

FOIA MARKER

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Subseries:

OA/ID Number: 2647

FolderID:

Folder Title:

NAFTA [North American Free Trade Agreement] [binder] [2]

Stack:

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Section:

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Sticker

Fax - Home

305-662-2687

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- 2) Guns / Probs / Hang fire
- 3) Break with Unhinged wire
- 4) Fanning -
- 5) No Pain attached

- Right Entrance

- Point vs. Dashed / Lines

- Emerald Hanger

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Oct 4th

WATN

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- Base Pictures

- ~~USA~~ IVAFTA of the Hill

TEXAS' EXPORTS TO MEXICO, BY INDUSTRY SECTOR

(Percent & Thousand \$)

	<u>1987</u>	<u>1992</u>	<u>% CHANGE</u>	<u>\$ CHANGE</u>
TX'S EXPORTS TO MEXICO	\$6,465,123	\$18,839,148	191.4%	\$12,374,025
AGRICULTURE, FORESTRY & FISHERIES				
	\$258,448	\$832,079	222.0%	\$573,631
Agriculture – crops	224,561	693,470	208.8%	468,909
Agriculture – livestock	25,768	97,542	278.5%	71,774
Forestry	8,119	8,166	0.6%	47
Fishing, Hunting	0	32,902	--	32,902
MINING	24,618	332,310	1249.8%	307,691
Metal Mining	5,582	3,426	-38.6%	-2,157
Coal Mining	1,331	290	-78.2%	-1,041
Oil & Gas	8	311,646	3912590.5%	311,638
Non-Metallic Minerals	17,697	16,948	-4.2%	-749
MANUFACTURING	6,007,614	17,499,154	191.3%	11,491,541
Food Products	187,115	860,251	359.7%	673,136
Tobacco Products	352	3,051	767.8%	2,699
Textile Mill Products	158,599	275,143	73.5%	116,544
Apparel	137,496	513,725	273.6%	376,229
Lumber & Wood Products	21,785	188,743	766.4%	166,959
Furniture & Fixtures	65,049	474,885	630.0%	409,836
Paper Products	249,670	521,556	108.9%	271,887
Printing & Publishing	10,008	49,057	390.2%	39,049
Chemical Products	502,845	1,023,081	103.5%	520,236
Refined Petroleum Products	216,854	472,815	118.0%	255,961
Rubber & Plastic Products	232,292	608,606	162.0%	376,315
Leather Products	32,864	102,155	210.8%	69,291
Stone, Clay & Glass Prod.	57,150	183,777	221.6%	126,626
Primary Metal Industries	214,160	1,545,886	621.8%	1,331,726
Fabricated Metal Products	284,201	1,014,150	255.1%	729,949
Indus. mach. & Computers	832,133	1,988,316	138.9%	1,156,183
Electric & Electronic Equip.	2,113,229	4,112,172	94.6%	1,998,944
Transportation Equipment	483,630	2,704,138	459.1%	2,220,508
Scientific & Measuring Instr.	146,519	611,513	317.4%	464,994
Miscellaneous Manufactures	61,475	246,115	300.4%	184,640
OTHER	174,443	175,605	0.7%	1,162
Scrap & Waste	112,490	124,468	10.6%	11,978
Second Hand Goods	39,313	7,606	-80.7%	-31,707
Military Equipment	22,640	43,531	92.3%	20,891
TX'S EXPORTS TO MEXICO	\$6,465,123	\$18,839,148	191.4%	\$12,374,025

TEXAS' EXPORTS TO MEXICO, BY INDUSTRY SECTOR

(Percent & Thousand \$)

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Metal Mining	5,582	3,426	-38.6%	-2,157
Coal Mining	1,331	290	-78.2%	-1,041
Oil & Gas	8	311,646	3912590.5%	311,638
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Tobacco Products	352	3,051	767.8%	2,699
Textile Mill Products	158,599	275,143	73.5%	116,544
Apparel	137,496	513,725	273.6%	376,229
Lumber & Wood Products	21,785	188,743	766.4%	166,959
Furniture & Fixtures	65,049	474,885	630.0%	409,836
Paper Products	249,670	521,556	108.9%	271,887
Printing & Publishing	10,008	49,057	390.2%	39,049
Chemical Products	502,845	1,023,081	103.5%	520,236
Refined Petroleum Products	216,854	472,815	118.0%	255,961
Rubber & Plastic Products	232,292	608,606	162.0%	376,315
Leather Products	32,864	102,155	210.8%	69,291
Stone, Clay & Glass Prod.	57,150	183,777	221.6%	126,626
Primary Metal Industries	214,160	1,545,886	621.8%	1,331,726
Fabricated Metal Products	204,201	1,011,160	396.7%	806,959
Indus. mach. & Computers	832,133	1,988,316	138.9%	1,156,183
Electric & Electronic Equip.	2,113,229	4,112,172	94.6%	1,998,944
Transportation Equipment	483,630	2,704,138	459.1%	2,220,508
Scientific & Measuring Instr.	146,519	611,513	317.4%	464,994
Miscellaneous Manufactures	61,475	246,115	300.4%	184,640
OTHER	174,443	175,605	0.7%	1,162
Scrap & Waste	112,490	124,468	10.6%	11,978
Second Hand Goods	39,313	7,606	-80.7%	-31,707
Military Equipment	22,640	43,531	92.3%	20,891
TX'S EXPORTS TO MEXICO	\$6,465,123	\$18,839,148	191.4%	\$12,374,025

TEXAS' EXPORTS TO CANADA, BY INDUSTRY SECTOR

(Percent and Thousand \$)

	1987	1991	1992	% CHANGE 1987-92	\$ CHANGE 1987-92
AGRICULTURE, FORESTRY & FISHING	\$26,922	\$59,193	\$44,735	66.2%	\$17,813
Agriculture - crops	22,256	52,823	39,098	75.7%	16,842
Agriculture - livestock	2,438	3,479	1,759	-27.8%	-679
Forestry	2,229	2,114	2,676	20.1%	447
Fishing & Hunting	0	776	1,201	--	1,201
MINING	649	15,851	12,381	*	11,732
Metal Mining	45	7,394	3,724	*	3,679
Coal Mining	0	75	0	--	--
Oil & Gas	0	2,195	485	--	485
Non-Metallic Minerals	603	6,187	8,172	*	7,569
MANUFACTURING	2,058,152	3,507,091	3,342,898	62.4%	1,284,746
Food Products	50,922	91,029	94,254	85.1%	43,332
Tobacco Products	0	0	0	--	--
Textile Mill Products	1,654	6,233	6,309	281.4%	4,655
Apparel	5,531	65,092	57,542	940.4%	52,011
Lumber & Wood Products	3,939	7,671	8,860	124.9%	4,921
Furniture & Fixtures	4,167	18,758	18,641	347.4%	14,474
Paper Products	16,420	29,828	31,217	90.1%	14,797
Printing & Publishing	7,466	28,813	30,120	303.4%	22,654
Chemical Products	534,789	921,280	900,739	68.4%	365,950
Refined Petroleum Products	162,744	225,254	140,842	-13.5%	-21,902
Rubber & Plastic Products	23,446	64,218	59,362	153.2%	35,916
Leather Products	1,324	7,184	8,897	572.0%	7,573
Stone, Clay & Glass Products	16,324	34,954	35,160	115.4%	18,836
Primary Metal Industries	71,423	203,222	201,127	181.6%	129,703
Fabricated Metal Products	49,027	217,948	172,811	252.5%	123,784
Industrial Machinery & Computers	428,165	646,985	630,277	47.2%	202,112
Electric & Electronic Equipment	309,408	336,389	387,496	25.2%	78,087
Transportation Equipment	312,490	408,217	378,283	21.1%	65,794
Miscellaneous Manufactures	8,544	31,054	37,437	338.2%	28,894
OTHER	29,984	70,594	72,051	140.3%	42,067
Scrap & Waste	1,144	4,891	2,817	146.3%	1,673
Second Hand Goods	10,869	480	256	-97.6%	-10,613
Goods Returned to Canada	0	51,522	54,416	--	54,416
Military & Other Misc. Items	17,972	13,702	14,561	-19.0%	-3,410
TX'S EXPORTS TO CANADA	\$2,115,707	\$3,652,728	\$3,472,066	64.1%	\$1,356,359

* Indicates percent changes of 1000% or more.

NAFTA AFRICAN-AMERICAN MEDIA TARGETTING PLAN

What:

1. Columnists
2. Media Influentials---Supportive Opinion Leaders
3. Talk Radio
4. Print---Newspapers
5. Television---Local Black-oriented news shows

Format:

1. Op Ed Pieces
2. Radio :30 and :60 spots
3. Newspapers Ads

Local Media Markets:

1. Miami
2. Atlanta
3. New York City
4. Chicago
5. Boston
6. Los Angeles
7. Oakland
8. Memphis
9. Birmingham
10. Charlotte, NC
11. Ft. Lauderdale

Media Buys:

1. NNPA newspapers
2. National Radio---American Urban Network
Radioscope
3. Local Newspapers---Top targetted cities





NATIONAL CONFERENCE OF BLACK MAYORS, INC.

BOARD OF DIRECTORS

PRESIDENT

Mayor Henry Espy
Clarksdale, Mississippi

1st VICE PRESIDENT

Mayor David Johnson
Harvey, Illinois

2nd VICE PRESIDENT

Mayor Lottie Williams
Verde City, Missouri

3rd VICE PRESIDENT

Mayor Julius Patton, Jr.
Boyd, Louisiana

SECRETARY

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Kansas City, Missouri

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Mayor Carrie S. Perry
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ASSISTANT TREASURER

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Lanham, Alabama

HISTORIAN

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Charlotte, South Carolina

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Ocala, Florida

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Mayor Thomas Barnes
Gary, Indiana

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Orange, New Jersey

Mayor Gordon D. Bush
East St. Louis, Illinois

Mayor Emma Greenham
Keyville, Georgia

Mayor Clifton Harris
Arcola, Mississippi

Mayor David Humes
Mayt. Heights, Missouri

Mayor Joe Montgomery
Atlantic Beach, South Carolina

Mayor Kurt Schmoke
Baltimore, Maryland

Mayor Willie M. Snow
Hobson City, Alabama

Mayor Hazel Farrow Clarke
Ridgewood, South Carolina

Mayor Milton Turner
Winstonville, Mississippi

Mayor Robert A. Warren
Muskegon Heights, Michigan

Mayor Wilbur Whitaker
Madison, Arkansas

PRESIDENTS EMERITI

Ulla Blackwell

James L. Ury

John H. Smith

Marion Barry, Jr.

Mayor Johnny Ford, Founder
Tuskegee, Alabama

Richard G. Hatcher

A.J. Cooper, Founder

EXECUTIVE DIRECTOR

Michelle D. Brownema

INITIAL REPORT ON HEALTH CARE

June 18, 1993

Dear Fellow Mayors:

[As you all know the issue of appropriate and affordable health care has recently taken on national prominence. While the quality of health care in America is generally regarded as superior, the cost of that care has placed access beyond the reach of the average citizen, whether or not employed, and now poses a serious threat to the economic vitality of our nation.] For example, consider the following facts taken from the Progressive Policy Institute's Mandate for Change. In 1970, the total amount spent in private and public dollars on health care was roughly equal to the same amount of private and public spending on education. The magnitude of the health care problem in relation to our other economic woes is quite evident when we consider that by the year 1992 we were not only spending on health care an amount equal to education but an amount in excess of all our nation's spending on education, defense, prisons, farm subsidies, food stamps and foreign aid combined.

As mayors we realize that the problem of health care is first and foremost a local problem. From each municipality the problem flows, first to the State, like a myriad of streams emptying into a river and from each State to the Nation like rivers to the sea. To effect a true solution then, the problems must be followed upstream and solutions crafted and implemented at an upstream location where the problems are small and manageable and the solutions less costly.

RESTATEMENT OF THE CRISIS

The inadequacies of our health care system while advancing to and collecting at our seat of government (Washington, D.C.), evolved in the migration from a local issue to a national crisis. Yet, at the core of the system are its simple, predictable twin flaws: inadequate/ineffective regulation and inadequate (and often nonexistent) accountability. In short, a failure of management.

The problem is simple because it's easily understood. There are ultimately three general components to the health care delivery system as we know it: the provider, the insurer and the consumer.

Initial Report on Health Care
Page -2-

Typically, as the consumer is confronted with a health related crisis, he/she seeks assistance from a provider - a health care facility or physician. At this point the consumer is ill-stricken and vulnerable and wholly incapable of effectively confronting the issue of "cost." Assistance is granted and a bill is generated (after the fact). The patient/consumer relies on his/her insurance carrier, assuming one exists, to absorb the cost.

The scenario is set. If the insured is a member of a very large bargaining unit or major corporation, that consumer is more likely to be sheltered from the risks associated with the "cost" of his treatment. But, if the insured has secured an individual policy of insurance or one granted via a smaller employer, the insured will find him/herself sandwiched between two business entities, each trying desperately to maximize profits and neither owing him/her a true fiduciary duty of care, i.e. neither the insurer nor the provider owes the consumer any duty to monitor or protect the consumer from unreasonable, unethical or inappropriate charges.

The insured/consumer then receives a bill from the provider only to find that his/her insurer paid only a portion of the bill leaving a substantial balance for the insured to pay. The insurance company protected itself by applying another, virtually unregulated scale of prudence commonly referred to as "ordinarily and customary."

The policy provisions are, to the insured's dismay, only adequate to protect the insurer by limiting the insurer's exposure to the insured. Only now does the insured know that his/her policy of insurance is grossly inappropriate to protect him/her from the risks that he/she sought protection from when purchasing their policy. The provider then bills the consumer for the entire unpaid balance.

The above scenario while limited in scope and not inclusive of the numerous problems associated with our current health care system, is nonetheless indicative of the magnitude of the crisis and reflective of the helplessness that shrouds consumers generally. Again, the problem is a failure of management.

The problem is predictable because if history has taught us anything it is that industries which are largely unregulated or under-regulated and industries where inadequate standards of accountability are commonplace, become breeding grounds for corruption, greed and ethical-insensitivity, culminating in the inevitable victimization of the defenseless consumer.

Initial Report on Health Care
Page -3-

One need only revisit the recent S & L and bond market scandals to understand that no industry can be left alone to police the appropriateness of its conduct.

ADDRESSING A SOLUTION

[From a mayor's perspective, the health care industry lacks a safety valve for the consumer which can best be provided through a workable and accountable system of managed care tailored for implementation at the local level. To this end the National Conference of Black Mayors, Inc. (NCBM) has contracted with Alvarez T. Ferrouillet, Jr., President of and / Municipal HealthCare Cooperative, Inc., to custom design comprehensive, yet flexible plan of managed health care for our membership.] This plan as developed has defined goals and strategies which are flexible enough to incorporate local methodology and practicality.

Because we are an organization of small, mid-sized and large municipalities many of which are composed of large segments of indigent and/or minority populations, we are uniquely postured to take a leadership role in piloting programs of managed care at the local levels of government; programs that can serve as a blueprint for deploying the much needed concept of managed care throughout the nation. [Our plan is unique in that it employs the concept of co-operative; an economic self help vehicle which if effectively managed, will allow each municipality represented within the NCBM, to benefit by utilizing the law of large numbers both horizontally and vertically as follows:]

Horizontally - Each member municipality in the co-op will combine to form geographically and economically effective bargaining units.

Vertically - The co-op will grow from each municipality into the business community in around that municipality and be comprised of an ever growing and evolving bargaining base.

As large numbers are essential to the concept of managed care and the co-operative is the instrument historically relied upon to provide the benefits of scale to smaller, limited resource entities, the deployment of the co-operative model is natural and essential to posture the Conference for ultimate success; our goal being to deliver the benefits of the kind of managed care planning and monitoring, only previously afforded to very large corporations, to the employees of each municipality as well as those of the small and mid-sized businesses upon which each local economy depends.

CONCLUSION

Each of the members of the NCBM will receive in the near future a packet of materials more fully explaining the managed care plan proposed by NCBM. This plan, our plan, was designed by the staff and consultants of MHC in conjunction with members of our executive committee.

[One of the essential ingredients that we have bargained for on behalf of our membership is that each plan document whether or not ultimately implemented by a given municipality, be produced at no cost to that municipality provided AFLAC supplemental products are allowed to be marketed within the said municipality through MHC. I strongly urge your assistance in allowing AFLAC supplemental products to be effectively marketed in your municipality. I furthermore strongly urge that you otherwise seriously consider the implementation of the plan of managed care once developed, for your municipality. Again, it is important to remember that in order to get a plan of managed care designed for your municipality AFLAC must be authorized through, and only through MHC, to sell its supplemental products to municipal employees.]

Members of the staff of MHC and/or one of the members of our executive committee will be contacting you within the next several weeks to schedule an appointment with you to discuss this matter further. Please extend to them your support and cooperation. Your cooperation will help assure NCBM's continued and growing leadership on this prominent, national issue.

Initial Report on Health Care
Page -5-

In appreciation of your anticipated cooperation in this regard, I extend
my best wishes to you all.

Very sincerely yours,

Henry Espy

MUNICIPAL HEALTHCARE COOPERATIVE STANDARD RFP ISSUES

I) Health Plan Administration

Client/Municipality Data Needed:

1. Census and basic client identification information.
2. Plan design/current program data.
3. Shock losses and claims experience.
4. Specific stop loss deductibles.

II Health Plan Management

Each proposal should address how the vendor will assist the municipality in the following areas:

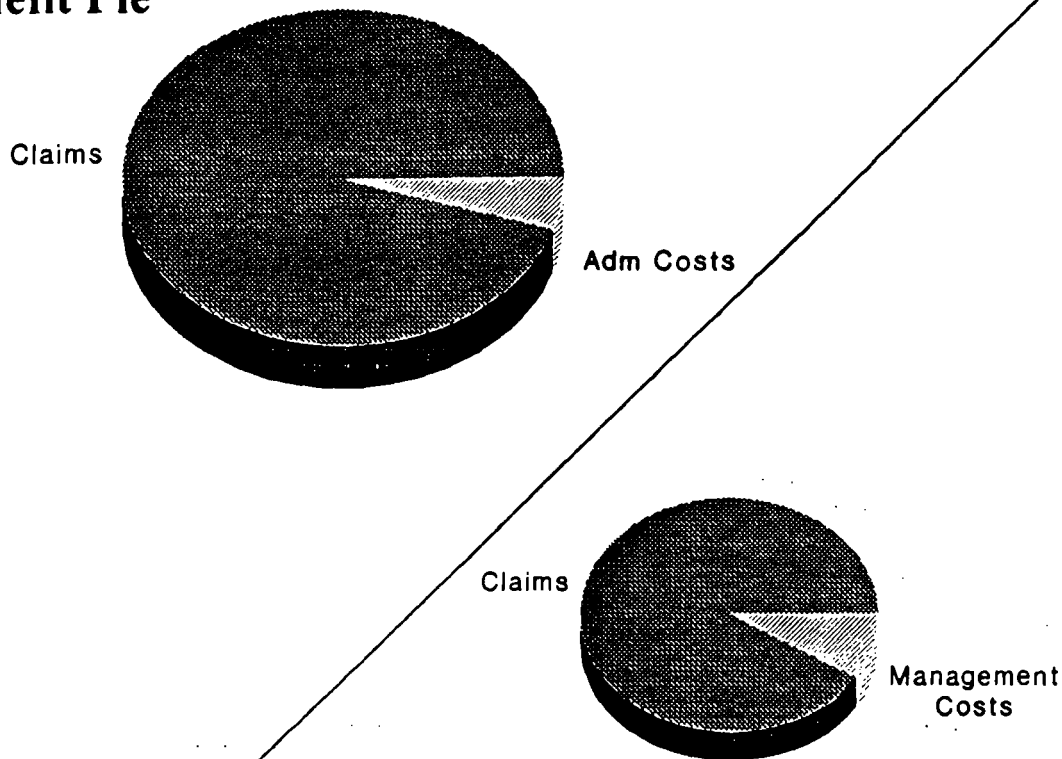
1. funding issues;
2. benefit plan analyses and in making appropriate plan change recommendations;
3. Employee education in healthcare matters;
4. public relations.

III Long Range Issues

Each proposal should include a five-year plan with specific steps and timetables addressing the following issues:

1. Formation of a provider network to serve the municipality's health plan.
2. Formation of a healthcare cooperative (or coalition), led by the municipality and aimed at all community businesses, rather than only large employers.
3. Cooperative-led initiatives to assist small business and self-employed individuals obtain affordable access to community healthcare.

Most Health Care Administrators Take A Piece Of Your Benefit Pie



MHC Shrinks The Pie

Municipal Healthcare Cooperative

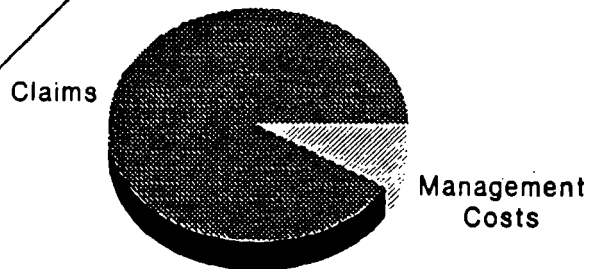
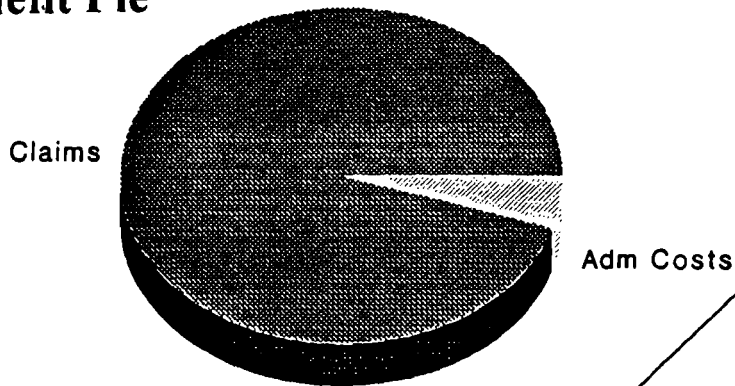
The Difference Between Management and Administration

Most health plan administrators sell you on their price. They brag about the pennies they save their clients with low fees as claims spiral out of control. If you are self-funded, anywhere from 93 - 98% of your health plan expenses are from claims. Isn't it about time you dealt with an organization that is committed to controlling *that* cost.

Municipal Healthcare Cooperative is that organization. MHC is not a claims payor or a so-called Third Party Administrator. We specialize in helping municipalities move to a leadership role in managing health care in their community. Let us help you.

(504) 827-0145
FAX (504) 822-5424

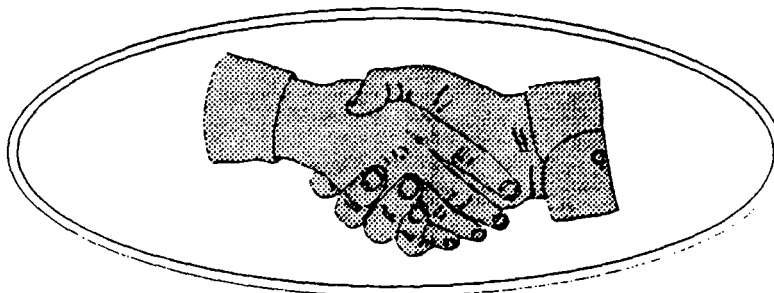
**Most Health Care Administrators
Take A Piece Of Your
Benefit Pie**



MHC Shrinks The Pie

Municipal Healthcare Cooperative

The Difference Between Management and Administration



**(504) 827-0145
FAX (504) 822-5424**



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BINDER

CBC / NAFTA

AA / NAFTA

AA Support LETTERS /
NAFTA

There are dupes.

October 8, 1993

Ms Alexis Herman
Assistant to the President
Director of Public Liaison
The White House
1600 Pennsylvania Avenue, NW
Washington, DC 20500

Dear Alexis:

This is in follow-up to our conversation at the Congressional Black Caucus Dinner with the President regarding Black Entertainment Television (BET) and NAFTA. Enclosed for your information is a letter that I would propose to send to the President regarding BET's efforts to get carriage in Canada and a letter of chronology of our efforts to obtain distribution in Canada.

As you can see, current Canadian policy is designed to prohibit BET from being carried and therefore our ability to create jobs based on the revenue our programming would generate if it were carried by cable television operators.

If President Clinton could get the Canadian Government to commit to allow cable television operators to carry BET, it would be a very visible example of what NAFTA can mean to a minority-owned business.

I would like to discuss with you how we might approach this objective.

Sincerely,

Robert L. Johnson
President

RLJ/brw
Enclosures

Black Entertainment Television

1232 31st Street, N.W.
Washington, D.C. 20007
(202) 337-5260 Fax: (202) 338-3982

DRAFT

[DRAFT LETTER TO WHITE HOUSE &
CONGRESSIONAL BLACK CAUCUS RE: NAFTA]

October 1, 1993

The Honorable William J. Clinton
The White House
Washington, D.C.

Re: NAFTA

Dear Mr. President:

On behalf of Black Entertainment Television, Inc. ("BET"), I am writing to request your assistance in eliminating political barriers to our efforts to obtain carriage on Canadian cable systems. Despite NAFTA, recent policies developed by the Canadian Radio-television and Telecommunications Commission ("CRTC") are designed to keep U.S. programmers out of Canada while encouraging the development of new Canadian-owned program services. I believe that BET's carriage in Canada is consistent with the objectives of the NAFTA treaty, and your support in obtaining relief for BET under NAFTA is urgently solicited.

Background on BET's Carriage

Over the past three years, BET has filed three petitions, has testified before regulatory authorities, and has taken a series of other actions seeking authorization for carriage in Canada. BET's service is already technically "available" in Canada and is the object of signal piracy because the footprint of the Galaxy V satellite covers most of the North American continent and the Caribbean. Despite our vigorous efforts, Canadian regulatory authorities have declined to authorize BET's carriage in Canada except on a limited basis as part of a pay TV package.

Canadian cable operators have supported BET's carriage on what the Canadian cable industry designates the "discretionary basic" tier, which in the U.S. is generally called the "expanded basic" package. Canadian operators consider BET to be a desirable special interest service but believe it is not suitable for carriage in the limited "pay TV" package configuration authorized by the CRTC. Rather, Canadian operators have advised us, as they have advised the CRTC, that the only meaningful way in which BET can be distributed to Canadians of African origin is if operators are allowed to package us in the discretionary basic package.

Mr. President
Page Two

Issues Affecting BET's Carriage

Representatives of BET have been in contact with various Canadian sources concerning the obstacles to BET's carriage. Our sources have advised us that we have very strong support on the part of Canadian cable operators, Canadians of African origin, and even a majority of the members of the CRTC. We understand that our primary obstacle at present is that we are not Canadian-owned, and that the current policy of the CRTC is to "freeze" new authorizations of foreign-owned, i.e., U.S., satellite services while encouraging the development of new Canadian-owned satellite services. Nonetheless, over the past several years, a number of other U.S.-based services have been authorized for carriage as discretionary basic services on Canadian cable systems, although none of these services is a minority programmer.¹

Again, I would appreciate any assistance you may be able to provide in conjunction with NAFTA, or otherwise, to eliminate the political barriers to our entry into a market in which our service is available, and desired. For your information, I have attached to this letter a chronology of our efforts to obtain distribution in Canada.

I look forward to hearing from you or someone on your staff as to how we might make this happen.

Very truly yours,

Robert L. Johnson
President

Enclosure

¹Other U.S. services authorized for carriage in a discretionary basic package are Arts and Entertainment, Cable News Network, CNBC, The Nashville Network, Country Music Television, CNN Headline News, The Weather Channel, C-Span, The Silent Network, and The Learning Channel. Other U.S. programmers such as USA Network, Discovery Channel and Lifetime Television have been denied authorization for carriage on the discretionary basic package because they were considered to be "competitive" with the Canadian program services. However, there are no minority-oriented television program services currently available on Canadian broadcast or cable television.

DRAFT

**CHRONOLOGY OF
BET'S EFFORTS TO OBTAIN
CANADIAN DISTRIBUTION**

- 1990 On _____, 1990, BET filed a petition requesting that it be an authorized foreign satellite signal for carriage pursuant to Section A of the Part II List of Eligible Satellite Services (the "List").
- 1991 In an order in CRTC 1991-46, the CRTC declined to authorize BET on Section A of the List; however, it authorized BET's carriage as a pay television signal pursuant to Section B of the List (the "Pay TV List"). Foreign signals on the Pay TV List can be carried on a "pay" package (except that certain small or rural systems can carry them on basic cable).
- 1992 In April, 1992, BET again filed a petition with the CRTC requesting authorization on Section A of the List. This petition was returned to BET without review and BET was informed that it should refile its petition in the "Tiering and Linkage" proceeding pending before the CRTC. In that proceeding, the CRTC was proposing a wholesale restructuring of the Canadian cable carriage rules.
- 1992 On December 3, 1992, BET refiled a petition in CRTC 1992-13 requesting, among other things, (1) authorization to be carried as a basic cable signal in accordance with Section A of the List, (2) elimination of numerical quotas and linkage requirements which restrict the number of foreign satellite signals and the manner in which cable operators could package them, and (3) adoption of a "special interest" exception to its rules which would enable cable operators to carry minority programming to satisfy unmet viewer needs.
- 1993 On March 10, 1993, Mr. Robert L. Johnson, President of BET, accompanied by a panel of representatives of BET, BET's Canadian regulatory counsel, and Sandi Ross, a Canadian artist representing visible minority and disabled performers in Canada, testified before the CRTC in support of its petition for carriage on Section A of the List.
- 1993 On _____, 1993, the CRTC released its order in the tiering and linkage proceeding. The order failed to even mention BET's petition or acknowledge its testimony. The CRTC announced its intention to accept applications for new Canadian-owned satellite services.
- 1993 BET was contacted by several Canadian-based groups who were in search of equity participants for the new Canadian-owned satellite signals. BET was unable to come to an agreement with any of the potential filants by the September 15, 1993 filing deadline.

DRAFT**Chronology
Page Two****1993**

In July, 1993, BET participated in the "Caribana Festival" in Toronto. BET Marketing representatives were inundated with requests from Canadians of African origin for access to BET. Over two thousand Canadians signed a petition requesting BET's distribution in Canada.

I

- Jeffers - Combs
- Frank
- Eddie Burns
- Mel Reynolds
- Fanch

- Hastings - Combs
- Meeks
- Clayton
- Brown
- Washington

II - Waters - C.H.
- Fields
- Luke

- Ray

November 15, 1993

MEMORANDUM FOR HOWARD PASTER

FROM: Alexis Herman

RE: NAFTA Votes in the Congressional Black Caucus

In consultation with Lorraine Miller and others at the DNC who have been in contact with the Black Caucus, this is a summary of where I believe the probable votes for NAFTA and the Black Caucus appear to be in the affirmative and targets of opportunities.

I. Committed (5)

Gary Franks (CT)
Harold Ford (TN)
William Jefferson (LA)
Eddie Bernice Johnson (TX)
Mel Reynolds (IL)

II. Committed in a Close Vote/Needs POTUS Reenforcement (4)

James Clyburn (SC): Committed in a close vote as acknowledged to Lorraine Miller, Ernie Green, Alexis Herman, Mack McLarty, etc.

Alcee Hastings (FL): Committed in a close vote as acknowledged to Alexis Herman, Harold Ford, Andy Young.

Carrie Meek (FL): Committed with Hastings as acknowledged to Alexis Herman, Harold Ford, Alcee Hastings.

Craig Washington (TX): Assumed commitment because of Texas Delegation.

III. Targets of Opportunity (6)

Corrine Brown (FL): With Alcee Hastings and Carrie Meek, sufficient political cover. Needs President's reenforcement.

Floyd Flake (NY): Close to President.

III. Targets of Opportunity (6) (Cont'd)

Cleo Fields (LA): Needs President's reenforcement.

Charles Rangel (NY): Howard Paster and Ernie Green think
we should continue to press.

Ed Towns (NY): Close to Floyd Flake. Flake could
give cover.

Maxine Waters (CA): Committed to President and husband's
designation as a key Ambassador in the
Carribean ought to be taken into
consideration.

cc: Mack McLarty
cc: Lorraine Miller

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Howard Paster
cc Mach
cc Lorraine

In consultation w/ LM + r S DMC
- no of Blk Caucus B, ...
- C - probable for ...
- NAFTN + C Blaucus C of ...
Yses + Targets of opportunities

~~Committed~~
Jefferson committed
Frank

Needs Poter's reinforced

Hastings
" in close vote as ach'd
to Herman, Harold Ford,
Andy Young

Meek
" w/ Hastings as ach'd
to AMH, Ford, Hastings

Clyburn
" - close vote as
ach to L Muller, Eggen, ...
Mach, etc.

Brown
assumed commitment w/
Hastings + Meek. Needs P's
reinforcement

Wash
assumed ... in Texas
Deleg

Waters
Comited to P + husband's designation
as Amb to I Caribbean

Fields

Rebe asked to v. ^{close} ~~me~~
1 POTUS

Towns asked to v. ^{close} ~~me~~ 1 Flah

Rauzel ~~long - short per~~ Pastor + Eber
doable.

TALKING POINTS FOR SMALL BUSINESS NAFTA RALLY
PRESIDENT WILLIAM J. CLINTON
November 15, 1993

- **CENTRAL MESSAGE:** On Wednesday, Congress will face a choice – whether to create opportunity by opening markets to our exports, or to shrink opportunity by turning inward. Small business supports NAFTA because it is good for small business, opening new frontiers for exports. The Members of Congress know what the right choice is. Let them know that you want them to do what is good for our country.

* * *

- **ACKNOWLEDGEMENTS**
- Two days from now, the U.S. Congress will cast a momentous vote that will tell us if we will courageously grapple with the changing world economy, or seek to turn inward to protectionism. I wanted to talk to you – 400 small business people from around the country who employ thousands of people, who export to Mexico and who will benefit from NAFTA – to spell out the stakes for you and for our country.
- It is altogether appropriate that we gather today at a place that celebrates American ingenuity and industriousness and energy. Look around you: It is clear that the greatest constant in our history has been change.

- Arrayed around us are the machines and products designed by Americans and used by our parents and grandparents to build our nation. From a metal stamping machine that began pressing pots, and finished its 70 year life making parts for our space program . . . to the telephone switching systems once designed for commercial use that eventually revolutionized daily lives . . . every one of these products is emblematic of the progress that we have made.

- America is ever a restless, questing nation, always moving forward, never standing still. The entrepreneurs celebrated at this museum created a world of change. But nothing they wrought, and nothing they saw, could compare with the changes we now face. For the greatest economic challenge of our day -- and the greatest of our century -- is how to make the global economy work for us.

The nation that made the McCormick Reaper and the Model-T and the Macintosh Personal Computer has nothing to fear from a world marketplace.

- **America's small businesses – the men and women who generate the jobs and power our economy – are leading the way by competing and winning in**

this new economy. You innovate the products. You grow the jobs. And you have pioneered our new economic frontier: exports. Small businesspeople have been on the cutting edge of economic change, constantly responding to new opportunities and generating prosperity.

- Today over 10,000 U.S. firms export to Mexico -- mostly small and medium size.

- Nineteen out of twenty exporting companies in 1987 were small or medium-size firms that employed fewer than 500 workers.

- If you work for a small business, chances are one in five that your business exports. If you work for a medium sized business, chances are one in two that your company export. All told, some seven million Americans earn their bread through exports.

- **NAFTA will open up new frontiers for small businesses by opening up the vast Mexican market to our goods and services.**

- Now small businesses face tariffs averaging 16% on goods going to Mexico. NAFTA would eliminate those tariffs over time -- a tax cut on all goods going to Mexico.

- Now, many big businesses can cope with the thicket of rules and requirements erected by Mexico to keep products out -- labelling, standards, customs -- but many small businesses can't. NAFTA will streamline these so everyone can compete on a level playing field.

- By linking Mexico's economy to ours, NAFTA will help expand a market that is thirsty for our goods. Today, we export \$40 billion to Mexico, more than to any country other than Canada. Since Mexico began liberalization of its economy, we turned a \$5.6 billion trade deficit into a \$5.9 billion trade surplus.

- Exports create jobs -- 200,000 new jobs by 1995 alone from NAFTA.

- **Across the country, local Chambers of Commerce have mobilized for this agreement. The Small Business Legislative Council has made it a top priority, too. I want you to let your members of Congress know one simple message: the future of small business is in exports, and NAFTA is good for small business.**

- **The vote on NAFTA is a defining moment for our country. It will tell us what kind of people we are in 1993. The Cold War is over; the threat to our security is not military but economic. Will we face the future with confidence, making the economy of tomorrow work for us? Or will we turn**

inward to protectionism, clinging to the economy of yesterday? Congress knows what the right choice is. Let them know that you want them to do what is good for our country.

- Make no mistake -- the history of America tells us anything, it tells us that we only hurt ourselves when we pull inward. As the rest of the world retools to compete in the global economy, I am confident that America won't put itself on the wrong side of history. Americans are winners. For that reason, I am confident that NAFTA will win.

DEMOCRATIC ★ NATIONAL ★ COMMITTEE

David Wilhelm, Chairman

FAX FROM**THE OFFICE OF VOTER REGISTRATION
AND
PARTICIPATION**

DATE _____ PAGES (INCLUDING COVER SHEET) _____

TO Alexis Herman

COMPANY _____

FAX # 456-2983FROM Carol Willis

COMMENTS _____

IF THERE ARE ANY PROBLEMS WITH THIS FAX PLEASE CONTACT

NAME

PHONE # (202) 863-8000

FAX # (202) 863-8081

MEMORANDUM

THRU: Mark Middleton
FOR: Thomas "Mack" McLarty
FROM: Carol Willis
DATE: November 15, 1993
RE: NAFTA
=====

I have had several conversations with congressional members concerning the upcoming NAFTA vote. Below is a synopsis of our conversation and their position on NAFTA.

Blanche Lambert - She said she was leaning towards NAFTA but wanted to talk to the union representatives in her district. I told her that St. Francis and Lee counties would present the only union problems for her district. (These counties are mostly black)

Promises:

- I told her she could make the announcement of a \$350,000 grant going to Arkansas Land and Farm Development Corporation.
- She wants us to help her put together an African American political apparatus.

James Clyburn - Wants to support it but is looking for some cover. Unions gave him a lot of money for his campaign.

Promises:

- He can announce the \$350,000 grant the USDA is awarding South Carolina State. (located in his district and his alma mater)
- Roy Neal said the Vice President would be willing to help him with fundraising.

We have called Bishop F.C. James, Thomas Barnwell, and State Senator McKinley Washington to help lobby Cong. Clyburn. They are all major players in South Carolina politics.

Floyd Flake - The President can convince Cong. Flake to vote for NAFTA if he points out that it is good government. He should also point out that the Presidency may rise or fall based on his vote. Although Flake has some concerns about NAFTA, a vote for it will not hurt him much in his district.

*Congressman Flake has a strong interest in the Community Bank Program.

I have a meeting scheduled for later today with Flake. Lloyd Bentsen will also speak with him today.

Harold Ford - I met with him on Tuesday, November 9th. He said he would be with the President on NAFTA, but would like to request the following for his district:

- Job Corps Center
- Housing Grants from HUD
- Empowerment Zones
- Funding for youth and gang violence

Ford does not want to ask for these things himself. He wants me to ask for him so that it doesn't seem as though he's requesting the above items in exchange for his NAFTA vote.

I also told him that the USDA is trying to get an Economic Development Grant for LeMoyne-Owen College in his district.

Alcee Hastings - I talked to him this morning. He will vote for NAFTA if he can be assured that we will find some people outside of his district to raise money for his re-election campaign. (His vote for NAFTA will dry up his union money)

If he supports NAFTA Carrie Meek and Corrine Brown may follow.

He is scheduled to meet with the President later today.

NOTE: The President doesn't need to make any promises other than to help Hastings raise money outside his district.

Mel Watt - He wants to see a commitment to jobs and job training for his district. He has had conversations with Ron Brown, Robert Reich and Erskine Bowles. Reich sent him a letter stating he will help with the job training issue, but it will be after January.

Cleo Fields - I talked to him briefly on Friday and plan to meet with him later today. He says he was promised some things that weren't delivered during the fight for the passage of the Budget Proposal. Since then he has been communicating with Bruce Lindsey.

The USDA has awarded a \$350,000 grant to his alma mater, Southern University in Baton Rouge (located in his district), but it has not been announced. If he does not vote for NAFTA then Cong. Jefferson should make the grant announcement. USDA is also working toward awarding a grant to Grambling University (also in his district).

Ed Towns - I will be meeting with him later today.

Lucien Blackwell - Harold Gist will be speaking with him later today.

CC: Alexis Herman

LAW COMPANIES GROUP, INC.

1000 Abernathy Road, N.E.
Atlanta, Georgia 30328 USA
Tel: 404-396-8000
Fax: 404-391-0291

F A X M E S S A G E

TO: Alexis Herman
FAX NO: 202/456-2983
FROM: Kay Jackson - Office of Andrew Young
DATE: November 8, 1993

Number of pages transmitted (including cover sheet): 4

The attached letter has already been faxed to Congresswoman McKinney, but Mr. Young asked me to send a copy to you for your reaction. Please let me know if there are others to whom a similar letter should be sent.

ANDREW YOUNG

November 8, 1993

The Honorable Cynthia McKinney
United States House of Representatives
Washington, D. C. 20515

Dear Cynthia:

Your vote on NAFTA is one of those choices that will help to define your future and that of the Democratic Party's ability to lead our nation toward a global economy. The vote is not just labor vs. business; it is a more complicated choice than the traditional left vs. right analysis. It is ultimately a choice of facing the future or fearing the future.

If we pass NAFTA, a new confidence will stimulate an expansion of investment in North America that will concentrate in the U.S., although some will go to Mexico and Canada. If we defeat NAFTA, that investment capital will look for other regions and more conservative portfolios. That's the European experience with the Maastricht Treaty. The delay in ratification produced a European recession, the highest unemployment since World War II and threatened just about every government's stability.

If that same scenario occurs on the NAFTA vote, we could see the Democrats' control of the House of Representatives threatened for the first time in a life time. The American people could blame Democrats for voting in a recession and rightfully charge us with an inability to lead America toward a global economy.

The 40 billion dollars in existing exports to Mexico, which create almost a million export-related jobs, would be endangered. Mexico has struggled and sacrificed to reduce inflation, get control of its debt, and prepare its citizens to face the competition of the world market. They must either go back to a nationalistic, state-controlled, anti-Yankee economy or open their markets to Japan and Europe in an effort to salvage some progress from a terrible rebuff.

A drop of 300,000 to 500,000 jobs would create an overwhelming burden on our own recovery, especially when it accompanies a slow down in private investment similar to that in Europe the past three years.

The Honorable Cynthia McKinney

Page 2

November 8, 1993

If NAFTA passes, the job growth and consumer benefits which are the potential of NAFTA would also launch a mood of confidence in America's leadership toward a stable regional North American economy, and we could expect growth of plant and equipment investments to meet those needs. That is the kind of economy that creates jobs -- here and in Canada and Mexico.

Facing re-election in 1994 with a growing economy is the best way to return and increase our Democratic majority. In a recession or economic slow down, all the fear mongers and single-issue blocs will pick our candidates to pieces.

This is a time for vision, courage and leadership toward a truly expanding global economy. Only the Congress can provide that leadership by voting for a free trade agreement which gives us a chance to lead the world once again as we did from 1945-1974. During that period, the U.S. economy grew at 4.5% annually. It was that growth that made possible the human rights progress of the sixties. In a stagnant economy, we would all have been jailed, killed or exiled for advocating racial justice.

Just for the record, I hope my efforts to organize hospital workers in Charleston, South Carolina, the sanitation workers in Memphis and Atlanta and my arrests while organizing workers are sufficient credentials to speak my opinion of labor's strategy with some credibility. Every year that I was mayor, AFSCME workers received raises. I assisted in organizing Atlanta's police into a police union and generated more than 500,000 jobs and \$70 billion in private investment during my two terms as Mayor of Atlanta.

I think I know the hard choices of a congressional vote when you must go against friends and supporters, but I've always found that the rank and file respects a sincere and informed change of opinion if you go to them and explain why you came to a different conclusion.

Indeed, leadership in the Congress always emerges from those willing to be "Profiles in Courage" and go against conventional wisdom and bloc votes in an expression of thoughtful conviction. I think NAFTA will benefit workers, consumers and the national economy over all. Some groups will feel the pain of change, but it's always phased in over 5, 10, or 15 years. In the meantime, all of the growth and expanded opportunity will more than compensate for possible losses.

America must lead. Nobody else can create a global economic vision and build it on regional blocs. In order to lead Europe and Asia, we need a strong economic unit in North America. NAFTA gives us that potential.

The Honorable Cynthia McKinney

Page 3

November 8, 1993

Problems will occur and we can deal with them as they come. If not, NAFTA can always be voted out with six months notice.

Time marches on, and those who don't keep pace will have a hard time catching up.

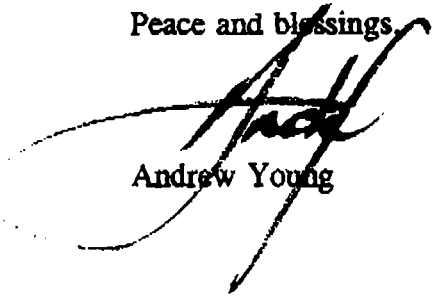
I hope you can vote for America's economic future and leadership by voting for the North American Free Trade Agreement. Your constituents need it. Organized labor needs a growth in jobs. Business needs a growth in plant and productive capacity, and consumers need competitively-priced, quality products. All of this means jobs for the future and victory in 1994. Even organized labor will find it easier to organize in a growing job market, and organizing jobs is labor's problem.

I pray you consider this vote as a watershed issue. Do we go forward in faith or retreat in fear. Good Democrats have always overcome fears and faced the future with confidence.

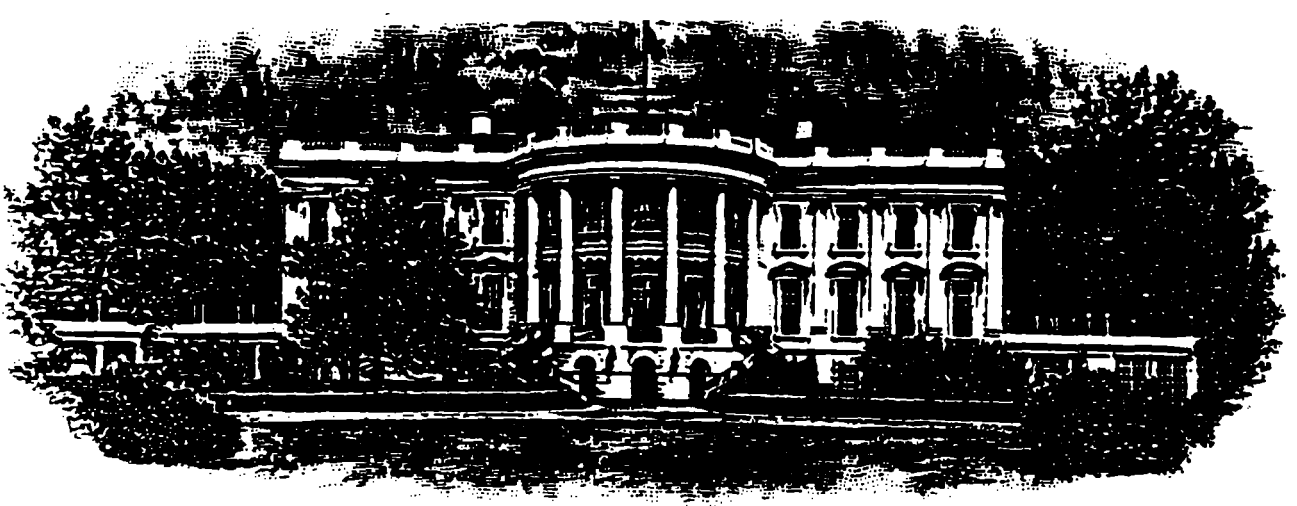
You can certainly count on my support. This is the key to our future.

Thank you for your serious consideration of this issue.

Peace and blessings.



Andrew Young



RUSH****

OFFICE OF PUBLIC LIAISON

Alexis Herman, Director
(202) 456-2930
Fax (202) 456-6218

FACSIMILE TRANSMITTAL SHEET

Number of Pages (Including Cover) ~~three~~ four

To Hon. Carrie Meek

Fax Number 225 0777

Office Number 226 4506

Date 11/16/93

From Alexis Herman

***** COMMENTS *****

Attached is a copy of Andrew Young's letter.

Call me if you need me. I am always there

if you need me. Alexis

November 12, 1993

INNOVATIVE HOSPICE CARESM

TO: Alexis Herman
FROM: Gary A. Barron *GB*
RE: Your Conversation with Hugh Westbrook

Per your conversation with Hugh yesterday, I have pulled together a list of appropriate African-American ministers which have a good reach into the greater Palm Beach County and Broward County communities which Alcee Hastings serves.

1. Rev. A.C. Evans
Mt. Olive Baptist Church
407/844-6533
2. Rev. Leonard Johnson
First Baptist Church
407/276-5196

* He is usually contacted through Clarence Vaughn at the Church
3. Rev. Thomas Masters
New Macedonia Baptist Church
407/842-8068
4. Rev. Russell Odum
New Bethel Missionary Baptist Church
407/832-2101
5. Rev. Harold Frierson
Trinity United Methodist Church
407/832-5622
6. Ann Davis
Simpson Memorial United Methodist Church
407/844-3609

P.S. Just to report in -- We have focused our attention on Harry Johnston, Carrie Meek, Alcee Hastings and Peter Deutch. We seem to have made some headway with Johnston today. Meek and Hastings seem to be softening our way (we'll know more over the weekend). Peter will be more difficult.

I can be reach best during the weekend by my Sky Page (PIN# 5701148) if you need anything.

AMH

Andy Young says okay for you to send to CBC members. He was also going to send to each member, too, including the Georgia Delegation.

Since he said it was okay to send: Should I just go ahead and say over your signature by fax --

To the Members of the Congressional Black Caucus

From: Alexis Herman

RE: Attached Copy of Andrew YOUNG's Letter concerning NAFTA

Andrew Young has sent me a copy of the letter he is sending to each of you on NAFTA.

I would like to reinforce his support of NAFTA and wanted to call your attention to his letter.

*Cy 2.11.00
U.S. Rep
A.Y. Young*

Note: All CBC Members will be sent this as well as Gary Franks.

✓ Ben Johnson left a call to Carol Willis re info needed

Two articles in the Post you should read. They are in your clips. Mary Berry and Elaine JONES already called you on this and Ben talked to them (they were on a conference call). They are giving Art Fletcher until the end of today before they will let the Civil Rights groups get started.

Mel Blackwell will be doing the calls to check out Cleo.

Laying It Off on Clifton Wharton

THE RESIGNATION of Clifton Wharton Jr. as the State Department's No. 2 has too many disturbing aspects. Secretary Warren Christopher had every right to decide that Mr. Wharton, a distinguished private-sector executive to whom he gave organizational and budgetary but not policy assignments in his brief tenure, was not the right fit as his deputy. If Mr. Christopher prefers a more seasoned Washington policy operative at his side, so be it. But Mr. Wharton did not deserve to come under a rain of leaks and mutters suggesting, in one anonymous formulation, that he was "the weak member of the lineup." The manner of his departure does no credit to those who brought it about.

In fact, the problems in the Clinton administration's conduct of foreign policy have very little to do with Clifton Wharton. On the contrary, he seems to have discharged the tasks that were given him at least as effectively, if not more so, than others more exalted discharged theirs. Any frank assessment of who are "the weak members of the lineup" must take into account the Clinton team's failure so far to demonstrate that it is on

top of what is admittedly a frazzling set of foreign-policy problems.

As to the principal Clinton foreign-policy lieutenants, Secretary Christopher has yet to convey a convincing sense of what are his views on major subjects of the day; perhaps his next deputy will help him in this crucial process of discovery. Defense Secretary Les Aspin is not short on views but is laboring to harness them to policy. Anthony Lake is still working on what the role of national security adviser ought to be.

It is not simply that policy critics and political foes have been nipping at these gentlemen. The three were supposed to be the savvy and experienced counselors who could be counted on to form a benign conspiracy that would bring a new and inexperienced president up to speed in foreign affairs and allow him to conserve his energies for domestic renewal. But they have been unable to spare their chief severe embarrassment, especially in the hot spots. They are still struggling to contribute to the balance and poise that Mr. Clinton needs to show to make his presidency succeed. Getting rid of Mr. Wharton was hardly the solution to their problem.

Axis FYI
Post
wed
11/10/93
B.

CONGRESSIONAL BLACK CAUCUS MEMBERS

No:	Title	Fst Name	Mid	Fam Name	Area	Phone W	FAX	Address W	CityStW	ZipW	District	Area	Phone H	Org
1	Hon.	Sanford	D.	Bishop	202-	225-3631	225-2203	1632 Longworth HOB	Washington, DC	20515	GA 2nd			US House
1	Hon.	Lucien		Blackwell	202-	225-4001	225-7362	410 Cannon HOB	Washington, DC	20515	PA 2nd			US House
1	Hon.	Corrine		Brown	202-	225-0123	225-2256	1037 Longworth HOB	Washington, DC	20515	FL 3rd			US House
1	Hon.	William		Clay	202-	225-2406	225-1725	2306 Rayburn HOB	Washington, DC	20515	MO 1st			US House
1	Hon.	Eva		Clayton	202-	225-3101	225-3354	222 Cannon HOB	Washington, DC	20515	NC 1st			US House
1	Hon.	James		Clyburn	202-	225-3315	225-2602	319 Cannon HOB	Washington, DC	20515	SC 6th			US House
1	Hon.	Barbara-R		Collins	202-	225-2261	225-6645	1108 Longworth HOB	Washington, DC	20515	MI 15th			US House
1	Hon.	Cardis		Collins	202-	225-5006	225-8396	2308 Rayburn HOB	Washington, DC	20515	IL 7th			US House
1	Hon.	John		Conyers	202-	225-4741	225-0072	2426 Rayburn HOB	Washington, DC	20515	MI 14th			US House
1	Hon.	Ronald	V.	Dellums	202-	225-2661	225-9817	2136 Rayburn HOB	Washington, DC	20515	CA 9th	202-	686-5155	US House
1	Hon.	Julian	C.	Dixon	202-	225-7084	225-4091	2400 Rayburn HOB	Washington, DC	20515	CA 32nd			US House
1	Hon.	Cleo		Fields	202-	225-8490	225-8959	513 Cannon HOB	Washington, DC	20515	LA 4th			US House
1	Hon.	Floyd		Flake	202-	225-3461	226-4169	1035 Longworth HOB	Washington, DC	20515	NY 6th			US House
1	Hon.	Harold		Ford	202-	225-3265	225-9215	2211 Rayburn HOB	Washington, DC	20515	TN 9th			US House
1	Hon.	Gary		Franks	202-	225-3822	225-8085	435 Cannon HOB	Washington, DC	20515	CT 5th			US House
1	Hon.	Alcee		Hastings	202-	2251313-	226-0690	1039 Longworth HOB	Washington, DC	20515	FL 23rd			US House
1	Hon.	Earl		Hilliard	202-	225-2665	226-0772	1007 Longworth HOB	Washington, DC	20515	AL 7th			US House
1	Hon.	William	J.	Jefferson	202-	225-6636	225-1988	428 Cannon HOB	Washington, DC	20515	LA 2nd			US House
1	Hon.	Eddie	Bernie	Johnson	202-	225-8885	226-1477	1721 Longworth HOB	Washington, DC	20515	TX 30th			US House
1	Hon.	John		Lewis	202-	225-3801	225-0351	329 Cannon HOB	Washington, DC	20515	GA 5th			US House
1	Hon.	Cynthia		McKinney	202-	225-1605	225-0691	124 Cannon HOB	Washington, DC	20515	GA 11th			US House
1	Hon.	Carrie	P.	Meek	202-	225-4506	226-0777	404 Cannon HOB	Washington, DC	20515	FL 17th			US House
1	Hon.	Kweisi		Mfume	202-	225-4741	225-3178	2419 Rayburn HOB	Washington, DC	20515	MD 7th			US House
1	Hon.	Carol		Moseley-Braun	202-	224-2854	224-2626	B34 Senate Dirksen Bldg	Washington, DC	20510	Illinois			US Senate
1	Hon.	Major	R.	Owens	202-	225-6231	226-0112	2305 Rayburn HOB	Washington, DC	20515	NY 11th			US House
1	Hon.	Donald	M.	Payne	202-	225-3436	225-4601	417 Cannon HOB	Washington, DC	20515	NJ 10th			US House
1	Hon.	Charles	B.	Rangel	202-	225-4365	225-0816	2252 Rayburn HOB	Washington, DC	20515	NY 15th			US House
1	Hon.	Mel		Reynolds	202-	225-0773	225-0774	514 Cannon HOB	Washington, DC	20515	IL 2nd			US House
1	Hon.	Bobby		Rush	202-	225-4372	226-0333	1725 Longworth HOB	Washington, DC	20515	IL 1st			US House
1	Hon.	Robert	C.	Scott	202-	225-8351	225-8354	501 Cannon HOB	Washington, DC	20515	VA 3rd			US House
1	Hon.	Louis		Stokes	202-	225-7032	225-1339	2365 Rayburn HOB	Washington, DC	20515	OH 11th			US House
1	Hon.	Edolphus		Towns	202-	225-5936	225-1018	2232 Rayburn HOB	Washington, DC	20515	NY 10th			US House
1	Hon.	Walter		Tucker	202-	225-7924	225-7926	419 Cannon HOB	Washington, DC	20515	CA 37th			US House
1	Hon.	Craig	A.	Washington	202-	225-3816	225-6186	1711 Longworth HOB	Washington, DC	20515	TX 18th			US House
1	Hon.	Maxine		Waters	202-	225-2201	225-7854	1207 Longworth HOB	Washington, DC	20515	CA 35th	202	745-5806	US House
1	Hon.	Melvin		Watt	202-	225-1510	225-1512	1232 Longworth HOB	Washington, DC	20515	NC 12th			US House
1	Hon.	Alan		Wheat	202-	225-4535	225-5990	2334 Rayburn HOB	Washington, DC	20515	MO 5th			US House
1	Hon.	Albert		Wynn	202-	225-8699	225-8714	423 Cannon HOB	Washington, DC	20515	MD 4th			US House
38														

MS
Some copy

Amitt

LAW COMPANIES GROUP, INC.

1000 Abernathy Road, N.E.
Atlanta, Georgia 30328 USA

Tel: 404-396-8000

Fax: 404-391-0291

F A X M E S S A G E

TO: Alexis Herman
FAX NO: 202/456-2983
FROM: Kay Jackson - Office of Andrew Young
DATE: November 8, 1993

Number of pages transmitted (including cover sheet): 4

The attached letter has already been faxed to Congresswoman McKinney, but Mr. Young asked me to send a copy to you for your reaction. Please let me know if there are others to whom a similar letter should be sent.

ANDREW YOUNG

November 8, 1993

The Honorable Cynthia McKinney
United States House of Representatives
Washington, D. C. 20515

Dear Cynthia:

Your vote on NAFTA is one of those choices that will help to define your future and that of the Democratic Party's ability to lead our nation toward a global economy. The vote is not just labor vs. business; it is a more complicated choice than the traditional left vs. right analysis. It is ultimately a choice of facing the future or fearing the future.

If we pass NAFTA, a new confidence will stimulate an expansion of investment in North America that will concentrate in the U.S., although some will go to Mexico and Canada. If we defeat NAFTA, that investment capital will look for other regions and more conservative portfolios. That's the European experience with the Maastricht Treaty. The delay in ratification produced a European recession, the highest unemployment since World War II and threatened just about every government's stability.

If that same scenario occurs on the NAFTA vote, we could see the Democrats' control of the House of Representatives threatened for the first time in a life time. The American people could blame Democrats for voting in a recession and rightfully charge us with an inability to lead America toward a global economy.

The 40 billion dollars in existing exports to Mexico, which create almost a million export-related jobs, would be endangered. Mexico has struggled and sacrificed to reduce inflation, get control of its debt, and prepare its citizens to face the competition of the world market. They must either go back to a nationalistic, state-controlled, anti-Yankee economy or open their markets to Japan and Europe in an effort to salvage some progress from a terrible rebuff.

A drop of 300,000 to 500,000 jobs would create an overwhelming burden on our own recovery, especially when it accompanies a slow down in private investment similar to that in Europe the past three years.

The Honorable Cynthia McKinney

Page 2

November 8, 1993

If NAFTA passes, the job growth and consumer benefits which are the potential of NAFTA would also launch a mood of confidence in America's leadership toward a stable regional North American economy, and we could expect growth of plant and equipment investments to meet those needs. That is the kind of economy that creates jobs -- here and in Canada and Mexico.

Facing re-election in 1994 with a growing economy is the best way to return and increase our Democratic majority. In a recession or economic slow down, all the fear mongers and single-issue blocs will pick our candidates to pieces.

This is a time for vision, courage and leadership toward a truly expanding global economy. Only the Congress can provide that leadership by voting for a free trade agreement which gives us a chance to lead the world once again as we did from 1945-1974. During that period, the U.S. economy grew at 4.5% annually. It was that growth that made possible the human rights progress of the sixties. In a stagnant economy, we would all have been jailed, killed or exiled for advocating racial justice.

Just for the record, I hope my efforts to organize hospital workers in Charleston, South Carolina, the sanitation workers in Memphis and Atlanta and my arrests while organizing workers are sufficient credentials to speak my opinion of labor's strategy with some credibility. Every year that I was mayor, AFSCME workers received raises. I assisted in organizing Atlanta's police into a police union and generated more than 500,000 jobs and \$70 billion in private investment during my two terms as Mayor of Atlanta.

I think I know the hard choices of a congressional vote when you must go against friends and supporters, but I've always found that the rank and file respects a sincere and informed change of opinion if you go to them and explain why you came to a different conclusion.

Indeed, leadership in the Congress always emerges from those willing to be "Profiles in Courage" and go against conventional wisdom and bloc votes in an expression of thoughtful conviction. I think NAFTA will benefit workers, consumers and the national economy over all. Some groups will feel the pain of change, but it's always phased in over 5, 10, or 15 years. In the meantime, all of the growth and expanded opportunity will more than compensate for possible losses.

America must lead. Nobody else can create a global economic vision and build it on regional blocs. In order to lead Europe and Asia, we need a strong economic unit in North America. NAFTA gives us that potential.

The Honorable Cynthia McKinney

Page 3

November 8, 1993

Problems will occur and we can deal with them as they come. If not, NAFTA can always be voted out with six months notice.

Time marches on, and those who don't keep pace will have a hard time catching up.

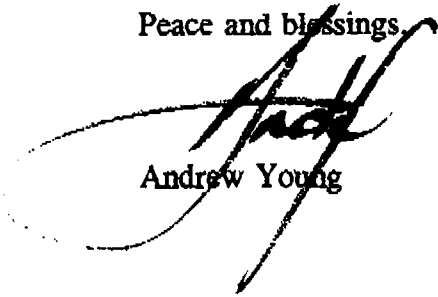
I hope you can vote for America's economic future and leadership by voting for the North American Free Trade Agreement. Your constituents need it. Organized labor needs a growth in jobs. Business needs a growth in plant and productive capacity, and consumers need competitively-priced, quality products. All of this means jobs for the future and victory in 1994. Even organized labor will find it easier to organize in a growing job market, and organizing jobs is labor's problem.

I pray you consider this vote as a watershed issue. Do we go forward in faith or retreat in fear. Good Democrats have always overcome fears and faced the future with confidence.

You can certainly count on my support. This is the key to our future.

Thank you for your serious consideration of this issue.

Peace and blessings.



Andrew Young

THE UNITED STATES TRADE REPRESENTATIVE
Executive Office of the President
Washington, D.C. 20506

NOV 17 1993

MEMORANDUM TO ALEXIS HERMANN

From: Ambassador Michael Kantor *MK*

Subject: NAFTA and Minority Setasides

NOV 17 1993

In response to your question, I want to assure you that the NAFTA in no way affects the operation of minority and small business setasides. This applies to such programs at both the federal and the state and local levels.

The NAFTA Government Procurement chapter explicitly exempts the program from coverage under the agreement. Annex 1001.2b reads, under the Schedule of the United States, that the NAFTA's rules on federal government procurement do "not apply to set-asides on behalf of small and minority businesses."

Procurements by state and local government authorities are exempted in toto from NAFTA rules on government procurement; so state and local setaside programs are totally protected.

Annex 1001.2b

- (e) the person bears the risks associated with non-performance; and
- (f) the facility will be operated by an entity or through a procurement contract of that entity.

7. Notwithstanding the thresholds set out in Article 1001(1)(c), Article 1003 shall apply to any procurement from locally-established suppliers of oil and gas field supplies or equipment by Pemex at any project site where it performs works.

8. In the event that Mexico exceeds in any given year the total value of the contracts it may set aside for that year in accordance with paragraph 3 or the reserved procurement under Annex 1001.2a(1)(2) or (4), Mexico shall consult with the other Parties with a view to agreement on compensation in the form of additional procurement opportunities during the following year. The consultations shall be without prejudice to the rights of any Party under Chapter Twenty (Institutional Arrangements and Dispute Settlement Procedures).

Notwithstanding Annex 1001.2a(6), Mexico may not set aside from the obligations Chapter procurement contracts by its entities for biologicals and drugs patented in Mexico.

10. Nothing in this Chapter shall be construed to require Pemex to enter into risk-sharing contracts.

Schedule of the United States

- 1. This Chapter does not apply to set-asides on behalf of small and minority businesses.
- 2. This Chapter does not apply to the procurement of transportation services that form a part of, or are incidental to, a procurement contract.
- 3. The most-favored-nation obligation of Article 1003 does not apply to procurements covered by Annex 1001.2c.

VITAS

INNOVATIVE HOSPICE CARE™

VITAS Healthcare Corp.
100 South Biscayne Blvd.
Miami, FL 33131
305 374 4143

15th Floor, Executive
305 374 4765

To

Alexis Herman

Location

From

Gary Barron

Date

Number of pages (including fax cover)

2

Please contact if you did not receive all pages.

Notes:

@Herman
Roger +
Tom Nides
Confid

President Bill Clinton
1600 Pennsylvania Ave. N.W.
Washington D.C. 25000

NOV 12 1993
Nov. 10, 1993

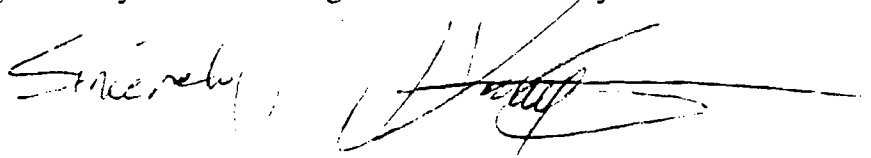
Dear Mr. President,

It was an honor and a pleasure to have been a part of the annual Presidential Dinner in Washington this past June. My wife, Lyndie and I had the best time and we thank you for a most memorable evening.

The reason I'm writing is because I recently saw a photograph of you at a Starbucks coffee shop in San Francisco. Starbucks' Coffee company is very near and dear to me as it is a company that originated in my home town of Seattle, WA. It's headquarters and roasting plant are landmarks in Seattle and it's president and CEO, Howard Schultz, is a very good friend of mine. Starbucks is the largest single corporate donor to CARE and has a healthcare plan that is unprecedented. Coincidentally, I understand that Mrs. Clinton's office has contacted Howard in order to get more information on Starbucks' healthcare plan as has Mr. Ira Magaziner. And more recently, Howard met with Vice President Gore at the White House as Howard is a CEO in favor of NAFTA.

I am bringing all of this to your attention because I understand that you will be in Seattle for the Asian Pacific Economic Communities Summit scheduled for November 13-20th. If your schedule permits I think you might enjoy meeting Howard and possibly taking a tour of the new Starbucks roasting plant. Seattle is as proud of Starbucks as it is of Boeing and I'm sure that all of us here would love to see you enjoy a "taste of Seattle" by being introduced not only to a business who's healthcare policy is a mirror image of your administrations newly proposed policy, but also by meeting one of our community's role models, Howard Schultz. I'd love to meet you there if your schedule permits.

In any event, Lyndie and I look forward to seeing you and Mrs. Clinton December 4th at the Davis's in Los Angeles and want to take this opportunity to applaud you both for the wonderful things that you are doing for our country.

Sincerely,


~~no~~ ~~Parker~~ 7050

ugh Westbrook

305/350-6077

TONY BURNS

w/ Ryder

305/593 3496

Howard Glicker

305/2857900

305/
444
0023

MEMORANDUM
OF CALL

Previous editions usable

TO:

☐ YOU WERE CALLED BY

☐ YOU WERE VISITED BY

OF (Organization)

☐ PLEASE PHONE

☐ FTS

☐ AUTOVON

☐ WILL CALL AGAIN

☐ IS WAITING TO SEE YOU

☐ RETURNED YOUR CALL

☐ WISHES AN APPOINTMENT

MESSAGE

RECEIVED BY

DATE

TIME

63-110 NSN 7540-00-634-4018

STANDARD FORM 63 (Rev. 8-81)
Prescribed by GSA
FPMR (41 CFR) 101-11.6

U.S. GOVERNMENT PRINTING OFFICE: 1991 281-781/40014

Mary Ann
Spraggins
0/698 3570
h/ 212 864
3688

MEMORANDUM
OF CALL

Previous editions usable

TO:

☒ YOU WERE CALLED BY

☐ YOU WERE VISITED BY

OF (Organization)

☐ PLEASE PHONE

☐ FTS

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STANDARD FORM 63 (Rev. 8-81)

Prescribed by GSA

U.S. GOVERNMENT PRINTING OFFICE: 1991 281-781/40014 FPMR (41 CFR) 101-11.6

AMH

Howard Glicken
Flew back last
night from Argentina
and/or Chile.

Joanne

Howard Glicken's
asst called

305 446 0023

She can talk with
you and/or conf. to
Howard.

850
—a

— 11/11/93

VITASSM

VITAS Healthcare Corp.
100 South Biscayne Boulevard
Miami, Florida 33131
Telephone 305 374 4143

November 12, 1993

INNOVATIVE HOSPICE CARESM

TO: Alexis Herman
FROM: Gary A. Barron *B*
RE: Your Conversation with Hugh Westbrook

Per your conversation with Hugh yesterday, I have pulled together a list of appropriate African-American ministers which have a good reach into the greater Palm Beach County and Broward County communities which Alcee Hastings serves.

1. Rev. A.C. Evans
Mt. Olive Baptist Church
407/844-6533
2. Rev. Leonard Johnson
First Baptist Church
407/276-5196

* He is usually contacted through Clarence Vaughn at the Church
3. Rev. Thomas Masters
New Macedonia Baptist Church
407/842-8068
4. Rev. Russell Odum
New Bethel Missionary Baptist Church
407/832-2101
5. Rev. Harold Frierson
Trinity United Methodist Church
407/832-5622
6. Ann Davis
Simpson Memorial United Methodist Church
407/844-3609

P.S. Just to report in -- We have focused our attention on Harry Johnston, Carrie Meek, Alcee Hastings and Peter Deutch. We seem to have made some headway with Johnston today. Meek and Hastings seem to be softening our way (we'll know more over the weekend). Peter will be more difficult.

I can be reach best during the weekend by my Sky Page (PIN# 5701148) if you need anything.

Lee Brown on Cleo Fields:

Cleo Fields is working to try and get other members to vote yes so he won't have to vote.

He is not opposed to it.

He is having local pressure.

Local Chamber of Commerce would come out for it.

He is winnable.

Lee Brown's comment: If they need his vote, they can get it. Have the President to call.

11/15/93

THE WHITE HOUSE
WASHINGTON

November 15, 1993

MEMORANDUM FOR HOWARD PASTER

FROM: Alexis Herman

RE: NAFTA Votes in the Congressional Black Caucus

In consultation with Lorraine Miller and others at the DNC who have been in contact with the Black Caucus, this is a summary of where I believe the probable votes for NAFTA and the Black Caucus appear to be in the affirmative and targets of opportunities.

I. Committed (5)

Gary Franks (CT)
Harold Ford (TN)
William Jefferson (LA)
Eddie Bernice Johnson (TX)
Mel Reynolds (IL)

II. Committed in a Close Vote/Needs POTUS Reenforcement (4)

James Clyburn (SC): Committed in a close vote as acknowledged to Lorraine Miller, Ernie Green, Alexis Herman, Mack McLarty, etc.

Alcee Hastings (FL): Committed in a close vote as acknowledged to Alexis Herman, Harold Ford, Andy Young.

Carrie Meek (FL): Committed with Hastings as acknowledged to Alexis Herman, Harold Ford, Alcee Hastings.

Craig Washington (TX): Assumed commitment because of Texas Delegation.

III. Targets of Opportunity (6)

Corrine Brown (FL): With Alcee Hastings and Carrie Meek, sufficient political cover. Needs President's reenforcement.

Floyd Flake (NY): Close to President.

III. Targets of Opportunity (6) (Cont'd)

Cleo Fields (LA): Needs President's reenforcement.

Charles Rangel (NY): Howard Paster and Ernie Green think we should continue to press.

Ed Towns (NY): Close to Floyd Flake. Flake could give cover.

Maxine Waters (CA): Committed to President and husband's designation as a key Ambassador in the Carribean ought to be taken into consideration.

cc: Mack McLarty
cc: Lorraine Miller

Also Look at the period of 1987-92

Types of Jobs		6,200
Manufacturing	Industry - Transport	
Efforts	Electronic	8,100
	Apparel	
	Tobacco	

For 8100 - supports

- Industry/Export
- Transport/Export

Not just money
Infrastructure
Productivity
Productivity
to move quickly to
secure our economic
strength

Aggressive
Trade Policy
also

which largest Agricultural Export
3.7 Bil of Agi in 1992
from United States

With a decline
2 - 2.5 Bil higher
than in the absence of

Products that will grow much
done

Among them
Automotive
3,000

Steel
Poultry
Livestock
Nuts

Try for
a representative
not necessarily
for disbursement

19 series studies
18 found the same conclusion
the study that didn't agree said loss jobs will
return

SEQUENCE OF EVENTS

9:30 AM Alexis Herman
Welcome and introduction of Bill Daley

9:35 AM Bill Daley

10:00 AM Introduce Laura Tyson

10:30 AM - **BREAK**

10:55 AM

10:55 AM Alexis Herman
Welcome back and introduce Secretary Babbitt

11:00 AM Secretary Bruce Babbitt

11:30 AM Introduce the Vice President

12:00 Noon Close program

Alexis -

This briefing has a break after Laura Tyson

Laura - Fact

— Tariffs as well as non tariff barriers
will be removed - (auto)

— For export bus they have to get
export license now - not so

— 80% of the exports have been sold
for Mexican consumption - Not just assembled

here to physical bank

Per capita income for each

\$450.00 - \$385.00

men

Canada

— Canada only
company that
buys cars

NAMES BY STATE AS OF 10/29/93 10am

OFFICE OF PUBLIC LIAISON: MINORITY BUSINESS LEADERS BRIEFING, NOV. 1 1993
STATE-BY-STATE ATTENDEES AND ENDORSERS

STATE	LAST NAME	FIRST NAME	COMPANY	ATTEND	ENDORS
	Little, Jr.	Alfred	Sun Company	Y	
	Wesley	Clemon	TEXCOM, Inc.	Y	S
AL	Moore	Darlene	Alabama Minority Suppliers Development Council	Y	yes
	Terry	Roy	Terry Manufacturing Inc.	Y	SN
CA	Bentley	Kenneth	Nestle USA	Y	VSN
	Boykins	Eugene	Nestle, USA	Y	SN
	Brooks	L. Kenneth	Bear Stearns & Co.	Y	VSN
	Dones	Raymond	Pulso	Y	S
	Griffey	Richard	Solar Records	Y	S
	Lewis	R.	National Organization of Minority Architects	Y	SN
	Little	Wallace	Kenneth Leventhalt Co.	Y	
	Mack	John	Los Angeles Urban League	Y	
	McClain-Hill	Cynthia	The First Boston Corp.	Y	SN
	Moon	Elvin	E.W. Moon	Y	S
	Patten III	Ezekiel	Patten Energy Enterprises	Y	
	Ponchetti	Carole	J.E. Ethridge Construction, Inc	Y	SN
	Ralph	Sheryl		Y	
	Van Hook	Clarence	Van Hook Electric	Y	
	Van Hook	Jeffery	Van Hook Electric Company, Inc.	Y	S
CT	Milward	George	Milward Corporation	Y	
DC	Alfonso	Pedro	Dynamic Concepts, Inc.	Y	VSN
	Arrington	Lloyd	EDFC/NEDCO	Y	
	Awkard	Linda		Y	SN
	Barnes	Iraline	PEPCO	Y	S
	Bazilio	Ralph	Thompson, Curtis, Bazilio & Associates	Y	
	Bostic	Carroll	Eastman-Kodak	Y	SN
	Bowles	Robert	DC Chartered Health Care Plan Inc	Y	
	Bryant	Andrew	Bryant Associates	Y	S

OFFICE OF PUBLIC LIAISON: MINORITY BUSINESS LEADERS BRIEFING, NOV. 1 1993
STATE-BY-STATE ATTENDEES AND ENDORSERS

STATE	LAST NAME	FIRST NAME	COMPANY	ATTEND	ENDORS
DC	Chan	Hazel	La Dorn Systems Corp.	Y	
	Coleman	Faye	Westover Consultants, Inc.	Y	
	Diggs	Carla	International Machinists	Y	
	Diggs	James	The Anancostia Development Corporation	Y	
	Estell	Anita	Vancoyoc Associates	Y	SN
	Gallie	Michael	The Millenium Group	Y	
	Gunn-Williams	Berna	Scruples, Inc.	Y	NO
	Harris	Michael	Intelligent Systems	Y	
	Jacobs	Patricia	Cooperative Assistance Fund	Y	Y
	Johnson	Robert	BET Holdings	Y	
	Jordon	Carolyn	Pryor, McClendon, Counts & Company	Y	S
	Kimbrough	Gwendolyn	American Therapist Services, Inc.	Y	S
	Kornetary	Daryl	AT&T Federal	Y	SN
	Lloyd	Denise	D.H. Lloyd & Associates	Y	
	Lopes Jr.	Manuel	Maryland/DC Minority Supplier Dev. Council	Y	SN
	McAlpine	Robert	National Urban League	Y	
	McRae, Esq.	Randy	Temple & McRae	Y	
	Mitchell	B.	Industrial Bank of Washington	Y	
	Neloms	Henry	Premium Distributions	Y	SN
	Ogden	Cassandra	Community Development and Cultural Exchange	Y	SN
	Phillips	William	Phillips, Powell & Associates	Y	
	Powell	John	Phillips, Powell & Associates	Y	
	Shannon	Patricia	NationsBank	Y	S
	Simmons	Russell		Y	
	Smith	Malessia	Greenleaf Associates	Y	Sn
	Stebbins	Dana	Wilkes, Artis, Hedrick & Lane	Y	?
	Thompson	Jeffery	Thompson, Curtis, Bazilo & Associates	Y	
	Thompson Cole	Carol	RJR Nabisco	Y	

OFFICE OF PUBLIC LIAISON: MINORITY BUSINESS LEADERS BRIEFING, NOV. 1 1993
STATE-BY-STATE ATTENDEES AND ENDORSERS

STATE	LAST NAME	FIRST NAME	COMPANY	ATTEND	ENDORS
DC	Titus	Robert	Mitchell/Titus Company	y	SN
	Watkins	Dayton	Small Business Administration	y	y
	Watson	Thomas	Watson Rice Corp.	y	SN
	Williams	Walker	UNIWORLD	y	SN
	Williams	Eddie	Joint Center for Political Studies	y	
	Williams	Larry	Larry Williams & Associates	y	S
	Wilmot	David	Harmon & Wilmot	y	
	Wood	Nathanial	AM-PRO	y	
DE	Nichols	Ronald	RENCO	y	SN
FL	Hall	Daniel	Architects Hall	n	SN
	Paige	Windell	Florida Regional Minority Purchasing Council	y	SN
	Sewell	Percival	NAMC	y	S
	Young	Michael	The National Organization of Minority Architects	y	SN
	Golden	Leonard	ASAP Uniform Company	y	S
	Hammond	Edith	HE Hammond Enterprises, Inc	y	S
	Harris, Jr.	James	DigiTech	y	S
	Landers	Arthur	Landers & Associates	y	S
	Shipman	V.	Georgia Minority Supplier Development Council	y	S
IL	Damper	Ronald	Dampron	y	SN
	Hollins	Lawrence	The Hollins Group	y	
	Jackson	Gerald	G.E. J. Security	y	
	Jackson	Donald	Central City Productions	y	SN
	Leftwich	Maxine	LS Financial Group Inc.	y	
	Lester	Jory	Lester Products	y	
	Moore	Ralph	RGMA	y	
	Rogers	Michael	National Organization of Minority Architects	y	
	Fox	Betty	Kentuckiana Min. Sup. Dev. Council	y	SN
	Johnson	Charles	KY-ANA Minority Supplier Dev. Council	y	

OFFICE OF PUBLIC LIAISON: MINORITY BUSINESS LEADERS BRIEFING, NOV. 1 1993
STATE-BY-STATE ATTENDEES AND ENDORSERS

STATE	LAST NAME	FIRST NAME	COMPANY	ATTEND	ENDORS
	Cruz	John	John B. Cruz Construction	y	
	Tong	May	New England Purchasing Company	y	
MD	Black	Clinton	Stevens Engineering Co.	y	
	Holmes	Arthur	Automated Sciences Group Inc	y	
	Jefferson, Jr.	William	General Electric Company	y	
	Murphy	Betty	Savannah Development Corporation	y	S
	Smith	Joshua	Maxima Corporation	y	
	Stephens	Wallace	Stephens Engineering Co. Inc.	y	SN
	Ward	Clarence	Martin Marietta Gov't Affairs	y	S
	Williams	Ralph	R.O.W. Sciences, Inc.	y	SN
MI	Barden	Donald	Barden Communications	y	y
	Hall	Ronald	Michigan Minority Business Development Council	y	SN
	Mullens	Delbert	Wesley Industries Inc	y	S
	Pickard	William	Regal Plastics Co.	y	
MN	Crowther	Donald	TCM Construction, Inc.	y	SN
	Hurst	Felicia	Architectural Engineers	y	VSN
	Kwok	Yvonne	Minnosota Minority Development Council	y	
MO	Hatches	Barrett	KPL Gas Services	y	SN
	McCullough	Lawrence	Cherokee Industries, Inc.	y	
	Robinson	Verneda	KPL Gas Service	y	S
NC	Graham	Malcomb	Carolinas Minority Suppliers Development Council	y	VSN
NE	Miller	Terrie	Omaha Regional Minority Purchasing Council	y	SN
	Robinson	Alcurtis	Mutual of Omaha Insurance	y	SN
NH	Freeman	James	Freecom, Inc.	y	S
	Freeman	Phyllis	Freecom, Inc.	y	S
	Aguero	Luis	Technical Associates Inc.	y	
	Bowser	Hamilton	Evanbow Construction	y	
	Cook	Ralph	The Gil Group	y	

OFFICE OF PUBLIC LIAISON: MINORITY BUSINESS LEADERS BRIEFING, NOV. 1 1993
STATE-BY-STATE ATTENDEES AND ENDORSERS

STATE	LAST NAME	FIRST NAME	COMPANY	ATTEND	ENDORS
NJ	Henderson, Jr.	Henry	H.F. Henderson Industries, Inc.	y	
	Huggins	David	RMS Technologies Inc	y	S?
	Yates	Avis	PC Pros Inc	y	SN
NY	Argrette	Joseph	JMA Concrete Pumping	y	
	Blondet, Jr.	Virgilio	Mitchell, Titus & Co.	y	
	Booth	William	American Committee on Africa	y	SN
	Boyd-Foy	Mary	EBASCO Services Incorporated	y	SN
	Cherry	Richard	New York Urban COalition	y	?
	Daughtry	Raymond	EB Enterprises Group Inc	y	
	Dorsey	Herman	American Association of Blacks in Energy	y	VSN
	Gay, Esq.	Darrell	Gay, Maher, and Brown	y	
	Giles III	Ben	Creative Advertising Techniques	y	
	Golden	Arthur	Golden & Golden	y	y
	Hadnott	Bennie	Watson Rice and Company	y	VSN
	Hall	Luis	BLJ Info Systems Inc	y	SN
	Harrell	Andre	Uptown Entertainment	y	SN
	Harris	Hal	Winback	y	
	Hastick	Roy	Caribbean-American Chamber of Commerce	y	SN
	Inniss	Charles	Brooklyn Union Gas	y	y
	Jones	Benjamin	New York/New Jersey Minority Purchasing Council Inc	y	?
	Joshua	Charles	Central Brooklyn Coordinating Council	y	
	Kim	John	Mitchell Hutchins	y	S
	King	Emmett	McAllister & Johnson Inc	y	
	Lewis	Edward	Essence Communications	y	SN
	Lockhart	Keith	Lockhart & Pettus Inc	y	
	Manaigo	Aaron	100 Black Men	y	
	Mayo	Raymond	Asset Security Protection Agency	y	

OFFICE OF PUBLIC LIAISON: MINORITY BUSINESS LEADERS BRIEFING, NOV. 1 1993
STATE-BY-STATE ATTENDEES AND ENDORSERS

STATE	LAST NAME	FIRST NAME	COMPANY	ATTEND	ENDORS
NY	McAllister	John	McAllister & Johnson Inc.	y	
	Michel	Harriet	Ntl. Min. Sup. Dev. Council	y	
	Riggs	Enrique	Small Business Stock Exchange of America	y	
	Robinson	John	National Minority Business Council Inc.	y	S
	Simmons	Craig	Kankaka (America) Inc.	y	SN
	Sims	Steven	Ntl Min. Supplier Dev. Council	y	
	Spraggins	Marianne	Smith, Barney & Shearson	y	
	Sutton	Pierre	Inner City Broadcasting	y	
	Thacker	Gary	Thacker Engineering	y	
	Thomas	Derrick	ACCESS LAN	y	SN
	Williams Jr.	Paul	Wood, Williams, Ratafsky, & Harris	y	
OH	Anderson	Warren	The Anderson-Dubose Co.	y	
	Cade	Erskine	a	y	S
	Clay	Randy	NW Ohio Minority Business Dev.	y	VSN
	Gordon	Michael	Columbus Ohio Reginal Minority Purchasing Council	y	
	Grady	Glenn	Cimarron Express, Inc.	y	
PA	Barnett	Ethel	The Commonwealth of Pennsylvania	y	
	Bell	Joann	Gov. Advisory Comm. of A-A Affairs	y	
	Briggs	Ronald	Barrington Associates	y	SN
	Cheryl	Abney	Philadelphia Electric	y	
	Green	Dianna	Duquesne Life Company	y	
	Hill	Kenneth	Sun Company, Inc.	y	VSN
	Smith	Walter	Kappa Alpha PSI	y	
TN	Crawley	Carol	Mid South Minority Purchasing Council	y	SN
	Campbell	Gregory	Baker Campbell Associates	y	
	Ellis	Rodney	Solar & Ellis, PA	y	S
	Hatcher	Beverly	Golden Triangle Minority Business Council	y	SN

OFFICE OF PUBLIC LIAISON: MINORITY BUSINESS LEADERS BRIEFING, NOV. 1 1993
STATE-BY-STATE ATTENDEES AND ENDORSERS

STATE	LAST NAME	FIRST NAME	COMPANY	ATTEND	ENDORS
TX	Posey	Margo	Dallas/Ft. Worth Minority Business Dev. Council	y	S
	Thomas	Earl	Goldline Refining	y	SN
VA	Bates, Jr.	Robert	Mobil Corporation	y	VSN
	Dual Jr	J.	Dual Inc	y	SN
	Easter	Robert	National Organization of Minority Architects	y	
	Jackson	Owen	Project Resources Inc	y	S
	Johnson-Crawley	Adele	VA Min. Reg. Sup. Dev. Council	y	SN
	Metters	Samuel	Metters Industries Inc	y	SN
WA	Boddie	Algernon	Boddie's Building Construction	y	S

NAFTA's

Chris

THE WHITE HOUSE
WASHINGTON

October 27, 1993

NAFTA BRIEFING WITH TEXAS, TENNESSEE, AND ARIZONA

TO: Alexis Herman
DATE: Wednesday, October 27, 1993
LOCATION: 450 Old Executive Office Building
TIME: 9:30 AM - 12:00 noon
FROM: Doris Matsui

I. PURPOSE

This is a briefing for approximately 200 leaders from Texas, Tennessee and Arizona about the benefits and importance of the North America Free Trade Agreement (NAFTA). This is the seventh in a series of state NAFTA briefings. We have given briefings to leaders from New England (Massachusetts, New Hampshire and Maine), New Jersey, North Carolina, Maryland, Virginia, Alabama, Georgia and California.

II. BACKGROUND

NAFTA has been defined by its opponents in a negative way as a job loser. In order to get beyond the large organizations that oppose NAFTA, we must get to the people who can actually make the argument for NAFTA -- the people outside the beltway, the citizenry in their individual communities.

This briefing gives us an opportunity to present the case to the people who actually vote and who could spread the message at the grassroots level.

This group consists of supporters as well as those who are still undecided, therefore it is important to emphasize how NAFTA will create jobs for this country.

III. PARTICIPANTS

Vice President Gore
Secretary Ron Brown
Secretary Federico Pena
Dr. Laura Tyson
Bill Daley
Governor Ann Richards
Senator Dennis DeConcini D-Arizona
Senator Phil Gramm R-Texas
Senator Harlan Mathews D-Tennessee
Congressman Joe Barton R-Texas
Congressman Jim Chapman D-Texas
Congressman Bob Clement D-Tennessee
Congressman Martin Frost D-Texas
Congressman Greg Laughlin D-Texas
Congressman Ed Pastor D-Arizona

Ok Rick/Bear

IV. PRESS PLAN

Closed. There will be a stakeout following the briefing.

V. SEQUENCE OF EVENTS

- o You will enter the holding room of Room 450 of the Old Executive Office Building.
- o You will introduce Laura Tyson.
- o Laura Tyson will give remarks: The Benefits for the United States Under NAFTA. Questions and answers.
- o You will introduce the Vice President.
- o The Vice President will give remarks: The United States With and Without NAFTA. Questions and answers.
- o There will be a 15 minute break.
- o You will introduce Bill Daley.
- o Bill Daley will give remarks: NAFTA The Final Push. Questions and answers.
- o You will introduce Secretary Brown.
- o Secretary Brown will give remarks: NAFTA Creates Opportunities for U.S. Manufacturers. Questions and answers.
- o You will introduce Secretary Pena.
- o Secretary Pena will give remarks: NAFTA is Good for the U.S. Transportation Industry - and Our International Competitors Know It. Questions and answers.
- o Close

VII. ATTACHMENTS

- o Agenda
- o Texas, Tennessee and Arizona participants
- o Other speakers talking points
- o Other supportive material

TEXAS, TENNESSEE & ARIZONA NAFTA BRIEFING
WEDNESDAY, OCTOBER 27, 1993

AGENDA

9:30 AM- Alexis Herman
9:35 AM Welcome and Introduction of Laura Tyson

9:35 AM- Laura Tyson
10:00 AM Remarks and Q & A

10:00 AM- The Vice President
10:30 AM Remarks and Q & A

10:30 AM- Break
10:45 AM

10:45 AM- Special Counsellor Daley
11:00 AM Remarks and Q & A

11:00 AM- Secretary Brown
11:30 AM Remarks and Q & A

11:30 AM- Secretary Pena
12:00 Noon Remarks and Q & A

10 - 10
11 - 23
12 - 172

Jobs
for
the
am
- Making the
negative

10

10% more jobs

Jobs -
Construction
Infrastructure
Property

DR. LAURA TYSON
Texas, Arizona and Tennessee
Opinion Leaders Briefing
Talking Points

The Benefits for the United States Under NAFTA

- Since Mexico joined the GATT and began lowering its tariffs, our trade balance with Mexico shifted from a \$5.7 billion deficit in 1987 to a \$5.6 billion surplus in 1992.
- Since 1986, U.S. merchandise exports to Mexico have increased 228 percent -- 2.3 times faster than U.S. exports to the rest of the world.
- Our international competitors know this agreement provides tremendous opportunities for Americans -- that's why Japan's Deputy Minister Yasuo Tanabe has tried to throw a monkey wrench into NAFTA by calling it "sneaky protectionism." We know this agreement is the first real opportunity for our productive workers to compete on a level playing field.

What NAFTA means for Arizona, Tennessee and Texas

Jobs Dependent upon Exports to Mexico:

- In Tennessee, exports to Mexico supported over 10,000 jobs in 1992.
- In Arizona, exports to Mexico supported over 23,000 jobs in 1992.
- In Texas, exports to Mexico supported at least 170,000 jobs in 1992.

Money Brought into the Each State Since Mexico Began to Liberalize Its Tariffs:

- In Tennessee, exports to Mexico rose from \$100 million in 1987, to over \$400 million in 1992, a 300 percent increase.
- In Arizona, exports to Mexico rose from \$600 million in 1987, to almost \$2 billion in 1992.
- In Texas, exports to Mexico rose from just over \$6 billion in 1987, to almost \$19 billion in 1992 - a nearly 200 percent increase

The Importance of NAFTA in Setting a Course for America

- American leadership in the post-Cold War era: Foreign policy and economic policy can no longer be neatly divided. NAFTA shows U.S. vision for the hemisphere -- at the same time it creates more jobs for Americans.
- Democracy in Mexico: As President Carter said recently, "I think the single most important factor that will bring democracy and honest elections to our next door neighbor is to have NAFTA approved and implemented."
- A strong signal throughout Latin America: NAFTA is about more than Mexico. For decades, U.S. presidents from both parties have sought to promote democracy and open markets in Latin America. NAFTA embodies these changes. NAFTA will demonstrate whether the United States is ready to embrace trade with its Latin American neighbors.

VICE PRESIDENT GORE
Texas, Arizona and Tennessee
Opinion Leaders Briefing
Talking Points

THE UNITED STATES WITH AND WITHOUT NAFTA

INTERNATIONAL TRADE

- With NAFTA -- we create the world's largest consumer market with 370 million people and \$6.5 trillion in production.
- Without NAFTA -- our credibility on free trade and open markets is crippled. We'll be known as the country that "talks the talk" but won't "walk the walk" on free market economics. The result: markets closing and diminished export opportunities.

JOBS

- With NAFTA -- 200,000 new export related jobs are created.
- Without NAFTA -- 700,000 jobs that currently dependent on exports to Mexico are put at risk as our Asian and European competitors move in.

TEXAS, ARIZONA AND TENNESSEE

With NAFTA -- the nearly 200 percent increase that Texas and Arizona saw in its exports to Mexico, and the 300 percent increase that Tennessee saw in its exports to Mexico will accelerate, providing new jobs and new opportunity.

- In Texas, merchandise exports to Mexico have almost tripled since trade restrictions began to be liberalized in 1987, from \$6 billion to \$19 billion. Texas led the entire nation in exports to Mexico. Over 170,000 jobs are dependent upon this export.
- In Arizona since 1987, merchandise exports tripled from 1987-1992, rising from \$600,000 to \$1.8 million. Now exports to Mexico support over 23,000 jobs.
- Tennessee has seen tremendous growth as well -- merchandise exports have risen from \$100 million in 1987 to \$413 million -- a 300 percent increase.

ENVIRONMENT

- With NAFTA -- a ground-breaking environmental agreement with Mexico that creates a mechanism for cleaning up the environment along the border. That's why NAFTA has been endorsed by such environmental groups as the National Wildlife Federation, the World Wildlife Fund, the Audubon Society, the Environmental Defense Fund, the National Resources Council and Conservation International.
- Without NAFTA -- the border continues to deteriorate into a environmental wasteland. We will be powerless effect change on the other side of our southern border.

DEMOCRACY IN MEXICO

(VP Cont.)

- With NAFTA -- democracy has a chance in Mexico. As President Carter said recently, "I think the single most important factor that will bring democracy and honest elections to our next door neighbor is to have NAFTA approved and implemented."
- Without NAFTA -- the spurious relationship that has characterized U.S.-Mexican relationships in the past will be reignited. Our failure to come to President Salinas' aid as he continues on the road of reform will come back to haunt us anti-Americanism once again becomes vogue.

Members of Congress need to hear from their constituents about the stakes of NAFTA for the United States. I urge you to contact them right now. This debate will be over in five weeks.

SECRETARY BROWN
Texas, Arizona and Tennessee
Opinion Leaders Briefing
Talking Points

NAFTA Creates Opportunities for U.S. Manufacturers.

● Exports generated nearly all of America's new manufacturing jobs from 1987 to 1992, and in 1990 these exports provided a record 7.2 million jobs for American workers or an estimated 17.4 percent of the total jobs in the U.S. manufacturing sector.

● In the manufacturing sector, export-related jobs bring in ten percent more income than the national manufacturing average.

Manufacturers in Texas, Arizona and Tennessee Are Well-Situated to Grow Under NAFTA.

Texas has already seen key manufactures benefit from trade with Mexico.

- The Primary Metals Industry has seen exports rise over 600 percent from 1987-1992, bringing \$1.5 billion in 1992.
- The Transportation Equipment Industry has seen exports rise 450 percent from 1987-1992.
 - NAFTA will immediately cut Mexican tariffs on cars and light trucks from 20 to 10 percent and will completely remove them in 10 and 5 years respectively.
 - Heavy truck and bus tariffs of 20 percent will be removed completely over 10 years.
- The Industrial Machinery exports rose 140 percent in five years, bringing in over \$1.9 billion in 1992.
- Market forecasters predict that sales in personal computers alone will rise from 160,000 three years ago, to over 600,000 units next year as tariffs on 70 percent of U.S. computer equipment are removed immediately.

Arizona

- Furniture & Fixture exports to Mexico rose from \$507,000 to \$20 million -- a 4,000 percent increase from 1987-1992.
- Food Product exports rose from \$2 million to \$63 million -- a 2,000 Percent increase in five years.

Tennessee

- Textile exports to Mexico increased from \$2.5 million to \$10 million from 1987-1992.

(Brown
Cont.)

- The Apparel Industry grew 165 percent from 1987-1992, rising \$1.6 to \$5 million.
- These industries will benefit from NAFTA'S strict rules of origin and "yarn-forward" provisions inserted into the agreement so that the benefits of NAFTA are reserved for American textile and apparel producers.
- Industrial Machinery and Computer Industries saw a 360 percent increase in exports to Mexico -- from \$9.6 to \$44 million.
- Once NAFTA's intellectual property safeguards are activated, we will be able to make a dent in the \$90 billion of lost revenue due to intellectual property piracy.

SECRETARY PENA
Texas, Arizona and Tennessee
Opinion Leaders Briefing
Talking Points

NAFTA is good for the U.S. transportation industry -- and our international competitors know it. The Japanese are upset about the prospect of this hemisphere getting its act together to cooperate and raise the level of commerce and increase our standard of living. They are upset because they want to reserve the Mexican market for themselves. That is not going to happen.

The Japanese know that we're turning the corner in this debate. Why did Deputy Minister Tanabe resort to calling NAFTA "sneaky protectionism?" Because the benefits of NAFTA, especially when discussing the transportation and automobile industries, are going to the hard working men and women of the U.S. auto industry, not the Japanese or the Europeans.

WITH NAFTA:

- **Dramatic Rise in U.S. Exports:** Detroit's Big Three predict that NAFTA will expand their exports to Mexico from 1,000-plus this year to over 60,000 vehicles in NAFTA's first year alone.
- **Lower Tariffs on U.S.-Made Goods:** NAFTA eliminates a 20% Mexican tariff on U.S. cars and trucks -- but leaves the tariff in place for U.S. competitors. This tariff artificially raises the price of U.S.-made goods.
- **Elimination of Mexican Laws Requiring Manufacturing in Mexico:** NAFTA eliminates a Mexican law that requires U.S. companies to manufacture in Mexico if they want to sell in Mexico. The so-called "Auto Decree" forces U.S. jobs south because auto-makers must locate plants in Mexico to sell their cars there.
- **More Jobs at Home:** GM recently announced plans to move 1,000 jobs back from Mexico to Lansing, Michigan.
- **Preferred Access to a Booming Market:** With a rapidly growing middle class, Mexico is one of the world's premier growth markets for autos. Of Mexico's 90 million people, only one in sixteen owns a car. In 1994 alone NAFTA will create an estimated \$1 billion in new opportunities for the passenger vehicle and parts industry, and \$1 billion in new opportunities for heavy trucks.
- **Tough Rules of Origin:** NAFTA's tough rules of origin require 62.5% North American content to qualify for NAFTA benefits. This ensures that Mexico will not become a mere export platform for non-North American producers.

WITHOUT NAFTA:

- **Few U.S. Exports:** Without NAFTA, U.S. car exports to Mexico will remain at their currently anemic level.
- **High Tariff Barriers to U.S. Goods:** Without NAFTA, Mexico's 20% tariffs on U.S. made cars and trucks will continue to raise artificially the price of our products.

- **Mexican Requirements to Manufacture in Mexico:** Without NAFTA, incentives and requirements to manufacture in Mexico will remain in place.

HOW DO TEXAS, ARIZONA AND TENNESSEE FARE WITH NAFTA?

- **Texas** - There are over 600 transportation establishments. This industry conducts nearly \$3 billion of business with Mexico. In a free trade environment, this industry is poised for explosive growth. The same is true of **Arizona**, where transportation exports to Mexico have grown by 550 percent over five years, and **Tennessee** - where 131 transportation establishments exist in an industry that brings in over \$75 million from exports to Mexico.

Texas, Tennessee, Arizona

(As of
10/26/93
5pm)

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Dallas, TX 75215

ARIZONA and the NAFTA: *EXPORTS and JOBS*

• JOBS •

ARIZONA Jobs Supported by Trade with MEXICO and CANADA - 30,200.

• EXPORTS •

ARIZONA Exports to MEXICO and CANADA Reached \$2.4 billion in 1992.

- Arizona was one of 17 states which ranked Mexico among their top three export destinations. Canada, our other NAFTA partner, ranked fourth among Arizona's export markets; Mexico was first.
- 23,500 jobs in Arizona in 1992 were supported by exports to Mexico. Almost 30 percent of those jobs were created in the past five years, since Mexico began liberalizing its import regime.
- Arizona's merchandise exports to Mexico almost tripled from 1987 to 1992, rising from \$645,000 to \$1.8 million. Only two other states posted a larger dollar increase in shipments to Mexico over the period. Border states have been among those with the largest increases in the dollar value of exports to Mexico.
- Arizona ranked third among all states in the value of exports to Mexico with \$1.8 million in 1992.
- Arizona's exports to Mexico grew 186 percent from 1987 to 1992, 84 percentage points faster than the state's export growth to the rest of the world.
- Arizona's exports to Mexico in 1992 were broad-based, with six industries shipping over \$100 million. The top exports were: apparel (\$118 million), rubber & plastic products (\$157 million), fabricated metal products (\$190 million), industrial machinery & computers (\$205 million), electric & electronic equipment (\$351 million), and transportation equipment (\$351 million).
- Arizona boosted exports of a wide range of manufactured products to Mexico over the five year period. Categories that recorded sizable and steady gains included: furniture & fixtures (from \$507,000 to \$21 million), food products (from \$2 million to \$63 million), and scientific & measuring instruments (from \$5 million to \$41 million).
- In 1992, Arizona's exports to Canada totalled \$529 million. Arizona's exports to Canada have grown almost 70 percent over the past five years, during which the U.S.-Canada Free Trade Agreement was implemented (January 1, 1989).

ARIZONA'S EXPORTS TO MEXICO, BY INDUSTRY SECTOR

(Percent & Thousand \$)

	1987	1992	% CHANGE	\$ CHANGE
AZ'S EXPORTS TO MEXICO	\$644,677	\$1,845,148	186.2%	\$1,200,470
AGRICULTURE, FORESTRY & FISHERIES	\$11,411	\$67,317	489.9%	\$55,906
Agriculture – crops	6,624	26,561	301.0%	19,936
Agriculture – livestock	4,116	40,072	873.7%	35,957
Forestry	671	75	-88.8%	-596
Fishing, Hunting	0	609	--	609
MINING	52	1,116	2047.5%	1,064
Metal Mining	0	556	--	556
Coal Mining	0	8	--	8
Oil & Gas	0	16	--	16
Non – Metallic Minerals	52	536	931.7%	484
MANUFACTURING	627,079	1,760,222	180.7%	1,133,143
Food Products	2,195	63,348	2785.8%	61,153
Tobacco Products	0	0	0.0%	0
Textile Mill Products	20,439	58,192	184.7%	37,753
Apparel	34,591	118,098	241.4%	83,507
Lumber & Wood Products	1,133	6,027	431.9%	4,894
Furniture & Fixtures	507	20,925	4031.0%	20,418
Paper Products	23,411	48,355	106.5%	24,944
Printing & Publishing	783	1,898	142.4%	1,115
Chemical Products	11,651	28,716	146.5%	17,065
Refined Petroleum Products	4,997	2,789	-44.2%	-2,209
Rubber & Plastic Products	27,068	157,177	480.7%	130,108
Leather Products	686	4,597	0.0%	3,911
Stone, Clay & Glass Prod.	988	27,781	2712.1%	26,793
Primary Metal Industries	16,741	71,529	327.3%	54,788
Exhausted Metal Products	1,551	155,177	10000.0%	153,626
Indus. Mach. & Computers	159,599	205,409	28.7%	45,810
Electric & Electronic Equip.	252,367	351,272	39.2%	98,906
Transportation Equipment	53,460	343,946	543.4%	290,486
Scientific & Measuring Instr.	4,921	41,439	742.1%	36,518
Miscellaneous Manufactures	4,989	18,548	271.7%	13,558
OTHER	6,136	16,493	168.8%	10,357
Scrap & Waste	652	1,131	73.6%	480
Second Hand Goods	2,979	715	-76.0%	-2,264
Military Equipment	2,505	14,646	484.7%	12,141
AZ'S EXPORTS TO MEXICO	\$644,677	\$1,845,148	186.2%	\$1,200,470

ARIZONA'S EXPORTS TO CANADA, BY INDUSTRY SECTOR

(Percent and Thousand \$)

	1987	1991	1992	% CHANGE 1987-92	\$ CHANGE 1987-92
AGRICULTURE, FORESTRY & FISHING	\$24,254	\$60,893	\$54,253	123.7%	\$29,999
Agriculture - crops	23,666	59,913	53,808	127.4%	30,142
Agriculture - livestock	443	298	181	-59.1%	-262
Forestry	145	153	247	70.9%	103
Fishing & Hunting	0	529	16	--	16
MINING	124	144	2,370	1812.8%	2,246
Metal Mining	0	45	2,151	--	2,151
Coal Mining	0	0	0	--	--
Oil & Gas	0	0	0	--	--
Non-Metallic Minerals	124	99	218	76.2%	94
MANUFACTURING	276,540	454,786	457,685	65.5%	181,145
Food Products	533	20,702	23,325	*	22,792
Tobacco Products	0	0	0	--	--
Textile Mill Products	32	608	212	555.2%	179
Apparel	580	8,228	7,970	*	7,390
Lumber & Wood Products	833	947	1,700	104.0%	867
Furniture & Fixtures	233	1,698	1,799	671.3%	1,565
Paper Products	251	1,463	2,764	*	2,513
Printing & Publishing	1,040	2,086	2,544	144.7%	1,504
Chemical Products	2,441	19,125	9,738	299.0%	7,298
Refined Petroleum Products	2	494	2,066	*	2,063
Rubber & Plastic Products	3,201	3,551	5,024	56.9%	1,823
Leather Products	17	193	199	*	182
Stone, Clay & Glass Products	159	691	644	306.4%	486
Primary Metal Industries	7,512	31,430	32,196	328.6%	24,684
Fabricated Metal Products	4,541	12,665	13,745	202.7%	9,204
Industrial Machinery & Computers	111,746	69,010	64,615	-42.2%	-47,130
Electric & Electronic Equipment	71,923	148,116	159,331	121.5%	87,408
Transportation Equipment	30,634	71,812	60,239	96.6%	29,604
Scientific & Measuring Instruments	35,923	55,405	59,707	66.2%	23,784
Miscellaneous Manufactures	4,940	6,562	9,868	99.8%	4,928
OTHER	12,533	22,412	15,166	21.0%	2,633
Scrap & Waste	0	14	0	--	--
Second Hand Goods	2,607	543	617	-76.3%	-1,990
Goods Returned to Canada	0	12,679	10,435	--	10,435
Military & Other Misc. Items	9,926	9,175	4,114	-58.6%	-5,812
AZ'S EXPORTS TO CANADA	\$313,451	\$538,235	\$529,474	68.9%	\$216,023

* Indicates percent changes of 1000% or more.

TENNESSEE and the NAFTA: *EXPORTS and JOBS*

• JOBS •

TENNESSEE Jobs Supported by Trade with MEXICO and CANADA - 54,300.

• EXPORTS •

TENNESSEE Exports to MEXICO and CANADA Reached \$2.2 billion in 1992.

- Tennessee was one of 17 states which ranked Mexico among their top three export destinations. Canada, our other NAFTA partner, was Tennessee's top export market; Mexico was second largest.
- 10,100 jobs in Tennessee in 1992 were supported by exports to Mexico. Over 60 percent of those jobs were created in the past five years, since Mexico began liberalizing its import regime.
- Tennessee's merchandise exports to Mexico grew over 300 percent from 1987 to 1992, rising from \$100 million to \$413 million. Tennessee was one of 13 states that more than quadrupled their growth in exports over the past five years.
- Tennessee ranked 12th among the 50 states in the percentage increase in exports to Mexico over the five year period. Nonborder states registered the greatest percentage growth in shipments to the Mexican market.
- Tennessee's exports to Mexico grew 310 percent from 1987 to 1992, 186 percentage points faster than export growth to the rest of the world.
- During the past five years, Tennessee's exports to Mexico rose by \$313 million, the 14th largest dollar increase among the states.
- Tennessee ranked 15th among all states in the value of 1992 exports to Mexico.
- Tennessee's exports to Mexico in 1992 were broad-based. The top export categories were: transportation equipment (\$75 million), agricultural crops (\$53 million), paper products (\$49 million), industrial machines & computers (\$44 million).
- Tennessee boosted exports of a range of manufactured goods to Mexico over the past five years. Categories that recorded strong growth were: leather products (up from \$22,000 to \$16 million), military equipment (from \$10,000 to \$10 million), and transportation equipment (from \$5 million to \$75 million).
- In 1992, Tennessee's exports to Canada totalled \$2 billion. Tennessee's exports to Canada have more than doubled in the past five years, during which the U.S.-Canada Free Trade Agreement was implemented (January 1, 1989).

Compiled by USDOC/OM, August 1993.

Job estimate provided by USTR; refers only to jobs supported by exports of manufactured goods.

TENNESSEE'S EXPORTS TO MEXICO, BY INDUSTRY SECTOR

(Percent & Thousand \$)

	1987	1992	% CHANGE	\$ CHANGE
TN'S EXPORTS TO MEXICO	\$100,938	\$413,950	310.1%	\$313,012
AGRICULTURE, FORESTRY & FISHERIES	\$18,282	\$54,256	196.8%	\$35,974
Agriculture – crops	18,194	53,401	193.5%	35,207
Agriculture – livestock	61	855	1301.7%	794
Forestry	27	0	-100.0%	-27
Fishing, Hunting	0	0	0.0%	0
MINING	2,016	1,710	-15.2%	-306
Metal Mining	385	0	-100.0%	-385
Coal Mining	0	0	0.0%	0
Oil & Gas	0	19	--	19
Non-Metallic Minerals	1,631	1,691	3.7%	60
MANUFACTURING	80,046	346,635	333.0%	266,589
Food Products	4,672	32,976	605.8%	28,304
Tobacco Products	10	0	-100.0%	-10
Textile Mill Products	2,592	9,993	285.5%	7,401
Apparel	1,689	4,471	164.7%	2,782
Lumber & Wood Products	24	1,386	5793.1%	1,362
Furniture & Fixtures	173	4,897	2733.6%	4,724
Paper Products	4,697	49,343	950.5%	44,646
Printing & Publishing	110	1,124	918.1%	1,014
Chemical Products	19,856	28,093	41.5%	8,236
Refined Petroleum Products	661	120	-81.8%	-541
Rubber & Plastic Products	5,128	10,739	109.4%	5,611
Leather Products	22	16,792	76743.8%	16,770
Stone, Clay & Glass Prod.	676	2,638	290.1%	1,962
Primary Metal Industries	10,840	17,481	61.3%	6,641
Fabricated Metal Products	2,972	14,844	399.5%	11,872
Indus. Mach. & Computers	2,667	11,276	325.3%	8,609
Electric & Electronic Equip.	7,711	27,184	252.5%	19,472
Transportation Equipment	4,918	75,250	1430.2%	70,332
Scientific & Measuring Instr.	3,295	2,138	-35.1%	-1,156
Miscellaneous Manufactures	333	2,891	768.7%	2,558
OTHER	593	11,349	1813.4%	10,756
Scrap & Waste	490	1,259	156.9%	769
Second Hand Goods	93	23	-75.3%	-70
Military Equipment	10	10,067	104685.6%	10,057
TN'S EXPORTS TO MEXICO	\$100,938	\$413,950	310.1%	\$313,012

TENNESSEE'S EXPORTS TO CANADA, BY INDUSTRY SECTOR

(Percent and Thousand \$)

	1987	1991	1992	% CHANGE 1987-92	\$ CHANGE 1987-92
AGRICULTURE, FORESTRY & FISHING	\$3,100	\$34,148	\$32,695	954.7%	\$29,595
Agriculture - crops	1,023	33,985	32,309	.	31,286
Agriculture - livestock	3	158	114	.	110
Forestry	2,074	5	273	-86.8%	-1,801
Fishing & Hunting	0	0	0	--	--
MINING	2,980	1,801	671	-77.5%	-2,309
Metal Mining	0	0	138	--	138
Coal Mining	0	211	55	--	55
Oil & Gas	0	7	166	--	166
Non-Metallic Minerals	2,980	1,584	311	-89.6%	-2,669
MANUFACTURING	713,302	1,404,795	1,769,275	148.0%	1,055,973
Food Products	11,707	23,925	26,172	123.6%	14,465
Tobacco Products	191	3,674	3,724	.	3,533
Textile Mill Products	6,409	24,192	28,703	347.8%	22,294
Apparel	4,071	5,299	10,636	161.2%	6,565
Lumber & Wood Products	3,233	22,779	23,789	635.8%	20,556
Furniture & Fixtures	6,827	61,979	64,322	842.2%	57,495
Paper Products	5,556	64,211	56,049	908.9%	50,493
Printing & Publishing	23,254	75,248	70,615	203.7%	47,361
Chemical Products	81,104	171,127	192,161	136.9%	111,057
Refined Petroleum Products	359	488	485	35.0%	126
Rubber & Plastic Products	36,236	135,394	132,147	264.7%	95,911
Leather Products	2,365	7,945	9,054	282.9%	6,689
Stone, Clay & Glass Products	8,317	47,805	40,698	389.3%	32,381
Primary Metal Industries	16,510	28,134	19,831	20.1%	3,321
Fabricated Metal Products	14,411	89,089	105,226	630.2%	90,815
Industrial Machinery & Computers	127,081	226,443	262,309	106.4%	135,228
Electric & Electronic Equipment	92,164	166,815	210,830	128.8%	118,666
Transportation Equipment	250,973	202,244	449,967	79.3%	199,001
Scientific & Measuring Instruments	17,111	50,810	57,058	111.1%	19,497
Miscellaneous Manufactures	4,992	17,189	25,520	411.2%	20,528
OTHER	1,826	17,363	18,439	909.9%	16,614
Scrap & Waste	325	820	1,663	412.3%	1,338
Second Hand Goods	163	50	221	35.1%	57
Goods Returned to Canada	0	15,243	14,550	--	14,550
Military & Other Misc. Items	1,338	1,250	2,005	49.9%	667
TN'S EXPORTS TO CANADA	\$721,207	\$1,458,107	\$1,821,081	152.5%	\$1,099,873

Indicates percent changes of 1000% or more.

TEXAS and the NAFTA: *EXPORTS and JOBS*

• JOBS •

TEXAS Jobs Supported by Trade with MEXICO and CANADA - 202,000.

• EXPORTS •

TEXAS Exports to MEXICO and CANADA Reached \$22.3 billion in 1992.

- Texas was one of 17 states which ranked Mexico among their top three export destinations. Canada, our other NAFTA partner, ranked second among Texas' export markets; Mexico was the largest.
- 170,600 jobs in Texas in 1992 were supported by exports to Mexico. Almost 50 percent of those jobs were created in the past five years, since Mexico began liberalizing its import regime.
- Texas' merchandise exports to Mexico almost tripled from 1987 to 1992, rising from \$6 billion to \$19 billion.
- With \$19 billion in shipments, Texas led all states in the value of exports to Mexico in 1992.
- Over the past five years, Texas' exports to Mexico rose by \$12 billion, the largest dollar increase among the states. Border states have been among those with the largest increases in the dollar value of exports to Mexico.
- Texas' exports to Mexico grew 191 percent from 1987 to 1992, 127 percentage points faster than export growth to the rest of the world.
- Throughout the five year period, Mexico consistently ranked first among Texas' 208 export markets, overshadowing all of the state's other export destinations.
- Texas' top exports to Mexico in 1992 were electric & electronic equipment (\$4 billion), transportation equipment (\$3 billion), industrial machines & computers (\$2 billion), primary metal industries (\$2 billion), and chemical products (\$1 billion).
- Texas boosted exports to Mexico in every major manufacturing sector over the past five years. Among the categories that recorded strong growth were: oil & gas (from \$8,000 to \$311 million), lumber & wood products (from \$22 million to \$189 million), and furniture & fixtures (from \$65 million to \$475 million).
- In 1992, Texas' exports to Canada totalled \$3.5 billion. Texas' exports to Canada have grown over 60 percent in the past five years, during which the U.S.-Canada Free Trade Agreement was implemented (January 1, 1989).

Compiled by USDOC/OM, August 1993.

Job estimate provided by USTR; refers only to jobs supported by exports of manufactured goods.

~~His last relative~~
~~in Calif~~
9 - General
Chitel

Clay Shaw
Enlightenment Problem

1. ~~Donk~~ 662-2650
~~Pres~~ 70

Ken Cole

~~fill~~

November 15, 1993

MEMORANDUM FOR ROGERS ALTMAN
TOM NIDES

FROM: Alexis Herman
RE: NAFTA Florida Votes

Jeffery Orsech of Ft. Lauderdale 305/782 7161 called me and said:

Howard Glicken spoke to me about him. He told me that Harry Johnston, Peter Deutsch and Alcee Hastings are his friends and he represents most of the local unions in South Florida. He promised Howard that all three of these Members will be turned around to vote for NAFTA. This will be accomplished by Monday afternoon.

JEFFREY ORSECK, P.A.

ATTORNEYS AND COUNSELORS AT LAW

ORSECK PLAZA

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JEFFREY ORSECK

FLORIDA BOARD CERTIFIED CIVIL TRIAL ATTORNEY

NATIONAL BOARD OF TRIAL ADVOCACY BOARD CERTIFIED

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Congress of the United States

House of Representatives

June 23, 1993

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15TH DISTRICT, FLORIDA

MEMBER:

BANKING, FINANCE AND
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SCIENCE, SPACE AND
TECHNOLOGY COMMITTEE

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President of the United States
The White House
1600 Pennsylvania Avenue
Washington, D.C. 20505

Dear Mr. President:

The undersigned Democratic members of the Florida Congressional Delegation hereby endorse and support the appointment of Jeffrey I. Orseck, Esquire of Fort Lauderdale as United States Ambassador to Costa Rica. We support Mr. Orseck for this important post because:

1. Costa Rica, and for that matter all of Central and South America, is an important trading partner with the state of Florida. Because of Florida's geographical proximity and because of Florida's growing emergence as the international "capital" of the Caribbean, Florida plays a pivotal role in bilateral economic relations with Costa Rica. Consequently, it is appropriate for a Floridian to assume this post.

2. He is uniquely qualified because of his extensive business relationships in Costa Rica that he has developed for almost 20 years. His frequent trips, for both business and pleasure, have afforded him much insight with respect to the people of Costa Rica and their government. In short, his first-hand knowledge of Costa Rica, forged over time, provides him with a critical head start in this Central American democracy.

3. He is a life-long Democrat who has shown over the years his consistent support of the Democratic party. First and foremost, he is a former schoolmate of yours when you both attended and graduated from the School of Foreign Service at Georgetown University. Moreover, as a D.N.C. Managing Trustee and a Trustee of the Florida Democratic Party he has shown his financial commitment both at the state level and the national level. During last year's Presidential campaign, he successfully raised over \$1 million dollars for the Clinton-Gore team, along with many other Democratic office holders here in Florida and across the country. In addition, his involvement with organized labor goes all the way back to his first job while in college with George Meany of the AFL-CIO. Today, he represents a number of key unions in Florida and Washington, D.C.

06/28/93

15:49

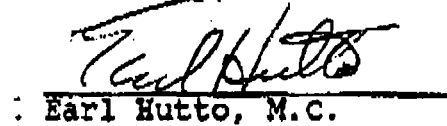
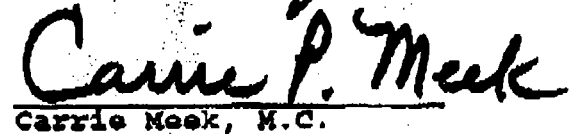
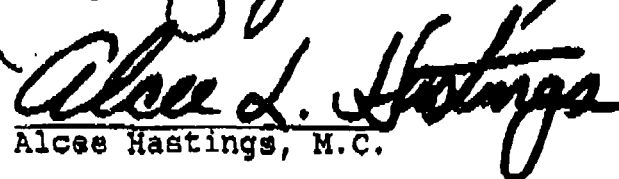
202 225 9039

CONG. BACCHUS

002/002

It is for these reasons and more that we collectively recommend to you the name of Jeffrey Orseck for the post of Ambassador to Costa Rica.

Sincerely,


Jim Bacchus, M.C.
Earl Hutto, M.C.
Pete Peterson, M.C.
Corrine Brown, M.C.
Karen Thurman, M.C.
Sam Gibbons, M.C.
Harry Johnston, M.C.
Carrie Meek, M.C.
Alcee Hastings, M.C.
Peter Deutsch, M.C.

JEFFREY ORSECK, P.A.

ATTORNEYS AND COUNSELORS AT LAW

ORSECK PLAZA

1111 EAST BROWARD BOULEVARD

FORT LAUDERDALE, FLORIDA 33601

BROWARD: (306) 763-3000

1-800-226-2222

TAMPA OFFICE

SUITE 200

2112 NORTH 15TH STREET

TAMPA, FLORIDA 33605

1-800-226-2222

JEFFREY ORSECKFLORIDA BOARD CERTIFIED • CIVIL TRIAL ATTORNEY
NATIONAL BOARD OF TRIAL ADVOCACY • BOARD CERTIFIED
ALSO ADMITTED TO PRACTICE IN NEW YORK AND TEXASGREGORY DAMIANI
MICHAEL S. WEISSMAN
OF COUNSEL
PAUL D. GOLDSTEIN
WILLIAM S. ISENBERG
STEVEN A. PELLINGRA**REPLY TO: FT. LAUDERDALE**

November 15, 1993

White House
Alexis Herman**VIA FACSIMILE 202-456-6218**

Dear Alexis:

It was good speaking with you this morning. I think you should be aware of some other issues and facts concerning the Florida Democratic Congressional Delegation.

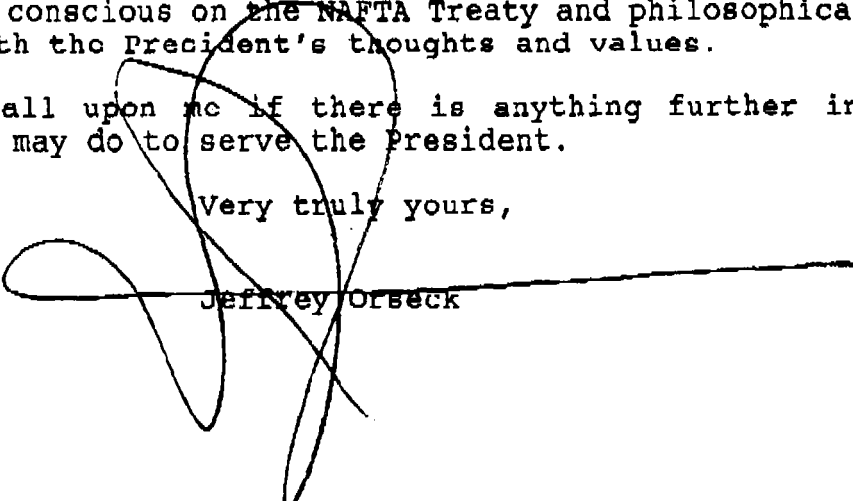
As you may be aware, I am on the "short list" to be appointed United States Ambassador to Costa Rica. Peter Deutsch, Jim Bacchus, Alcee Hastings, Harry Johnston, Congressman Jim Cooper of Tennessee and Congressman Robert Torricelli of New Jersey have been the chief supporters of this appointment.

I am enclosing for your edification a copy of the letter sent by the entire Florida Congressional Delegation. Also United States Senators Robert Byrd, Bob Graham, Connie Mack, Paul Simon, Tom Harkin, John Kerry and Party Chairman, David Wilhelm, have all verbally and in writing endorsed this nomination.

For your information Peter Deutsch has been the most outspoken with both the President and Bruce Lindsey. Peter is a wonderfully principled person whom I admire greatly and I believe that now that the threat of local labor union retaliation has been removed he will vote his conscious on the NAFTA Treaty and philosophically he is in line with the President's thoughts and values.

Please call upon me if there is anything further in this matter that I may do to serve the President.

Very truly yours,


Jeffrey OrseckJO/lb
Enclosure

THE WHITE HOUSE

WASHINGTON

November 15, 1993

MEMORANDUM FOR ROGER ALTMAN
TOM NIDES

FROM: Alexis Herman

RE: NAFTA Florida Votes

Jeffery Orsech of Ft. Lauderdale 305/782 7161 called me and said:

Howard Glicken spoke to me about him. He told me that Harry Johnston, Peter Deutsch and Alcee Hastings are his friends and he represents most of the local unions in South Florida. He promised Howard that all three of these Members will be turned around to vote for NAFTA. This will be accomplished by Monday afternoon.



ABOARD AIR FORCE ONE

Thayer Fiske
Capt Ed Tamm
Chas Fries - Lee Brown
Lt Lucien Blackburn?
Mopas Waters

Rangel / Eric
Lemias



ABOARD AIR FORCE ONE

- 1 Eddie Bernice
 - 2 Bill Jefferson
 - 3 Harold Ford
 - 4 Gary Frank
 - 5 Mel Reynolds
 - 6 Hastings
 - 7 Meek
 - 8 Brown
 - 9 Clyburn
 - 10 Washington/Encore
-

o /

✓ 10 + 20 x 2
✓ 2 yes 20 would
have to note
not app

✓ loc ch \

- loc 2 of c would
come out for it

- loc per

- he's winnable

- working & try to

Lee Brown
Hisense

Get other members

if they 6, 6

10 10 10 10 10 P to
call

LEAN YES 24	ST	UNDECIDED 22	ST	LEAN NO 20	ST
← Becerra :Y	CA	Brewster	OK	Andrews	ME
← Brown to Leon	CA	Deutsch	FL	Bevill	AL
← Bryant	TX	Durbin :Y	IL	Brown	FL
← Cantwell	WA	English : Altman	OK	Clyburn	SC
← Deal	GA	Fields	LA	Condit	CA
← Eshoo	CA	Green	TX	Darden	GA
← Ford :Y	TN	Hayes	LA	Farr	CA
← Hastings :Y	FL	Hutto	FL	Gutierrez	IL
← Hefner	NC	Johnston	FL	Hall	OH
← Jefferson :Y	LA	Lancaster	NC	Hall	TX
← Lambert :Y	AR	Markey	MA	Hilliard	AL
← Lloyd :Y	TN	Martinez :Y	CA	Mazzoli	KY
← Lowey	NY	McDermott	WA	McKinney	GA
← Mann :Y	OH	Mineta	CA	Meek	FL
← Meehan :Y	MA	Moakley	MA	Rangel	NY
← Neal	NC	Rowland	GA	Reynolds	IL
← Orton :Y	UT	Sangmeister	IL	Scott	VA
← Pickett	VA	Sawyer	OH	Tauzin	LA
← Roybal-Allard :Y	CA	Sisisky	VA	Waters	CA
← Shepherd	UT	Skelton	MO	Watt	NC
← Smith to VP	IA	Torricelli	NJ		
← Spratt	SC	Washington	TX		
← Studds :Y	MA				
← Waxman	CA				

OUTSTANDING ASSIGNMENTS

<u>ASSIGNMENT</u>	<u>RESPONSIBLE PARTY</u>	<u>DATE</u>
I. Remainder of Invitations	Jackie W.	Tues. 11/9
- Invitations to committee members	Jackie W.	Tues. 11/9
II. PAC Lists		
- Mailings/letter	Jackie Ellis	Mail Drop Thurs. 11/11
- Follow-up phone calls	Sam Ethridge	Calls Tues. 11/16 - Fri. 11/19
III. Follow-up Phone Calls		
- Volunteer round up	Aunt Lil	Tues 11/9
	* Jackie W. has requested the need to find more volunteers.	
- Volunteers make follow-up calls		Tues. 11/16 -Fri. 11/19
IV. RSVP	Kim/Peggy Cooper-Cafritz office	Tues. 11/9

- P+ U

- Bm P. Chen

- O/RH

- Enter

Back One

2

11 Nt Wg Back

1

4

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**AFL – CIO / CBC AGAINST
NAFTA**

Divider Title: _____

cc Davis

(Anti)

June 28, 1993

MEMORANDUM FOR MACK McLARTY
GEORGE STEPHANOPOULOS
DAVID GERGEN
~~ALEXIS~~ HERMAN
JOAN BAGGETT

JUN 27 1993

FROM: Howard Paster HP
SUBJECT: Attached letter on NAFTA

I thought that you would be interested in seeing a copy of the attached letter to Representative Mfume from the AFL-CIO regarding NAFTA.

[Handwritten signature/initials]

American Federation of Labor and Congress of Industrial Organizations



815 Sixteenth Street, N.W.
Washington, D.C. 20006
(202) 637-5000

EXECUTIVE COUNCIL

LANE KIRKLAND PRESIDENT

Albert Shanker
Wayne E. Benn
James E. Hoffeld
William H. Bywater
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Robert A. Georgine
Lester Miller
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James J. Norton
Ron Carey

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Gerald W. McEntee
Dwain Bieder
Morton Barr
Jay Mazur
John J. Barry
George J. Kourilas
Frank Hanley
Michael Sacco
Frank Ryan

June 24, 1993

The Honorable Kweisi Mfume, Chairman
Congressional Black Caucus
217 Cannon House Office Building
Washington, D.C. 20515

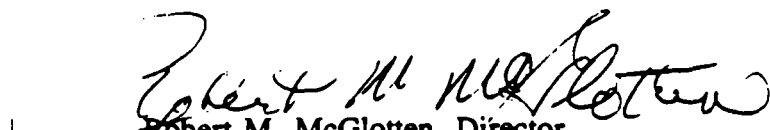
Dear Chairman Mfume:

On behalf of the AFL-CIO, I applaud your courageous and thoughtful decision to oppose the NAFTA agreement. We agree with you that in its present form NAFTA is fatally flawed and will result in the loss of jobs in our nation's cities and rural areas. Not only are low-wage workers at risk, but well-paying jobs will also be lost due to an agreement that should be described as a Mexican investment agreement. The United States is where our investments should be made.

We look forward to working with you to ensure that NAFTA, in its present form, is rejected. Working men and women cannot afford so-called trade agreements that are little more than invitations to U.S. and foreign corporations to exploit oppressed and low-wage workers in Mexico while at the same time those agreements ignore basic environmental, health and safety rules.

Again, the AFL-CIO offers its congratulations on this important decision and looks forward to working with the Congressional Black Caucus to protect the jobs of American working women and men.

Sincerely,


Robert M. McGlotten, Director
DEPARTMENT OF LEGISLATION

c: All Members of Congressional Black Caucus

cc Davis

June 28, 1993

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GEORGE STEPHANOPOULOS
DAVID GERGEN
~~ALEXIS~~ HERMAN
JOAN BAGGETT

FROM: Howard Paster *HP*
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American Federation of Labor and Congress of Industrial Organizations



815 Sixteenth Street, N.W.
Washington, D.C. 20006
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Arthur A. Cole

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Gerald W. McEntee
Dwen Blecker
Morton Barr
Jay Mazur
John J. Barry
George J. Kourbas
Frank Hanley
Michael Sacco
Righe Hutt

June 24, 1993

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Congressional Black Caucus
217 Cannon House Office Building
Washington, D.C. 20515

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Sincerely,


Robert M. McGlotten, Director
DEPARTMENT OF LEGISLATION

c: All Members of Congressional Black Caucus

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AMH NOTES

Divider Title: _____

*transcribed
your notes*

AMH

typed up your NAFTA notes. They are
attached, ~~along with the notes~~. Please
note that there are some blanks. If you
could fill them in, I can make the corrections.
Thanks.

r

NAFTA NOTES
Briefing: October 5, 1993
Massachusetts

- Made in the Mexico and staff will increase
- But where in Mexico
- 5 Billion deficit-non trade surplus
- Provision that encourage relocation
- 70% of their products come from US
2nd largest growing area in Mexico
- Amn water must productive in the world
\$410 to build in main thru US
- *Mexico had laws that said you had to be in Mexico to add
because of their thrift laws
- NAFTA will not solve all of our problems. Move the ball forward
- 400 million persons market
- Asia is only larger

NAFTA does three things

- Change the rules
- Grow jobs
- Largest trading market-also the largest preference area
- We've had free trade with Mexico
- Tariff barriers kept us out
2 billion worth of goods that we're not selling-auto alone
- 3rd largest partner
- 2nd purchase of goods
- 1992-did not rise
 - 3% military increased
- 48 of 50 states increase their job output

Trading Partners

1. Canada -2% Miller people shows you have provided and physical integrity makes a difference.

-Job loss 14,000 because of HHFTH

-Job loss over all will be 2 million. We are seeing an overall change in _____

-Economy - we will need and are playing an overall retraining program

-Job Picture for the _____ industry
Too much focus has been on manifesting jobs

-Get the data on job growth on the _____ sector

Carol (Browner)

Environmental agreements

NAFTA will help with the border problems of water treatment and pollution.

NAFTA NOTES
Briefing: October 6, 1993
North Carolina

Mexico is not our trade problem. It is an opportunity.

6 bid surplus

We have deficits with Japan, Asia.

Erskine

- Export jobs pay 12 to 17% more
- Since Mexico has opened up, market exports have

- 200,000 jobs supervising 30 billion in economy
- Productivity is 5 times higher than Mexico. Clear reasons why wages must send the principle factor
- ** If you don't pass NAFTA, I'm going to have to move to Mexico because that's where the market is going. Remove the trade barriers and you won't have to leave.
- US Goods Who spend what
 - \$450 a year Mexico
 - \$380 Japan (5 times higher goods)
- 70 cents of every \$1 on U.S. Consumer Goods
- Peanut issue
- High Tech benefits
- Tobacco tax
- Adverse arguments
 - Lost of low wage jobs
- Change US status quo
 - Take US part
- Global market share
 - jobs and growth

-2-

- Terms read -

Personal security/Change you find_____

Leadership to_____

NAFTA NOTES
Briefing: October 7, 1993
New Jersey

Targeted by industries:

- Problem is no _____ industrial policy
- What we have done
- We've changed the restrictions on a number of products on exports
- Research on automobile industry

People we look for something to protect the American

Kent

- Explain tariffs
- Ioacocoa, Lee
- Some changes in jobs -- overall met increase
Explain
- Exhibit of NAFTA with Puerto Rico

Mexico Trading Deficit

- *5 Billion deficit- Now 5 billion surplus
- *60,000 cars to Mexico - sell in this first year
- *Lowest tariffs that will be available will be in Mexico
- *Difference in _____ a car in Mexico/USUS
Mexico \$410 - more
(NAFTA will help emphasize stay here)
- *50% --> 2/3 of duty on goods going to Mexico will be zeroed out over time
- *Very important Public policy position for this country
- *Freed of export controls to the tune of about \$20 billion
- *We have one shot and one shot only - _____ is out of the link. Political trade will turn against us.
- *700,000 jobs now related to exports to Maine
200,000 more if NAFTA is passed
We run the risk of not only losing 700,000 in addition to not being able to create.
- *Raise the standard of living overall for Mexicans--
Increase their parking problems.

*If either country thinks it is a big mistake agreement can be cancelled (what are the mechanisms?)

**Comprehensive _____retiring

**Important on Puerto Rico

-Less attraction to move because stronger environment laws and labor laws

-What are the advantages for Mexico and are these negotiations for us?

-65,000 jobs in New Jersey would be affected if NAFTA didn't pass.

-It feels as though we are giving a small message focus in on low manage jobs managing US certain industry output.

Plate glass	)
Approval	) 15 years phase in
Peanuts	)
Sugar	)

-Dislocated worker initiatives

-Tracks

*Mexican _____ about all the lowest usage yet any way -- small economy--_____for us to Latin America

*Mexico already has free trade with us. We don't have tariffs. We don't have free trade.

*NAFTA insures enforcement of cheap solar and environmental laws (How do we do this)

*Export jobs pay more \$10-12 more

*2nd fastest growing middle-class in the world

*Link productivity to growing wages

- Value of goods that we make and export will be doubled to Mexico

- Domestic control laws on U.S. parts is eliminated

-3-

- 15 billion - China) trade deficits
9 billion - Taiwan)

NAFTA NOTES
Briefing: October 13, 1993
Maryland/Virginia

- 5% of Commitment
- Environmental
- Timing _____
- Carribean Basin Initiatives
- Apparel Industry/ What are the key sections that will be impacted?

Retailing effect

1. >
 2. Trade adjustment assistance act
 3. Brand Reform of District _____

20 million in first year
% of trade in year's out
- Competitive advantage becomes _____ free for us
 - Small business assistance/Export what ____ of profits
 - Carribean

10/5

Joan Friedman
General Counsel
Maine Chamber of Commerce
and Industry
126 Sewall Street
Augusta, ME 04337
207/623-4568

Christopher Gabrieli
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AMH
notes from
10/5

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Direct
'Edels' as a result of
Commitment to the models +
Examination of Protocols are directly
correlated - People who are
aware of the system created
them

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617/487-7626

Gail Harrison
The Wexler Group
Washington, DC
202/

① *Will Comment & Clean up needed
decisions of NHTA is not present*

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Jay McCloskey
US Attorney
State of Maine
207/945-0373

Rosabeth Kanter
Professor
Harvard University
Graduate School of Business
Cambridge, MA
617/495-6053

*Herold Case, Re 2, 1st Amendment
We need a 1st Amendment package
Don't let it be as obvious
Joanna Lau - small Bus -
President - Cambridge, MA
Lau Technologies
531 Main Street
Acton, MA 01720
508/263-8365 x276
almost 40 years
in the business*

*Michael Bay + Bmw are
moving into a big - 3070 sq ft
space and looking for a good location*
Jacqueline Liebergott
President
Emerson College
100 Beacon Street
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617/578-8525

Bruce Makas
Saco Defense, Inc.
Saco, ME

John McIntyre
Tyco Labs
1 Tyco Park
Exeter, NH 03833

Patrick J. McManus
Mayor of Lynn
Lynn, MA
617/598-4000

*Q - Plot relocation because of
major difference -
There - Lower major create global
super - check out - Health, Refined
in 1000's of people, really, I think it is
very important & education, I think it is
very important, I think it is very important*

Mario Molina
Professor
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Department of EAPS
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671/253-5081

Peter Meade
President and CEO
New England Council
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W. Dennis Moran
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Durham, NH
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Carolyn O'Connor
New England Council
202/434-8095

John O'Leary
Pierce, Atwood and Scribner
1 Monument Street
Portland, ME 04102
207/773-6411

*Q - How do you do all these
RB, Health, & KATIA*

*Q - manufacturing industry
how much about
jobs*

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President
Davidson Instrument Panel
Textron
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Portsmouth, NH 03801
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Vice President, Government
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Quincy, MA
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& Env. Quality
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President
Thermedics Detection
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Thomas Sommer
Vice President
New England Council
,

Scott Sperling
Managing Partner
Harvard Management Company
600 Atlantic Avenue
Boston, MA 02210
617/523-4400

Donald Francis Steele
President
Airxchange
Rockland, MA
617/871-4816

Charles Stikes
President
Bunker Hill Community
College
New Rutherford Avenue
Charlestown, MA 02129
617/241-8600 x400

Cathleen Stone
Foley, Hoag & Eliot
One Post Office Square
Boston, MA 02109
617/482-1390

Cham

Enmund Agreement

NAFTA will help with
the Border Problems
of water treatment
& Pollution

John Tierney
Kidder Peabody
One Post Office Square
Boston, MA 02109
617/261-2896

Thomas Tillotson
Tillotson Health
360 Rt 101 West
Bedford, NH 03110
603/472-6600

William C. Van Paasen
President and Chief
Executive Officer
Blue Cross/Blue Shield
100 Summer Street
Boston, MA
617/956-3301

Robert Vanasse
President
Cliftex Corporation
194 Riverside Ave
New Bedford, MA 02745
508/999-1311

Harvey Wagner
Vice President Finance/
Chief Financial Officer
Computervision
100 Crosby Drive
Bedford, MA 01730
617/275-1800x4200

Sidney Weintraub
LBJ School of Public Affairs
,

Robert Weiss
Chairman & CEO
Physical Sciences, Inc.
20 New England Business
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Andover, MA 01810
508/689-0003

Ann Wexler
The Wexler Group
1317 F St., NW
Washington, DC 20004
202/638-2121

Barry White
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One Post Office Square
Boston, MA 02109
617/482-1390

Patricia Wolpert
New England Manager
IBM
404 Wyman Street
Waltham, MA 02254
617/895-2700

Trudy Partners

- 1 Canada → 727 million people

2 Japan

shows you how
different

3 Mexico

different people
make a difference

- Job loss 14,000 because
of 11/11/71

- Job loss over all will be
2 mil - we are seeing
a small change in the

country - we will need
are a plan on overall
setting program

Job picture for the summer ending
727 million people has been a
rising job

Get the extra on job done
on the same desk

Besty Wright
The Wexler Group

Larry Sabar
New England Council

48 of 50 W
Dale with
the group

Alfred Zeien
Chairman / Chief Executive
Officer
Gillette Company
Prudential Center Tower
Boston, MA 02199
617/421-7000

Jobs in Mass

manis

NA

NAFTA does three things

- Change the Rules
- Remove Jobs
- Largest Trading Market - also
the largest players are
- We are back free trade with
Mexico
- Tariff Barriers kept us out
2 Bil worth of goods that
we are not selling - auto alone
- 3rd largest Partner
- 2nd Purchase of goods

1992 - Did not rise
- 37 million unemployed

- Made in the Mexico & shifted much
more
- But more in Mexico
- 5 Bil deficit - now that is plus
- Oroni that average relocate
- 7070 of their products come from
US
- 2nd largest growing area in Mexico
- An order must production in the
market
- 50/10 is built in main the US
- * - Mexico had laws that said you had
to be in Mexico & all because of their
tariff laws
- NAFTA will not solve all of our
problems - more the ball game

Are we going
to do a Fla group
GFS

- 400 million per
market
- again is very large

NMOT

Notes from
10/6

Alexis

October 5, 1993

MEMORANDUM TO PARTICIPANTS

FROM: DORIS MATSUI

RE: NAFTA BRIEFING
OCTOBER 6, 1993
474 OEOB
INDIAN TREATY ROOM
9:30 AM - 12:00 Noon

* Mexico is not an
easy problem it is an
agony
to deal with
we have disputes
with
Japan
Asia

Attached are pieces of information pertinent to the
NAFTA Opinion Leader Briefing.

Economics

- Export jobs pay 12 to 17% more
- Since Mexico has opened up markets exports
have naturally
- 200,000 jobs pay 30 Billion to
Economy
- Productivity is 5% higher than Mexico - Claim
please why money and just the simple
factor

~~XXX~~ If you don't pass NAFTA 21 - you're
tossing to Mexico & Mexico because that's
where the market is going. Remove the
trade barriers & you won't have
to leave

US goods who spend most
- \$450 - you on an (import)
\$380 -

(Japan) (5 times higher
goods)

70% of every \$1 - on US
consumer goods

THE WHITE HOUSE

WASHINGTON

October 6, 1993

NAFTA REGIONAL BRIEFING
NEW JERSEY

DATE: OCTOBER 7, 1993
LOCATION: ROOM 450 OEOB
TIME: 9:30 AM - 12:00 NOON

I. PURPOSE

To educate individuals from outside Washington, leaders in their states, about the benefits of NAFTA.

II. BACKGROUND

NAFTA has been defined by its opponents in a negative way-- as a job loser. In order to get beyond the large organizations that oppose NAFTA, we must get to the people who can actually make the argument for NAFTA--the people outside the beltway, the citizenry in their individual communities.

This briefing gives us an opportunity to present the case to the people who actually vote and who could spread the message at the grassroots level.

III. PARTICIPANTS

The Vice President
Secretary Bentsen
Robert Rubin, Chair, NEC
Kurt Campbell, Deputy Special Counsellor for NAFTA
60 Participants from New Jersey
Sen. Bill Bradley-D (drop by)
Sen. Frank Lautenberg-D (drop by)
Rep. Dean Gallo-R (drop-by)
Rep. Herb Klein-D (drop-by)
Rep. James Saxton-R (drop-by)
Rep. Dick Zimmer-R (drop-by)

IV. PRESS PLAN

Selected individuals will go to stakeout.

V. SEQUENCE OF EVENTS

9:30 AM Alexis Herman
Welcome and introduce Secretary Bentsen

~~Agenda~~ - Puerto Rico

- See attached to name second
stronger environment laws + labor
laws

- What are the advantages for Puerto Rico?
+ are there negatives for us

- 65,000 jobs
he objected if not a lot
NATTA has been defined as its opponents in a negative way...
in order to get beyond the...
that oppose NATTA, we must get to the people who can actually
make the argument for NATTA--the people outside the policy, the
efficiency in their individual communities.

- If feel a thing...
the people who...
the grassroots level...

giving a mental message...
in a low wage job many US

costs industry input -

I let you
appeal
permits
sugar

15 year plan

- Industrial water pollution

- Trucks

9:35 AM Secretary Bentsen
Remarks and Q&A

10:00 AM Robert Rubin
Remarks and Q&A

10:30 AM- Break
10:55 AM

10:55 AM Alexis Herman
Welcome back and introduce Kurt Campbell

11:00 AM Deputy Special Counsellor Kurt Campbell
Remarks and Q&A

11:30 AM Introduce the Vice President

11:35 AM The Vice President
Remarks and Q&A

12:00 Noon Close Program

* *member couldn't attend all the times
was for a long - still every
fourth day to visit America*

* *member already has free trade with
us - we don't have tariff - we
don't have free trade*

* *NAPTA ensures enforcement of
Chap Solar & Committee Laws
(How do we do this)*

* *Export jobs pay me \$12 more*

* *and fastest growing middle class
in the world*

* *Sub Proclivity to young wages*

NEW JERSEY
OPINION LEADERS MEETING
OCTOBER 7, 1993

TREASURY SECRETARY BENTSEN--Secretary Bentsen will outline the arguments in support of NAFTA, offering an overview of the U.S. role in a changing world economy.

BOB RUBIN, ASSISTANT TO THE PRESIDENT FOR ECONOMIC POLICY--Mr. Rubin will provide a perspective on the importance of NAFTA for the U.S. economy. He will describe the U.S. role with NAFTA in a global economy, and the difficulty of the U.S. to compete in the world market without NAFTA.

DEPUTY SPECIAL COUNSELLOR KURT CAMPBELL--Mr. Campbell will offer an overview of the Clinton's administration's efforts to approve NAFTA. He will underscore the urgency of a concerted effort among business leaders, environmentalists, and local officials in the last two months of the NAFTA effort.

VICE PRESIDENT GORE--The Vice President will outline the importance of trade in the United States' economy. His arguments will stress the importance of export-driven manufacturing and services if we are to sustain economic growth in the 1990's and beyond. Vice President Gore will also provide an outline of the Administration's export initiatives designed to boost exports from a \$600 billion part of our economy to a trillion dollar enterprise in the year 2000 that will boost export driven jobs from 7 million today to 13 million U.S. jobs by the year 2000.

- Value of goods that we market
Exports will be doubled to meet
- Domestic Content Law on US parts
is eliminated
- 15 Bil - China } Trade
9 Bil - Taiwan } Deficits

*Temporary by
industrial*

*- Problem is no parallel
industrial policy
- we had more love -
- we change the structure
on a number of products
- Research on Auto market
Industry*

*1993
- Explain Tariffs
- Graham, Lee*

*- Some changes in
GPA - overall
New income
Explain
Effect of NAFTA on
Punta Rinc*

MEMORANDUM TO PARTICIPANTS

FROM: DORIS MATSUI

RE: NAFTA BRIEFING

450 OEOB

9:30 AM - 12:00 Noon

October 7, 1993

*people are
looking for
something to
do with the
money*

Attached is information pertinent to the New Jersey Nafta briefing. Please note that the briefing will now take place in ROOM 450 OEOB instead of the Indian Treaty Room.

Mexico Trade Deficit

** S. Paul Deficit - from S. Paul Deficit*

** 60,000 cars to Mexico to sell in this
first year*

** Lower tariffs that will be
available will be in Mexico*

** Difference in value of currencies
between \$/10 - more
(Nafta will help exports
stay here)*

** 50% → 2/3 of duty on goods from
Mexico will be zeroed out over
time*

* Very important Public Policy
Question for this County

* I need of experts contracts to the
line of about 20 (Bill)

* we have one ~~slit~~ ~~of one slit~~
only - ~~slit~~ is out on the line
Public take will ~~the~~ ~~the~~

Attached is information pertaining to the New Jersey Public
Bidding. Please note that the bidding will now take place in
the County of the Indian Treaty Port.

* 700,000 ~~also~~ ~~now~~ ~~related~~ ~~to~~ ~~experts~~
to ~~men~~

200,000 ~~men~~ ~~of~~ ~~NATO~~ ~~TX~~ ~~Y~~ ~~Y~~

we run the risk of not only losing 200,000
in addition to not being able to ~~end~~

* Raise the standard of living once
for next - Increase then planning

* If either County thinks it is a
big mistake agreement can be cancelled
(What are the Mechanism)

* Comprehensive worker Retiring

From
MD/VA
Briefing

IV. PRESS PLAN

No press coverage. There will be a stakeout following the briefing.

V. SEQUENCE OF EVENTS

You go directly to the holding room.

You will acknowledge the Members present as well as introduce Bill Daley.

Bill Daley will give an overview on outreach for NAFTA.

Leon Panetta will follow Daley and discuss the net economic gains from NAFTA.

The Vice President will follow Panetta,

Carol Browner will follow with Vice President with remarks on Environmental Technologies Industries as well as specific details on the environmental side agreement.

VII. ATTACHMENTS

- o2 Maryland/Virginia Participants
- o2 Maryland/Virginia Talking Points
- o2 Agenda

- 3:30 of Am
- Committee -
- Ting B...
- Carbin B...
- Appraisal Duty / W have
the key sector last week
re Appraisal -

Plenary report

1 7

2 Trade Adjustment Assistance Act

3 Broad Reform of Suburban Housing

DO not - just you
no of Trade - just out

- Complete Control of Housing
free for us

- Small Bus Arrangement / Report with
- Curbside of Public

IV. PRESS PLAN

No press coverage. There will be a stakeout following the briefing.

V. SEQUENCE OF EVENTS

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VII. ATTACHMENTS

- o Maryland/Virginia Participants
- o Maryland/Virginia Talking Points
- o Agenda

From
MD/VA
Briefing

- 370 of Am
- Exempted -
- Ting B. ...
- Caution Basic Dist
- Appraisal Industry / U have
the key sector last mile
we cannot -

Returning of funds

1 7

2 Trade Adjustment Assistance Act

3 Broad Reform of Department of Commerce

20 million in first year
70% of trade in year out

- Complete Authority to handle
free for us

- Small Business Administration / Support activities
of People

- Chamber

AmH/

Meeting to discuss staging of Health Care, NAFTA, and Reinventing
Government fall initiatives

10 am Monday, July 26
Roosevelt Room

Manifest:

The Vice President
The First Lady
Secretary Bentsen
Ambassador Kantor
Mack McLarty
Roy Neel
Bob Rubin
Sandy Berger
George Stephanopoulos
David Gergen
Mark Gearan
Howard Paster
Joan Baggett
John Podesta
Alexis Herman
Maggie Williams
Ira Magaziner
Jeff Eller
Jack Quinn
Dee Dee Myers
Stan Greenberg
James Carville
Paul Begala
Mandy Grunwald

Agenda

I. POTUS/White House Activity Profile/Aug-May....Marcia Hale

II. Initiative Development Status Reports

- Reinventing Government.....The Vice President
- Health Care.....Ira Magaziner
- NAFTA.....Sandy Berger/Bo Cutter

Resources necessary to support initiatives

- Inside staffing
- Outside political
- Communications strategies

III. Political, legislative prospects for of initiatives

- Legislative.....Howard Paster
- Political.....Stan Greenberg, James Carville

IV. Alternative timing of initiatives

7/26/93

Sign of the ...
Amount of the ...
Sign of the ...

In a ... / ...
Date ... / ...

... ..

— Events w/ George Peayle
— ETC / ...

— to me /

— Not long to make change yourself
— ... / ...

— Real Life Stories

— Affection

THE WHITE HOUSE
WASHINGTON

June 22, 1993

COPY

MEMORANDUM TO BOB RUBIN

FROM: ALEXIS HERMAN
ASSISTANT TO THE PRESIDENT
DIRECTOR OF PUBLIC LIAISON

SUBJECT: DEPUTIES TRADE POLICY MEETINGS

It's fine
The primary mission of Public Liaison is to build support around the Presidential Priorities. ~~To accomplish that goal, Public Liaison must understand the policy in order to communicate effectively to our constituent groups and build support for the Presidential initiatives.~~

On order to ensure continued close coordination w/ NEE
I understand that deputy meetings are now taking place around NAFTA. I request that you include Doris Matsui, my deputy, in these meetings. Doris is managing trade issues, including NAFTA, for the Office of Public Liaison. ~~I would also appreciate it if you would include her in any other policy meetings involving trade.~~

I will have Doris follow up with Bo Cutter.

cc Bo Cutter
Doris Matsui

Alexis;

Per your request,
here is the memo I
sent out re NAFTA
briefing.

Doris

—

THE WHITE HOUSE

WASHINGTON

COPY

July 14, 1993

MEMORANDUM TO MACK MCLARTY

FROM: ALEXIS HERMAN
ASSISTANT TO THE PRESIDENT
DIRECTOR OF PUBLIC LIAISON

SUBJECT: NAFTA BRIEFINGS

The Office of Public Liaison in conjunction with USTR will be conducting a series of briefings in support of NAFTA. While keeping in mind our top priority of supporting the Reconciliation Conference Package, we are mindful that NAFTA will shortly become a priority. Therefore, these briefings are "set up" for the big push which will come shortly. These briefings are key to establishing support among key industries and leaders who will not only make the case out in the country, but also on Capitol Hill. The timing is critical because of the imminent August recess.

Being mindful of the critical timing of the Reconciliation process, in each briefing we will describe and urge that they support the economic package. A key point is that without successful passage of this package, NAFTA will in serious jeopardy, if not dead.

Tuesday, July 20, 1993
Room 450 OEOB, 10:00 AM - 12:00 Noon
STATE NAFTA LEADERS

Briefers: Mickey Kantor
Carol Browner

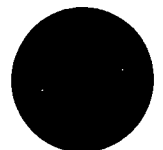
Thursday, July 22, 1993
Room 450 OEOB, 10:00 AM - 12:00 Noon
HIGH TECHNOLOGY

Briefers: Mickey Kantor
Lloyd Bentsen
Erskine Bowles

Tuesday, July 27, 1993
Room 450 OEOB, 10:00 AM - 12:00 Noon
AGRICULTURE

Briefers: Mickey Kantor
Mike Espy (tbc)

| Amt
saw



Wednesday, July 28, 1993
Room 450 OEOB, 10:00 AM - 12:00 Noon
CHEMICAL INDUSTRY

Briefers: Mickey Kantor
Lloyd Bentsen

Tuesday, August 3, 1993
Room 450 OEOB, 10:00 AM - 12:00 Noon
RETAILERS

Briefers: Mickey Kantor
Lloyd Bentsen (tbc)
Ron Brown (tbc)

CC: Rahm Emanuel
Mark Gearan
David Gergen
Nancy Hernreich
Anthony Lake
Bruce Lindsey
Regina Montoya
Roy Neel
Bernie Nussbaum
Howard Paster
John Podesta
Jack Quinn
Carol Rasco
Bob Rubin
George Stephanopoulos
Christine Varney
Maggie Williams
Joan Baggett
Ricki Seidman

Steve Lilt

(Am4)

THE WEXLER GROUP

1317 F Street, N.W.

Suite 600

Washington D.C. 20004

202-638-2121

202-638-7045 Telecopy

FAX COVER SHEET

JUL 9 1993

NAME: Alexis Herman FAX NUMBER 456-2983

FROM: ANNE WEXLER

PAGES: 11 (including cover page)

DATE: July 9, 1993

ANY PROBLEMS WITH THIS TRANSMISSION PLEASE CALL JUNE AT
202-662-3725

MESSAGE:

Here is a schedule of NAFTA actions undertaken and planned by USA NAFTA. I
would welcome additions and suggestions from you. We'll continue to send
you materials periodically. Please let me know when you're ready to talk
further about coordination with the White House. As you know, we're working
closely with USTR.

As ever,

Anne

CONFIDENTIALITY NOTE:

The information contained in this facsimile message is legally privileged and confidential information intended only for the use of the individual or entity named below. If the reader of this message is not the intended recipient, you are hereby notified that any dissemination, distribution or copy of this telecopy is strictly prohibited. If you have received this telecopy in error, please immediately notify us by telephone and return the original message to us at the address above via the United States Postal Service. Thank you.

ACTIONS	TARGET DATE
<u>JULY 1993</u> <u>I. GRASSROOTS</u> ● <i>Confirm priorities, timing and delivery systems for grassroots mail:</i> <i>(1) Perot response</i> <i>(2) Post supplemental</i> <i>(3) House and Senate floor votes</i> <i>(4) Other</i> ● <i>Cabinet Member/Senior Administration Official Trip</i> ● <i>Begin mobilization of elected officials for the NAFTA</i> ● <i>Conduct site visits to all highest priority states to reach agreement on plans for the remainder of 1993</i> ● <i>Obtain sign-ups for local grassroots and Washington member managers: Leaders, 2's and 3's</i> ● <i>Small Business Brochure</i>	
	<i>Letter signed by 2200 Members to be delivered July 12</i> <i>Packet dist. in August, mail to hit Cong. in early Sept.</i> <i>Oct.-Nov.-Dec.</i> <i>To be determined</i> <i>July 29th</i> <i>Mid July</i> <i>All Month</i> <i>July</i>

ACTIONS	TARGET DATE
JULY 1993 <u>II. WASHINGTON</u> ● Wisconsin Product Day ● Product mailings to Congress ● Continue, intensify outreach to potential supporters outside the business community re: activities during post-supplemental phase. ● Expand national coalition ● Develop and distribute post-supplemental packets to include: (1) grassroots (2) media (3) lobby ● Prepare and distribute point-by-point rebuttal to Citizens Trade Campaign. ● Complete first round of Washington lobby meetings with all target state delegations, Freshman and MOC's rated as 3's. ● USA*NAFTA Washington Reps. to meet with MOC's designated for special priority including: (1) Matsui Group (2) Leaders (3) MOC's rated as 2's	
	July 28th
	Late July
	On going
	On going
	End of July/Early Aug.
	End of July/Early Aug.
	End of July/Early Aug.
	Week of July 6th
	July
	July-Early August

ACTIONS	TARGET DATE
<u>JULY 1993</u>	
<u>II. WASHINGTON(Con't.)</u>	
● White House briefing/Congressional lobby days: (1) USA*NAFTA Leadership w/workshop (2) HiTech - Lunch and Lobby Visits (3) Agriculture for NAFTA (4) Chemical Companies (5) Financial Services (Small group)	- July 20 - July 22 - July 27 - July 28 - July 12
● Letter from ex-Presidents to Members of Congress	- Draft due late July. - Letter to be executed in September
● Letter from Leading Academicians	- Draft due late July. - Letter to be executed in September
● Letter from Economists	Draft completed
● File amicus brief in response to Richey	Est. July 20th
● Develop post-supplemental strategy	On going
<u>III. MEDIA</u>	
● Interview advertising agencies	
● Prepare Radio Ads	July
● Op-eds -- National, Local, Administration	On going

ACTIONS	TARGET DATE
<u>JULY 1993</u> III. <u>MEDIA</u> (Con't.) ● <i>Press releases -- USA*NAFTA letter to Congress</i> ● <i>On going Perot response (in states)</i> ● <i>White House briefing media plans</i> (1) <i>Agriculture</i> (2) <i>Hi-tech</i> (3) <i>Chemical</i> ● <i>On going media support for Washington and grassroots efforts</i> ● <i>Site visits to priority states</i> ● <i>Evaluate "coupon booklet"</i>	

ACTIONS	TARGET DATE
<u>AUGUST 1993</u> <u>I. GRASSROOTS</u> ● <i>Grassroots Focus: Multiple grassroots meetings with all MOC's listed as Leaders, 2's, and 3's.</i> ● <i>NGA meeting Tulsa</i> ● <i>Cabinet Visits to States</i> ● <i>Pro-environmental activities</i> ● <i>Distribute post supplemental kits.</i> ● <i>Evaluate options for Labor Day activities/events: opposition and pro-NAFTA: President, Reich</i> ● <i>State Fairs</i> ● <i>Activate Elected Officials for NAFTA</i> <u>II. WASHINGTON</u> ● <i>White House Briefing, Congressional lobby days -- Retailers</i> <u>III. MEDIA</u> ● <i>Focus: Grassroots and free media blitz for announcement of Agreement on supplementals</i> ● <i>Launch radio ads (in selected districts)</i> ● <i>Launch weekly media feed to priority districts</i>	
	<i>All Month</i>
	<i>Aug. 14-17</i>
	<i>All in August</i>
	<i>All of August</i>
	<i>Mid August</i>
	<i>Early August</i>
	<i>All of August</i>
	<i>August 3rd</i>
	<i>2nd week-End of Aug.</i>
	<i>All Month</i>

ACTIONS	TARGET DATE
<u>AUGUST 1993</u>	
III. <u>MEDIA</u> (Con't.)	
● <i>Op-eds</i>	<i>All Month</i>
● <i>Prepare ad slicks - design and copyng</i>	<i>Early August</i>
● <i>Other post-supplemental media activities</i>	<i>All of August</i>
● <i>On going media support for Washington and grassroots activities</i>	
● <i>NGA press strategy</i>	
● <i>AG/State Fair press strategy</i>	
● <i>On going Perot response</i>	

ACTIONS	TARGET DATE
<u>SEPTEMBER 1993</u> <u>I. GRASSROOTS</u> • <i>State Product Days</i> • <i>Petitions</i> • <i>Grassroots mail to hit Capitol Hill upon introduction of legislation</i> • <i>Presidential and Cabinet Visits to States</i> • <i>State Fairs</i> • <i>Weekend grassroots meetings with members</i> • <i>Continue activities: Elected Officials for NAFTA</i> <u>II. WASHINGTON</u> • <i>Labor Day activities</i> • <i>Events involving Ex-Presidents and Secretaries of State.</i> • <i>Washington lobby visits by CEOs</i> • <i>Prepare standard testimony, identify witnesses for hearings</i> • <i>Washington Lobby Meetings</i> • <i>Continue White House Briefings, Congressional lobby days</i>	
	<i>Mid September</i>
	<i>Mid September</i>
	<i>On going</i>
	<i>September</i>
	<i>Sept. 6th</i>
	<i>Late September</i>
	<i>Sept. 8-9</i>
	<i>On going</i>
	<i>On going</i>

ACTIONS	TARGET DATE
<u>SEPTEMBER 1993</u> <u>III. MEDIA</u> ● <i>Labor Day media blitz</i> ● <i>On going media support for Washington and local grassroots activities</i> ● <i>Continue targeted advertising</i> ● <i>Continue weekly media feed to priority districts</i> ● <i>Concentrated program to coincide with introduction of legislation</i> ● <i>Op-eds</i> ● <i>Press releases -- Letters from economists and academicians</i>	<i>On going</i>

ACTIONS	TARGET DATE
<u>OCTOBER 1993</u>	
<u>I. GRASSROOTS</u>	
● <i>Presidential and Cabinet out-of-town trips based on latest vote counts/target information</i>	<i>All October</i>
● <i>Option: direct mail, additional paid local organizers to be conducted in highest priority districts</i>	<i>All October</i>
● <i>Weekend grassroots meetings with Members</i>	<i>All October</i>
● <i>Step up activities: Elected Officials for NAFTA</i>	
<u>II. WASHINGTON</u>	
● <i>Execute National lobby days</i>	<i>All October</i>
● <i>Washington lobby meetings.</i>	
● <i>Continue White House briefings</i>	
● <i>Identify witnesses for hearings</i>	
<u>III. MEDIA</u>	
● <i>Free media to coincide with Committee votes</i>	
● <i>Continue Op-eds</i>	
● <i>On going media support for Washington and local grassroots activities</i>	
● <i>Continue targeted advertising</i>	
● <i>Continue weekly media feed to priority districts</i>	

ACTIONS	TARGET DATE
<u>NOVEMBER 1993</u> <u>I. GRASSROOTS</u> ● <i>Weekend grassroots meetings</i> ● <i>Launch grassroots mail to coincide with floor votes</i> ● <i>Option: direct mail, additional paid local organizers to be conducted in highest priority districts</i> ● <i>Cabinet trips to priority CDs</i> ● <i>Continue Elected Officials for NAFTA</i> <u>II. WASHINGTON</u> ● <i>Washington lobby meetings</i> ● <i>White House briefings, Congressional lobby days</i> <u>III. MEDIA</u> ● <i>Free media to coincide with floor votes</i> ● <i>Op-eds</i> ● <i>Continue weekly media feed to priority districts</i> ● <i>On going media support for Washington and grassroots activities</i> ● <i>Continue targeted advertising</i>	

NAFTA

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FAX COVER SHEET

JUL 9 1993

NAME: Alexis Herman FAX NUMBER 456-2983FROM: ANNE WEXLERPAGES: 11 (including cover page)DATE: July 9, 1993ANY PROBLEMS WITH THIS TRANSMISSION PLEASE CALL JUNE AT
202-662-3725

MESSAGE:

Here is a schedule of NAFTA actions undertaken and planned by USA NAFTA. I
would welcome additions and suggestions from you. We'll continue to send
you materials periodically. Please let me know when you're ready to talk
further about coordination with the White House. As you know, we're working
closely with USTR.

As ever,

Anne

CONFIDENTIALITY NOTE:

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ACTIONS	TARGET DATE
<u>JULY 1993</u> <u>I. GRASSROOTS</u> ● <i>Confirm priorities, timing and delivery systems for grassroots mail:</i> <i>(1) Perot response</i> <i>(2) Post supplemental</i> <i>(3) House and Senate floor votes</i> <i>(4) Other</i> ● <i>Cabinet Member/Senior Administration Official Trip</i> ● <i>Begin mobilization of elected officials for the NAFTA</i> ● <i>Conduct site visits to all highest priority states to reach agreement on plans for the remainder of 1993</i> ● <i>Obtain sign-ups for local grassroots and Washington member managers: Leaders, 2's and 3's</i> ● <i>Small Business Brochure</i>	
	<i>Letter signed by 2200 Members to be delivered July 12</i> <i>Packet dist. in August, mail to hit Cong. in early Sept.</i> <i>Oct.-Nov.-Dec.</i> <i>To be determined</i> <i>July 29th</i> <i>Mid July</i> <i>All Month</i> <i>July</i>

ACTIONS	TARGET DATE
JULY 1993 <u>II. WASHINGTON</u> ● Wisconsin Product Day ● Product mailings to Congress ● Continue, intensify outreach to potential supporters outside the business community re: activities during post-supplemental phase. ● Expand national coalition ● Develop and distribute post-supplemental packets to include: (1) grassroots (2) media (3) lobby ● Prepare and distribute point-by-point rebuttal to Citizens Trade Campaign. ● Complete first round of Washington lobby meetings with all target state delegations, Freshman and MOC's rated as 3's. ● USA*NAFTA Washington Reps. to meet with MOC's designated for special priority including: (1) Matsui Group (2) Leaders (3) MOC's rated as 2's	
	July 28th
	Late July
	On going
	On going
	End of July/Early Aug.
	End of July/Early Aug.
	End of July/Early Aug.
	Week of July 6th
	July
	July-Early August

ACTIONS	TARGET DATE
<u>JULY 1993</u> <u>II. WASHINGTON(Con't.)</u> ● <i>White House briefing/Congressional lobby days:</i> (1) <i>USA*NAFTA Leadership w/workshop</i> July 20 (2) <i>HiTech - Lunch and Lobby Visits</i> July 22 (3) <i>Agriculture for NAFTA</i> July 27 (4) <i>Chemical Companies</i> July 28 (5) <i>Financial Services (Small group)</i> July 12 ● <i>Letter from ex-Presidents to Members of Congress</i> Draft due late July. Letter to be executed in September ● <i>Letter from Leading Academicians</i> Draft due late July. Letter to be executed in September ● <i>Letter from Economists</i> Draft completed ● <i>File amicus brief in response to Richey</i> Est. July 20th ● <i>Develop post-supplemental strategy</i> On going <u>III. MEDIA</u> ● <i>Interview advertising agencies</i> ● <i>Prepare Radio Ads</i> July ● <i>Op-eds -- National, Local, Administration</i> On going	

ACTIONS	TARGET DATE
<u>JULY 1993</u> III. <u>MEDIA</u> (Con't.) ● <i>Press releases -- USA*NAFTA letter to Congress</i> ● <i>On going Perot response (in states)</i> ● <i>White House briefing media plans</i> (1) <i>Agriculture</i> (2) <i>Hi-tech</i> (3) <i>Chemical</i> ● <i>On going media support for Washington and grassroots efforts</i> ● <i>Site visits to priority states</i> ● <i>Evaluate "coupon booklet"</i>	

ACTIONS	TARGET DATE
<u>AUGUST 1993</u>	
<u>I. GRASSROOTS</u>	
● <i>Grassroots Focus: Multiple grassroots meetings with all MOC's listed as Leaders, 2's, and 3's.</i>	<i>All Month</i>
● <i>NGA meeting Tulsa</i>	<i>Aug. 14-17</i>
● <i>Cabinet Visits to States</i>	<i>All in August</i>
● <i>Pro-environmental activities</i>	<i>All of August</i>
● <i>Distribute post supplemental kits.</i>	<i>Mid August</i>
● <i>Evaluate options for Labor Day activities/events: opposition and pro-NAFTA: President, Reich</i>	<i>Early August</i>
● <i>State Fairs</i>	<i>All of August</i>
● <i>Activate Elected Officials for NAFTA</i>	
<u>II. WASHINGTON</u>	<i>August 3rd</i>
● <i>White House Briefing, Congressional lobby days</i> -- <i>Retailers</i>	
<u>III. MEDIA</u>	
● <i>Focus:</i> <i>Grassroots and free media blitz for announcement of Agreement on supplementals</i>	<i>2nd week-End of Aug.</i>
● <i>Launch radio ads (in selected districts)</i>	<i>All Month</i>
● <i>Launch weekly media feed to priority districts</i>	

ACTIONS	TARGET DATE
<u>AUGUST 1993</u> III. MEDIA (Con't.) ● <i>Op-eds</i> ● <i>Prepare ad slicks - design and copying</i> ● <i>Other post-supplemental media activities</i> ● <i>On going media support for Washington and grassroots activities</i> ● <i>NGA press strategy</i> ● <i>AG/State Fair press strategy</i> ● <i>On going Perot response</i>	
	<i>All Month</i> <i>Early August</i> <i>All of August</i>

ACTIONS	TARGET DATE
<u>SEPTEMBER 1993</u>	
<u>I. GRASSROOTS</u>	
• <i>State Product Days</i>	<i>Mid September</i>
• <i>Petitions</i>	
• <i>Grassroots mail to hit Capitol Hill upon introduction of legislation</i>	<i>Mid September</i>
• <i>Presidential and Cabinet Visits to States</i>	<i>On going</i>
• <i>State Fairs</i>	<i>September</i>
• <i>Weekend grassroots meetings with members</i>	
• <i>Continue activities: Elected Officials for NAFTA</i>	
<u>II. WASHINGTON</u>	
• <i>Labor Day activities</i>	<i>Sept. 6th</i>
• <i>Events involving Ex-Presidents and Secretaries of State.</i>	<i>Late September</i>
• <i>Washington lobby visits by CEOs</i>	<i>Sept. 8-9</i>
• <i>Prepare standard testimony, identify witnesses for hearings</i>	<i>On going</i>
• <i>Washington Lobby Meetings</i>	<i>On going</i>
• <i>Continue White House Briefings, Congressional lobby days</i>	

ACTIONS	TARGET DATE
<u>SEPTEMBER 1993</u> <u>III. MEDIA</u> ● <i>Labor Day media blitz</i> ● <i>On going media support for Washington and local grassroots activities</i> ● <i>Continue targeted advertising</i> ● <i>Continue weekly media feed to priority districts</i> ● <i>Concentrated program to coincide with introduction of legislation</i> ● <i>Op-eds</i> ● <i>Press releases -- Letters from economists and academicians</i>	<i>On going</i>

ACTIONS	TARGET DATE
<u>OCTOBER 1993</u>	
<u>I. GRASSROOTS</u>	
● <i>Presidential and Cabinet out-of-town trips based on latest vote counts/target information</i>	<i>All October</i>
● <i>Option: direct mail, additional paid local organizers to be conducted in highest priority districts</i>	<i>All October</i>
● <i>Weekend grassroots meetings with Members</i>	<i>All October</i>
● <i>Step up activities: Elected Officials for NAFTA</i>	
<u>II. WASHINGTON</u>	
● <i>Execute National lobby days</i>	<i>All October</i>
● <i>Washington lobby meetings.</i>	
● <i>Continue White House briefings</i>	
● <i>Identify witnesses for hearings</i>	
<u>III. MEDIA</u>	
● <i>Free media to coincide with Committee votes</i>	
● <i>Continue Op-eds</i>	
● <i>On going media support for Washington and local grassroots activities</i>	
● <i>Continue targeted advertising</i>	
● <i>Continue weekly media feed to priority districts</i>	

ACTIONS	TARGET DATE
<u>NOVEMBER 1993</u> <u>I. GRASSROOTS</u> • <i>Weekend grassroots meetings</i> • <i>Launch grassroots mail to coincide with floor votes</i> • <i>Option: direct mail, additional paid local organizers to be conducted in highest priority districts</i> • <i>Cabinet trips to priority CDs</i> • <i>Continue Elected Officials for NAFTA</i> <u>II. WASHINGTON</u> • <i>Washington lobby meetings</i> • <i>White House briefings, Congressional lobby days</i> <u>III. MEDIA</u> • <i>Free media to coincide with floor votes</i> • <i>Op-eds</i> • <i>Continue weekly media feed to priority districts</i> • <i>On going media support for Washington and grassroots activities</i> • <i>Continue targeted advertising</i>	

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ANNE WEXLER

Alexis,

As promised

—
Anne

model^{ce}
for SPaul
7/12/93
8258

—



Alabama and the NAFTA

**North American
Free Trade
Agreement**

- **Canada and Mexico are key export markets for Alabama.**
 - * **Canada and Mexico are Alabama's first- and third-largest export markets. Alabama's exports to Canada and Mexico were worth \$978 million in 1992, 84 percent greater than the 1987 level of \$531 million.**
 - * **Manufactured exports to Canada and Mexico support an estimated 26,523 jobs in Alabama. Approximately 12,139 of these have been created since 1987 by growth in Alabama's manufactured exports to Canada and Mexico.**
- **Alabama's exports to Mexico are growing rapidly.**
 - * **Alabama's merchandise exports to Mexico have increased by 230 percent since 1987, rising from \$80 million to \$264 million. This was almost four times the growth rate of Alabama's exports to the rest of the world (61 percent).**
- **Increased trade with Mexico since 1987 has strongly benefitted important Alabama industries. Most sectors have seen dramatic increases in exports to Mexico, and 15 sectors have seen their exports to Mexico more than double since 1987. Examples:**
 - apparel: up 20,434 percent to \$23.4 million.
 - transportation equipment: up 9,462 percent to \$74.5 million.
 - electric & electronic equipment: up 1,749 percent to \$48.1 million.
 - textiles: up 1,552 percent to \$3.5 million.
 - rubber & plastic products: up 1,024 percent to \$4.2 million.
- **Reduction of trade barriers under the NAFTA will greatly benefit Alabama's leading export industries.**
 - * **For transportation equipment (\$74.5 million in 1992 exports to Mexico), NAFTA will open up Mexican government procurement and eliminate Mexican tariffs, quotas, and local content requirements (which require the use of Mexican instead of U.S. manufacturing components) on auto parts.**
 - * **For electric and electronic equipment (\$48.1 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of up to 20 percent, open up Mexican government procurement, eliminate nontariff barriers in technical standards, and increase intellectual property protection.**

**Exports.
Better Jobs.
Better Wages.**

- * For primary metals (\$31.9 million in 1992 exports to Mexico), NAFTA will eliminate tariffs (which average 8.2% on a trade-weighted basis), open up Mexican government procurement, and expand the Mexican economy, increasing infrastructure growth and demand for steel.
- * For chemical products (including petrochemicals) (\$20.8 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of 10-20 percent, eliminate non-tariff barriers such as import license requirements, open up Mexican government procurement, and improve protection of intellectual property.
- * For paper products (\$17.2 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of 10-20 percent, remove nontariff barriers, and open up Mexican government procurement.
- NAFTA contains detailed provisions to eliminate barriers to trade in services, including liberalization of licensing requirements and other restrictions, that will help Alabama banking, insurance and other financial services, telecommunications, and engineering and construction companies win more business in the \$146 billion Mexican services market.
- NAFTA will open up Mexican markets to Alabama farmers by, for example, eliminating import licenses on eggs, poultry, and dairy products, and eliminating tariffs (e.g. cattle and beef, 15-25 percent; soybeans, 15 percent (seasonal); cotton, 10 percent; poultry, 10 percent) either immediately or over time.
- Alabama's textile and apparel sectors fear NAFTA will lead to a loss of jobs to Mexico.
 - * This fear is unjustified. The NAFTA provides safeguards which allow imposition of protection if domestic producers are seriously injured. Also, some reductions in U.S. tariffs will be phased in only over a ten year period.
 - * In addition, tough rules of origin will ensure that neither Mexico nor Canada will become a staging ground for exports of non-NAFTA countries to the U.S. In fact, these rules will benefit Alabama's textiles sector by providing a strong incentive for manufacturers in all three NAFTA countries to source more textiles in North America, rather than overseas.
- Increased exports to Mexico because of NAFTA mean more high-paying jobs for Alabama.
 - * 98 percent of Alabama's exports to Mexico are manufacturing exports, which provide jobs paying 17 percent more on average than the average U.S. wage.
 - * This pattern is borne out in specific Alabama export industries: for example, the 1991 average hourly wage for production workers in chemicals was \$14.94; in transportation equipment, \$13.81; and in industrial machinery & computers, \$10.32.
 - * NAFTA will lock in the 7,233 Alabama jobs already generated by trade with Mexico, and create new jobs that will offset any job losses by over two-to-one. The NAFTA is expected to result in a net gain of 670 jobs for Alabama.



Alaska and the NAFTA

North American
Free Trade
Agreement

- Canada and Mexico are important export markets for Alaska.
 - * Canada is Alaska's largest export market. Alaska's exports to Canada and Mexico were worth \$197 million in 1992, 166 percent greater than the 1987 level of \$74 million.
 - * Manufactured exports to Canada and Mexico support an estimated 617 jobs in Alaska. Approximately 339 of these have been created since 1987 by growth in Alaska's manufactured exports to Canada and Mexico.
- Alaska's exports to Mexico are growing.
 - * Alaska's merchandise exports to Mexico have increased by 14 percent since 1987, rising from \$5.3 million to \$6.0 million.
- Increased trade with Mexico since 1987 has strongly benefitted important Alaska industries. Most sectors have seen dramatic increases in exports to Mexico, and 19 sectors have seen their exports to Mexico more than double since 1987. Examples:
 - industrial machinery & computers: up 2,980 percent to \$827,000.
 - transportation equipment: up 2,815 percent to \$400,000.
 - fabricated metal products: up 814 percent to \$112,000.
 - food products: up 536 percent to \$494,000.
 - rubber & plastic products: up 505 percent to \$302,000 .
- Reduction of trade barriers under the NAFTA will greatly benefit Alaska's leading export industries.
 - * For chemical products (including petrochemicals) (\$1.3 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of 10-20 percent, eliminate non-tariff barriers such as import license requirements, open up Mexican government procurement, and improve protection of intellectual property.
 - * For industrial machinery and computers (\$827,000 in 1992 exports to Mexico), NAFTA will eliminate tariffs (e.g. 10-20 percent for computers), improve protection of intellectual property, and open up Mexican government procurement.
 - * For food products (\$494,000 in 1992 exports to Mexico), NAFTA will reduce tariffs of 10-20 percent and eliminate non-tariff barriers such as import licenses.

Exports.
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Better Wages.

- * For transportation equipment (\$400,000 in 1992 exports to Mexico), NAFTA will open up Mexican government procurement and eliminate Mexican tariffs, quotas, and local content requirements (which require the use of Mexican instead of U.S. manufacturing components) on auto parts.
- * For rubber and plastic products (\$302,000 in 1992 exports to Mexico), NAFTA will open up Mexican government procurement, and eliminate tariffs of 10-20 percent.
- * For electric and electronic equipment (\$69,000 in 1992 exports to Mexico), NAFTA will eliminate tariffs of up to 20 percent, open up Mexican government procurement, eliminate nontariff barriers in technical standards, and increase intellectual property protection.
- For Alaska companies involved in energy and related products, the NAFTA will create significant investment opportunities in petrochemicals, liberalize government procurement, and eliminate tariffs of 10-20 percent on oil and gas field equipment.
- Commitments to clean up environmental hazards and improve environmental protection in Mexico and the border area will stimulate demand for Alaska pollution control equipment and services.
- NAFTA contains detailed provisions to eliminate barriers to trade in services, including liberalization of licensing requirements and other restrictions, that will help Alaska banking, telecommunications, and engineering and construction companies win more business in the \$146 billion Mexican services market.
- NAFTA will open up Mexican markets to Alaska farmers by, for example, eliminating import licenses on potatoes, barley, and dairy products, and eliminating tariffs (e.g. cattle, 15 percent; beef, 20-25 percent; barley, 5 percent) either immediately or over time.
- Increased exports to Mexico because of NAFTA mean more high-paying jobs for Alaska.
 - * 81 percent of Alaska's exports to Mexico are manufacturing exports, which provide jobs paying 17 percent more on average than the average U.S. wage.
 - * The NAFTA will lock in the Alaska jobs already generated by trade with Mexico as well as create new jobs. The NAFTA is expected to result in a net gain of 200 jobs for Alaska.



Arizona and the NAFTA

North American
Free Trade
Agreement

- Mexico and Canada are key export markets for Arizona.
 - * Mexico and Canada are Arizona's first- and fourth-largest export markets. Arizona's exports to Mexico and Canada were worth \$2.4 billion in 1992, 150 percent greater than the 1987 level of \$0.96 billion.
 - * Manufactured exports to Mexico and Canada support an estimated 63,604 jobs in Arizona. Approximately 37,632 of these have been created since 1987 by growth in Arizona's manufactured exports to Mexico and Canada.
- Arizona's exports to Mexico are growing rapidly.
 - * Arizona's merchandise exports to Mexico have increased by 186 percent since 1987, rising from \$645 million to \$1.8 billion. This greatly exceeded the growth rate of Arizona's exports to the rest of the world (102 percent).
- Increased trade with Mexico since 1987 has strongly benefitted important Arizona industries. Most sectors have seen dramatic increases in exports to Mexico, and 24 sectors have seen their exports to Mexico more than double since 1987. Examples:
 - fabricated metal products: up 2,803 percent to \$190.1 million.
 - food products: up 2,786 percent to \$63.3 million.
 - livestock: up 874 percent to \$40.1 million.
 - scientific & measuring equipment: up 742 percent to \$41.4 million.
 - transportation equipment: up 543 percent to \$343.9 million.
 - rubber & plastic products: up 481 percent to \$157.2 million.
 - apparel: up 241 percent to \$119.0 million.
- Reduction of trade barriers under the NAFTA will greatly benefit Arizona's leading export industries.
 - * For electric and electronic equipment (\$351.3 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of up to 20 percent, open up Mexican government procurement, eliminate nontariff barriers in technical standards, and increase intellectual property protection.
 - * For transportation equipment (\$343.9 million in 1992 exports to Mexico), NAFTA will open up Mexican government procurement and eliminate Mexican tariffs, quotas, and local content requirements (which require the use of Mexican instead of U.S. manufacturing components) on auto parts.

Exports.
Better Jobs.
Better Wages.

- * For industrial machinery and computers (\$205.4 million in 1992 exports to Mexico), NAFTA will eliminate tariffs (e.g. 10-20 percent for computers), improve protection of intellectual property, and open up Mexican government procurement.
- * For apparel (\$118.1 million in 1992 exports to Mexico), NAFTA will phase out 95% of Mexican tariffs (1991 average for apparel: 20%) in six years.
- * For primary metals (\$71.5 million in 1992 exports to Mexico), NAFTA will eliminate tariffs (which average 8.2% on a trade-weighted basis), open up Mexican government procurement, and expand the Mexican economy, increasing infrastructure growth and demand for steel.
- * For food products (\$63.3 million in 1992 exports to Mexico), NAFTA will reduce tariffs of 10-20 percent and eliminate non-tariff barriers such as import licenses.
- NAFTA contains detailed provisions to eliminate barriers to trade in services, including liberalization of licensing requirements and other restrictions, that will help Arizona banking, insurance and other financial services, telecommunications, and engineering and construction companies win more business in the \$146 billion Mexican services market.
- NAFTA will open up Mexican markets to Arizona farmers by, for example, eliminating import licenses on corn, wheat, barley, and dairy products, and eliminating tariffs (e.g. cattle and beef, 15-25 percent; cotton and durum wheat, 10 percent; sorghum, 15 percent (seasonal); barley, 5 percent) either immediately or over time.
- Environmentalists may criticize the NAFTA for not paying enough attention to the environment. This criticism is unjustified.
 - * The environment continues to be a major concern of all the governments involved. Mexico and the U.S. have a comprehensive plan for border cleanup and infrastructure, and are committing substantial resources for this project.
 - Mexico has committed to spend \$460 million over the next three years on border cleanup, and \$160 million in 1992 alone on environmental infrastructure projects in the border region.
 - The U.S. spent \$138 million in 1992 on border pollution cleanup, and will spend a similar amount in 1993.

- Both countries have increasingly engaged in joint environmental enforcement. Infrastructure plans include new sewage treatment facilities and 10 to 12 new international bridges.
- * NAFTA and the resulting economic development will lead to stricter environmental standards and enforcement in Mexico.
- * In fact, commitments to clean up environmental hazards and improve environmental protection in Mexico and the border area will stimulate demand for Arizona pollution control equipment and services.
- NAFTA contains special provisions to protect import-sensitive industries in Arizona. These include:
 - * Long transition periods of up to 15 years for the phase-out of certain U.S. tariffs.
 - * Rules of origin for automobiles, textiles, and apparel that ensure that non-NAFTA countries cannot use Mexico or Canada as an export platform into the U.S. In fact, these rules will benefit Arizona's auto parts and textiles industries by providing a strong incentive for manufacturers in all three NAFTA countries to source more auto parts and textiles in North America, rather than overseas.
- Increased exports to Mexico because of NAFTA mean more high-paying jobs for Arizona.
 - * 95 percent of Arizona's exports to Mexico are manufacturing exports, which provide jobs paying 17 percent more on average than the average U.S. wage.
 - * NAFTA will lock in the 50,479 Arizona jobs already generated by trade with Mexico, and create new jobs that will offset any job losses by more than three-to-one. The NAFTA is expected to result in a net gain of over 1,000 jobs for Arizona.



Arkansas and the NAFTA

**North American
Free Trade
Agreement**

- **Canada and Mexico are key export markets for Arkansas.**
 - * **Canada and Mexico are Arkansas' first- and third-largest export markets. Arkansas's exports to Canada and Mexico were worth \$540 million in 1992, 130 percent greater than the 1987 level of \$235 million.**
 - * **Manufactured exports to Canada and Mexico support an estimated 12,851 jobs in Arkansas. Approximately 7,031 of these have been created since 1987 by growth in Arkansas' manufactured exports to Canada and Mexico.**
- **Arkansas' exports to Mexico are growing rapidly.**
 - * **Arkansas' merchandise exports to Mexico have increased by 214 percent since 1987, rising from \$38 million to \$118 million. This was almost twice the growth rate of Arkansas' exports to the rest of the world (117 percent).**
- **Increased trade with Mexico since 1987 has strongly benefitted important Arkansas industries. Most sectors have seen dramatic increases in exports to Mexico, and 17 sectors have seen their exports to Mexico more than double since 1987. Examples:**
 - **lumber & wood products: up 5,336 percent to \$1.4 million.**
 - **crops: up 3,497 percent to \$14.7 million.**
 - **transportation equipment: up 3,272 percent to \$41.0 million.**
 - **food products: up 1,867 percent to \$18.0 million.**
 - **primary metals: up 735 percent to \$5.9 million.**
- **Reduction of trade barriers under the NAFTA will greatly benefit Arkansas' leading export industries.**
 - * **For transportation equipment (\$40.1 million in 1992 exports to Mexico), NAFTA will open up Mexican government procurement and eliminate Mexican tariffs, quotas, and local content requirements (which require the use of Mexican instead of U.S. manufacturing components) on auto parts.**
 - * **For food products (\$17.1 million in 1992 exports to Mexico), NAFTA will reduce tariffs of 10-20 percent and eliminate non-tariff barriers such as import licenses.**

**Exports.
Better Jobs.
Better Wages.**

- * For chemical products (\$9.2 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of 10-20 percent, eliminate non-tariff barriers such as import license requirements, open up Mexican government procurement, and improve protection of intellectual property.
- * For industrial machinery and computers (\$6.8 million in 1992 exports to Mexico), NAFTA will eliminate tariffs (e.g. 10-20 percent for computers), improve protection of intellectual property, and open up Mexican government procurement.
- * For primary metals (\$5.9 million in 1992 exports to Mexico), NAFTA will eliminate tariffs (which average 8.2% on a trade-weighted basis), open up Mexican government procurement, and expand the Mexican economy, increasing infrastructure growth and demand for steel.
- * For paper products (\$4.7 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of 10-20 percent and remove nontariff barriers.
- NAFTA will open up Mexican markets to Arkansas farmers by, for example, eliminating import licenses on corn, wheat, and poultry, and eliminating tariffs (e.g. cattle and beef, 15-25 percent; apples, 20 percent; soybeans, 15 percent (seasonal); rice, 10-20 percent; durum wheat, cotton, and poultry, 10 percent) either immediately or over time.
- NAFTA contains detailed provisions to eliminate barriers to trade in services, including liberalization of licensing requirements and other restrictions, that will help Arkansas insurance, other financial services, and telecommunications companies win more business in the \$146 billion Mexican services market.
- Increased exports to Mexico because of NAFTA mean more high-paying jobs for Arkansas.
 - * 83 percent of Arkansas' exports to Mexico are manufacturing exports, which provide jobs paying 17 percent more on average than the average U.S. wage.
 - * This pattern is borne out in specific Arkansas export industries: for example, the 1991 average hourly wage for production workers in chemicals was \$13.96; in petroleum & coal products, \$11.30; and in rubber products, \$9.93.
 - * NAFTA will lock in the 2,547 Arkansas jobs already generated by trade with Mexico, and create new jobs that will offset any job losses by three-to-one. The NAFTA is expected to result in a net gain of 550 jobs for Arkansas.



California and the NAFTA

North American
Free Trade
Agreement

- Canada and Mexico are key export markets for California.
 - * Canada and Mexico are California's second- and third-largest export markets. California's exports to Canada and Mexico were worth \$13.9 billion in 1992, 144 percent greater than the 1987 level of \$5.7 billion.
 - * Manufactured exports to Canada and Mexico support an estimated 302,158 jobs in California. Approximately 179,448 of these have been created since 1987 by growth in California's manufactured exports to Canada and Mexico.
- California's exports to Mexico have been growing rapidly.
 - * California's merchandise exports to Mexico have increased from \$2.3 billion to \$6.6 billion since 1987, an increase of 190 percent. This was twice the growth rate of California's exports to the rest of the world (95 percent).
- Increased trade with Mexico since 1987 has strongly benefitted important California industries, and 27 sectors have seen their exports to Mexico more than double since 1987. Examples:
 - apparel: up 548 percent to \$189 million.
 - food products: up 489 percent to \$315 million.
 - transportation equipment: up 382 percent to \$390 million.
 - textile mill products: up 361 percent to \$63 million.
 - electric & electronic equipment: up 248 percent to \$1.5 billion.
 - chemical products: up 244 percent to \$312 million.
 - industrial machinery & computers: up 169 percent to \$1.0 billion.
- Reduction of trade barriers under the NAFTA will benefit leading California industries.
 - * For electric and electronic equipment (\$1.5 billion in 1992 exports to Mexico), the NAFTA will open up Mexican government procurement, eliminate tariffs (currently as high as 20 percent), eliminate nontariff barriers in technical standards, and increase intellectual property protection.
 - * For industrial machinery and computers (\$1.0 billion in 1992 exports to Mexico), the NAFTA will eliminate tariffs (e.g. 10-20% in computers), increase protection of intellectual property, and open up Mexican government procurement.

Exports.
Better Jobs.
Better Wages.

- For transportation equipment (\$390 million in 1992 exports to Mexico), the NAFTA will open up Mexican government procurement and eliminate Mexican tariffs, quotas, and local content requirements (which require the use of Mexican instead of U.S. manufacturing components) on auto parts.
- For primary metals (\$340 million in 1992 exports to Mexico), NAFTA will eliminate tariffs (which average 8.2% on a trade-weighted basis), open up Mexican government procurement, and expand the Mexican economy, increasing infrastructure growth and demand for steel.
- For California companies involved in petroleum and related products, the NAFTA will open up the Mexican market to investment, liberalize government procurement, and eliminate tariffs of 10-20 percent on oil and gas field equipment.
- NAFTA contains detailed provisions to eliminate barriers to trade in services, including liberalization of licensing requirements and other restrictions, that will aid California banking, insurance and other financial service companies, health services companies, and professionals win more business in Mexico's \$146 billion services market.
- Some agricultural interests fear that with the NAFTA, Mexican producers will displace U.S. growers with cheaper Mexican produce. This fear is unjustified.
 - Current U.S. tariffs on many Mexican agricultural products are already extremely low. Their elimination will not have much of an effect on the U.S. market.
 - The NAFTA contains special provisions to protect sensitive agricultural products. For example, special seasonal safeguards and 10 to 15 year transition periods are included to ease the transition to free trade for winter fruits and vegetables.
 - Moreover, NAFTA will open Mexican markets to California farmers by, for example, eliminating import licenses on dairy products, potatoes, and grapes, and eliminating tariffs (e.g. cotton, 10 percent; almonds, 15-20 percent; beef and cattle, 15-25 percent) either immediately or over time. Overall, California's agricultural exports to Mexico have already increased 206 percent since 1987, and will increase further with the NAFTA.

- Environmentalists may criticize the NAFTA for not paying enough attention to the environment.
 - * This criticism is unjustified. The environment continues to be a major concern of all the governments involved. Mexico and the U.S. are committing substantial resources to border cleanup and infrastructure. In addition, NAFTA and the resulting economic development will lead to stricter environmental standards and enforcement in Mexico.
 - * In fact, increased demand for pollution control equipment and services, with substantial commitments from the Mexican and U.S. governments, will benefit California companies in the pollution control field.
 - * California's interest in protecting the health and safety of its citizens will not be impaired by the NAFTA. The NAFTA will allow state governments to maintain and even strengthen environmental, safety, and health standards, including sanitary and phytosanitary requirements for agricultural products.
- Increased exports to Mexico because of NAFTA mean more high-paying jobs for California.
 - * 97 percent of California's exports to Mexico are manufacturing exports, which provide jobs paying 17 percent more on average than the average U.S. wage.
 - * This pattern is borne out in specific California export industries: for example, the 1991 average hourly wage for production workers in transportation equipment was \$15.25; in industrial machinery and computers, \$13.02; and in instruments and related products, \$13.55.
 - * NAFTA will lock in the 150,764 California jobs already generated by trade with Mexico, and create new jobs that will offset any job losses by more than four-to-one. The NAFTA is expected to result in a net gain of 9,600 jobs for California.



Colorado and the NAFTA

North American Free Trade Agreement

- Canada and Mexico are important export markets for Colorado.
 - * Canada and Mexico are Colorado's second- and sixth-largest export markets. Colorado's exports to Canada and Mexico were worth \$672 million in 1992, 120 percent greater than the 1987 level of \$306 million.
 - * Manufactured exports to Canada and Mexico support an estimated 16,477 jobs in Colorado. Approximately 8,864 of these have been created since 1987 by growth in Colorado's manufactured exports to Canada and Mexico.
- Colorado's exports to Mexico are growing.
 - * Colorado's merchandise exports to Mexico have increased by 118 percent since 1987, rising from \$69 million to \$151 million. This greatly exceeded the growth rate of Colorado's exports to the rest of the world (72 percent).
- Increased trade with Mexico since 1987 has strongly benefitted important Colorado industries. Most sectors have seen dramatic increases in exports to Mexico, and 12 sectors have seen their exports to Mexico more than double since 1987. Some examples of this increase in exports:
 - printing & publishing: up 10,808 percent to \$20.3 million.
 - transportation equipment: up 636 percent to \$3.5 million.
 - primary metals: up 302 percent to \$1.2 million.
 - scientific & measuring instruments: up 227 percent to \$20.8 million.
 - food products: up 119 percent to \$29.4 million.
- Reduction of trade barriers under the NAFTA will greatly benefit Colorado's leading export industries.
 - * For scientific and measuring instruments (\$20.8 million in 1992 exports to Mexico), the NAFTA will eliminate Mexican tariffs as high as 20 percent and import licenses, as well as open up Mexican government procurement.
 - * For industrial machinery and computers (\$19.3 million in 1992 exports to Mexico), NAFTA will eliminate tariffs (e.g. 10-20 percent for computers), improve protection of intellectual property, and open up Mexican government procurement.

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- * For chemical and pharmaceutical products (\$17.2 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of 10-20 percent, eliminate non-tariff barriers such as import license requirements, open up Mexican government procurement, and improve protection of intellectual property.
- * For electric and electronic equipment (\$10.6 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of up to 20 percent, open up Mexican government procurement, eliminate nontariff barriers in technical standards, and increase intellectual property protection.
- NAFTA contains detailed provisions to eliminate barriers to trade in services, including liberalization of licensing requirements and other restrictions, that will help Colorado banking, insurance and other financial services, and engineering and construction companies win more business in the \$146 billion Mexican services market.
- NAFTA will open up Mexican markets to Colorado's farmers by, for example, eliminating import licenses on wheat, corn, and dairy products, and eliminating tariffs (e.g. cattle and beef, 15-25 percent; durum wheat and pork, 10 percent) either immediately or over time.
- Colorado sugar beet growers fear the NAFTA will enable Mexican competitors to displace U.S. growers. This fear is not justified because NAFTA contains special provisions to protect the U.S. sugar industry. Increased access to the U.S. market for Mexican sugar is limited by a 15 year transition period and by the requirement that increased access during the transition period be tied to Mexico becoming a net surplus producer of sugar.
 - U.S. Department of Agriculture projections indicate that Mexico will not be a net surplus sugar producer in the foreseeable future.
 - Even if Mexico does export sugar, U.S. producers will not be affected because import quotas for third countries will be reduced commensurately with any increase in Mexican imports.
- * Agriculture accounts for only three percent of the Colorado economy. In light of the clear gains for manufacturing and services, it hardly makes sense for Coloradans to oppose NAFTA because of one agricultural sector. Moreover, most Colorado agricultural sectors will benefit from NAFTA, while the sugar beet sector will be significantly protected by NAFTA.
- Increased exports to Mexico because of NAFTA mean more high-paying jobs for Colorado.
 - * 96 percent of Colorado's exports to Mexico are manufacturing exports, which provide jobs paying 17 percent more on average than the average U.S. wage.
 - * NAFTA will lock in the 3,750 Colorado jobs already generated by trade with Mexico, and create new jobs that will offset any job losses by more than eight-to-one. The NAFTA is expected to result in a net gain of over 1,500 jobs for Colorado.

Connecticut and the NAFTA

**North American
Free Trade
Agreement**

- **Canada and Mexico are important export markets for Connecticut.**
 - * **Canada and Mexico are Connecticut's first- and seventh-largest export markets. Connecticut's exports to Canada and Mexico were worth \$1.6 billion in 1992, 86 percent greater than the 1987 level of \$0.86 billion.**
 - * **Manufactured exports to Canada and Mexico support an estimated 30,073 jobs in Connecticut. Approximately 14,079 of these have been created since 1987 by growth in Connecticut's manufactured exports to Canada and Mexico.**
- **Connecticut's exports to Mexico are growing rapidly.**
 - * **Connecticut's merchandise exports to Mexico have increased by 143 percent since 1987, rising from \$115 million to \$280 million. This was over twice the growth rate of Connecticut's exports to the rest of the world (70 percent).**
- **Increased trade with Mexico since 1987 has strongly benefitted important Connecticut industries. Most sectors have seen dramatic increases in exports to Mexico, and 17 sectors have seen their exports to Mexico more than double since 1987. Examples:**
 - **fabricated metal products: up 600 percent to \$8.4 million.**
 - **refined petroleum products: up 299 percent to \$2.0 million.**
 - **paper products: up 269 percent to \$26.7 million.**
 - **electric & electronic equipment: up 239 percent to \$38.9 million.**
 - **transportation equipment: up 210 percent to \$21.2 million.**
 - **scientific & measuring instruments: up 158 percent to \$16.4 million.**
- **Reduction of trade barriers under the NAFTA will greatly benefit Connecticut's leading export industries.**
 - * **For chemical products and pharmaceuticals (\$87.2 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of 10-20 percent, eliminate non-tariff barriers such as import license requirements, open up Mexican government procurement, and improve protection of intellectual property.**
 - * **For electric and electronic equipment (\$38.9 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of up to 20 percent, open up Mexican government procurement, eliminate nontariff barriers in technical standards, and increase intellectual property protection.**

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- * For industrial machinery and computers (\$31.9 million in 1992 exports to Mexico), NAFTA will eliminate tariffs (e.g. 10-20 percent for computers), improve protection of intellectual property, and open up Mexican government procurement.
- * For transportation equipment (\$21.2 million in 1992 exports to Mexico), NAFTA will open up Mexican government procurement and eliminate Mexican tariffs, quotas, and local content requirements (which require the use of Mexican instead of U.S. manufacturing components) on auto parts.
- * For primary metals (\$10.8 million in 1992 exports to Mexico), NAFTA will eliminate tariffs (which average 8.2% on a trade-weighted basis), open up Mexican government procurement, and expand the Mexican economy, increasing infrastructure growth and demand for steel.
- NAFTA contains detailed provisions to eliminate barriers to trade in services, including liberalization of licensing requirements and other restrictions, that will help Connecticut banking, insurance and other financial services, telecommunications, and engineering and construction companies win more business in the \$146 billion Mexican services market.
- NAFTA will open up Mexican markets to Connecticut farmers by, for example, eliminating import licenses on corn and dairy products, and eliminating tariffs (e.g. apples, 20 percent) either immediately or over time.
- Commitments to clean up environmental hazards and improve environmental protection in Mexico and the border area will stimulate demand for Connecticut pollution control equipment and services.
- Increased exports to Mexico because of NAFTA mean more high-paying jobs for Connecticut.
- * 93 percent of Connecticut's exports to Mexico are manufacturing exports, which provide jobs paying 17 percent more on average than the average U.S. wage.
- * This pattern is borne out in specific Connecticut export industries: for example, the 1991 average hourly wage for production workers in transportation equipment was \$14.29; in chemicals, \$13.77; and in printing and publishing, \$12.51.
- * NAFTA will lock in the 5,227 Connecticut jobs already generated by trade with Mexico, and create new jobs that will offset any job losses by almost eight-to-one. The NAFTA is expected to result in a net gain of 1,500 jobs for Connecticut.



Delaware and the NAFTA

North American
Free Trade
Agreement

- Canada and Mexico are key export markets for Delaware.
 - * Canada and Mexico are Delaware's first- and third-largest export markets. Delaware's exports to Canada and Mexico were worth \$1.1 billion in 1992, 83 percent greater than the 1987 level of \$0.6 billion.
 - * Manufactured exports to Canada and Mexico support an estimated 22,121 jobs in Delaware. Approximately 9,549 of these have been created since 1987 by growth in Delaware's manufactured exports to Canada and Mexico.
- Delaware's exports to Mexico are growing rapidly.
 - * Delaware's merchandise exports to Mexico have increased by 463 percent since 1987, rising from \$28 million to \$158 million. This was well over four times the growth rate of Delaware's exports to the rest of the world (100 percent).
- Increased trade with Mexico since 1987 has strongly benefitted important Delaware industries. Most sectors have seen dramatic increases in exports to Mexico, and 18 sectors have seen their exports to Mexico more than double since 1987. Examples:
 - textiles: up 1,408 percent to \$2.0 million.
 - food products: up 500 percent to \$720,000.
 - chemical products: up 481 percent to \$126.8 million.
 - rubber & plastic products: up 389 percent to \$13.7 million.
 - scientific & measuring instruments: up 347 percent to \$3.5 million.
 - industrial machinery & computers: up 344 percent to \$2.7 million.
- Reduction of trade barriers under the NAFTA will greatly benefit Delaware's leading export industries.
 - * For chemical products (\$126.8 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of 10-20 percent, eliminate non-tariff barriers such as import license requirements, open up Mexican government procurement, and improve protection of intellectual property.
 - * For rubber and plastic products (\$13.7 million in 1992 exports to Mexico), NAFTA will open up Mexican government procurement, and eliminate tariffs of 10-20 percent.

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- * For scientific and measuring instruments (\$3.5 million in 1992 exports to Mexico), NAFTA will eliminate Mexican import licenses and tariffs as high as 20 percent, as well as open up Mexican government procurement.
- * For food products (\$720,000 in 1992 exports to Mexico), NAFTA will reduce tariffs of 10-20 percent and eliminate non-tariff barriers such as import licenses.
- NAFTA contains detailed provisions to eliminate barriers to trade in services, including liberalization of licensing requirements and other restrictions, that will help Delaware banking, insurance and other financial services, and engineering and construction companies win more business in the \$146 billion Mexican services market.
- NAFTA will open up Mexican markets to Delaware farmers and food processors by, for example, eliminating import licenses on corn, potatoes, and poultry, and eliminating tariffs (e.g. soybeans, 15 percent (seasonal); poultry, 10 percent) either immediately or over time.
- NAFTA contains special provisions to protect import-sensitive industries in Delaware. These include:
 - * Long transition periods of up to 15 years for the phase-out of certain U.S. tariffs.
 - * Rules of origin for automobiles, textiles, and apparel that ensure that non-NAFTA countries cannot use Mexico or Canada as an export platform into the U.S. In fact, these rules will benefit Delaware's auto parts and textiles sectors by providing a strong incentive for manufacturers in all three NAFTA countries to source more auto parts and textiles in North America, rather than overseas.
- Increased exports to Mexico because of NAFTA mean more high-paying jobs for Delaware.
 - * 98 percent of Delaware's exports to Mexico are manufacturing exports, which provide jobs paying 17 percent more on average than the average U.S. wage.
 - * This pattern is borne out in specific Delaware export industries: for example, the 1991 average hourly wage for production workers in transportation equipment was \$17.98; in chemicals, \$15.13; and in electronic equipment, \$13.30.
 - * NAFTA will lock in the 3,167 Delaware jobs already generated by trade with Mexico, and create new jobs that will offset any job losses by ten-to-one.



Florida and the NAFTA

North American Free Trade Agreement

- Canada and Mexico are important export markets for Florida.
 - * Canada and Mexico are Florida's first- and seventh-largest export markets. Florida's exports to Canada and Mexico were worth \$2.3 billion in 1992, 156 percent greater than the 1987 level of \$900 million.
 - * Manufactured exports to Canada and Mexico support and estimated 62,819 jobs in Florida. Approximately 37,164 of these have been created since 1987 by growth in Florida's manufactured exports to Canada and Mexico.
- Florida's exports to Mexico are growing rapidly.
 - * Florida's merchandise exports to Mexico have increased by over 203 percent since 1987, rising from \$219 million to \$664 million. This was well over twice the growth rate of Florida's exports to the rest of the world (78 percent).
- Increased trade with Mexico since 1987 has strongly benefitted important Florida industries. Most sectors have seen dramatic increases in exports to Mexico, and 23 sectors have seen their exports to Mexico more than double since 1987. Examples:
 - crops: up 27,961 percent to \$9.3 million.
 - printing & publishing: up 905 percent to \$41.0 million.
 - scientific & measuring instruments: up 584 percent to \$49.6 million.
 - food products: up 546 percent to \$19.3 million.
 - electric & electronic equipment: up 425 percent to \$74.3 million.
 - apparel: up 365 percent to \$8.7 million.
 - primary metals: up 360 percent to \$37.5 million.
 - paper products: up 346 percent to \$68.6 million.
- NAFTA's reduction of trade barriers will greatly benefit Florida's leading export industries.
 - * For industrial machinery & computers (\$144.4 million in 1992 exports to Mexico), NAFTA will eliminate tariffs (e.g. 10-20% in computers), assure protection of intellectual property, and open up Mexican government procurement.
 - * For chemicals (\$76.5 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of 10-20 percent as well as import license requirements.

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- * For electric and electronic equipment (\$74.3 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of up to 20 percent, open up Mexican government procurement, eliminate nontariff barriers in technical standards, and increase intellectual property protection.
- * For paper products (\$68.6 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of 10-20 percent and remove nontariff barriers.
- * For transportation equipment (\$46.9 million in 1992 exports to Mexico), NAFTA will eliminate tariffs on U.S.-made auto parts and open up Mexican government procurement.
- * For food products (\$19.3 million in 1992 exports to Mexico), NAFTA will reduce tariffs of 10-20 percent and eliminate non-tariff barriers such as import licenses.
- NAFTA contains detailed provisions to eliminate barriers to trade in services, including liberalization of licensing requirements and other restrictions, that will help Florida banking, insurance and other financial services, telecommunications, and engineering and construction companies win more business in the \$146 billion Mexican services market.
- Some Florida sectors (sugar, orange juice, winter vegetables) fear the NAFTA will enable Mexican competitors to displace U.S. growers.
- * These fears are overstated because NAFTA contains special provisions to protect sensitive Florida agricultural products.
 - Sugar: increased access to the U.S. market for Mexican sugar is limited by a 15 year transition period and by the requirement that increased access during the transition period be tied to Mexico becoming a net surplus producer of sugar.
 - U.S. Department of Agriculture projections indicate that Mexico will not be a net surplus sugar producer in the foreseeable future.
 - Even if Mexico does export sugar, U.S. producers will not be affected because import quotas for third countries will be reduced commensurately with any increase in Mexican imports.
 - Orange Juice: increased access to the U.S. market is again limited by a 15 year transition period. Orange juice will have the slowest rate of tariff reduction of any product covered by NAFTA for the first 10 years.
 - The USDA has predicted that orange juice imports from Mexico will increase only slightly, while U.S. exports of fresh oranges to Mexico will increase.

- Any slight increase of imports from Mexico will be offset by higher U.S. orange juice exports to other countries; e.g., in Japan, U.S. exports increased 79 percent in the first six months of 1992.
- Winter Vegetables: Special seasonal safeguard measures and 10 and 15 year transition periods have been negotiated to ease the transition to free trade for winter fruits and vegetables.
- * Moreover, other Florida agricultural sectors are projected to gain from a NAFTA. NAFTA will open up Mexican markets to Florida farmers by, for example, eliminating import licenses on dairy products and potatoes, and eliminating tariffs (e.g. cattle and beef, 15-25 percent) either immediately or over time.
- * Overall, Florida agricultural exports to Mexico already have increased by over 4,000 percent between 1987 and 1992, and they will increase even more with NAFTA.
- * Agriculture accounts for only three percent of the Florida economy; manufacturing and services account for the other 97 percent. In light of the clear gains for manufacturing and services, it hardly makes sense for Floridians to oppose NAFTA because of agriculture, some sectors of which will benefit from NAFTA and other sectors of which will be significantly protected by NAFTA.
- The NAFTA will allow both federal and state governments to maintain and even strengthen environmental, safety, and health standards, including sanitary and phytosanitary requirements for agricultural products.
- Increased exports to Mexico because of NAFTA mean more high-paying jobs for Florida.
- * 96 percent of Florida's exports to Mexico are manufacturing exports, which provide jobs paying 17 percent more on average than the average U.S. wage.
- * This pattern is borne out in specific Florida export industries: for example, the 1991 average hourly wage for production workers in chemicals was \$13.42; in transportation equipment, \$11.11; in publishing, \$10.52; and in industrial machinery & computers, \$10.12.
- * NAFTA will lock in the 21,267 Florida jobs already generated by trade with Mexico, and create new jobs that will offset any job losses by almost five-to-one. The NAFTA is expected to result in a net gain of 4,200 jobs for Florida.