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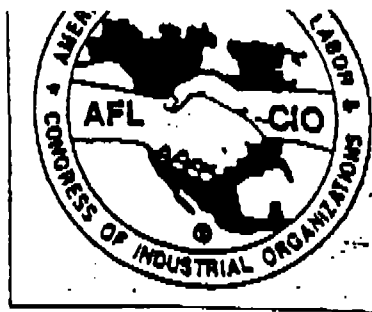
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FAX TRANSMITTAL SHEET

DATE: 8/8/97
TO: Craig Smith
FROM: Steve Rosenthal
FAX NO# 202-456-7929
TIME: 11:20A

COMMENTS: More information to
come early next week.

NUMBER OF PAGES TO FOLLOW: 5

M E M O R A N D U M

TO: AFL-CIO

FROM: Peter D. Hart Research Associates

DATE: August 1, 1997

SUBJECT: Fast-track Authorization

A survey recently completed by Hart Research for the AFL-CIO reveals very substantial public opposition to congressional approval of new fast-track negotiating authority for trade agreements.

The American public has a somewhat mixed view of trade today. Americans believe that trade has more of a positive (51%) than negative (32%) overall effect on the economy; at the same time, they say by 66% to 19% that free trade agreements have done more to cost jobs in the U.S. than to create jobs (union members have similar views on both questions). A 45% plurality of adults feel that NAFTA has had a negative impact on the United States, with 26% perceiving a positive impact (union members are negative by 57% to 17%). A clear majority voice opposition to further expanding NAFTA this year.

On the question of giving the president new fast-track negotiating authority, however, the American people are of one mind. They oppose fast-track authority by an overwhelming 66% to 28% (and union members by 72% to 23%), with fully 44%

strongly opposed (by way of comparison, 18% strongly oppose NAFTA). Even among people not opposed to NAFTA, fast-track is rejected by a 55% majority (81% of NAFTA opponents also oppose fast-track).

Americans have two main objections to fast-track authority: 1) it speeds up a process that should proceed slowly and carefully, so as to protect workers' and consumers' interests, and 2) it prevents Congress from improving agreements through amendments, while giving too much power to the President.

Fast-track gives too much priority to making trade deals quickly, when there is really no hurry. Congress should take its time, and review trade agreements carefully to make sure they are in the best interests of American workers and consumers.

(83% agree, 64% strongly)

Fast-track gives the President too much power. Congress should meet its responsibility to carefully review trade agreements.

(80% agree, 57% strongly)

Significantly, every pro-fast-track argument tested in the survey is rejected by a majority of Americans, including the notion that other countries will beat us to new markets in the absence of fast-track.

Opposition to fast-track is very broad-based, including all age groups, all regions of the country, and cities, suburbs, and rural areas. Even such traditionally free-trade-oriented groups as college graduates, professionals, and people with annual incomes over \$50,000 vote oppose fast-track. Republicans and independents are strongly opposed (76% and 70%, respectively), while a smaller majority (54%) of Democrats reject fast-track. Clearly, labor has an opportunity in this fight to win over many constituencies that are not traditional allies.

The survey was conducted by telephone between July 18 and 22, 1997, among representative samples of 806 adult Americans and 607 members of AFL-CIO-affiliated unions.

Recent NBC/Wall St. Journal Survey Results on Fast-track and NAFTA

Attached are analyses of key groups for two questions asked in the recent NBC/Wall Street Journal poll conducted by the polling organizations of Peter D. Hart and Robert M. Teeter from July 26 to 28, 1997. The survey was conducted by telephone among 1,002 adults nationwide.

The survey asked the following two questions:

(Q.26a) As you may know, about four years ago Congress passed NAFTA, the free trade agreement with Mexico and Canada. So far, would you say that NAFTA has made more of a positive impact on the United States or more of a negative impact on the United States?

⇒ 42% of those surveyed say that NAFTA has had a negative impact, 32% say it has had a positive impact.

(Q.26b) As you may know, President Clinton has asked Congress to give him "fast-track" authority to negotiate more free trade agreements. The "fast-track" authority would mean that once the negotiations are completed, Congress would take an up-or-down vote on an agreement as a whole, but could not vote to make any amendments or changes in an agreement.

⇒ 61% of those surveyed oppose granting President Clinton fast-track authority, 32% favor granting fast-track authority.

Impact of NAFTA

Would you say that NAFTA has made more of a positive impact on the United States or more of a negative impact on the United States?

	Positive Impact %	Negative Impact %
All Adults	32	42
Sex		
Men	35	44
Women	29	40
Region		
Northeast	31	38
Midwest	33	40
South	30	46
West	33	42
Race		
Whites	30	43
Blacks	37	41
Income		
Under \$30,000	31	44
\$30,000 to \$50,000	29	46
Over \$50,000	37	38
Area type		
Urban	40	36
Suburbs/towns	30	41
Rural	26	51
Registration		
Registered voters	32	41
Party Identification		
Democrats	40	39
Independents	29	45
Republicans	27	43
Occupation		
Professionals/managers	37	38
White collar workers	28	39
Blue collar workers	28	47

Source: Survey by Hart-Teeter for NBC/Wall Street Journal (July 26-28, 1997).

Position on Fast-track

Do you strongly favor, somewhat favor, somewhat oppose, or strongly oppose having Congress grant the President fast-track authority to negotiate new free trade agreements?

	Total Favor %	Total Oppose %	Strongly Oppose %
All Adults	32	61	32
Sex			
Men	34	61	34
Women	31	60	30
Region			
Northeast	38	52	22
Midwest	35	59	33
South	27	68	37
West	32	61	33
Race			
Whites	31	63	33
Blacks	39	55	24
Income			
Under \$30,000	33	58	29
\$30,000 to \$50,000	27	69	35
Over \$50,000	37	58	32
Area type			
Urban	36	58	30
Suburbs/towns	34	58	30
Rural	21	72	39
Registration			
Registered voters	33	60	32
Party Identification			
Democrats	44	47	21
Independents	28	66	36
Republicans	22	73	43
Occupation			
Professionals/managers	36	58	30
White collar workers	35	61	29
Blue collar workers	32	62	37

Source: Survey by Hart-Teeter for NBC/Wall Street Journal (July 26-28, 1997).