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**Folder Title:**  
Casino Meeting, Monterrey, Mexico, 11/27/90

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11-15-90

(Smith/Garmey)  
November 14, 1990  
5 P.M.  
CASINO

PRESIDENTIAL REMARKS: CASINO MEETING  
MONTERREY, MEXICO  
TUESDAY, NOVEMBER 27, 1990  
11:45 A.M.

*Carla*

Secretary Serra, Secretary Mosbacher, ~~Mrs.~~ Hills, friends.  
Thank you, <sup>Mr. President</sup> for that introduction. ~~And for the chance to speak~~  
~~with you midway through my trip to Mexico.~~

Already, it's been a memorable visit. Yesterday, I was  
President Salinas' guest in his home town of Agualeguas. I'll  
never forget <sup>the</sup> their great barbecue <sup>we had</sup> nor the rodeo which preceded  
it. //

((I hadn't been to a rodeo since I hosted the seven-Nation  
Economic Summit last June in Houston. Of course, I'm not  
counting the times my opposition in Washington has tried to  
lassoo me since then.)) //

~~((Actually, I'm not surprised President Salinas is a rodeo  
enthusiast. He's quite a competitor -- especially on the tennis  
court. / Our matches against each other are always friendly --  
as friendly as it's possible to be when a graduate of Harvard  
plays a graduate from Yale.)) //~~

*POTUS  
doesn't like  
his H-Y  
stuff  
Mexicans  
don't  
understand  
it.*

~~Let me begin by recalling what a great 16th Century writer,  
Bernal Diaz, once said of Mexico:~~ "I stood looking at it and  
thought that never in the world would there be discovered other  
lands such as these." //

*You know*  
 Over the last day I've learned anew the meaning of those words. I've seen a Nation proud of **yesterday** -- and buoyant about **tomorrow**. And thought of how our two countries are both friends, and allies -- enhancing what is already one of the world's broadest and most complex bilateral relationships. //

*Think about it:*  
 Today, more people cross the border than ever before. /  
 Today, more illegal drugs are being seized than ever before. /  
 Today, more universities are developing exchange programs than ever before. / And more is being done between us to protect our environment -- up here along the border and as far south as the Lacondon tropical forest. //

*[PHON]*  
*Here we see*  
 These acts show a Mexico that is **strong** -- and a **special** relationship between our Nations that has never been more **special**. Yet it is difficult to imagine any theme more vital than the one you are discussing this morning -- how the private sector can **create** and, yes, **expand** the economic resources that sustain our relationship as a whole. //

In my travels here I've seen a symbol in all your government buildings. It's an eagle landing on a cactus -- the Aztec symbol for the founding of Mexico. // Well, this meeting can help create **another** historic founding -- the passage of a Free Trade Agreement between America and Mexico. //

Free trade means jobs, investment, productivity, and prosperity. ~~I know you in Mexico have long understood the economic importance of America. Now, we see just as clearly the economic importance of Mexico. You are our number three trading~~  
*Mexico is the United States' third largest*

partner -- \$52 billion <sup>in trade</sup> last year -- and 1990's numbers should <sup>be</sup> even higher. // Since every billion dollars of exports creates <sup>roughly</sup> 25,000 jobs, more **cooperation** means more **ways** to help <sup>reach</sup> untapped potential for progress. //

I know there is no blue-print, no one-size-fits-all approach, to progress and reform. / Each Nation in this region ~~must make its own choices.~~ / Each must decide how best to achieve economic growth. // Yet I also know that prosperity in this hemisphere depends on **trade**, not **aid** -- and that our new economic partnership can spur prosperity through the increased investment that furthers commercial and financial ties. //

Forty-seven years ago, President Roosevelt became the last American President to visit Monterrey. In the days to come, he hoped, every Mexican and American President would feel at "liberty to visit each other just as neighbors visit each other" -- just, he said, as neighbors "talk things over and get to know each other." // It was this dialogue that President Salinas referred to when in his recent State of the Union Address, he said Mexico didn't want to be a third world Nation -- it wants to be a first world Nation.//

Already, spurred by Mexican drive and ambition, your automotive, electroic tourism, and other industries have shown world-class productive capability. That's good for both countries -- a Mexico that wants to get out and compete, with **purchasing** power and **selling** power. // When hard times hit Mexico in the early 1980s, our southwest border suffered.

Fortunately, the same principle works the ~~same way~~ in reverse. When you grow, we grow. I pledge to you: We will continue the policy of the offered hand and the open heart. //

~~Negotiating a Free Trade Agreement won't be easy. I know we'll hear criticism -- just as we did when he negotiated the Free Trade Agreement with Canada. But let's not be burdened by what cannot be done.~~ <sup>America</sup> Let's remember what trade liberalization can and has already done. //

Mexico enters GATT -- and bilateral trade soars by \$17 billion from the \$35 billion of <sup>in</sup> 1987. / The bond industry takes hold -- and reaches growth rates of 20 percent a year, creating half a million jobs. // Virtually everyone favors free trade -- but not everyone has the vision to make it a reality. I believe Mexico and America do -- and I ask you not only to make it happen, but to make it succeed. //

We are two Nations -- but one family. Sharing the same values of hard work, belief in private enterprise, and love of God. // Thank you for what you've done to strengthen them, and will do in the future. And let me leave you with these words of the great Mexican philosopher, Alfonso Reyes [RAY-es], born 101 years ago: "Let us go forward together," he said. "Together in our efforts -- together in friendship and affection -- ever together." //

Thank you <sup>to</sup> and my good friend President Salinas, <sup>done for all of you.</sup> And God bless Mexico.

<sup>the great nation of.</sup> # # # #

(Smith/Garmey)  
November 15, 1990  
11 A.M.  
CASINO

11-15-90

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Thank you, Mr. President, for that kind introduction.

Already, this has been a memorable visit. Yesterday, I was  
President Salinas' guest in his home town of Agualeguas [ ].  
I'll never forget the great barbecue we had -- nor the rodeo  
which preceded it. //

((I hadn't been to a rodeo since I hosted the seven-Nation  
Economic Summit last June in Houston. Of course, I'm not  
counting the times my opposition in Washington has tried to  
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This morning I got to thinking what a great 16th Century  
writer, Bernal Diaz, once said of Mexico: "I stood looking at it  
and thought that never in the world would there be discovered  
other lands such as these." //

Over the last day I've learned anew the meaning of those  
words. I've seen a Nation proud of **yesterday** -- and buoyant  
about **tomorrow**. And thought of how our two countries are both  
friends, and allies -- enhancing what is already one of the  
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ever before. / Today, more illegal drugs are being seized than

ever before. / Today, more universities are developing exchange programs than ever before. / And more is being done between us to protect our environment -- up here along the border and as far south as the Lacondon [ ] tropical forest. //

You can see why Mexico is so strong -- and why the relationship between our Nations has never been more special. Yet it is difficult to imagine any theme more vital than the one you are discussing this morning -- how the private sector can create and, yes, expand the economic resources that sustain our relationship as a whole. //

In my travels here I've seen a symbol in all your government buildings. It's an eagle landing on a cactus -- the Aztec symbol for the founding of Mexico. // Well, this meeting can help create another historic founding -- the passage of a Free Trade Agreement between America and Mexico. //

Free trade means more jobs and productivity. Consider that Mexico is now America's third-largest trading partner -- \$52 billion in trade last year, and 1990's numbers should be even higher. / Mexico has long understood the economic importance of **America**. Finally, America realizes the economic importance of **Mexico**. / Since every billion dollars of exports creates roughly 25,000 jobs, more **cooperation** means more **ways** to make progress a reality. //

Let me say: I know there is no blue-print, no one-size-fits-all approach, to progress and reform. Each Nation in this region must decide how best to achieve economic growth. // Yet

let me also say: Prosperity in this hemisphere depends on **trade**, not **aid**. Our new economic partnership can spur it through the increased investment that furthers commercial ties. //

Forty-seven years ago, the last American President to visit Monterrey spoke of these bonds. In the days to come, Franklin Roosevelt hoped, every Mexican and American President would feel at "liberty to visit each other just as neighbors visit each other" -- just, he said, as neighbors "talk things over and get to know each other." // It was this that President Salinas referred to in his recent State of the Union Address. Mexico, he said, <sup>doesn't</sup> didn't want to be a third world Nation -- it wants to be a first world Nation.//

Already, your automotive, electroic tourism, and other industries have shown world-class productive capability. That's good for both countries -- a Mexico that wants to get out and compete, with **purchasing** power and **selling** power. // When hard times hit Mexico in the early 1980s, our southwest border suffered. Fortunately, the same principle works in reverse. When **you** grow, **we** grow. I pledge to you: We will continue the policy of the offered hand and the open heart. //

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We are two Nations -- but one family. Sharing the same values of hard work, belief in private enterprise, and love of God. // Thank you for what you **have** and **will** do to strengthen them. *These values.* And let me leave you with these words of the great Mexican philosopher, Alfonso Reyes [RAY-es], born ~~101~~ <sup>Just a century</sup> years ago: "Let us go forward together," he said. "Together in our efforts -- together in friendship and affection -- ever together." //

Thanks to my good friend President Salinas -- and to all of you. And God bless the great Nation of Mexico.

# # # #