

Don't you think he ought to read it first?

But there's a more serious issue here. All the "what if's" and "yes, buts" and "even so's" show that Governor Clinton wants to have it both ways -- reassure the protectionists while getting credit for being a free-trader.

But a president doesn't have that luxury -- not if you're going to stand up to the protectionists in Congress to do what's right for the American worker.

*SIX (MN)*  
*SIX (MN)*  
 (Porter) ~~Thirty five times I've had to say no to Congress -- thirty five vetoes. All but one of them was sustained because I was willing to fight on principle.~~

Our country faces unprecedented opportunities in the world. The last thing America needs is a rubber <sup>= (MN)</sup> check Congress and a rubber-stamp President.

Let me be candid. There was nothing inevitable about NAFTA. It is the product of thousands of hours of grueling negotiation; hundreds of detours avoided; thousands of diversions ignored. Only the unwavering resolve of the three governments -- the

steadfast commitment of visionary leaders like Brian Mulroney<sup>(MN)</sup> and Carlos Salinas -- brought it to life. <sup>(Gray) (J.D. Foster) (Porter)</sup>

And there is ~~nothing inevitable~~ about America's position as the world's export superpower -- ~~nothing inevitable~~ about the economic growth and the jobs that ~~will be~~ created. The leader of the United States cannot be merely inclined to accept the new global economy; he must be passionate about it. He can't just have read about it in a textbook; he must feel it in his bones; he must have learned it in his life. <sup>no guarantee on (Porter) (J.D. Foster) certain (Porter) have been (J.D. Foster)</sup>

Governor Clinton's passion is for government. I guess that's why he's spent <sup>practically (MN)</sup> his whole life either in government or trying to get back in after the voters kicked him out.

I see the world a little differently.

Many of you know I'm a Texan -- it takes some guts to admit that in Louisiana. I moved out there after the war; built a business. When we finally got the business up and running, I went around the world <sup>in search of (Gray)</sup> ~~beating the bushes~~ for customers -- in Japan, in South America, the Middle East.

I knew the more we could sell outside our borders, the more jobs we could create right there in Midland and Houston and Odessa.

And over the years, I sensed the world was becoming more like <sup>America (MN)</sup> us -- and early on I saw the opportunities that ~~was going to present~~ for America. <sup>was going to have. (Porter)</sup>

Maybe that's why I feel so strongly about opening markets -  
- because I know that open markets mean <sup>good</sup> jobs and growth for you  
and your families and your neighbors. J.D. Foster

We have plenty still to do. That's why I'm asking for your  
support -- for four more years.

Thanks and etc.

# # #

Presidential Remarks: Port of New Orleans  
October 7, 1992  
9:00 a.m.  
NAWLINS

*A few members of  
the Port's  
Board of Commissioners  
~~Dock Board~~*

Good morning, everyone. Former Governor David Treen, *will be there*  
Congressman Bob Livingston, Ron Brinson -- President and CEO of *Not on sta*  
the Port of New Orleans. *though*  
*But they should be recognized*  
*because they are over Brinson*

It is a special pleasure to be alongside the muddy  
Mississippi, at one of the great ports of the world -- a place  
where past, present and future come together -- a jambalaya of  
commerce and enterprise.

Trade was this city's nursemaid, and your virtues are  
cultivated by a true openness to the outside world -- virtues  
like tolerance, self-confidence, a fondness for the old and a  
passion for the new. All these can be found right here -- in the  
great city of New Orleans.//

This morning I would like to say a few words about the  
economic challenge facing America -- about the powerful force of  
trade -- a force that will shape the lives and livelihood of our  
children.

In this campaign, I have laid out my Agenda for American  
Renewal -- a comprehensive series of steps to win the new global  
economic competition. To create here in America -- by early in  
the next century -- the world's very first \$10 trillion  
economy.//

My agenda sets out the things we must do to achieve that goal -- the priorities I am fighting for.

I want to literally reinvent American education -- and give every parent the right to choose their kids schools -- public, private or religious.//

I want to reform our legal system -- as a nation we must sue each other less and care for each other more.//

I want to strengthen the American family -- because family is still the foundation of our nation.

I want our nation to save and invest more -- we can do this only by reducing the size of government -- because today government is too big -- and spends too much of your money.//

And I want to limit the terms of members of Congress -- take Congress away from the special interests -- and give it back to you -- the American people.//

These are steps we must take to realize the global opportunity before us -- to place more of our neighbors on the path to prosperity.

But we can begin by grasping a unique opportunity -- to break down century-old barriers to the free-flow of goods and ideas -- by fighting to open new markets. Because you know as well as I do, given the right chance, the American worker can outthink, outcompete, and outwork -- any other in the world.//

I was in San Antonio yesterday -- to mark a turning point in the history of North America. Along with President Carlos Salinas of Mexico and Prime Minister Brian Mulroney of Canada --

we watched the signing of The North American Free Trade Agreement -- or NAFTA.

Over the next 15 years, NAFTA will create the largest free trade area in the world -- an economic trading area with over 360 million consumers -- and over \$6 trillion in annual output.

Trade between the U.S., Mexico and Canada has already increased by 70 percent over the past five years. This agreement strengthens our partnership -- and creates jobs for American workers.

This agreement allows the U.S. to build on our lead as the export superpower. America already sells more products abroad than any other nation in history. Over the past three years, despite a sluggish world economy, U.S. exports have increased more than 30 percent -- and more than \$20 billion of these goods pass through this port -- right here.

(And you know what that means for this city. As the Saints fans might say -- Cha Ching.)//

Today, Louisiana is the nation's <sup>eight</sup> ~~sixth~~ largest export state -- with over \$16 billion in export sales. <sup>Nearly 70,000 Louisiana jobs</sup> ~~Almost 60,000 jobs,~~ <sup>come from manufactured exports alone -- 70,000 -- that's enough</sup> ~~enough people to fill the city of Kenner,~~ <sup>are now tied to trade.</sup>

You send chemicals to Australia, cotton to China and paper to France. You see that yellow tractor right there -- it's headed for Chile. No matter what we're putting in these ships -- we're going to mow down the international competition.//

And while Louisiana leads the way, the rest of America isn't far behind. Already, <sup>more than</sup> one in six American manufacturing jobs is

Porter's number is from 187. Use nearly 70,000. Kenner still applies.

supported by trade. And for those who worry that our children will not enjoy high-wages, consider this fact. On average, trade-related jobs pay 17 percent more than the average U.S. wage. So, if we want our kids to earn more -- we have to promote trade.

You see, the world has changed dramatically the past few years. Where once leaders gathered to find ways to evade conflict, now we meet to find new ways to promote opportunity. Where once our progress was measured only by crises averted, in the new world it will be measured by jobs created.

I learned the lessons of trade not from a textbook, not from a briefing paper, but from the only teacher that counts -- real world experience.

I started out my career in Texas -- (though I know it takes some guts to admit that in Louisiana.) I built a company, met a payroll. Even back then, I learned that the more we could sell in Japan, South America or the Middle East -- the more jobs we could create in Midland and Houston and Odessa.

And over the years, I sensed that the world was becoming more like us, saw people in China and Europe demand more of our cars, our computers, even our colas -- and that is why I am so excited by the new era that lies before us.

I know times are tough in America today, but we must keep in mind -- this is a global economic downturn. The nations of Europe suffer higher unemployment, higher interest rates, higher

inflation. But we can lead the way to a new era of prosperity, if we have the courage to do what is right today.

You see, America is uniquely suited to lead this new world - just as we led the old one. Despite all the pessimism, don't forget a few facts. We have the largest market <sup>9#</sup> -- we sell more high-tech products than any other nation -- our workers are more productive than the Germans, more productive than the Japanese - more productive than any other men and women in the entire world.//

In the Cold War, we used our military might to forge alliances across the Atlantic and the Pacific. Today, we can use our economic strength -- to forge new free trade alliances. NAFTA is only the first step. I see other trade agreements with nations in Europe, Latin America and Asia -- and as we tear down walls of trade, we will build new ladders of opportunity here at home.

The old distinction between foreign policy and economic policy has simply vanished. To build a strong economy at home, we must be strong and aggressive abroad.

That's why I believe the American people have a clear choice this November -- between an experienced leader with a clear global vision -- <sup>OR</sup> and a governor with <sup>(Step)</sup> virtually no international experience, whose positions are determined by whatever poll was last put in front of his face.

Governor Bill Clinton has spent almost all of his years in government. When he wasn't on the public payroll, he was running for office -- trying to get back on the public payroll.

The Governor's commitment to bigger government in Washington is unwavering, but his commitment to free trade tends to depend on the time of day.

Take NAFTA as an example.

When he started his campaign, Bill Clinton sounded like a staunch defender of free trade. Then, he sought the endorsement of powerful special interests, and they gave him a going-over. Before long, he announced he was undecided. Finally, last week, Governor Clinton looked at the polls one more time -- and came out for NAFTA.

But he left so many conditions, that he left his audience scratching his head.

He said he didn't want the agreement to encourage strike-breakers from coming into the country. That's fine, but the agreement already prevents that.

He said he didn't want the agreement to allow contaminated food to come into the country. Once again, that's been taken care of.

He said he didn't want the agreement to allow other countries to flood our markets with imports -- but part of the agreement is devoted to providing safeguards against them.

(Governor Clinton has laid out so many conditions -- that I wonder if his trade advisor is Vidal Sassoon.)

That worries me. Because in the White House, you can't have it both ways -- the phone in the Oval Office doesn't have a call<sup>r</sup> waiting button. When you're President of the United States -- "maybe" can't be your middle name.//

This is especially important when you're fighting for free and fair trade. Today, the U.S. Congress is a riot of conflicting interests. Many members are loyal to the future and understand that free trade is the way to create jobs.

But others are loyal only to whomever gives them the biggest campaign check -- they open their ears to every open wallet -- they respond to every special interest who asks them to shut down a market, or erect trade barriers.

Only the President can stand up against the irrational impulses of protectionism. Only the President can speak for the national interest -- and fight for the jobs of the future.

→ That's why American<sup>s</sup> should think hard about what my opponent has to offer. At a time when our economy has become global in nature -- he has virtually no international experience. At a time when free trade demands a leader who will take a stand -- he has demonstrated the sturdy backbone of an Eskimo pie on a steamy New Orleans sidewalk.//

Keep in mind, there was nothing inevitable about this trade agreement. It is the product of thousands of hours of grueling negotiation, hundreds of detours avoided; thousands of diversions ignored.

Only the unwavering resolve of three governments, the steadfast commitment of visionary leaders like Brian Mulroney and Carlos Salinas -- brought this dream to life.

And there is no guarantee that America will remain the world's export superpower -- nothing certain about the economic growth and jobs that will be created.

Our President cannot merely be inclined to accept the new global economy -- he must be passionate about it. He can't just have read about it in a textbook; he must feel it in his bones -- he must have learned it in his life.

The nations of the worlds stand today at a one of those anxious moments in history -- as one era ebbs away -- another comes to fruition. Yes, there are clouds overhead -- but the horizon beckons bright -- if we are true to our nature.

In meeting the challenge of a global economy, America cannot be timid, we cannot be uncertain -- we cannot stand outside the door waiting -- while other nations march right through.

We must be aggressive, we must lead -- we must keep our eyes fixed on the future -- for that is where our opportunity lies.

This is the kind of leadership I have given America -- as we have changed the world the past four years. This is the kind of leadership I offer the next four years -- as we change the country we love so dear.

Thank you for listening. God Bless the United States of America.

# # #

October 7, 1992

MEMORANDUM FOR STEVE PROVOST  
CHRISTINA MARTIN

FROM: MICHELE NIX

SUBJECT: FACT CHECK CHANGES AND LOCAL TRADE INFO

LOCAL TRADE STATS (All per David Walters, Chief Economist, USTR)

- In 1991, Louisiana's exports to the world totaled \$16.6 billion.
- Nearly 70,000 Louisiana jobs come from manufactured exports alone. (69,537 -- a 1991 estimate extrapolated from '87 figures, so almost 70,000).
- Louisiana exports to Mexico have increased more than 63% since 1987.
- Louisiana's top five exports to Mexico totaled \$568 million in 1991. (Top five exports are: agriculture-crops, chemical, food products, refined petroleum products, and industrial machinery and computers.)

All fact check changes have been made in the reconciled draft.