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NAFTA [North American Free Trade Agreement] Briefings and State Opinion Leaders Groups 1993 [binder] [2]

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b(8) Release would disclose information concerning the regulation of financial institutions [(b)(8) of the FOIA]
b(9) Release would disclose geological or geophysical information concerning wells [(b)(9) of the FOIA]

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Divider Title: **New Jersey 10-7-93**

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

<u>Kent</u>
- -Explain tariffs
- -Ioacocoa, Lee
- -Some changes in jobs -- overall met increase Explain
- -Exhibit of NAFTA with Puerto Rico

<u>Mexico Trading Deficit</u>

*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

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

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

** Impact on Puerto Rico

- Seen alternative to move because stronger environmental laws + labor laws

- What are the advantages for Mexico? + are these negative for us

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

- [illegible] feels as though we are giving a mixed message for [illegible] [illegible] jobs [illegible] US certain industry impact -

Flat glass
apparel
ceramics
footwear

15 year phase in

- Displacement / worker [illegible]

- 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

- Mention [illegible] about all the [illegible]
  [illegible] [illegible] [illegible] [illegible]
  [illegible] [illegible] to ~~[illegible]~~ [illegible]

- Mexico already has free trade with
  US - we chose to have tariffs - we
  chose & have free ~~trade~~

- NAFTA ensures enforcement of
  Child Labor & Environmental Laws
  (How do we do this)

- Export jobs pay more [illegible] more

- 2nd fastest growing middle class
  in the world

- Link Productivity to growing 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 & export will be doubled to Mexico

- Domestic Content Laws on US Parts is eliminated

- 15 Bil - China } Trade
9 Bil - Taiwan } Deficits

- Problem is no [illegible] industrial policy
- we had one [illegible]
- weakening the [illegible]
on a number of products
components
- research on auto make industry

Kurt
- Explain Tariffs
- [illegible], [illegible]
- Some changes in Jobs - overall net increase
Explain
- Effect of NAFTA on Puerto Rico

people are looking for ~~someone~~ to ~~protect~~ the [illegible]

MEMORANDUM TO PARTICIPANTS

FROM: DORIS MATSUI

RE: NAFTA BRIEFING
450 OEOB
9:30 AM - 12:00 Noon
October 7, 1993

Attached is information pe~~rtinent 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
5 Bil Deficit - Now 5 Bil Surplus

60,000 Cars to Mexico - sell in the first year

Lower Tariffs That will be available will be in Mexico

Difference in [illegible] (a car in Mexico uses [illegible] 8/10 - more

(Nafta will help employers [illegible])

50% -> 2/3 of duty on goods going to Mexico will be removed at one time

* Very important Public Policy Position for this country

* Trend of export continues to the tune of about 20 Bil

* We lose one [illegible] of [illegible] only — Salinas is out on the line Political [illegible] until [illegible] [illegible]

* 700,000 Jobs now related to exports to Mexico
  200,000 more if NAFTA is passed

We run the risk of not only losing 200,000 in addition to not being able to create

* Raise the standard of living overall for Mexico — Increase their purchasing power

* If either country thinks it is a [illegible] neither agreement can be cancelled (what are the mechanisms)

** Comprehensive worker Retraining

NEW JERSEY OPINION LEADERS -- NAFTA BRIEFING OCT. 7, 1993

Ms. Margaret Anastos
Chair
Hispanic Task Force
Patterson NJ

Ms. Deborah Aronson
Vice President
Mejor Consulting Corporation

Mayor Donald Aronson
Mayor
City of Englewood
Englewood NJ

Ms. Marlene Asselta
President
Southern New Jersey Development Council

Mr. John Barter
Allied Signal

Mr. Fred Beatty
President
IKG Industries
Clark NJ

Mr. Philip Beechem
Executive Directors Office
NJ Alliance for Action

Mr. Peter Beronio
Englewood Economic Development Corp
Englewood NJ

[illegible] Claude Boudrais
[illegible]ical Manufacturing Association

Mr. Fred Brody
VP Sales
Daybreak Express
Newark NJ

Mr. Noah Bronkesh
Sills, Cummins
Atlantic City NJ

Mayor Robert Brown
Mayor
Township of Orange
Orange NJ

Mr. Peter Burke
President
Meadowview Geriatrics
Williamstown NJ

Mr. Wilfredo Carabello
Hispanic Bar Assn
Seton Hall Law School
Newark NJ

Mr. Raymond Eugene Cartledge
Chairman, President & CEO
Union Camp Corporation
Wayne NJ

Mr. Dominick D'Agosta
Vice President
Westminster Bank
Jersey City NJ

[illegible] Frank Delle Cave
[illegible]e President
Ingersoll Rand Co.
Woodcliffe Lake NJ

Mr. Daniel DiBenedetto
Esquire
Order Sons of Italy in America
Roseland NJ

Mayor James Dowden
Mayor
Bridgewater Township
Bridgewater NJ

Mr. Adrian Foley
Sr. Partner
Connell, Foley, Geiser
Roseland NJ

Mr. Michael Greenberg
President
The Lillie Group
South Hackensack NJ

Ms. Victoria Kaufman
Vice President
Hillman Eyes
Englewood NJ

Mr. John Kelly
Chief Financial Officer
Orange Township
Orange Township NJ

Mr. Charles Klaskin
Chairman
Charles Klaskin Company/ALSO rep.
Soc. of Ind. Off. Realtors

Mr. Fred Meendsen
Vice President -- Corporate Affairs
CPC International, inc.
Englewood CLiffs NJ

Mr. Michael Modell
President
Modell Sporting Goods
Long Island City NY

Mr. Mitchell Modell
President
Modell Sporting Goods
Long Island City NY

Ms. Valerie Morse
Vice President
Beneficial Corp
Washington DC

Mr. Vincent Muccione
President
Viscot Industries, Inc.
East Hanover NJ

Mr. Peter Murphy
President
Hudson Co. Chamber of Commerce
Jersey City NJ

Mr. William Neely
Regional Manager -- Industry
Government Relations
General Motors Corp.

Mr. William O'Neill
Township Administrator
Bridgewater Township
Bridgewater NJ

Mr. Teel Oliver
Vice President of Governmental
Relations
Merck & Company

Mayor Douglas Palmer
Mayor
City of Trenton
Trenton NJ

Mayor William Pascrell, Jr.
Mayor of Patterson
City of Patterson
Patterson NJ

Mr. Phillip Piccigallo
National Director
Order of the Sons of Italy
Washington DC

Mr. Joseph Polidoro
Assistant Executive Director
K-Tron
Pittman NJ

Ms. Lori Rankin
Vice President/Executive Director NJ
DLC
Blainer Associates

Mr. Dennis Rodkin
Director, Govt Affairs/Co-Chair for
USA-NAFTA
AT&T

Mr. Richard Sitton
Vice President for Strategic
Development
John Brown, An Engineering Company

Mr. Jonathan Slade
Modell Sporting Goods
Long Island City NY

Ms. Jewell Spiegel
Owner
Jewel Spiegel Galleries
Englewood NJ

Ms. Deborah Stapleton
rea Development
ited Negro College Fund
ark NJ

Mr. Jeff Stoller
Vice President, Industrial
NJ Business & Industry Assn.
Trenton NJ

Mr. John Thurber
Executive Director
Trenton Office Policy Studies
Trenton NJ

Ms. Elenora Watson
Executive Director
Urban League of Hudson County
Jersey City NJ

Mr. Andrew Weber
Esquire
Saul, Ewing, Remick & Saul
Voorhees NJ

THE WHITE HOUSE

WASHINGTON

AGENDA

THE NORTH AMERICAN FREE TRADE AGREEMENT
WHITE HOUSE BRIEFING

OLD EXECUTIVE OFFICE BUILDING
Indian Treaty Room

OCTOBER 7, 1993

****

WELCOME
Alexis Herman
Assistant to the President
Director of Public Liaison

*

BRIEFING
Secretary Lloyd Bentsen
Department of Treasury

BRIEFING
Bob Rubin
Assistant to the President
National Economic Council

*

Break

*

BRIEFING
Kurt Campbell
Deputy Special Counsellor to the President
NAFTA

*

REMARKS
VICE PRESIDENT AL GORE

****

COPY

October 6, 1993

MEMORANDUM TO MEDIA AFFAIRS

FROM: Flo McAfee

RE: New Jersey Leadership NAFTA Briefing

Tomorrow's NAFTA briefing will be for approximately 50 New Jersey leaders from 9:30 am to noon. Briefers include the Vice President, Secretary Bentsen and Robert Rubin.

For the media advisory, the individuals recommended for the media are:

Ray Cartledge, Chairman/President/CEO, Union Camp Corp

Mayor Burt Schindler, Jersey City

Elnora Watson, Executive Director of the Urban League of Hudson County

cc: Alexis Herman
Steve Hilton
Doris Matsui
Jay Ziegler

THE WHITE HOUSE

WASHINGTON

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National Economic Council

*

Break

*

BRIEFING
Kurt Campbell
Deputy Special Counsellor to the President
NAFTA

*

REMARKS
VICE PRESIDENT AL GORE

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THE WHITE HOUSE

WASHINGTON

AGENDA

THE NORTH AMERICAN FREE TRADE AGREEMENT
WHITE HOUSE BRIEFING

OLD EXECUTIVE OFFICE BUILDING
Indian Treaty Room

OCTOBER 7, 1993

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BRIEFING
Bob Rubin
Assistant to the President
National Economic Council

*

Break

*

BRIEFING
Kurt Campbell
Deputy Special Counsellor to the President
NAFTA

*

REMARKS
VICE PRESIDENT AL GORE

****

NAFTA Briefing--NEW JERSEY STATE LEADERS
450 Old Executive Office Building
11:30 AM - 12:00 noon, Thursday, October 7, 1993

EVENT

o You are the last of three speakers (Secretary Bentsen, Bob Rubin and Kurt Campbell) who will be briefing approximately 60 leaders from New Jersey about the benefits of the North American Free Trade Agreement. This is the second in our series of state NAFTA briefings. This week, we have given briefings to leaders from North Carolina and New England (Massachusetts, New Hampshire and Maine).

YOUR ROLE AND CONTRIBUTION

o 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. You should encourage participants to go to the Hill and seek ask their respective members of Congress to support NAFTA.

LOGISTICS

o You go directly to the holding room and Alexis will announce you onto the stage.

o You give closing remarks and take questions.

o You depart same way as entered.

PROGRAM NOTES

o This is series of briefings we are going to have, educating leaders from their states about the importance of NAFTA.

o 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.

o 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.

ATTACHMENTS

- New Jersey Participants
- New Jersey Talking Points
- Agenda

Ms. Margaret Anastos
Hispanic Task Force
Patterson, NJ

Mayor Donald Aronson
Mayor
City of Englewood
Englewood, NJ

Ms. Marlene Asselta
President
Southern New Jersey Development Council
Turnersville, NJ

Mr. Joseph Balzano
South Jersey Port Corporation
Executive and CEO
Camden, NJ

Mr. John Barter
Allied Signal
, NJ

Mr. Fred Beatty
President
IKG Industries
Clark, NJ

Mr. Philip Beechem
Executive Directors Office
NJ Alliance for Action
, NJ

Mr. Peter Beronio
Englewood Economic Development Corp
Englewood, NJ

Mr. Angelo Bianchi, Esq.
Order Sons of Italy in America
Nutley, NY

Mr. Fred Brody
VP Sales
Daybreak Express
Newark, NJ

Mr. Noah Bronkesh
Sills, Cummins
Atlantic City, NJ

Mr. G. Michael Brown
Ledyard, CT

Mayor Robert Brown
Mayor
Township of Orange
Orange, NJ

Mr. Peter Burke
President
Meadowview Geriatrics
Williamstown, NJ

Ms. Aida Cabellos, Esq.
Governor Florio's Office
Trenton, NJ

Mr. Wilfredo Carabello
Hispanic Bar Assn
Seton Hall Law School
Newark, NJ

Mr. Raymond Eugene Cartledge
Chairman, President & CEO
Union Camp Corporation
Wayne, NJ

Ms. Pamela Chasek
National Wildlife Federation
New Providence, NJ

Mr. William A. Cook, Jr.
Vice President -- Specialty Papers
Division
Holland Manufacturing Company
Succasunna, NJ

Mr. Dominick D'Agosta
Vice President
Westminster Bank
Jersey City, NJ

Mr. Daniel DiBenedetto, Esq.
Order Sons of Italy in America
Roseland, NJ

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Township of Bridgewater
Bridgewater, NJ

Mr. Adrian Foley
Connell, Foley, Geiser
Roseland, NJ

Mr. Sam Fumosa
Chairman to Advisory Council for
Gov. Florio
Trenton, NJ

Mr. Michael Greenberg
The Lillie Group
South Hackensack, NJ

Ms. Victoria Kaufman
Vice President
Hillman Eyes
Englewood, NJ

Mr. John Kelly
City of Orange Township
Orange Township, NJ

Mr. Charles Klaskin
Chairman
Charles Klaskin Company/ALSO rep.
Soc. of Ind. Off. Realtors
Teterboro, NJ

Mr. Sam Mann
President
Inverness Corporation
Englewood, NJ

Mr. Eugene McCaffrey, Sr.
Executive Director
McCaffrey Paul Insurance
Woodbury, NJ

Mr. Fred Heendsen
Vice President -- Corporate Affairs
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National Director
Order Sons of Italy in America
Washington, DC

Mr. Joseph Polidoro
Assistant Executive Director
K-Tron
Pittman, NJ

Ms. Lori Rankin
Vice President/Executive Director NJ
DLC
Blainer Associates
Princeton, NJ

Mr. Irvin E. Richter
Hill International, Inc.
Willingboro, NJ

Mr. Dennis Rodkin
Director, Govt Affairs/Co-Chair for
USA-NAFTA
AT&T
Treonton, NJ

Mayor Burt Schindler
Mayor
City of Jersey City
Jersey City, NJ

Mr. Edward Schotz, Esq.
Hackensack, NJ

Mr. Joe Seltzer
City Attorney
Union County, NJ

Mr. Richard Sitton
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John Brown, An Engineering Company

Ms. Jewell Spiegel
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Ms. Deborah Stapleton
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United Negro College Fund
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Mr. Jeff Stoller
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NJ Business & Industry Assn.
Trenton, NJ

Mr. Joseph Supor
Supor and Sons
Harrison, NJ

Mr. John Thurber
Executive Director
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Trenton, NJ

Ms. Elenora Watson
Executive Director
Urban League of Hudson County
Jersey City, NJ

Mr. Andrew Weber
Esquire
Saul, Ewing, Remick & Saul
Voorhees, NJ

New Jersey Agenda

Thursday, October 7, 1993 New Jersey

9:30 am- 9:35 am	Alexis Herman Welcome and Introduction of Secretary Bensten
9:35 am- 10:00 am	Secretary Bensten Remarks and Q & A
10:00 am- 10:30 am	Bob Rubin Remarks and Q & A
10:30 am- 11:00 am	Break
11:00 am- 11:05 am	Alexis Herman Welcome Back and Introduction of Kurt Campbell
11:05 am- 11:30 am	Kurt Campbell Remarks and Q & A
11:30 am- 12:00 pm	The Vice President Remarks and Q & A

NEW JERSEY DISCUSSION POINTS
THURSDAY, OCTOBER 7, 1993

Members of Congress have not heard from their constituents about the economic benefits of NAFTA.

I. NAFTA is a much bigger issue than whether or not we will increase trade with Mexico. NAFTA is about whether we will invest and build our economy, our industries and our exports, or retreat.

* NAFTA will create 200,000 American jobs by 1995.

* More than 65,300 New Jersey jobs depend on trade with Mexico and Canada. New Jersey exports to Mexico support 10,400 jobs: More than 50% of those jobs have been created within the past five years.

* **Today in Newark, New Jersey more than 600 export-driven businesses are meeting at a trade fair to increase exports from New Jersey companies.**

* **New Jersey ranked 12th in the United States in its value of exports to Mexico, sending $483 million in merchandise to Mexico in 1992. That volume has also doubled in the past five years.**

The State's top export commodities are: Chemical products ($157 million), electric and electronic equipment ($69 million), and industrial machines and computers ($62 million).

The average Mexican spends more than $450 per year to buy U.S. products. That's more than the average Japanese or European.

II. There is no second chance to approve NAFTA. If we Congress doesn't approve NAFTA there will be trade impacts felt far beyond the American-Mexican border. If we don't fight for the 90 million consumers in the Mexican market, Japan and Germany will claim this market -- and they won't stop at Mexico.

* Whatever the concern about NAFTA that opponents have expressed -- border conditions, labor standards, air and water pollution -- the fact is that NAFTA provides solutions to problems that will only get worse under the status quo.

III. If you want to judge NAFTA, look at who supports it.

* Every living former President supports NAFTA. This list covers Presidents' from Ronald Reagan to President Carter, President Bush, President Ford, and President Nixon. Every living Secretary of State supports NAFTA. More than 275 economists including 13 Nobel Prize winners support NAFTA. A majority of the Nation's governors strongly support NAFTA.

<u>IV. There are six weeks to go in the effort to approve NAFTA. There is no time to waste.</u>

* Members of Congress <u>must hear from their consituents if they going to understand the real benefits of NAFTA for the U.S. economy.</u>

NEW JERSEY and the NAFTA: *EXPORTS and JOBS*

• JOBS •

NEW JERSEY Jobs Supported by Trade with MEXICO and CANADA - 65,300.

• EXPORTS •

NEW JERSEY Exports to MEXICO and CANADA Reached $3 billion in 1992.

- New Jersey's merchandise exports to Mexico grew over 150 percent from 1987 to 1992, rising from $189 million to $483 million. New Jersey was one of 38 states whose exports to Mexico have more than doubled over the past five years.

- 10,400 jobs in New Jersey in 1992 were supported by exports to Mexico. More than 50 percent of those jobs were created in the past five years, since Mexico began liberalizing its import regime.

- New Jersey ranked 12th among all 50 states in the value of exports to Mexico.

- New Jersey's exports to Mexico grew 155 percent from 1987 to 1992, 94 percentage points faster than export growth to the rest of the world.

- Mexico in 1992 ranked sixth among New Jersey's 194 foreign markets, up from eleventh place in 1987. New Jersey was one of thirty-nine states which ranked Mexico among their top ten export markets. Canada, our other NAFTA partner, was New Jersey's top export market.

- New Jersey's exports to Mexico were diverse. The top export industries were: chemical products ($157 million), electric & electronic equipment ($69 million), and industrial machines & computers ($62 million).

- New Jersey greatly expanded exports of a range of manufactured products to Mexico over the five year period. Categories that recorded strong growth included: apparel (from $643,000 to $18 million), food products (from $948,000 to $18 million), and primary metal industries (from $9 million to $37 million).

- In 1992, New Jersey's exports to Canada totalled $2.5 billion. New Jersey's exports to Canada have grown over 125 percent in the past five years, during which time 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.

NEW JERSEY'S EXPORTS TO MEXICO, BY INDUSTRY SECTOR

(Percent & Thousand $)

	1987	1992	% CHANGE	$ CHANGE
NJ'S EXPORTS TO MEXICO	$189,208	$483,254	155.4%	$294,046
AGRICULTURE, FORESTRY & FISHERIES	$1,198	$4,432	269.9%	$3,233
Agriculture – crops	550	3,054	455.5%	2,504
Agriculture – livestock	0	36	--	36
Forestry	648	1,332	105.4%	683
Fishing, Hunting	0	10	--	10
MINING	4,732	4,418	–6.6%	–314
Metal Mining	3,444	3,328	–3.4%	–117
Coal Mining	191	27	–85.6%	–164
Oil & Gas	0	0	0.0%	0
Non–Metallic Minerals	1,097	1,063	–3.1%	–34
MANUFACTURING	180,240	471,902	161.8%	291,663
Food Products	948	18,328	1833.6%	17,380
Tobacco Products	0	0	0.0%	0
Textile Mill Products	1,207	3,161	161.9%	1,954
Apparel	643	17,531	2626.9%	16,888
Lumber & Wood Products	1,074	195	–81.8%	–879
Furniture & Fixtures	867	1,990	129.4%	1,122
Paper Products	3,587	7,558	110.7%	3,971
Printing & Publishing	2,071	11,260	443.7%	9,189
Chemical Products	71,801	157,494	119.3%	85,693
Refined Petroleum Products	479	7,687	1504.5%	7,208
Rubber & Plastic Products	5,572	19,122	243.2%	13,550
Leather Products	743	1,744	134.6%	1,001
Stone, Clay & Glass Prod.	2,280	8,640	278.9%	6,360
Primary Metal Industries	9,355	36,539	290.6%	27,184
Fabricated Metal Products	4,818	13,916	188.9%	9,099
Indus. Mach. & Computers	33,014	62,199	88.4%	29,185
Electric & Electronic Equip.	26,754	69,167	158.5%	42,413
Transportation Equipment	1,759	5,560	216.1%	3,801
Scientific & Measuring Instr.	11,567	20,156	74.3%	8,589
Miscellaneous Manufactures	1,701	9,655	467.6%	7,954
OTHER	3,038	2,502	–17.6%	–536
Scrap & Waste	2,222	912	–59.0%	–1,310
Second Hand Goods	634	31	–95.1%	–603
Military Equipment	182	1,559	758.1%	1,377
NJ'S EXPORTS TO MEXICO	$189,208	$483,254	155.4%	$294,046

Transportes Azteca
Dover. New Jersey

"We presently operate with Mexican affiliate companies within Mexico. Through them we have gained experience with regard to operating under Mexican trucking regulations. Our knowledge of the Spanish language and the Mexican culture also provides us with a competitive advantage over larger, but inexperienced, American trucking firms."

Marta Mazarisi
President

Transportes Azteca, a minority-owned trucking operation out of Dover, New Jersey, sees much of its future tied to the Mexican export market. Incorporated in 1968, the firm depends on Mexico for 90 percent of its $5 million in transport revenues and employs a staff of 18 employees.

Marta Mazarisi, President and Owner of the company, notes that shipping demand for products that need transport to Mexico is up sharply. She also views Transportes Azteca as a company that is poised to grow rapidly if, through the passage of the North Free Trade Agreement, American trucking companies are allowed to operate within Mexico's borders. Ms. Mazarisi plans future expansion into the Mexican market.

"No matter what happens the market is growing and we at Transportes Azteca plan to grow with it."

NEWARK STAR LEDGER SUNDAY SEPTEMBER 19, 1993

The chairman on the tee . . .

P5 SECT. 3

By JOSEPH R. PERONE

An avid golfer, Larry Bossidy thinks U.S. companies can stay on the leader board by approving the North American Free Trade Agreement (NAFTA).

And the chairman of AlliedSignal Inc. is warning Congress not to fall into the jobs trap—that NAFTA will reduce U.S. employment.

Bossidy heads a $12 billion automotive, aerospace and chemicals conglomerate. He is also chairman of USA-NAFTA, a coalition of 2,700 large and small businesses that support a free trade agreement with Mexico. President Clinton last week signed several side agreements on the trade pact, which faces opposition from members of his own party.

During a wide-ranging interview at his sprawling Morris Township headquarters, Lawrence A. Bossidy spoke about NAFTA, the "no-growth '90s," the New Jersey gubernatorial race, and why a surtax should be imposed on "fat cats."

(He pulls down more than $3.2 million a year.)

Bossidy—a husky, no-nonsense 58-year-old—says NAFTA is necessary to retain American jobs, not lose them as billionaire Ross Perot has asserted.

"As these tariffs go down, we'll have more export opportunities to Mexico. That will create U.S. job formation and it will be a net plus for us," he said. "People

Please turn to next page

say, 'Well, gee, won't a lot of jobs go to Mexico?' Well, there are 500,000 jobs in the Mexican maquilladoros (Mexican operations set up by U.S. companies that receive tariff relief).

"So, to the extent that you want to move jobs to Mexico, they have already moved," Bossidy said.

A North American trading block is needed to compete with blocks being set up in Europe and eventually Asia, he said.

"To have Canada, the United States and Mexico in line, I think is the right thing to do," he said. "It's going to strengthen Mexico along the way."

Allied has nine operations in Mexico that make automotive catalysts, filters, turborchargers and aircraft climate control systems.

Bossidy testified last week before a House subcomittee on why NAFTA should be approved. In a not-so-veiled reference to Perot, Bossidy warned lawmakers not to listen to "well-financed fear mongers and demagogues who have personal political agendas."

He testified the U.S. economy has gained 200,000 jobs because of increased trade with Mexico, a market of 90 million people. Eliminating tariffs that are roughly "two and a half times the size of our tariffs on Mexican goods" will provide access for American insurance, agricultural trucking and telecommunications companies that are now shut out of Mexico, according to Bossidy.

During an interview at company headquarters, Bossidy said the New Jersey gubernatorial race should be close, and that he admires Republican challenger Christine Todd Whitman.

"I think that despite the start that (Gov. Jim) Florio got, this is going to be a real horse race," he said. "I think Christie Whitman has some outstanding characteristics, and so does Florio. I think Florio knows now that one of the things that is crucial for a governor and a state is to do all they can to retain jobs and promote jobs."

However, he concedes many companies do not consider New Jersey when searching for a new production facility in America.

"I'd say interestingly enough, if you talk to most people today, they want to build plants in the South. The relationship between the state or the city and business is better. The workforce is more accommodating and productive," he said.

"I don't see New Jersey singled out for criticism more than any other Northern state. But neither do I see it mentioned among the more desirable places to locate a business."

There have been improvements in how the state Department of Environmental Protection and Energy deals with big business, he said. New relationships led to a settlement this year to clean up a chromium contaminated ballfield in Jersey City that had been the site of a chemical plant the company bought in the 1950s.

"When I first came here, our relationship with the environmental protection agency were strained. I think the state has taken a step in the right

Please turn to next page

direction," Bossidy said. "I think we have, too. I think we have a much more progressive relationship than we had before."

Environmental cleanups will cost the company about $70 million a year. "I think it will be in the range of $50 million to $70 million for a long time, and I think we will be able to manage that," Bossidy said.

"I think the relationship with business (and government) should be comfortable. That doesn't mean business should win. It means there is a good dialogue between the State House and business and you can resolve differences that come up in a way that doesn't involve litigation," according to Bossidy.

"Whatever we can do to make businesses more welcome in the state so we can have job generation is of high value. And I think it's appropriate to turn your attention to the inner cities in New Jersey," he said. "Obviously, Newark is in need of upgrading, and I think the whole state is a beneficiary if that happens."

Lawrence A. Bossidy

Age: 58
Born: Pittsfield, Mass.
Education: Bachelor of Arts degree, Economics, Colgate University, class of 1957
Personal: Married, nine children
Career: Chairman, AlliedSignal Inc. (1992); Director, Merck & Co. (1992); Chief Executive (1991); Vice Chairman, General Electric Co. (1984); Executive Vice President, GE Services and Materials Sector (1981); Chief Operating Officer, General Electric Credit Corp., now GE Capital (1979)
Professional: Chairman, USA-NAFTA; member, The Business Roundtable; International Council of J.P. Morgan & Co. Inc.; and the President's Advisory Committee on Trade Policy and Negotiations

The Star-Ledger

Employee relations

As for employee relations, Bossidy said managers have to listen more carefully and actually communicate, not go through the motions.

"One of the responsibilities of leadership today is constant communication, constant visibility and constant availability," he said. "This is not an era where we need good managers. We need good leaders. They don't belong isolated in an office. They belong out there understanding the concerns, the opportunities of the people."

Bossidy holds meetings with employees who don't have to give their names so they can skip levels of management to voice their concerns. Being frank is paramount.

"Tell people the good, the bad and the ugly," he said. "Let's not have any mystery as to what we are about. Anytime you think there is some kind of espionage activity going on, that doesn't breed cooperation and teamwork."

Bossidy said he was in favor of higher taxes – but only on people like him.

"If I had my druthers today on a tax bill given an anemic economy, I would certainly have the spending cuts proposed and then some," he said. "I'd put a surtax on the fat cats, and those are the only people I would tax.

"Just make it a surtax, and on me, too. I'll tell you what, I think we *should* pay more taxes," Bossidy said about high-income Americans. "But for heaven's sake, to add tax liability to our middle class in light of our economic situation, I think, is a mistake. It's going to be another damper on the economy."

As for Europe, he is impatient with the cautious role of the German central bank in trying to knock inflation below 4 percent rather than make more rapid interest rate cuts to help the slumping German economy, which is dragging down the rest of Europe.

"The German Bundesbank basically worries about Germany and not about Europe," he said. "If you, therefore, think it should play a broader role; one, be concerned about Europe, and, two, deal with the German economic environment, they don't do it. The interest rates in Germany are still too high.

"I'm telling you, among the many things I worry about, inflation isn't one of them," Bossidy said. "I see some growth coming out of the recession late next year, not before, and not coming out vigorously. Japan is in a 2 percent gross domestic product range right now, and I don't see that changing much either."

German companies

Many German companies are considered unproductive because of high-wages and generous benefits, forcing German companies like Mercedes-Benz and BMW to decide to build new plants in lower cost nations like the United States.

Japanese companies are struggling with a rising yen that makes Hondas and Toyotas more expensive.

"I think the Germans and the Japanese both have substantial problems," he said.

"They have always ridden the top of the crest economically, and now they are not. And they've got to make some fundamental changes, and I think, frankly, they are having some difficulty."

NEWARK STAR LEDGER SEP 0 4 1993

Jersey labor confronts politicians with call to vote down trade plan

By DONALD WARSHAW

Democratic members of New Jersey's congressional delegation were put on the spot yesterday by state labor leaders, who urged them to break with the Clinton administration and oppose the pending North American Free Trade Agreement (NAFTA).

Gov. Jim Florio, however, was the subject of universal acclaim from both the elected Democratic officials and 350 assembled unionists at the traditional, union-sponsored pre-Labor Day breakfast in Cherry Hill.

The Governor used the affair to sign a Youth Transitions to Work Partership program, under which labor, business and educational institutions will join in a state-funded $4 million effort to provide high school students with the opportunities and skills to obtain high-paying jobs.

Later, Florio joined union officials and some of the elected Democratic officeholders in placing a wreath at the tomb in Pennsauken of Peter J. McGuire, honoring the "Father of Labor Day."

> 'We'd like each of you to seriously consider your position for a vote against NAFTA when it comes up in the Congress.'
>
> — George Norcross, union leader

State AFL-CIO President Charles Marciante, George Norcross, president of the Central labor Council of South Jersey, and Donald Funk, a vice president of the International Brotherhood of Electrical Workers (IBEW), used the breakfast meeting to blast NAFTA as a threat to American jobs, more particularly to New Jersey's shrinking base of manufacturing jobs.

Norcross opened the session by inviting Sens. Bill Bradley and Frank Lautenberg and Rep. William Hughes (D-2d Dist.) to the podium, where he presented each with a T-shirt with a "no" to NAFTA symbol on the front and "Don't send my job to Mexico" imprinted on the back.

"We'd like each of you to seriously consider your position for a vote against NAFTA when it comes up in the Congress," Norcross told the trio.

Funk called NAFTA a plot by the nation's industrial leaders to ship American jobs to Mexico, thus crippling the domestic economy and, some time in the future, to bring them back to the United States at low Mexican wage levels.

"While we appear to be doing well, some of us are concerned over support or non-support for NAFTA," Marciante said.

The low wages paid Mexican workers, that nation's use of "child labor" and its lack of concern for environmental conditions make competition for American workers and domestic businesses "a little too tough," the union chieftain said. "We have a grave concern on NAFTA ... we have fears, if you will."

Turning to Sen. Bradley, Marciante said the state AFL-CIO is looking to Bradley "to stand up and fulfill his promise made to us two years ago on NAFTA."

Only Rep. Robert Andrews (D-1st Dist.) yesterday came out strongly against the trade treaty which has the President's endorsement and widespread Republican support in Congress.

Andrews, who was excused for the T-shirt presentations, later criticized the trade treaty at a press conference in Camden.

Hughes indicated he may be leaning toward a "no" vote but said he still is studying the treaty that would link the U.S., Canadian, and Mexican economies in a single, eventually tariff-free, trade zone.

Later, Hughes said he was particularly disturbed about the disparity in wage levels and environmental conditions north and south of the Rio Grande.

Bradley and colleague Frank Lautenberg remained basically non-committal on the trade measure. The former pledged to discuss the treaty with union leaders at a later time and urged the 350 assembled unionists and a dozen invited county and state Democratic officials to await the treaty's final form, as he would, before passing judgment.

Sensing the AFL-CIO is on a collision course with the Clinton administration over NAFTA, the state's senior senator then urged that the labor movement not "lose focus" and, instead, martial its strength for the upcoming battle in

Photo by Richard Rosenberg

Gov. Florio and George Norcross, president of the Central Labor Council of South Jersey, place a wreath at the tomb of Peter J. McGuire, known as the 'Father of Labor Day'

Congress over the President's health care program.

"We're about to have the most important debate on health care in the history of this country and it's important to keep this in focus. Health care should be a matter of right for every American," he added.

"We're going to need your resources on what is the most important issue for members of unions, their families and all Americans," Bradley said.

Lautenberg also stressed the importance of the health care issue and pledged his support for passage of pending legislation to ban the permanent replacement of strikers.

A measure of vital issue to the labor movement, the so-called Workplace Fairness" bill, already has passed the House and President Clinton has promised to sign it if it passes the Senate.

Turning to NAFTA, Lautenberg said he still is weighing the potential affects of the trade treaty on American jobs. "If the treaty means that Americans are going to come up short on jobs, there's no doubt where my vote goes," he said.

For Florio, the affair was all "bread and roses."

Labor leaders and all four congressional representatives told an appreciative audience the Governor has been a courageous public servant who has made the tough decisions" in tough economic times needed to set the state on a forward-looking course.

Florio, in turn, thanked the Legislature for passing the apprenticeship training bill and then invited Marciante to the podium as witness to his signing the measure to acknowledging the state labor federation president as its most persistent and strongest supporter.

"Mastering the skills to get a good job and passing those skills on to the next generation is a proud tradition in labor," Florio noted.

FYI, A conference that look

EXPORT MATCHMAKER '93

4th ANNUAL TRADE FAIR & CONFERENCE

October 7-8, 1993

National Westminster Bank NJ

"We participated in several trade shows last year and the Export Matchmaker '92 was the most successful in terms of money spent and valuable contracts made."
Jennifer Kaszak, VP
American Marketing International, Inc.
Somerset, NJ

"Matchmaker '92 provided a networking opportunity for my firm to market the computer consulting system and implementation/training service we offer. As a result, I signed a contract to provide a month of training services to Shell Oil employees in Nigeria."
Sheila D. Lewis, President
Access to Information, Inc.
Plainfield, NJ

"Saw four companies whose export potential could possibly be achieved through our organization and have brought negotiations between one of them and a major overseas customer to the final stages."
Peter Ward, President
Gardeneurope
Upper Saddle River, NJ

"My company was able to sign on six manufacturers itching for foreign exposure. As an EMC, we were able to help some of these manufacturers in gaining a share of the foreign market."
Stanley Kelvin Addo
President & Founder
Dynamic Imports & Exports Co., Inc
Hillside, NJ

"As an independent agency, we seek to assist small and mid-size U.S. manufacturers to obtain a foothold in Germany and Europe. Matchmaker '92 provided an ideal forum to establish contact with many potential exporters."
John Stoltenberg
Director, Port Promotions
Carl F. Ewig, Inc.
South Plainfield, NJ

"I found Matchmaker '92 to be one of the best events of its kind. Workshops were excellent, as were the opportunities to meet other exporting companies. Sign me up for '93!"
Richard D. Dell, President
Triangle Group International
Raleigh, NC

- The largest export trade promotion program in the Northeast where more export contracts are signed in 2 days than most companies sign in a year!
- More than 100 exhibit booths for manufacturers and distributors.
- Choose from 12 seminars and workshops conducted by export professionals.
- Meet representatives from more than 100 Trading Houses.
- Learn how Matchmakers have generated more than $7 million in export sales for Northeast manufacturers and distributors.
- New this year - delegations from Canada, China, the United Kingdom and the Commonwealth of Independent States.
- Put your company on the exporting fast track.

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Dear Chief Executive Officer:

Do you know what thousands of small businesses are doing that you may not be doing? They are exporting their products and services, and they have proven that exporting is profitable!

The U.S. is the world's largest exporter with over $448 billion in export sales in 1992. A weaker dollar, combined with higher growth rates abroad, will create even greater export opportunities for American businesses.

If you would like to enter the international marketplace but do not have the resources to launch your own export effort, then "Export Matchmaker '93" is for you. At this trade fair, manufacturers and distributors have the opportunity to exhibit their products and services to export management companies (EMCs), export trading companies (ETCs), and foreign Trading Houses.

These exporting specialists can act as your export department, taking over most of the technical export responsibilities for a fee, or purchase your goods outright for export to markets abroad. EMCs, ETCs and Trading Houses provide a variety of tailored services including locating export markets, overseas representation, shipping, distribution, overseas correspondence, quotations, financing, advertising and documentation.

October 7th begins with a series of workshops that will focus on what you should look for in selecting an EMC, ETC or Trading House, as well as specific countries, industries and types of financing. On October 8th, you will have the opportunity to exhibit your products to the more than 100 EMCs, ETCs and Trading Houses that are expected to attend this trade fair. At our last three Export Matchmakers, exhibitors generated over $7 million in initial export sales!

This year we are pleased to announce that for the first time trade delegations from Canada, the People's Republic of China, the United Kingdom and the Commonwealth of Independent States will be participating in our program.

Exhibitors need not bring elaborate displays. An ample supply of your brochures, catalogs, business cards and even distributorship agreements is all that is required. You may also exhibit any of your products that can be personally carried into the exhibit hall.

Register early since exhibit space is limited, and turn your export potential into reality.

For additional information, call Eric Vicioso at (201) 242-6237 or Harry Menta at (201) 645-3830.

Stanley H. Salt	Karen S. de Bartolome	John Tugwell	Richard G. Schoon
District Director	Director	Chairman & CEO	President
U.S. Small Business Administration	Office of International Business Port Authority of NY & NJ	National Westminster Bancorp	Metro Newark Chamber of Commerce

SBA U.S. Small Business Administration · THE PORT AUTHORITY OF NY & NJ · National Westminster Bank NJ · METRO NEWARK

It's 11:40pm

~~[illegible]~~

It will be about 5 minutes. Danny will get you. He has to be out by noon for lunch - so he may not be as long.

Clinton Presidential Records
Digital Records Marker

This is not a presidential record. This is used as an administrative marker by the William J. Clinton Presidential Library Staff.

This marker identifies the place of a tabbed divider. Given our digitization capabilities, we are sometimes unable to adequately scan such dividers. The title from the original document is indicated below.

North Carolina
10-6-93
Divider Title: ____________________________

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.

<u>Erskine</u>

- 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

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

- Terms read -
  Personal security/Change you find____________________
  Leadership to_____________

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 trade problem it an opportunity —
6 Bil surplus
we have deficits
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 market exports have naturally

- 200,000 jobs supply 30 Billion to Economy

- Productivity is 5x higher than Mexico — Clean plants wages not just the biggest 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 & you won't have to leave

US goods who spend what

- $450 a year on an (Mexico)

$380 (Japan) (5 times higher goods

70% of every $1 — on US consumer goods

- Present issues
- High Tech Benefits
- Tobacco Tax
- Advance Arguments
  Loss of low wage jobs

- Change vs status quo
  Future vs Past

- Global market place
  Jobs & growth

- Free trade ->
  political security / Change & open [illegible]
  Leadership to democracies [illegible]

THE WHITE HOUSE

WASHINGTON

October 5, 1993

NAFTA REGIONAL BRIEFING
NORTH CAROLINA

DATE: OCTOBER 6, 1993
LOCATION: INDIAN TREATY ROOM, ROOM 474 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
Administrator Bowles
William Daley, Special Counsellor to the President for NAFTA
34 Participants from North Carolina
Rep. Martin Lancaster-D
Rep. Alex McMillan-R
Rep. Tim Valentine-D

IV. PRESS PLAN
Selected individuals will go to stakeout.

V. SEQUENCE OF EVENTS

9:30 AM Alexis Herman
Welcome and introduce Secretary Bentsen

9:35 AM Secretary Bentsen
Remarks and Q&A

10:00 AM	SBA Administrator Erskine Bowles Remarks and Q&A
10:30 AM- 10:55 AM	Break
10:55 AM	Alexis Herman Welcome back and introduce Bill Daley
11:00 AM	Special Counsellor Bill Daley 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

NORTH CAROLINA
OPINION LEADERS MEETING
October 6, 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.

Small Business Administration Administrator Erskin Bowles -- Administrator Bowles will provide a perspective on the unique benefits of NAFTA for small business enterprises. This perspective will be particularly pertinent for the North Carolina economy.

Special Counsellor Daley -- Counsellor Daley will offer an overview of the Clinton Administration's efforts to approve NAFTA. Counsellor Daley 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 1990s' 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.

NAFTA Briefing--NORTH CAROLINA STATE LEADERS

Indian Treaty Room, Old Executive Office Building
11:30 AM - 12:00 noon, Wednesday, October 6, 1993

EVENT

o You are the last of three speakers (Secretary Bentsen, SBA Administrator Erskine Bowles and Bill Daley) who will be briefing approximately 30 leaders from North Carolina about the benefits of the North American Free Trade Agreement. This is the second in our series of state NAFTA briefings. Yesterday, we started the series with people from New England (Massachusetts, New Hampshire and Maine).

YOUR ROLE AND CONTRIBUTION

o 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. You should encourage participants to go to the Hill and seek ask their respective members of Congress to support NAFTA.

LOGISTICS

o When you arrive at the Indian Treaty Room, Alexis Herman will introduce you. (There will be a podium for you to speak from.)

o You give closing remarks and take questions.

o You depart same way as entered.

PROGRAM NOTES

o This is series of briefings we are going to have, educating leaders from their states about the importance of NAFTA.

o 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.

o 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.

ATTACHMENTS

- North Carolina Participants
- North Carolina NAFTA articles

PARTICIPANTS
NAFTA NORTH CAROLINA BRIEFING

Ms. Carolyn Allen
Vice President
Allen Marketing Group, Inc.
Raleigh, NC

Mr. Reuben Blackwell
Raleigh Chamber of Commerce
Raleigh, NC

Mr. Marvin Blount
Greenville, NC

Mr. Mark Calloway
Charlotte, NC

Ms. Carol Thompson Cole
Director of Environmental Affairs
RJR Nabisco
Washington, DC

Mr. Robert Cordle
Smith Elms, Mullis & Moore
Charlotte, NC

Mr. Doug Croft
President
Thomasville Area Chamber of Commerce
Thomasville, NC

Mr. Larry Dagenhart, Esq.
Smith Helms Bultiss & Moore
Charlotte, NC

Mr. Jake Froelich
Furniture Market
High Point, NC

Mr. Joseph Gerard
Vice President of Government Affairs
American Furniture Market
Association
Washington, DC

Mr. William Harazin
President
NC World Trade Association
Raleigh, NC

Ms. Judy Harrison
Director of Marketing
Children's Home Society of North
Carolina
Charlotte, NC

Mr. Charles Hayes
Guilford Mills
Greensboro, NC

Mr. Palmer Huffstetler
Carolina Freight Corporation
Durham, NC

Mr. Wallace Hyde
Raleigh, NC

Mr. Reef Ivey
Patton, Boggs and Blow
Raleigh, NC

Mr. Allen Joins
Office of Mayor Wood
Winston-Salem, NC

Ms. Betsy Justus
Executive Director
NC Electronics and Information
Technologies Assn
Raleigh, NC

Mr. Walter Reed Martindale
Govt Affairs Officer
Guilford Mills
Greensboro, NC

Mr. Allen Norris
Bristol Meyers Squibb
Morrisville, NC

Mr. James Parish
North Carolina Mutual Life
Durham, NC

Ms. Vivian Powell
Director of Corporate Affairs
Secretary of State's Office
Raleigh, NC

Mr. Richard Quibble
Quibble & Associates, P.C.
Kitty Hawk, NC

Mr. Vernon Rochelle
City Attorney
City of Kinston
Kinston, NC

Mr. Nicholas Tennyson
Raleigh, NC

Mr. Richard Teske
Vice President of Policy and
Government Relations
Burroughs Wellcome Company
Washington, DC

Mayor Frederick Turnage
Mayor of Rocky Mount
Rocky Mount, NC

NORTH CAROLINA NAFTA DISCUSSION POINTS
WEDNESDAY, OCTOBER 6, 1993

Members of Congress need to hear from their constituents about the real benefits of NAFTA for the United States.

I. We need to change the debate about NAFTA. NAFTA is a much bigger issue than whether or not we will increase trade with Mexico. NAFTA is about whether we will invest and build our economy, our industries and our exports, or retreat.

* NAFTA will create 200,000 American jobs by 1995.

* More than 56,000 North Carolina jobs are supported by trade with Mexico and Canada. And, more than 9,000 North Carolina jobs are directly supported by exports to Mexico. More than 70% of those jobs were created in the last five years.

* Since Mexico began to reduce trade restrictions in 1987, the U.S. trade balance with Mexico has shifted from a $5.7 billion deficit to a $5.6 billion surplus in 1992. Over the same period, U.S. jobs supported by trade grew from 274,000 in 1986 to an estimated 700,000 in 1992.

Last week, the President announced the Administration's plan to boost exports from $600 billion to a trillion dollars by the year 2000. That export growth will mean six million new jobs in America's export-driven industries, bringing export-driven employment to 13 million jobs.

II. If we don't take advantage of the Mexican export market, Japan and Germany will. The average Mexican spends more than $450 per year to buy U.S. products. That's more than the average Japanese or European.

* Because of Mexico's import tariffs on auto sales, we export more cars to Japan than to Mexico.

* **A report released yesterday by the Department of Commerce says that we would export $2 billion in cars and auto parts in the first two years after NAFTA is approved.**

* The way it works now -- without NAFTA -- nearly all the cars that are sold in Mexico must be built in Mexico. With NAFTA the rules change. In the first year under NAFTA, the "Big Three" will sell 60,000 cars to Mexico. By the year 2000, the "Big Three" expect that Mexico's auto market will be as large as Canada's.

* U.S. telecommunications exports to Mexico jumped 50% in 1991. Mexico is the industry's second largest export market after Canada.

* Manufacturing jobs are not going to move South as NAFTA critics claim. Recent studies show the average cost of moving a manufacturing job is $50,000.

If we don't fight for the 90 million consumers in the Mexican market, Japan and Germany will claim this market -- and they won't stop at Mexico.

<u>III. If you want to judge NAFTA, look at who supports it.</u>

* Every living former President supports NAFTA. This list covers Presidents' from Ronald Reagan to President Carter, President Bush, President Ford, and President Nixon. Every living Secretary of State supports NAFTA. More than 275 economists including 13 Nobel Prize winners support NAFTA. A majority of the Nation's governors strongly support NAFTA.

NAFTA will create the world's largest consumer market: 370 million people and $6.5 trillion of production.

<u>IV. There are six weeks to go in the effort to approve NAFTA. There is no time to waste.</u>

* Members of Congress <u>must hear from their consituents if they going to understand the real benefits of NAFTA for the U.S. economy.</u>

NAFTA: BENEFITS FOR NORTH CAROLINA

- North Carolina's $2.8 billion exports to Mexico and Canada support about 57,000 jobs, 9,000 of which are related to trade with Mexico.

- Since Mexico reduced many of its trade barriers in 1987, North Carolina's exports have grown 365 percent. Since the implementation of the U.S.-Canada Free Trade Agreement, North Carolina's exports have more than doubled.

- Mexico is the seventh largest export market for North Carolina companies, with exports reaching $440 million in 1992. The majority of these products ($431 million) were high-value added manufactured goods.

- North Carolina's major exports to Mexico are industrial machinery and computers. Also important to North Carolina are chemicals, textiles and apparel, electric and electronic equipment and paper products.

- NAFTA immediately eliminates tariffs on most computer equipment and industrial machinery such as food processing equipment and machine tools. This will give our exporters as much as a 20 percent cost-advantage over their Non-NAFTA competitors in the Mexican market. Mexican industry is modernizing and needs the world-class machinery we can supply.

- North Carolina's furniture industry should benefit from NAFTA's tariff provisions. About 18 percent of our exports will enter Mexico duty-free immediately; Mexico's 15 percent tariffs on another 50 percent will be sliced to 9 percent immediately. As the Mexican furniture industry suffers from a lack of economies of scale and high production costs, there is great opportunity here for North Carolina furniture exporters.

- Consumption in Mexico of tobacco has risen (at a time when U.S. and Canadian consumption is declining), and Mexicans are switching to higher quality tobacco. Mexican tobacco products tend to be of low quality.

- Thus far, United States manufactured tobacco and cigarette producers have been unable to take advantage of the greater Mexican demand for higher quality tobacco because of Mexico's restrictive import license requirements. (U.S. exports to Mexico of tobacco has been negligible.)

- NAFTA eliminates Mexico's import licensing system all products, including tobacco, which have been the greatest barrier to U.S. exports. For tobacco, Mexico is replacing the import license with a 50 percent tariff, which will be phased out over ten years. The tariff will not be a barrier.

- Under NAFTA, U.S. tobacco exports are expected to increase with the elimination of import license requirements and the increase in Mexican incomes. U.S. licensees in Mexico have a large share of the Mexican cigarette market, but they now tend to manufacture in Mexico, using Mexican leaf or other non-U.S. leaf. NAFTA will give Mexican manufacturers access to U.S. leaf. By the end of the transition period, U.S. tobacco exports to Mexico are likely to reach more than $100 million, 10 times expected exports in the absence of NAFTA.

- Imports from Mexico have been low quality and are used mostly as filler to reduce manufacturing costs. There is a limit as to how much filler can be added to a product.

- North Carolina's producers of electronics will not only benefit from elimination of duties, but from rules of origin that encourage the use of North American produced inputs in finished electronic products. For example, telecommunications equipment must contain North American built printed circuit boards to qualify for NAFTA tariff preferences.

- The textile and apparel industries should benefit not only from the "yarn-forward" rule of origin, which encourages the production of yarns and fabric in North America, but also from tariff elimination in Mexico. U.S. companies are expanding their sales of finished apparel and flat goods in Mexico; they are able to successfully compete on quality, price and style against Mexican producers. Textile-trade is not a one-way street with Mexico. Last year, North Carolina textile and apparel manufacturers exported $79 million to Mexico.

- South Carolina's exports of textiles almost quadrupled over 1987-92, with manufactured exports increasing more than 300 percent. Exports in the textile mill products and apparel sector alone grew from $1.8 million in 1987 to $14.4 million last year.

- With $89 million in exports in 1992, North Carolina's chemical industry was among the top suppliers in the state to Mexico. North Carolina chemical companies should be able to expand their exports to Mexico as they become more competitive as duties are eliminated and as the Mexican economy grows.

- We have not forgotten that imports may have an adverse effect on our industries as a result of NAFTA. Textiles and apparel have their own safeguard rules which can be invoked if imports threaten to "damage" the industry.

- NAFTA provides the strongest protection in an international agreement on intellectual property rights. This is a major benefit for North Carolina's innovative industries, particularly pharmaceuticals, chemicals and electronics.

o NAFTA's provisions bar the use of most "performance requirements" on companies in Mexico. U.S. companies in Mexico will no longer be subject to export mandating or local content requirements. There will be more sales opportunities in Mexico for North Carolina producers of industrial inputs, especially automotive parts and equipment. Mexico's maquiladora industries, which use U.S.-made inputs, will be able to sell their production in Mexico and not be forced to export it back to the United States.

c Although the Mexican market is relatively open, barriers do remain. Most importantly, tariff and non-tariff barriers to our exports can be raised. If it wants, Mexico can raise its tariffs to as high as 50 percent, without compensation. This would drastically affect U.S. exports to Mexico, including those from North Carolina. NAFTA prevents this from occurring.

o It took nearly ten years for the U.S. to erase its trade deficit with Mexico after it raised trade barriers in response to its economic crisis. We cannot not allow that to happen again.

CHARLOTTE OBSERVER AUG 12 1993

N.C. pushes wares in Mexico

Will open first trade office south of the U.S.

Exports to Mexico

Top exports from North Carolina to Mexico in 1992 and change in each from 1991.

Category	Value (millions)	Pct. change
Machinery	$98.9	33.1%
Chemicals	82.8	56.8%
Apparel	47.3	141.5%
Electronics	34.9	9.5%
Textiles	$31.3	-1.3%

SOURCE: U.S. Commerce Dept.

By DAN CHAPMAN
Staff Writer

As North Carolina's fourth largest trading partner, Mexico, not surprisingly, imports large quantities of furniture and textiles.

But frozen cheeseburgers?

Why not? After all, the Mexicans like North Carolina's condoms, hot sauce and pig snouts, too.

It's Dick Quinlan's job to see that our friends south of the border buy more of the Tar Heel State's nontraditional, as well as traditional, exports. So the director of the N.C. Commerce Department's international trade division will soon choose somebody to head North Carolina's first trade office south of the United States.

"We absolutely need a trade office there," Quinlan said Wednesday. "It's the fastest growing market in the world today."

Quinlan decided within the last week to put the trade office in Mexico City. He initially preferred Guadalajara. But after much arm-twisting from the business community and an in-depth analysis of the pros and cons the two cities offered, he settled on the Mexican capital.

Wayne Cooper preferred Mexico City. But Mexico's honorary counsel to North Carolina would have been pleased with any Tar Heel presence down there.

"Every major company in North Carolina is either exporting to Mexico or thinking about exporting to Mexico," said Cooper, president of Arcon Corp., which is shipping the pig snouts, and

Please see NAFTA/next page

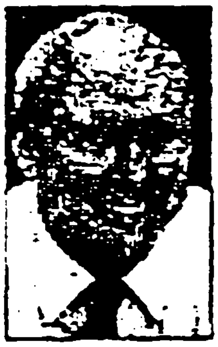
other farm-related products, south. "We get 30 to 50 phone calls a day from companies trying to penetrate that market. It just boggles my mind when I think of the business we do."

From 1987 to 1992, N.C. exports grew by 249%, the commerce department reports, to $416 million. Much more is expected too, Quinlan says, especially if the North American Free Trade Agreement is approved by Congress this fall. Already, 57,000 North Carolinians earn their livings due to exports to Mexico and Canada, the other NAFTA country.

North Carolina should be well-positioned to take advantage of loosened trade rules if NAFTA passes. But the trade office — which received $150,000 from the N.C. legislature this year — is expected to boost N.C. exports regardless of NAFTA.

Traditionally, the commerce department participates in two trade shows each year in Mexico: Expo-Mueble for furniture manufacturers and TechnoMueble for furniture machinery manufacturers, both in Guadalajara. Now, they can work trade shows, handle bureaucratic and regulatory hassles and requests, as well as research Central and South American markets.

North Carolina's other overseas trade offices — Hong Kong, Tokyo, Dusseldorf and Toronto — do much the same work and are credited by the state's business community for facilitating exports. (The commerce department will soon open an office in California, which many Carolinians consider a foreign country.)



Cooper

"With the trade office there, all of a sudden we have someone who is looking after North Carolina's interests," Cooper said, pointing out that dozens of other states already have trade offices in Mexico. "They'll be able to help N.C. manufacturers by finding out who they need to talk to in the government, finding trade leads, cutting red tape and for promoting trade shows and exhibitions."

Kennedy Lonan, a senior trade specialist for South America with the commerce department, is the leading candidate to fill the position, Quinlan says. Unknown if she likes frozen cheeseburgers.

BUSINESS

THE NEWS & OBSERVER
TUESDAY, SEPTEMBER 28, 199

Bowles lobbies for NAFTA to North Carolina firms

The Charlotte native is part of the Clinton effort to garner support for the trade agreement.

BY PAUL NOWELL
THE ASSOCIATED PRESS

CHARLOTTE — Erskine Bowles of the U.S. Small Business Administration lobbied North Carolina businesses and industries Monday to support the proposed North American Free Trade Agreement, or NAFTA.

"NAFTA will be good for small business and it will create jobs," he said in an interview. "Since 1988, this country has seen a 70 percent of growth in exports, and it is not all coming from big businesses. It's small businesses, too."

Earlier Monday, the Charlotte native addressed a breakfast meeting of business leaders from such industries as textiles and furniture. He gave his unconditional support to NAFTA.

"I know some people who are concerned about NAFTA are well-intended," he said. "But so many others are involved in demagoguery. It's time to get behind the rhetoric."

Bowles isn't the only member of the Clinton administration who has been hitting the road to get the American public to support NAFTA, which could come up for a vote in Congress as early as this fall.

Clinton recently dispatched key members of his Cabinet to different parts of the country to win support for NAFTA, the trade pact with Mexico and Canada that would create a zone where most goods can pass across national borders without barriers.

Bowles reeled off statistic after statistic to back his claims.

- NAFTA would create a single market with 370 million people and an annual output of $6.5 trillion.
- Jobs created by exports are high-wage ones, paying about 12 percent more than average manufacturing jobs.
- Since 1986, when Mexico began opening its markets, its imports increased from $12.3 billion to $28 billion in 1990 to more than $40 million in 1992.
- NAFTA will create as many as 200,000 jobs, pumping $30 billion into the U.S. economy.
- Since 1988, North Carolina has increased its trade with Mexico by 385 percent and South Carolina has increased its exports by more than 200 percent.
- The typical Mexican consumer spends about $450 a year on U.S.-made goods, compared with $350 in Japan.

"I think that big sucking sound that Ross Perot keeps hearing is coming from those 90 million consumers down there," Bowles said.

Bowles said small business owners are hurt more than large ones are by obstacles like tariffs. "They are not equipped to navigate through the maze of complex trade barriers," he said.

Critics, which include some manufacturers and unions, say NAFTA would mean the loss of thousands of U.S. jobs to Mexico, where wages are a fraction of what they are in this country.

But Bowles said wages are only part of the equation when businesses decide where to locate.

"I think the number of jobs NAFTA will create will be extraordinary," he said. "Small businesses have the exact structure you need to succeed with the loosening of trade barriers because they tend to be nonbureaucratic."

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PARTICIPANTS
NORTH CAROLINA NAFTA BRIEFING---10/6/93

Carolyn Allen
Vice President
len Marketing Group, Inc.
leigh, NC

Marvin Blount
Greenville, NC

Larry Brittain
Vice Chairman
North Carolina Port Authority
Charlotte, NC

Mark Calloway
Charlotte, NC

Carol Thompson Cole
Director of Environmental Affairs
RJR Nabisco
Washington, DC

Robert Cordle
Smith Elms, Mullis & Moore
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Thomasville Area Chamber of Commerce
Thomasville, NC

Larry Dagenhart
Esquire
Smith Helms Bultiss & Moore
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Jake Froelich
Furniture Market
High Point, NC

Joseph G. Gerard
Vice President, Government Affairs
American Furniture Manufacturers Association
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Voyt Gilmore
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William Harazin
President
NC World Trade Association
Raleigh, NC

Judy Harrison
Director of Marketing
Children's Home Society of North Carolina
Charlotte, NC

Charles Hayes
Guilford Mills
Greensboro, NC

Tom Hendrickson
, NC

Palmer Huffstetler
Carolina Freight Corporation
Durham, NC

Wallace Hyde
Raleigh, NC

Reef Ivey
Patton, Boggs and Blow
Raleigh, NC

len Joins
Office of Mayor Wood
Winston-Salem, NC

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Allen Norris
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North Carolina Mutual Life
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Allen Wellons
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Richard Teske
Vice President of Policy and
Government Relations
Burroughs Wellcome Company
Washington, DC

Allen Wellons

Alexis -
This looks ok -
I would approve it - if you say it's ok.

NAFTA NOTES

Wednesday, October 6, 1993

President Continues NAFTA Push In California

o President Clinton continued to take his argument that NAFTA will create high-wage American jobs to the people of California following his speech to the AFL-CIO convention on Monday. In remarks to California citizens, political leaders and business leaders the President stressed his belief that NAFTA will help to reverse the course that the American economy took over the last twelve years. "The objections to NAFTA," the President stated, "are basically objections to the system that has existed for the last 12 years, of being able to go down just across the border, set up a plant, have lower wages, lower environmental costs, and export back into America with no tariffs."

"The question the American people should be asking," the President concluded, "is if we adopt this trade agreement, will it make it better or worse? It will plainly make it better."

New England Kicks Off Series of Leadership Briefings

o The Vice President, Treasury Secretary Lloyd Bentsen, USTR Mickey Kantor, EPA Administrator Carol Browner, and NAFTA Coordinator William Daley held the first in a series of briefings yesterday for business and community leaders from New England. Tomorrow and Thursday, similar briefings will be held for North Carolina and New Jersey leaders.

Commerce Study Sees $2 Billion Increase In Auto Trade with NAFTA

o Following up on the President's argument that NAFTA will create more and better U.S. jobs, the Commerce Department yesterday released a study which foresees a $2 billion increase in U.S. automobile exports to Mexico under NAFTA. "NAFTA automotive provisions," the study states, "provide the opportunity for increased U.S. exports of approximately $2 billion in 1994, with increasing potential over the 10-year transition period."

o Announcing the study, Commerce Secretary Ron Brown said that NAFTA "is a big plus to the automotive industry -- it means exports and it means jobs." The study found that the American automobile industry is one of America's biggest winners under the NAFTA. By removing Mexican laws requiring that U.S. automakers build in Mexico most of what they sell in Mexico, U.S. automakers will be able to export American-made cars for sale to Mexican consumers.

NAFTA Fact

o The Big Three automakers expect that 15,000 American jobs will be supported by increased U.S. automotive exports to Mexico in the first year of NAFTA alone.

P / Pharmaceutical – Program – DA – Mikey Kata [illegible]

Oct 5, 1993
830 - 1130
080B 450

September 29, 1993

30 1993

MEMORANDUM TO ANN STOCK

FROM: Flo McAfee FM

RE: New England Leaders NAFTA Briefing

I understand that it has been agreed upon to cancel tours the morning of Tuesday, October 5 to hold the NAFTA briefing for New England opinion leaders. This briefing is patterned after the state opinion leaders briefings held in the Diplomatic Room during the economic plan strategy.

We need to reserve the East Room from 8:30 am to 11:30 am on October 5 for approximately 150 to 200 individuals from the New England states.

For planning purposes, the tentative program is:

8:30 - 9:00 am	Coffee/Tea/Pastries in the foyer
9:00 - 9:05 am	Welcome/Introduction of Vice President
9:05 - 9:30 am	Vice President's Remarks
9:30 - 10:00 am	NAFTA POLITICAL STRATEGY OVERVIEW
10:00 - 10:20 am	**BREAK**
10:25 - 11:00 am	NAFTA POLICY OVERVIEW: SPEAKER A
11:00 - 11:30 am	NAFTA POLICY OVERVIEW: SPEAKER B

The room should be set theater style for 200. At the front of the room with chairs for the various presenters. Since visuals may be part of the presentations, there may be a need for easels.

The purpose of the briefing is to provide those attending enough background on our NAFTA strategy and policy so that they can go to the Hill in the afternoon and garner support from members of Congress.

We expect to have additional NAFTA state opinion leaders briefings, but they will probably be smaller (40 to 50 people) and be held in the Diplomatic Room. The exact dates are to be determined, since the President may be participating in the other briefings.

OPL will invite the guests, and I will coordinate the event with your office.

Let's try to meet sometime tomorrow to finalize the arrangements. Thanks.

cc: Alexis Herman
Rahm Emanuel
Steve Hilton
Doris Matsui
Dan Wexler

Maryland / Virginia
10-13-93

Divider Title: ______________________________

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

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 intoduce 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

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

- 3% [illegible]
- Environmental -
- [illegible]
- Caribbean Basin Init
- Apparel Industry / [illegible] the key [illegible] [illegible] -

Rebuttal [illegible]

1

2 Trade Adjustment Assistance Act

3 Broad Reform of [illegible] [illegible]

20 mil in first year
70% of [illegible] years out

- Competitive [illegible] [illegible]
free [illegible]
-

- Small Bus [illegible] / Support [illegible] of [illegible]
- [illegible]

Maryland/Virginia Agenda

Wednesday, October 13, 1993 Maryland/Virginia

9:30 am- 9:35 am	Alexis Herman Welcome and Introduction of Daley
9:35 am- 10:00 am	Bill Daley Remarks Q & A
10:00 am- 10:30 am	Leon Panetta Remarks and Q & A
10:30 am- 11:00 am	Vice President Remarks Q & A
11:00 am- 11:30 am	Carol Browner Closing Remarks and Q & A

THE WHITE HOUSE

WASHINGTON

October 12, 1993

NAFTA BRIEFING WITH MARYLAND/VIRGINIA STATE LEADERS

DATE: Wednesday, October 13, 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 100 leaders from Maryland and Virginia about the benefits and importance of the North America Free Trade Agreement. This is the fourth in a series of state NAFTA briefings. Last week, we gave briefings to leaders from New Jersey, North Carolina and New England (Massachusetts, New Hampshire and Maine).

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
Leon Panetta, Director of Office of Management and Budget
Carol Browner, Administrator EPA
William Daley Special Counselor to the President for NAFTA.

Senator Charles Robb (D, VA)
Congressman Lewis Payne, Jr (D, VA)
Congressman Norman Sisisky (D, VA)
Congressman Jim Moran (D, VA)
Congressman Benjamin Cardin (D, MD)

IV. PRESS PLAN

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VII. ATTACHMENTS

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

- 3% [illegible]
- Environment [illegible]
- [illegible]
- Carolina [illegible]
- apparel Industry / [illegible] the key [illegible]

[illegible] Agenda

1

2 Trade Agreement / assist act

3 Broad Reform of Deduction [illegible]

20 mil in first year
70% of trade in years out

- Competitive [illegible] is price freeze

-

- Small Business Zones / Export [illegible] of [illegible] fund

- Crime

MARYLAND AND VIRGINIA NAFTA DISCUSSION POINTS
WEDNESDAY, OCTOBER 12, 1993

Members of Congress need to hear from their constituents about the real benefits of NAFTA for the United States.

I. **We need to change the debate about NAFTA. NAFTA is a much bigger issue than whether or not we will increase trade with Mexico.** NAFTA is about whether we will invest and build our economy, our industries and our exports, or retreat.

- NAFTA will create the world's largest consumer market: 370 million people and $6.5 trillion of production.

- NAFTA will create 200,000 American jobs by 1995. These will be high paying, high quality jobs.

-
  - **Employees in export-related jobs make 17 percent more than the average U.S. worker.** Office of the U.S. Trade Representative.

  - **In the manufacturing sector, export-related jobs bring in ten percent more income than the national manufacturing average.** Office of the U.S trade Representative.

- Since Mexico began to reduce trade restrictions in 1987, the U.S. trade balance with Mexico has shifted from a $5.7 billion deficit to a $5.6 billion surplus in 1992. Over the same period, U.S. jobs supported by trade with Mexico grew from 274,000 in 1986 to an estimated 700,000 in 1992.

- These benefits extend directly to Maryland and Virginia:

  - More than 15,000 jobs in Maryland and 13,000 jobs in Virginia are currently supported by trade with Mexico and Canada.

  - Exports to Mexico support a wide-range of industries in Maryland and Virginia.

    - In Maryland, top export categories included:
      - $14 million in primary metal industries
      - $9 million in industrial machinery and computers
      - $8 million in chemical products
      - $7 million in electric and electronic equipment
      - $5 in transportation equipment.

Move to question

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irman
RTKL Associates
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President & CEO
A. Smith Bowman Distillery Inc.
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Mr. Paul T. Baker
Executive Vice President and Chief
Operating Officer
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Hon. Gerald Baliles
Partner (former Governor)
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THE SUN

Business

SECTION D
SUNDAY
SEPTEMBER 12, 199

In Maryland, NAFTA is viewed with both eagerness and dread

By Gilbert A. Lewthwaite
Washington Bureau

WASHINGTON — Peter A. Bowe expects his business to grow in coming years, but Michael Clifford fears he'll be out of a job — contrasting prospects triggered by the North American Free Trade Agreement.

As in the rest of the nation, there will be winners and losers in Maryland if Congress this year approves the treaty to create the world's largest free-trade zone. NAFTA — the focus of a Clinton administration lobbying push this week — would link the United States, Canada and Mexico in a common market of 360 million consumers with a shared annual output of $6.5 trillion.

An expanding Mexican economy could bring orders — and jobs — to Maryland in industries from poultry breeding to dredge manufacturing. Meanwhile, heightened competition from low-wage Mexican workers in textiles, construction and other industries could rob business and jobs from the state.

But the net loss over the decade could be a mere blip — fewer than 400 jobs — according to a University of Maryland study of the impact of free trade with Mexico.

Why such a modest impact for an historic treaty? Because a free-trade zone already exists between the United States and Canada, and Mexico's economy is equivalent to just 4 percent of the U.S. economy. Maryland's exports to Mexico last year were $59.2 million, barely more than 1 percent of the state's global exports of $4.9 billion.

ASSOCIATED PRESS

Point man

U.S. Trade Representative Mickey Kantor must persuade Congress that trade pact with Mexico and Canada will be good for the United States. (Article on 7D)

Still, the trade statistics belie a more dramatic impact on specific plants and workers in Maryland. Mr. Bowe, president of Ellicott Machine Corp. International, stands to be one of the winners.

Ellicott, the 108-year-old Baltimore manufacturer, which made the dredges used to build the Panama Canal early this century, still sells south of the border. And it expects business to pick up.

"We are convinced NAFTA will be good for us," said Mr. Bowe, whose company sold two small dredges for just under $1 million to Mexico last year. "Mexico doesn't have any local dredge builders, so their only source of equipment is imports."

He sees export sales growing if Mexico lowers its 20-percent-to-25-percent tariff on U.S. dredges, while keeping them in place for non-American products. The environmental side agreement to NAFTA, which calls for the U.S.-Mexican border to be cleaned up, could also boost demand for Ellicott's machinery.

"If the Mexicans spend more money cleaning up wet environmental problems, contaminated ponds and lagoons, that will be good for us," Mr. Bowe said, adding that NAFTA could cause him to add to his 100-strong work force. But he would not speculate on the number of potential hires.

To Michael Clifford, the treaty is more threatening. He fears that his job as a loom support worker at Owings Mills-based Lion Brothers Co., which makes embroidered emblems, could be shifted to low-wage Mexico.

"The garment industry is going to take it on the chin," said Mr. Clifford, who makes $7 an hour.

A fellow worker, Carroll Watkins, a loom technician who has been with Lion Brothers for 24 years, is nervous, too: "All our jobs are in jeopardy. They could be here today and gone tomorrow."

Susan Gans, the company's president, did not return phone calls for

Md. views NAFTA with hope, dread

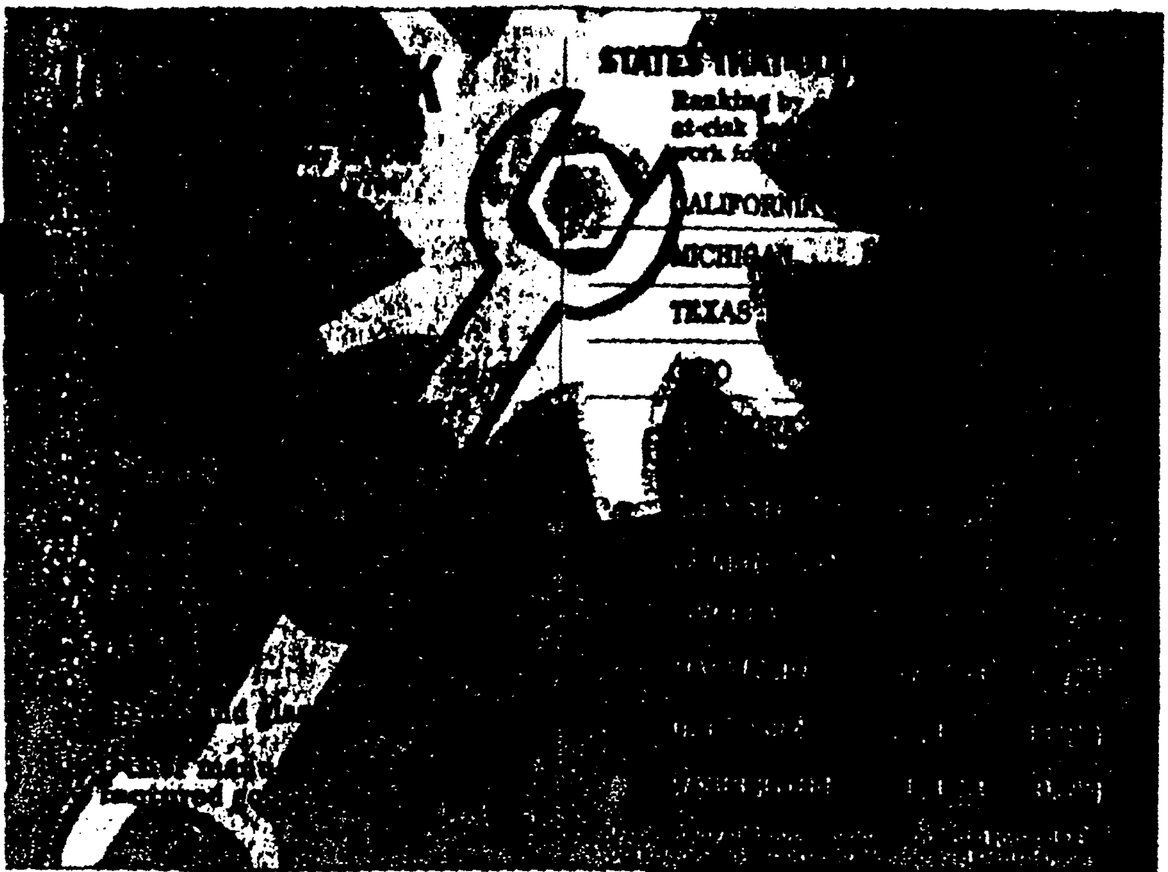
Some jobs would go, but exports will rise

NAFTA, from 1D

fixtures; leather; stone, glass, clay, cement and pottery; and other manufactured goods.

The institute suggests that NAFTA "significantly increases the incentives" for companies in those fields to head south. [The study did not take into account the potential job gains from increased exports.]

Although jobs in the auto in- try are ...



SOURCE: Economic Policy Institute

STAFF GRAPHICS

comment.

A union official, Jerry Gingrich, is busy relaying these fears to undecided members of the Maryland congressional delegation, hoping to persuade them to vote against the treaty. Most the delegation's 10 members haven't taken a firm stand on NAFTA.

"The playing field is not level," said Mr. Gingrich, manager of the northern district council of the International Ladies Garment Workers Union, which covers Maryland and part of West Virginia. "Technologically, we can compete [with Mexico]. With labor we can.

"But with wages we can't. That's the only thing. If I were an employer or manager who wanted to go into business and wanted to make a quick profit, zap, just send me down to Mexico."

That scenario, the AFL-CIO fears, could put as many as 97,561 Maryland jobs — 4.69 percent of the state's work force — in jeopardy if NAFTA is passed.

That's based on employment in the eight industries most likely to suffer NAFTA-related job losses, according to the Economic Policy Institute, a labor-backed Washington think tank. The industries: motor vehicles and equipment; electrical machinery, equipment and supplies; apparel; food processing; furniture and

See NAFTA, 7D, Col. 1

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Fellow De...

By Gilbert A. Le...
Washington Bureau

WASHINGTON — ... hard part for U.S. Tr... tive Mickey Kantor: c... gress that what will b... co and Canada also w... the United States.

actions at his father's fu...

Clucking over NAFTA

NAFTA is good for the citizens of the Eastern Shore. That was the message from the agriculture secretaries representing the tri-state Delmarva Peninsula last week in an attempt to put the North American Free Trade Agreement with Mexico in proper focus. Propaganda aside, the proposed treaty could mean a big boost in poultry and grain exports for Delmarva farmers.

That translates into prosperity and more jobs for local agriculture. Contrary to the assertions of union and environmental hardliners, NAFTA is likely to provide Maryland and most other states with more jobs, not fewer, and stimulate a growing demand in Mexico for American produce and American-made products.

As Maryland's agriculture secretary, Robert L. Walker, put it, NAFTA is a "win-win situation for Delmarva."

He's got statistics to back up this statement.

The export of manufactured food products from Maryland to Mexico increased 36 percent last year. Overall, exports to Mexico from Maryland rose 20 percent in 1992, to $60 million.

Estimates from the U.S. Department of Agriculture are that a free-trade agreement would lead to an increase in American corn and soybean exports to Mexico that could be worth an additional $400 million to $500 million. Demand for poultry products could rise a whopping 150 percent. And as the size of Mexico's middle class expands, so should its appetite for many of these agricultural commodities.

With 80 million consumers, Mexico offers a vast, largely untapped market for many American companies. Agricultural exports are especially appealing to Delmarva businessmen eyeing a new trading partner. And as Gov. William Donald Schaefer's July trade mission to Mexico illustrated, there are exciting prospects for a variety of Maryland companies, be they architectural firms, food exporters or manufacturers if NAFTA is approved. But so far, that message hasn't gotten through to most of Maryland's members of Congress. They seem more concerned with assuaging friends in the labor and environmental camps than in looking at the overall impact NAFTA will have on Maryland.

EXECUTIVE OFFICE OF THE PRESIDENT
COUNCIL OF ECONOMIC ADVISERS
WASHINGTON, D.C. 20500

THE CHAIRMAN

October 8, 1993

MEMORANDUM FOR DORIS MATSUI
RAHM EMMANUEL

FROM: LAURA TYSON

The attached news item by Chip Jones is a misrepresentation of some general remarks I made in response to a question on the changing composition of U. S. trade over time. He quotes me correctly as observing that we have moved out of the export of shoes, apparel and furniture over time and that our challenge is one of gradually moving the American workforce into more secure higher wage jobs. But as I recall, I certainly did not say that NAFTA would be bad news for Virginia's textile workers and others who make shoes and furniture. He took a large journalistic leap --and a misleading one--in moving from my general observations about the changing composition of U. S. trade--to his conclusion that thousands of Virginia jobs will be threatened by NAFTA. As usual in my remarks on NAFTA, I emphasized that there would be net job gain, tiny dislocations effects, and more high-wage opportunities for the American workforce.

As far as Virginia's employment prospects in the furniture industry are concerned, it is important to emphasize that since virtually all U. S. furniture imports from Mexico already enter the United States duty free, NAFTA has little direct effect. On the other hand, both Mexico and Canada have tariffs on imports of furniture from the U. S. These tariffs are significant, and their removal should increase U. S. exports to Mexico significantly.

Since 1986, when Mexico started lowering its tariffs unilaterally, U. S. exports of household furniture to Mexico have grown rapidly, as have furniture exports generally, In addition, U. S. imports of furniture from Mexico have also grown, so there has been an increase in two-way trade in household furniture with Mexico.

The recent experience of a Virginia furniture manufacturer, Pulaski Furniture Corp is illustrative.

> "The Mexican market is extremely important to Pulaski Furniture. In fact, Mexico is the company's third largest market. The company's total export sales have skyrocketed over the past six years, growing by 78 percent to reach a total of $9.8 million in 1992. Approximately 10 percent of these sales are attributed to Mexico."

"Pulaski Furniture's Mexican sales directly support 250 U. S. jobs. In order to keep pace with Mexican demand, the company has increased its purchases of raw materials from its U. S. suppliers. These increased purchases support five more U. S. jobs within the company."

SS # RCHD193233
LINE Baliles hails pact, says foes exploit ignorance
Byline: PETER HARDIN
Times-Dispatch Washington Correspondent
LENGTH ESTIMATED INFORMATION UNITS: 2.4 Words: 277
DATE 09/25/93
SOURCE RICHMOND TIMES-DISPATCH (RCHD)
Section: AREA/STATE
Page: a-9

Former Gov. Gerald L. Baliles strongly defended the proposed North American Free Trade Agreement yesterday and said the American public is sadly ill-educated about it.

* At a luncheon speech in Tysons Corner, Baliles called NAFTA a key part of the United States' plan to compete in a global economy, an agreement that could point the way to expanded commerce and greater opportunity.

Parodying Ross Perot's anti-NAFTA remark about the "sucking sound" of jobs leaving the country, Baliles said, "The giant sucking sound you hear is most likely the vacuum of knowledge that too many are eager to exploit."

A prominent Virginia critic is Gov. L. Douglas Wilder, a fellow Democrat who succeeded Baliles.

In defense of NAFTA, Baliles made these points:

* Since 1986, when Mexico joined the GATT, U.S. exports to Mexico have risen from $14 billion to more than $40 billion. During the same period, exports of goods and services from Virginia to Mexico jumped from $41 million to more than $158 million.
* Some critics question whether Mexicans are too poor to buy items of real value from Americans, but the average Mexican spends 34 percent more on American goods than the average European and 14 percent more than the average Japanese consumer.
* Although millions of Mexicans live in poverty, 30 percent of the nation -- about 25 million people -- make enough money to be considered middle or upper-middle class.

Baliles is head of the international practice group for the law firm of Hunton and Williams in Richmond.

His speech was sponsored by the state Chamber of Commerce, the Virginia State Bar's international practice section and George Mason University's International Institute.

@Art:photo

End of Story Reached

ESS # RCHD191768
DLINE Agricultural groups nationwide back the Free Trade Agreement
Byline: Wilford Kale
LENGTH ESTIMATED INFORMATION UNITS: 6.4 Words: 864
DATE 09/13/93
SOURCE RICHMOND TIMES-DISPATCH (RCHD)
Section: mb
Page: E-12

Agricultural organizations across the country are lining up in support of the controversial North American Free Trade Agreement.

* In fact, according to material from "AG for NAFTA," a coalition of more than 100 farm organizations, including agribusiness groups, are working on Capitol Hill to secure congressional approval of the agreement.

Randy Cruise, president of the National Corn Growers Association, proclaimed that NAFTA "clearly will help our nation's economy, the farm economy and our national security. By the end of the NAFTA transition period, farm exports to Mexico will expand by $2 billion to $2.5 billion. This increased trade will create about 50,000 new jobs, in addition to the 81,000 now dependent on fam trade with Mexico."

Among the other organizations to join Cruise's corn group in support of NAFTA are the National American Wholesale Grocers Association, National Pork Producers Council, National Cattlemen's Association, American Farm Bureau Federation, Farmland Industries, American Soybean Association, American Meat Institute, U.S. Feed Grains Council, U.S.A. Poultry and Egg Export Council, National Grange, National Grain Sorghum Producers and the National Oilseed Processors Association.

A wide range of farm commodities will benefit from free trade with Mexico, Cruise said. High-value exports hold the biggest promise. Because of Mexico's growing economy, he said, such exports now account for 70 percent of U.S. farm shipments to Mexico, up from 40 percent in 1987.

Roger Stuber, president of the National Cattlemen's Association, said NAFTA "will help accelerate Mexico's economic growing demand for value-added farm products. This will create jobs here at home."

Stuber said a public education effort is under way by the coalition to "correct misconceptions" about the agreement.

"NAFTA opponents need only look at agriculture to see the benefits of trade," he said. "We have static demand at home so we must export. We contribute an $18 billion trade surplus to the nation's economy. Other sectors need to emulate agriculture."

The coalition acknowledged there are groups within American agriculture that oppose NAFTA but said the lengthy transition period for the agreement, especially on the most sensitive commodities, should enable them to adapt, Stuber said.

Dean Kleckner, president of the American Farm Bureau Federation, cautioned Congress about rejecting NAFTA. The cost of such action, he said, "should be the biggest concern."

"What possible benefits could result from turning our backs to our third largest trading partner?" he asked, noting that the agreement would tear down far more Mexican trade barriers than those in the United States, which is now the more open market. It also will provide this country with preferential treatment over other exporters, he said.

"World trade is chaging and will be liberalized either through the GATT (General Agreement on Tariffs and Trade) process or regional trading blocs like NAFTA," Kleckner said. "There should not be any question that we must act to ensure our nation's prosperity and the prosperity of our closest neighbors (Mexico and Canada)."

Governor fills board seats

Gov. L. Douglas Wilder recently made appointments to a number of agricultural boards. They include:

Virginia Peanut Board: Wayne C. Barnes, Dinwiddie; Gordon E. McClenny, Zuni; and Robert D. Pittman Jr., Surry, were named to three-year terms. All were reappointments.

Virginia Pork Industry Board: Bobby H. Bryan, Dillwyn, and David L. Moore, Cullen, four-year terms. Both were reappointments. Adolph V. Miller Jr., Williamsburg, was named to a four-year term succeeding Hugh French.

Farmers Marke Board: William C. Kelly, Chilhowie, was renamed to a one-year term as chairman. Loretta R. Ikenberry, Daleville, and Mitchell Patterson Jr., Chester, were reappointed to three-year terms. Ben S. Lee, Emporia, was named to a three-year term succeeding Gregory B. Scarborough.

Ewe and ram sale scheduled

The next Virginia Commercial Bred Ewe and Ram Sale set for Jan. 8, 1994, at the New River Valley Fairgrounds in dublins, but the deadline for consigning animals to the sale is Oct. 15.

Two changes have been implemented for the sale to increase the quality of the sheep, according to A.C. Spotts III, sales committee chairman. The intention is to offer only bred ewes to buyers and more emphasis is going to be placed on grading rams.

Rules for the sale and consignment forms with fee information may be obtained from Richard S. White, 143 Third St., NW, Plaski, Va. 24301-4999.

People and places

* Dr. Robert A. Martin, a veterinary surgeon who has worked with the Virginia-Maryland Regional College of Veterinary Medicine in Blacksburg, is the new director of its teaching hospital. He received his doctor of veterinary medicine degree from Auburn University and has been with the regional college since 1983. He is the recipient of four designations as teacher of the year during the past decade.

* The Virginia Championship Apple Butter Making Contest will be held Sept. 18 in Winchester. For information, contact Gary Deoms, Frederick County Extension agent, (703) 665-5699.

* The Virginia Chapter, The Soil and Water Conservation Society recently was named an outstanding chapter in 1992-1993 by the national society. The Virginia group was recognized for its idea of establishing dry fire hydrants in rural areas of the state that would provide local fire departments and foresters with ready access to water in emergencies. Jack Frye of Gloucester was chapter president.

@Art:photo

RICHMOND TIMES DISPATCH

September 30, 1993

Would NAFTA affect Va. firms?

Clinton adviser says prospects mixed

BY CHIP JONES

TIMES-DISPATCH STAFF WRITER

The proposed North American Free Trade Agreement would help Virginia's heavy industries but hurt the state's textile, apparel and furniture companies, the chairwoman of President Clinton's Council of Economic Advisers said yesterday.

Dr. Laura Tyson said in a telephone news conference that NAFTA would boost Virginia companies that make transportation equipment, industrial machinery, primary metals, plastics and chemicals.

She declined to name particular companies, but many of the Richmond area's major employers fit her description: Reynolds Metals Co., DuPont Co. and AlliedSignal Corp. all make materials that have a variety of industrial uses.

THE FORECAST. Dr. Laura Tyson says the treaty would create jobs.

Lawrence A. Bossidy, chairman and chief executive office of AlliedSignal, has been a NAFTA booster. Bossidy, whose company has two manufacturing plants and a research complex in Chesterfield County and Hopewell, testified this month before a House subcommittee on behalf of the trade agreement.

Virginia has about 1,900 jobs that are supported by exports to Mexico, said Tyson, who added the total likely would increase if the trade agreement is signed.

Tyson acknowledged that NAFTA would be bad news for the state's 30,000 textile workers and thousands of other people who makes clothes, shoes and furniture.

"We've moved out of the export of shoes and apparel," said Tyson, a former economics professor at the University of California at Berkeley. "Our challenge is to move people into high-wage industries."

By lowering the remaining trade barriers in Mexico, Tyson said, U.S. manufacturers will have more incentive to keep plants in this country.

While some job sectors will be hurt by NAFTA, Tyson said her projections show a net gain of 250,000 American jobs by 1995.

"Mexico is a very poor country, but on a per capita basis, Mexicans buy more from the U.S." than the Japanese, she said. Last year, Mexicans spent $450 per capita on U.S. imports; the Japanese, $385.

Tyson acknowledged that NAFTA has been a hard sell in Congress. During last year's presidential race, Texas businessman Ross Perot said the trade agreement would create a "sucking sound" of jobs leaving the country. Labor unions also have opposed the bill.

Faced with opposition, the Clinton administration has been enlisting support from the likes of Bossidy and former Chrysler chief Lee Iacocca.

Former Virginia Gov. Gerald L. Baliles also has lobbied for NAFTA and said recently that "the giant sucking sound you hear is most likely the vacuum of knowledge that too many are eager to exploit."

Gov. L. Douglas Wilder, a fellow Democrat, has spoken against the agreement.

MARYLAND'S EXPORTS TO MEXICO, BY INDUSTRY SECTOR

(Percent & Thousand $)

	1987	1992	% CHANGE	$ CHANGE
MD'S EXPORTS TO MEXICO	$17,044	$59,241	247.6%	$42,197
AGRICULTURE, FORESTRY & FISHERIES	$747	$111	-85.1%	-$636
Agriculture - crops	686	32	-95.3%	-654
Agriculture - livestock	3	0	-100.0%	-3
Forestry	59	74	25.0%	15
Fishing, Hunting	0	5	--	5
MINING	250	1,118	346.7%	868
Metal Mining	238	83	-65.3%	-156
Coal Mining	0	0	--	0
Oil & Gas	0	0	--	0
Non-Metallic Minerals	12	1,036	8472.7%	1,024
MANUFACTURING	14,607	57,096	290.9%	42,489
Food Products	1,759	2,429	38.1%	670
Tobacco Products	0	0	--	0
Textile Mill Products	19	1,325	7034.9%	1,307
Apparel	61	416	583.4%	355
Lumber & Wood Products	0	24	--	24
Furniture & Fixtures	7	116	1646.1%	109
Paper Products	16	1,640	10225.3%	1,624
Printing & Publishing	98	1,050	967.9%	952
Chemical Products	1,827	8,479	364.2%	6,652
Refined Petroleum Products	0	0	--	0
Rubber & Plastic Products	124	803	547.0%	679
Leather Products	0	0	--	0
Stone, Clay & Glass Products	71	270	282.1%	199
Primary Metal Industries	976	14,037	1337.8%	13,060
Fabricated Metal Products	257	1,630	535.3%	1,374
Indus. Machinery & Computers	5,547	8,747	57.7%	3,199
Electric & Electronic Equipment	1,443	7,338	408.6%	5,895
Transportation Equipment	591	3,931	565.6%	3,340
Scientific & Measuring Instru.	1,804	4,585	154.2%	2,781
Miscellaneous Manufactures	9	278	2993.3%	269
OTHER	1,439	916	-36.4%	-524
Scrap & Waste	1,290	564	-56.3%	-726
Second Hand Goods	123	0	-100.0%	-123
Military Equipment	26	352	1243.6%	326
MD'S EXPORTS TO MEXICO	$17,044	$59,241	247.6%	$42,197

Prepared By: Office of Trade & Economic Analysis, U.S. Dept. of Commerce, tel. (202) 482-5097.
Source: Bureau of the Census, Massachusetts Institute of Social & Economic Research.

MARYLAND and the NAFTA: *EXPORTS and JOBS*

• JOBS •

MARYLAND Jobs Supported by Trade with MEXICO and CANADA - 15,100.

• EXPORTS •

MARYLAND Exports to MEXICO and CANADA Reached $864 million in 1992.

- Maryland's merchandise exports to Mexico more than tripled from 1987 to 1992, rising from $17 million to $59 million.

- 1,000 jobs in Maryland 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.

- Maryland ranked 17th among all 50 states in the percentage change of exports to Mexico over the past five years. The South Atlantic states collectively posted the largest percentage increase, with exports to Mexico rising over 260 percent.

- Maryland's exports to Mexico grew 248 percent from 1987 to 1992, 117 percentage points faster than export growth to the rest of the world.

- Mexico in 1992 ranked 18th among Maryland's 186 export markets, up sharply from 26th place in 1987. Canada, our other NAFTA partner, was Maryland's top export market.

- Maryland's exports to Mexico in 1992 were broad-based. The top export categories were: primary metal industries ($14 million), industrial machinery & computers ($9 million), chemical products ($8 million), electric & electronic equipment ($7 million), and transportation equipment ($5 million).

- Maryland boosted exports of a wide range of manufactured goods to Mexico over the past five years. Seventeen of the twenty major industries that comprise manufacturing registered export growth. Sectors with important gains included: paper products (from $16,000 to $2 million), and primary metal industries (from $976,000 to $14 million).

- In 1992, Maryland's exports to Canada totalled $805 million. Maryland's exports to Canada have increased by over 30 percent over 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.

VIRGINIA'S EXPORTS TO MEXICO, BY INDUSTRY SECTOR

(Percent & Thousand $)

	1987	1992	% CHANGE	$ CHANGE
VA'S EXPORTS TO MEXICO	**$41,056**	**$158,445**	**285.9%**	**$117,388**
AGRICULTURE, FORESTRY & FISHERIES	**$3,845**	**$1,214**	**-68.4%**	**-$2,630**
Agriculture - crops	3,711	882	-76.2%	-2,829
Agriculture - livestock	80	230	188.9%	150
Forestry	54	103	89.9%	49
Fishing, Hunting	0	0	--	0
MINING	**767**	**1,578**	**105.7%**	**811**
Metal Mining	74	4	-94.7%	-70
Coal Mining	0	0	--	0
Oil & Gas	0	0	--	0
Non-Metallic Minerals	694	1,575	126.9%	881
MANUFACTURING	**36,111**	**154,808**	**328.7%**	**118,697**
Food Products	1,142	13,858	1113.0%	12,715
Tobacco Products	0	680	--	680
Textile Mill Products	323	2,812	771.4%	2,489
Apparel	98	447	358.3%	350
Lumber & Wood Products	109	106	-3.4%	-4
Furniture & Fixtures	59	3,293	5457.5%	3,234
Paper Products	113	6,081	5296.2%	5,968
Printing & Publishing	23	403	1625.5%	379
Chemical Products	10,282	21,219	106.4%	10,936
Refined Petroleum Products	27	750	2725.6%	724
Rubber & Plastic Products	475	5,888	1139.1%	5,413
Leather Products	0	715	--	715
Stone, Clay & Glass Products	2,003	1,041	-48.0%	-962
Primary Metal Industries	3,809	12,480	227.6%	8,671
Fabricated Metal Products	1,949	3,507	79.9%	1,557
Indus. Machinery & Computers	6,402	28,726	348.7%	22,324
Electric & Electronic Equipment	6,133	7,953	29.7%	1,820
Transportation Equipment	1,606	41,659	2493.7%	40,052
Scientific & Measuring Instru.	1,509	1,964	30.2%	455
Miscellaneous Manufactures	49	1,229	2425.4%	1,180
OTHER	**333**	**844**	**153.5%**	**511**
Scrap & Waste	280	635	127.1%	355
Second Hand Goods	50	0	-100.0%	-50
Military Equipment	3	209	6889.3%	206
VA'S EXPORTS TO MEXICO	**$41,056**	**$158,445**	**285.9%**	**$117,388**

Prepared By: Office of Trade & Economic Analysis, U.S. Dept. of Commerce, tel. (202) 482-5097.
Source: Bureau of the Census, Massachusetts Institute of Social & Economic Research.

VIRGINIA and the NAFTA: *EXPORTS and JOBS*

• JOBS •

VIRGINIA Jobs Supported by Trade with MEXICO and CANADA - 13,100.

• EXPORTS •

VIRGINIA Exports to MEXICO and CANADA Reached $1 billion in 1992.

- **Virginia's merchandise exports to Mexico almost quadrupled from 1987 to 1992,** rising from $41 million to $158 million. Thirteen of the 50 states more than quadrupled their exports over the five year period.

- **1,900 jobs in Virginia in 1992 were supported by exports to Mexico.** Almost 70 percent of those jobs were created in the past five years, since Mexico began liberalizing its import regime.

- **Virginia ranked 15th among all 50 states in the percentage increase in exports to Mexico over the past five years.** Nonborder states registered the greatest percentage growth in shipments to the Mexican market.

- **Virginia's exports to Mexico grew 286 percent from 1987 to 1992,** 228 percentage points faster than export growth to the rest of the world.

- **In 1992, Mexico ranked 18th among Virginia's 199 export markets,** up from 27th place in 1987. Canada, our other NAFTA partner, ranked third among Virginia's export markets.

- **Virginia's exports to Mexico in 1992 were diverse.** The top export categories were: transportation equipment ($42 million), industrial machinery & computers ($29 million), chemical products ($21 million), food products ($14 million), and primary metal industries ($12 million).

- **Virginia expanded exports of a wide range of manufactured products to Mexico during the past five years.** Sectors that recorded strong growth included: transportation equipment (from $2 million to $42 million), paper products ($113,000 to $6 million), and rubber & plastic products (from $475,000 to $6 million).

- **In 1992, Virginia's exports to Canada totalled $909 million.** Virginia's exports to Canada grew over 55 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.

- In Virginia, top export categories include:
  - $42 million in transportation equipment
  - $29 million in industrial machinery and computers
  - $21 million in chemical products
  - $14 million in food products
  - $12 million in primary industrial products.

II. If we don't take advantage of the Mexican export market, our competitors will.

- **The debate here in the United States does not take place in a vacuum. Just last week, President Salinas very clearly, explicitly and directly laid-out the stakes for his country. Mexico cannot wait forever -- if NAFTA is not approved, Mexico will be forced to look to some of our competitors for trade relationships.** *The Washington Post*, October 8, 1993.

- Failure to pass NAFTA will call into question our trade relationships throughout the world. Our credibility in the international community on trade issues will be permanently damaged making it extremely difficult to make progress on the trade deficit issues.

- If we don't fight for the 90 million consumers in the Mexican market, Japan and Germany will claim this market -- and they won't stop at Mexico.

  - In such Latin American countries as Chile, Japan's investments have already paid the dividend of $900 million in Japanese exports to that country.

- **We owe it to the hard working folks at the <u>Broening Highway General Motors plant in Baltimore</u> and the <u>F-Series Ford Pickup Truck plant in Norfolk, VA</u>, to do what we can to make sure that Mexico becomes a major market for <u>American</u> cars -- not German and Japanese cars.**

  - Current law in Mexico requires most automobiles sold in that country to be produced there -- thus encouraging the spread of the masquildora factories on the border.

    - In the first year after NAFTA obliterates these unfair laws, we'll sell 60,000 cars <u>made in the U.S.A.</u> to Mexico.

    - **The Department of Commerce estimates that we will export $2 billion in cars and auto parts to Mexico in the first two years after NAFTA is signed.**

III. **<u>I WANT TO TAKE A FEW MOMENTS TO CLARIFY THE FINANCING OF THIS AGREEMENT.</u>**

- While there will be lost tariff revenue due to this agreement, the income generated from this export market will add $10 billion in revenue to the federal treasury. **<u>I NEED TO CONFIRM THESE NUMBERS WITH JAY OR JOSH.</u>**

IV. **<u>If you want to judge NAFTA, look at who supports it.</u>**

- Every living former President supports NAFTA. This list covers Presidents' from Ronald Reagan to President Carter, President Bush, President Ford, and President Nixon. Every living Secretary of State supports NAFTA. More than 275 economists including 13 Nobel Prize winners support NAFTA. A majority of the Nation's governors strongly support NAFTA.

V. **<u>There are six weeks to go in the effort to approve NAFTA. There is no time to waste.</u>**

* Members of Congress <u>must hear from their constituents if they going to understand the real benefits of NAFTA for the U.S. economy.</u>

Q: WHAT ARE THE KEY AREAS THAT WILL BE IMPACTED BY JOB LOSS?

A: TRY TO FOCUS ON THE EASE OF TRANSITION for most sensitive industries FOR EXAMPLE

1) LONG PHASE IN PERIODS

2) SAFEGAURDS IN THE SIDE AGREEMENTS AGAINST SUDDEN SURGES IN IMPORTS .. ALLOWING US TO SNATCH BACK OUR OLD TARIFFIS

3) PROVISIONS FOR WORKER RETRAINING

(IF PRESSED GIVE THIS ANSWER)
WE EXPECT, ON BALANCE, THAT MORE JOBS WILL BE CREATED THAN LOST; THE JOBS WE ANTICIPATE WOULD BE MOST SENSITIVE TO NAFTA WOULD BE INDUSTRIES WITH LOW-WAGE LOW SKILL JOBS.

LABOR INTENSIVE MANUFACTURERS (CORN BROOM, FLAT GLASS)

☆ SOME AGRICULTURAL SECTORS (MOST SENSITIVE IS PEANUTS) in [illegible] area are protected
Be careful ~~of~~ this - there are many farmers here ☆

Q: WHAT ARE THE SPECIFICS BEHIND THE 200,000 JOBS THAT WILL BE CREATED? WHERE ARE THEU"

AGRICULTURE, A BIG WINNER

AUTO INDUSTRY -- BASED ON AN INDEPENDENT STUDY BY THE AUTO INDUSTRY, THERE WOULD BE 15,000 JOBS CREATED THROUGH NAFTA

SERVICE INDUSTRY (FINANCIAL), WHICH THE US HAS NO ACCESS TO IN MEXICO NOW

COMPETITIVE TECHNOLOGICAL SECTORS [illegible]

MACHINE TOOLS

FOR MORE SPECIFICS, IN THE BACK OF THE NAFTA BOOK THERE ARE ~~[illegible]~~ SPECIFIC GAINS WE HAVE HAD THUS FAR BASED ON TRADE W/ MEXICO

Members of Congress in the Audience

- Senator Robert "Bob" Smith
- Rep. Marty Meehan
- Rep. Bill Zeliff (R-NH)

It's 11:47pm.
Time to conclude.

Clinton Presidential Records
Digital Records Marker

This is not a presidential record. This is used as an administrative marker by the William J. Clinton Presidential Library Staff.

This marker identifies the place of a tabbed divider. Given our digitization capabilities, we are sometimes unable to adequately scan such dividers. The title from the original document is indicated below.

Divider Title: **Georgia / Alabama 10-13-93**

Alexis

THE WHITE HOUSE

WASHINGTON

October 13, 1993

NAFTA BRIEFING WITH GEORGIA/ALABAMA STATE LEADERS

TO: Alexis Herman
DATE: Thursday, October 14, 1993
LOCATION: Indian Treaty Room
Old Executive Office Building
TIME: 9:30 AM - 12:00 noon
FROM: Doris Matsui

I. PURPOSE

This is a briefing for approximately 60 leaders from Alabama and Georgia about the benefits and importance of the North America Free Trade Agreement. This is the fourth in a series of state NAFTA briefings. We have given briefings to leaders from Maryland and Virginia, New Jersey, North Carolina and New England (Massachusetts, New Hampshire and Maine).

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 Babbitt, Department of Interior
Laura Tyson, Chair of the Council of Economic Advisor
William Daley, Special Counsellor to the President for NAFTA

Rep. Cynthia McKinney, D-GA
Rep. Michael (Mac) Collins, R-GA
Rep. John Linder, R-GA
Rep. Sanford Bishop, D-GA
Rep. Don Johnson, D-GA

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 of outreach on NAFTA.

Dr. Tyson will follow Daley. She will discuss the economic gains of NAFTA.

Immediately there will be a break.

After the break, you will introduce Secretary Babbitt.

Secretary Babbitt will discuss the environmental and agricultural impact of NAFTA.

After Secretary Babbitt, the Vice President will make closing remarks and take questions.

VII. ATTACHMENTS

- Alabama/Georgia Participants
- Alabama/Georgia Talking Points
- Agenda
- Alabama/Georgia Clips

TALKING POINTS FOR LAURA TYSON

ALABAMA AND GEORGIA LEADERSHIP MEETING
THURSDAY, OCTOBER 14, 1993

Approximately 100 opinion leaders from Alabama and Georgia including representatives from the business community, academia, and local government will be visiting Washington in support of the NAFTA for background briefings. The objective of the leadership meeting is to provide information for supporters of the NAFTA about the importance of NAFTA in building industries and creating jobs in the United States.

The opinion leaders meeting is part of a week-long effort to move public opinion in Alabama and Georgia to support the trade agreement. On Tuesday, Bill Daley and Bo Cutter met with journalists from Alabama and Georgia to brief them on NAFTA. Immediately after the opinion leaders briefing, approximately 10-12 participants will be brought to the "stake-out" press area to answer the questions of Alabama and Georgia journalists stationed in Washington. This has proven to be effective in communicating the pro-NAFTA message that emerges from these meetings to audiences in the targeted states. The opinion leaders will also go to Capitol Hill to visit with their representatives about NAFTA.

9:30-9:35am	Alexis Herman Welcome and Introduction of Daley.
9:35-10:00am	Bill Daley The Case for NAFTA.
10:00-10:30 am	Laura Tyson NAFTA and the American Economy, and NAFTA and Agriculture in the South.
10:30-11:00am	Secretary Babbitt The Importance of the Side Agreements, and America's Stake in NAFTA.
11:00-11:30am	The Vice President The World With and Without NAFTA.

DISCUSSION POINTS FOR LAURA TYSON
ALABAMA AND GEORGIA OPINION LEADERS BRIEFING
WEDNESDAY, OCTOBER 14, 1993

I. **NAFTA is critical to our nation's economic future.** On Tuesday night in North Carolina, the President articulated a vision to helps us prepare for a more secure economic future. As he said, NAFTA is essential to this vision.

If we choose to isolate ourselves behind protectionist walls -- to deny our workers the opportunity to compete in a global marketplace, we will invite economic isolation, stagnation, and limit future trading opportunities and, therefore, economic growth.

II. **NAFTA means markets for American products, jobs for American workers, and increased opportunity for all Americans**

A. Despite the disinformation put out by NAFTA's opponents, the numbers are clear.

- 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.

- 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.

- U.S. jobs supported by exports to Mexico rose from 274,00 in 1986 to an estimated 700,000 in 1992.

C. What has this meant for Alabama and Georgia?

- Exports to Mexico currently support at least 6,900 jobs in Alabama.

- During the 1987-1992 period, Alabama exports to Mexico grew 228 percent, 166 percentage points faster than the state's export growth to the rest of the world.

    - Alabama's merchandise exports to Mexico more than tripled from 1987 to 1992, rising from $81 million to $264 million.

- Exports to Mexico currently support 81,000 jobs in Georgia.

- In Georgia, exports to Mexico increased 329 percent from 1987-1992, 208 percentage points faster than the state's export growth to the rest of the world.

    - Merchandise exports more than quadrupled during this period, rising from $108 million to $464 million.

These numbers show that eliminating the remaining barriers with Mexico will accelerate the growth of this sector of the economy.

C. Agriculture stands to gain significantly from NAFTA.

- Mexico is our third largest market for agricultural products (after Japan and Canada), accounting for $3.7 billion in 1992 (a 242 percent increase since 1986).

- NAFTA will help the United States lock in current market access gains and expand U.S. agricultural exports by eliminating tariff and non-tariff barriers.

- Recent USDA analysis estimates that by the end of the transition period to free trade, U.S. agricultural exports will be $2 to $2.5 billion higher than in the absence of NAFTA.

- NAFTA will particularly benefit U.S. exports of grains and oilseeds. Export gains are also expected for dairy, livestock, and poultry products, as well as exports of deciduous and stone fruits and nuts.

D. FOR RESPONSES TO QUESTIONS ABOUT AGRICULTURAL COMMODITIES:

- Our "fiber-forward" rules will ensure that the benefits of NAFTA will be reserved for American cotton-growers.

- In response to concerns that some might have in the South, I can say that we do not see Mexico as a major threat in our domestic peanut market. Mexico is a net importer of peanuts. There is little reason to think it will become a major exporter to the U.S. Per capita peanut consumption in Mexico is roughly one-quarter that in the U.S. Economic growth generated by NAFTA will encourage greater Mexican consumption of peanuts.

    - To protect American farmers, peanuts were only one of a handful of products which were accorded a 15 year phase-out for quotas. In addition, during the transition period, while a certain amount of Mexican peanuts will be allowed to enter duty-free, over-quota amounts will be subject to some of the highest quotas in the NAFTA.

- Except for corn, with a 15-year phase-out, U.S. exports of grains, rice and oilseeds and oilseed products will enter Mexico duty-free in 10 years.

The more people know about NAFTA, the better the chances of Congress approving this agreement.

SUGGESTED DISCUSSION POINTS

INTERIOR SECRETARY BRUCE BABBITT
OCTOBER 12, 1993

Objective

Opinion leaders need to reinforced about the importance of the NAFTA vote and the benefits of the side agreements. Among all the criticisms of NAFTA -- the gap in Mexican and American wages, the condition of the border environment, and working conditions in Mexico -- <u>the fact is that without NAFTA all these problems will only get worse</u>. NAFTA provides an opportunity to use economic leverage to achieve other important objectives.

Note: We have had more questions about the environmental side agreement at these briefings than on any other topic.

Key Points

I. There will never be a better opportunity for locking in our export gains with Mexico and beginning to solve environmental problems at the border.

- Mexico is a vibrant and growing market of 80 million consumers who spend $450 each on American products each year -- more than the Japanese or Europeans spend.

II. NAFTA will promote cooperation among nations on region-wide environmental planning -- not just a pollutant by pollutant regulatory approach -- and the ability to govern resource use sensibly.

- Mexico has recently made progress in establishing air quality basin management (El Paso Air Basin) and setting aside biospher reserves along the border.

- NAFTA preserves the U.S. ability to enforce its own environmental standards.

- The Administration has a $230 million budget request (EPA) for wastewater and drinking water projects along the border.

- Together, the World Band and Mexico have committed $4 billion for border clean-up in the next three years that won't be there without NAFTA.

o NAFTA will create an opportunity for U.S. firms to export environmental technologies to Mexico. The world market for environmental goods and services is now $200 billion and expected to reach $300 billion by the end of this decade. The U.S. is the largest exporter of environmental technologies to Mexico. In 1993, our exports in this area to Mexico may increase by 50%.

III. The U.S. may never again have an opportunity to address environmental and labor standards in a trade agreement again if NAFTA fails.

o Our competitors in Japan and Germany are uneasy about the United States' ability to gain such favorable terms in a trade agreement. If this trade agreement is not ratified it is hard to imagine what kind of an agreement could pass Congress. It is clear that NAFTA will have an impact on GATT negotiations and other trade agreements.

TALKING POINTS FOR VICE PRESIDENT GORE

ALABAMA AND GEORGIA LEADERSHIP MEETING
THURSDAY, OCTOBER 14, 1993

Approximately 100 opinion leaders from Alabama and Georgia including representatives from the business community, academia, and local government will be visiting Washington in support of the NAFTA for a background briefing with the Vice President.

The objective of the leadership meeting is to provide information for supporters of the NAFTA about the trade agreement and encourage them to visit their Congressional representatives to balance information they about the importance of NAFTA in building industries and creating jobs in the United States.

9:30-9:35am	Alexis Herman Welcome and Introduction of Daley.
9:35-10:00am	Bill Daley The Case for NAFTA.
10:00-10:30 am	Laura Tyson NAFTA and the American Economy, and NAFTA and Agriculture in the South.
10:30-11:00am	Secretary Babbitt The Importance of the Side Agreements, and America's Stake in NAFTA.
11:00-11:30am	The Vice President The World With and Without NAFTA.

DISCUSSION POINTS FOR VICE PRESIDENT GORE
ALABAMA AND GEORGIA OPINION LEADERS BRIEFING
WEDNESDAY, OCTOBER 14, 1993

The problem in discussing NAFTA is that it seems to be such an abstraction. Opponents of NAFTA point to factories that close and move south, while the benefits from this agreement appear only as hypotheticals.

Today, I want to talk to you about two visions of the future: the future with NAFTA and the future without NAFTA.

NAFTA is the most significant and far reaching international agreement in history.

ENVIRONMENT

- With NAFTA, we have a ground-breaking environmental agreement with Mexico -- an agreement that never before seen in the history of international relations -- that creates the 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 area will continue to deteriorate into a environmental wasteland. We will be powerless effect change on the other side of our southern border.

THE AUTOMOBILE INDUSTRY

- With NAFTA, our American automobile companies will be able to ship directly to Mexican consumers who are hungry for such American products as mini-vans and pickup trucks. In the first two years, the auto companies anticipate $2 billion in added sales to Mexico.

- Without NAFTA, our international competitors in the auto industry move-in and export <u>their</u> cars to Mexico. Meanwhile, our workers are locked-out of this important market -- denied the opportunity to prove the quality of their work.

INTERNATIONAL TRADE

- With NAFTA, the United States, Canada and Mexico will create the world's largest consumer market with 370 million people and $6.5 trillion in production. The strength of this free-trade zone will provide the clout needed to compete with European and Asian trading blocs.

- Without NAFTA, our credibility as a reliable trading partner is crippled. NAFTA fallout will affect GATT and other international agreements making it difficult to make progress with our trade deficit problems.

JOBS

- With NAFTA, there will be 200,000 new jobs related to exports that don't exist now. These export-related jobs are high skill jobs where wages are already 17 percent higher than the average U.S. worker. This will raise to 900,000 the number of Americans who are employed in jobs generated through exports to Mexico.

- Without NAFTA, the 700,000 jobs that <u>currently</u> exist as a result of the increasing velocity of trade with Mexico will be jeopardized as Mexico turns to our competitors for liberal trade relationships. **Just last week, President Salinas very clearly, explicitly and directly laid-out the stakes for his country. Mexico cannot wait forever -- if NAFTA is not approved, Mexico will be forced to look to some of our competitors for trade relationships.** *The Washington Post*, October 8, 1993.

ALABAMA AND GEORGIA

- With NAFTA, the impressive 329 percent increase that Georgia saw in its exports to Mexico, and the 228 percent increase that Alabama saw in its exports to Mexico will accelerate.

- Without NAFTA, export industries that provide 81,000 jobs in Georgia, and the 6,900 jobs in Alabama will stagnate as the free trade opportunity that is within our grasp is offered to such international competitors as Japan and Germany.

<u>We must understand how important NAFTA is to our nation.</u> As the President said Tuesday night, NAFTA is about preparing and building for the future. We cannot be dissuaded from this task by a longing for the past.

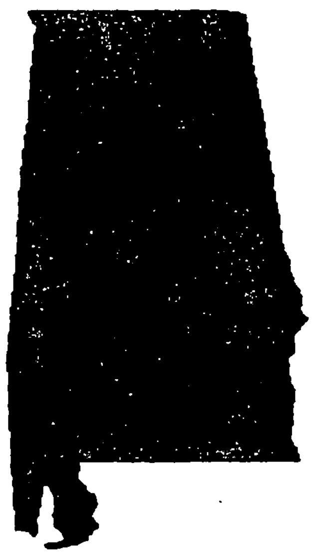
- This is why on Monday, Barbara Jordan joined with Jeanne Kirkpatrick, Tip O'Neill, Paul Volcker, Andrew Young, and Robert Mosbacher to give their full support to NAFTA.

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

The State of ALABAMA

and the

NAFTA



- **ALABAMA and NAFTA: *EXPORTS and JOBS***
- **ALABAMA EXPORTS to MEXICO**
- **ALABAMA EXPORTS to CANADA**
- **ALABAMA COMPANIES: *A Sample in Support of NAFTA***

ALABAMA and the NAFTA: *EXPORTS and JOBS*

• JOBS •

ALABAMA Jobs Supported by Trade with MEXICO and CANADA - 25,500.

• EXPORTS •

ALABAMA Exports to MEXICO and CANADA Reached $978 million in 1992.

- **Alabama was one of 17 states that ranked Mexico among their top three export destinations.** Canada, our other NAFTA partner, was Alabama's top export market; Mexico was third largest.

- **6,900 jobs in Alabama 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.

- **Alabama's merchandise exports to Mexico more than tripled from 1987 to 1992, rising from $81 million to $264 million.**

- **Alabama's exports to Mexico grew 228 percent from 1987 to 1992,** 166 percentage points faster than the state's export growth to the rest of the world.

- **Alabama ranked in the top 20 states in terms of percentage growth in exports to Mexico.** Nonborder states have registered the greatest percentage growth in shipments to the Mexican market.

- **Alabama's exports to Mexico in 1992 were concentrated in the manufacturing sector,** with three segments selling over $25 million. Top exporting industries were: transportation equipment ($74 million), electric & electronic equipment ($46 million), and primary metal industries ($26 million).

- **Several Alabama industries recorded sizable gains over the five year period:** apparel ($114,000 to $23 million), transportation equipment ($779,000 to $74 million), and textile mill products ($212,000 to $4 million).

- **In 1992, Alabama's exports to Canada totalled $715 million.** Alabama's exports to Canada have grown almost 60 percent over the past five years, during which the U.S.-Canada Free Trade Agreement was implemented (January 1, 1989).

Compiled by USDOC/OM, August 1993. [1]

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

ALABAMA'S EXPORTS TO MEXICO, BY INDUSTRY SECTOR

(Percent & Thousand $)

	1987	1992	% CHANGE	$ CHANGE
AL'S EXPORTS TO MEXICO	$80,551	$263,818	227.5%	$183,267
AGRICULTURE,FORESTRY & FISHERIES	$5,833	$2,186	−62.5%	−$3,647
Agriculture – crops	5,681	2,138	−62.4%	−3,542
Agriculture – livestock	152	47	−69.0%	−105
Forestry	0	0	0.0%	0
Fishing, Hunting	0	0	0.0%	0
MINING	242	2,435	906.5%	2,193
Metal Mining	39	0	−100.0%	−39
Coal Mining	105	1,782	1601.2%	1,677
Oil & Gas	0	0	0.0%	0
Non–Metallic Minerals	99	653	562.6%	555
MANUFACTURING	70,190	257,532	266.9%	187,342
Food Products	724	335	−53.7%	−389
Tobacco Products	0	0	0.0%	0
Textile Mill Products	212	3,502	1550.1%	3,290
Apparel	114	23,409	20454.2%	23,295
Lumber & Wood Products	0	5,050	--	5,050
Furniture & Fixtures	27	734	2642.1%	707
Paper Products	28,706	17,228	−40.0%	−11,478
Printing & Publishing	0	754	--	754
Chemical Products	14,509	20,811	43.4%	6,302
Refined Petroleum Products	9,774	80	−99.2%	−9,693
Rubber & Plastic Products	376	4,228	1025.7%	3,853
Leather Products	0	0	0.0%	0
Stone, Clay & Glass Prod.	18	3,418	19107.3%	3,400
Primary Metal Industries	6,340	31,925	403.5%	25,585
Fabricated Metal Products	1,820	2,985	64.0%	1,165
Indus. Mach. & Computers	3,789	17,279	356.0%	13,490
Electric & Electronic Equip.	2,603	48,123	1748.9%	45,520
Transportation Equipment	779	74,491	9459.4%	73,712
Scientific & Measuring Instr.	391	885	126.2%	494
Miscellaneous Manufactures	8	2,294	28295.9%	2,286
OTHER	4,286	1,665	−61.2%	−2,621
Scrap & Waste	4,075	1,594	−60.9%	−2,481
Second Hand Goods	202	57	−71.9%	−145
Military Equipment	9	14	66.5%	6
AL'S EXPORTS TO MEXICO	$80,551	$263,818	227.5%	$183,267

ALABAMA'S EXPORTS TO CANADA, BY INDUSTRY SECTOR

(Percent and Thousand $)

	1987	1991	1992	% CHANGE 1987–92	$ CHANGE 1987–92
AGRICULTURE, FORESTRY & FISHING	$5,138	$12,451	$16,413	219.4%	$11,275
Agriculture – crops	4,105	5,540	10,359	152.3%	6,254
Agriculture – livestock	968	272	469	–51.5%	–498
Forestry	59	1,253	236	296.9%	177
Fishing & Hunting	6	5,386	5,349	*	5,343
MINING	3,014	1,194	921	–69.4%	–2,093
Metal Mining	12	628	225	*	213
Coal Mining	0	0	0	--	0
Oil & Gas	0	3	0	--	0
Non–Metallic Minerals	3,002	562	696	–76.8%	–2,306
MANUFACTURING	439,954	613,719	686,891	56.1%	246,938
Food Products	32,266	22,001	19,213	–40.5%	–13,053
Tobacco Products	8	0	0	–100.0%	–8
Textile Mill Products	6,986	27,723	40,283	476.6%	33,296
Apparel	5,259	29,970	9,604	82.6%	4,345
Lumber & Wood Products	6,629	10,162	15,313	131.0%	8,684
Furniture & Fixtures	2,323	17,130	33,064	*	30,741
Paper Products	14,952	25,855	38,499	157.5%	23,547
Printing & Publishing	414	1,697	1,903	359.0%	1,488
Chemical Products	78,704	81,741	77,437	–1.6%	–1,267
Refined Petroleum Products	4,462	144	151	–96.6%	–4,311
Rubber & Plastic Products	39,641	43,802	46,100	16.3%	6,459
Leather Products	0	596	472	--	472
Stone, Clay & Glass Products	5,588	7,017	9,303	66.5%	3,714
Primary Metal Industries	23,421	42,091	40,635	73.5%	17,214
Fabricated Metal Products	13,247	39,219	38,933	193.9%	25,686
Industrial Machinery & Computers	53,385	71,606	81,045	51.8%	27,660
Electric & Electronic Equipment	25,373	137,588	141,343	457.1%	115,970
Transportation Equipment	116,261	36,604	70,312	–39.5%	–45,949
Scientific & Measuring Instruments	8,001	11,329	12,671	58.4%	4,671
Miscellaneous Manufactures	3,032	7,445	10,612	250.0%	7,580
OTHER	3,117	20,118	10,354	232.1%	7,236
Scrap & Waste	531	799	964	81.6%	433
Second Hand Goods	1,382	20	83	–94.0%	–1,298
Goods Returned to Canada	0	6,713	4,568	--	4,568
Military & Other Misc. Items	1,204	12,586	4,738	293.4%	3,534
AL'S EXPORTS TO CANADA	$451,223	$647,482	$714,579	58.4%	$263,356

* Indicates percent changes of 1000% or more.

Stockham Valves and Fittings
Birmingham, Alabama

> *Mexico will become a stronger trading partner as a result of NAFTA. Consequently, Stockham, our approximately 1,600 domestic employees, and the U.S. valve industry will surely benefit.*
>
> Douglas A. Stockham
> Director, Planning & Development

Historically, offshore markets have not been significant to Stockham. However, fierce international competition and sagging sales in the United States have forced the company to take a global view. The company, as well as most other companies in the valve industry, looked to Mexico as a source for increased sales. Today, Mexico is the company's largest export market.

According to Mr. Stockham the passage of NAFTA will greatly enhance the industry's competitiveness:

> *During the 1990s sales to Mexico have grown rapidly, but offshore competition is tougher and the 15 percent tariff impedes our ability to sell into Mexico. Passage of NAFTA would, in essence, create a dramatic expansion of the North American valve market and give U.S. valve manufactures a level playing field with Mexican valve manufactures and a leg up on offshore competitors.*

During the past several years, Stockham has worked to increase its market penetration into Mexico. These efforts have been aided by the perception among Mexican businesses that NAFTA will become a reality and that it is in their strategic best interest to establish a relationship with a U.S. partner.

The company's increased sales to Mexico have meant more U.S. jobs. Stockham's Mexican business contributed significantly to the company's decision to establish another valve manufacturing facility in Alabama and to purchase several million dollars worth of machine tools. Sales from the new facility have doubled over the past year and the company expects them to double again next year.

The State of GEORGIA

and the

NAFTA

- GEORGIA and NAFTA: *EXPORTS and JOBS*
- GEORGIA EXPORTS to MEXICO
- GEORGIA EXPORTS to CANADA

GEORGIA and the NAFTA: *EXPORTS and JOBS*

• JOBS •

GEORGIA Jobs Supported by Trade with MEXICO and CANADA - 35,600.

• EXPORTS •

GEORGIA Exports to MEXICO and CANADA Reached $2 billion in 1992.

- **Georgia was one of 17 states which ranked Mexico among their top three export destinations.** Canada, our other NAFTA partner, was Georgia's top export market; Mexico was third largest.

- **8,100 jobs in Georgia 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.

- **Georgia's merchandise exports to Mexico more than quadrupled from 1987 to 1992**, rising from $108 million to $464 million. The South Atlantic states collectively posted the biggest percentage increase, with exports to Mexico rising over 260 percent.

- **Georgia ranked 11th among all 50 states in the percentage increase and in the dollar increase in exports to Mexico for the five year period.**

- **With 1992 exports of $464 million, Georgia ranked 13th among all 50 states and second among the South Atlantic states in the value of exports to Mexico over the past five years.**

- **Georgia's exports to Mexico grew 329 percent from 1987 to 1992**, 208 percentage points faster than the state's export growth to the rest of the world.

- **Georgia boosted exports of a wide range of manufactured products to Mexico over the five year period.** Nineteen of the 20 major industries that comprise manufacturing registered export growth. Sectors that recorded significant gains were: scientific & measuring instruments (from $2 million to $59 million), industrial machinery & computers (from $11 million to $55 million), transportation equipment (from $859,000 to $41 million), and textile mill products (from $2 million to $30 million).

- **In 1992, Georgia's exports to Canada totalled $1.6 billion.** Georgia's exports to Canada have increased by almost 150 percent over 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.

GEORGIA'S EXPORTS TO MEXICO, BY INDUSTRY SECTOR

(Percent & Thousand $)

	1987	1992	% CHANGE	$ CHANGE
GA'S EXPORTS TO MEXICO	$108,097	$463,503	328.8%	$355,406
AGRICULTURE,FORESTRY & FISHERIES	$519	$6,474	1146.5%	$5,954
Agriculture – crops	121	5,107	4121.5%	4,986
Agriculture – livestock	40	20	−51.3%	−21
Forestry	358	534	49.1%	176
Fishing, Hunting	0	813	– –	813
MINING	15,114	11,720	−22.5%	−3,394
Metal Mining	147	65	−55.5%	−81
Coal Mining	0	0	0.0%	0
Oil & Gas	0	0	0.0%	0
Non-Metallic Minerals	14,967	11,655	−22.1%	−3,312
MANUFACTURING	88,675	438,455	394.5%	349,780
Food Products	3,944	15,491	292.8%	11,548
Tobacco Products	0	1,565	– –	1,565
Textile Mill Products	2,112	30,287	1334.4%	28,176
Apparel	407	7,861	1830.5%	7,454
Lumber & Wood Products	15	5,593	36618.3%	5,578
Furniture & Fixtures	36	1,543	4182.4%	1,507
Paper Products	22,045	55,606	152.2%	33,561
Printing & Publishing	84	11,832	13948.5%	11,748
Chemical Products	15,909	53,162	234.2%	37,253
Refined Petroleum Products	18	188	948.7%	170
Rubber & Plastic Products	1,798	19,716	996.7%	17,918
Leather Products	15	442	2813.5%	426
Stone, Clay & Glass Prod.	4,139	1,684	−59.3%	−2,455
Primary Metal Industries	2,656	30,500	1048.2%	27,844
Fabricated Metal Products	887	11,055	1146.4%	10,168
Indus. Mach. & Computers	11,311	55,244	388.4%	43,933
Electric & Electronic Equip.	20,312	33,562	65.2%	13,250
Transportation Equipment	859	40,874	4660.4%	40,015
Scientific & Measuring Instr.	2,077	58,509	2717.5%	56,432
Miscellaneous Manufactures	51	3,741	7168.3%	3,689
OTHER	3,789	6,854	80.9%	3,065
Scrap & Waste	3,378	5,109	51.3%	1,731
Second Hand Goods	327	11	−96.7%	−316
Military Equipment	84	1,734	1957.5%	1,650
GA'S EXPORTS TO MEXICO	$108,097	$463,503	328.8%	$355,406

GEORGIA'S EXPORTS TO CANADA, BY INDUSTRY SECTOR
(Percent and Thousand $)

	1987	1991	1992	% CHANGE 1987–92	$ CHANGE 1987–92
AGRICULTURE, FORESTRY & FISHING	**$27,582**	**$32,860**	**$46,732**	**69.4%**	**$19,150**
Agriculture – crops	18,923	27,406	42,584	125.0%	23,661
Agriculture – livestock	8,032	4,085	3,420	–57.4%	–4,612
Forestry	627	509	242	–61.4%	–385
Fishing & Hunting	0	860	486	––	486
MINING	**110,332**	**51,962**	**58,289**	**–47.2%**	**–52,044**
Metal Mining	2,570	4,765	4,807	87.1%	2,237
Coal Mining	0	0	0	––	––
Oil & Gas	0	0	0	––	––
Non–Metallic Minerals	107,763	47,196	53,482	–50.4%	–54,281
MANUFACTURING	**476,081**	**1,478,736**	**1,438,216**	**202.1%**	**962,135**
Food Products	9,728	36,904	61,833	535.6%	52,105
Tobacco Products	1,217	543	494	–59.4%	–722
Textile Mill Products	34,493	289,800	259,849	653.3%	225,357
Apparel	6,022	20,470	20,308	237.2%	14,285
Lumber & Wood Products	936	5,929	5,202	455.8%	4,266
Furniture & Fixtures	1,145	8,173	9,263	709.1%	8.118
Paper Products	50,550	91,735	102,280	102.3%	51,730
Printing & Publishing	3,874	12,792	16,601	328.5%	12,727
Chemical Products	54,039	90,325	127,594	136.1%	73,555
Refined Petroleum Products	268	583	3,398	*	3,130
Rubber & Plastic Products	12,706	41,411	46,130	263.1%	33,424
Leather Products	14	938	1,182	*	1,168
Stone, Clay & Glass Products	9,075	12,202	13,884	53.0%	4,809
Primary Metal Industries	22,548	44,836	39,301	74.3%	16,754
Fabricated Metal Products	12,785	37,747	44,876	251.0%	32,091
Industrial Machinery & Computers	79,879	183,264	231,474	189.8%	151,595
Electric & Electronic Equipment	67,968	135,821	169,763	149.8%	101,794
Transportation Equipment	87,054	418,860	227,804	161.7%	140,750
Scientific & Measuring Instruments	17,438	37,396	46,366	165.9%	28,928
Miscellaneous Manufactures	4,342	9,008	10,614	144.4%	6,272
OTHER	**20,416**	**40,282**	**38,462**	**88.4%**	**18,046**
Scrap & Waste	1,746	2,192	2,254	29.1%	508
Second Hand Goods	15,669	363	384	–97.5%	–15,285
Goods Returned to Canada	0	29,540	33,774	––	33,774
Military & Other Misc. Items	3,001	8,187	2,050	–31.7%	–951
GA'S EXPORTS TO CANADA	**$634,411**	**$1,603,840**	**$1,581,699**	**149.3%**	**$947,288**

* Indicates percent changes of 1000% or more.

The Atlanta Journal and Constitution

September 2, 1993

SECTION: FOREIGN NEWS; Section C; Page 6

LENGTH: 404 words

HEADLINE: Miller faces questions in Mexico on trade pact

BYLINE: By Nancy Nusser STAFF CORRESPONDENT

BODY:

Mexico City - Gov. Zell Miller arrived in Mexico Wednesday to talk free trade with the nation's most powerful leaders, including the president, but ended up taking heat from Mexican journalists determined to know whether he will support the proposed North American Free Trade Agreement.

"First of all, a governor does not vote on NAFTA, " said Mr. Miller, whose voice hardened in irritation after being asked the same question several times during a news conference. "I have never tried to tell [Sen.] Sam Nunn how to vote on a particular issue."

As a close ally of President Clinton, Mr. Miller is considered important in the administration's battle to get congressional approval for NAFTA. Congress will take up the issue when it returns from its summer break next week.

Because of his presidential ties, Mr. Miller got the red-carpet treatment - including a private meeting with President Carlos Salinas de Gortari - from the Mexican government, desperate to win approval from Congress.

The Georgia delegation on Wednesday announced the opening of an office in Mexico City to facilitate trade between the state and Mexico. Georgia had about $ 500 million in exports to the Latin nation in 1992, Mr. Miller said.

"I'm not opposed, I'm not for [free trade]," the governor said during a luncheon interview in one of Mexico's most famous colonial restaurants. "I want to learn more about the pros and cons."

He said worries about the possible loss of jobs to Mexico under NAFTA have been strong enough "that several members of our Congressional delegation have been withholding their support."

He said his own concerns about unfair manufacturing competition from Mexico, which benefits from cheap labor, had been eased by Georgia's Textile Manufacturers Association. The group this week came out in support of free trade, he said.

Agriculture Commissioner Tommy Irvin, a member of the trade delegation, said other issues discussed on the first day of the trip included the use of U.S.-banned pesticides on Mexican produce and the marketing of lower-quality products, such as Argentine peanuts, through Mexico to the U.S. market.

1993 The Atlanta Journal and Constitution, September 2, 1993

The Georgia delegation included several board members of the Georgia Department of Industry, Trade and Tourism.

Georgia's major exports to Mexico include scientific and measuring instruments, paper products, industrial machinery and computers and transportation equipment.

The Atlanta Journal and Constitution

September 21, 1993

SECTION: EDITORIAL; Section A; Page 13

LENGTH: 617 words

HEADLINE: NAFTA: An agreement to convert the United States, Mexico and Canada into one, vast trading bloc has stirred passions from supporters and opponents. A nightmare in store for the nation

BYLINE: By Frank Jackalone

BODY:

The Congress will vote soon on a bill that could put fruits and vegetables contaminated with banned pesticides at grocery stores all over the country, cause the loss of hundreds of thousands of U.S. manufacturing jobs, bring bankruptcy to many farmers in the South and provide unhindered access to our highways for unsafe 170,000-pound triple- trailer Mexican trucks.

These are just a few of the grim consequences if Congress ratifies the North American Free Trade Agreement (NAFTA) , which joins the United States, Canada and Mexico in a giant, free-for-all trade zone.

The South will be hard hit by NAFTA. The Manufacturing Policy Project, a nonprofit Washington, D.C., research organization, concluded that 1.4 million jobs in 10 Southeastern states are at risk of being relocated to Mexico under NAFTA.

Two of the most important sectors of the Southeast economy, textile manufacturing and agriculture, will be hurt badly. The livelihood of more than 650,000 people employed in textile mills and apparel manufacturing plants in Alabama, Georgia, North and South Carolina and Tennessee will be threatened once import quotas on Mexican textiles and clothing are completely removed.

Wages as low as 59 cents per hour will be a powerful incentive for U.S. as well as foreign firms to shift production to Mexico for unlimited, duty-free shipment of clothing and textiles back to the United States and Canada.

Georgia and Alabama farmers, who grow the vast bulk of U.S. peanuts, will find it difficult to compete with imported Mexican peanuts selling at cheaper prices once NAFTA eliminates tariffs and quotas. According to University of Georgia economists Dale Carley and Stanley Fletcher, "Lost revenue to U.S. peanut farmers could easily reach $ 75 million to $ 100 million annually soon after NAFTA becomes operational. The economic impact on local rural communities . . . would be $ 150 million to $ 200 million annually."

Aside from loss of jobs, environmental and labor side agreements recently added to NAFTA do little more than require that each country enforce its own domestic environmental and labor laws. The side agreements do nothing to raise Mexico's minimum wage of $ 4.71 per day and its numerous inferior safety, environmental and labor standards.

Laws regulating food contamination, product safety, environmental conservation, health-care quality and workplace safety would all be vulnerable to challenge by another NAFTA member country. Such disputes would be judged by [illegible]e-member panels of trade bureaucrats that, meeting in total secrecy, would [illegible]e the power to declare any federal, state and local law to be a trade barrier and, thereby, null and void for trade between NAFTA countries. The United States would have to obey the trade panel's order or face economic sanctions.

A NAFTA trade panel could rule, for example, that the United States must allow the import of Mexican fruits and vegetables contaminated with the pesticide Primicarb, which is banned in the United States. Primicarb causes vomiting, diarrhea and slurred speech, and in higher concentrations, death. But it is legally permitted on Mexican apples, beans, citrus fruit, onions, peaches, pecans, peppers, potatoes and wheat. Sixteen other pesticides that are not legal for use in U.S. agriculture are permitted in Mexico.

Last year, the U.S. House unanimously passed a resolution stating that it would not consider any trade agreement that jeopardized the health, safety, consumer, environmental or labor laws in America. Congress should live up to its word.

Frank Jackalone is the Southeast regional coordinator of Public Citizen, a consumer advocacy organization founded by Ralph Nader.

GRAPHIC: Photo: Mug shot of Frank Jackalone

Invitee AL/GA (As of 10/10)

Jack Acker
President
Scientific Atlanta
Norcross, GA
404/903-6150

John Adams
Chariman, President and CEO
Russell Mills, Corp
Alexander City, AL
205/329-4000

Gerald Allison
CEO
AJC International
Atlanta, GA
404/252-6750

Jay Altmeyer
, AL
205/458-2626

Charles Anderson
Chairman
Anderson Corporation
, AL
205/760-0120

John Andresen
Central Bank of the South
Birmingham, AL
205/933-3010

Richard Arrington
Mayor
City of Birmingham
Birmingham, AL
205/254-2277

Daniel Autrey
Executive Director
Alabama Pulp & Paper Council
Montgomery, AL
205/265-8733

Dan Baker
Plant Manager
Worthington Steel Company
Midland, GA
706/561-2859

Ronald D. Balser
President
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Greg Baranco
Baranco Pontiac
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404/

Jack Berry
Chief Financial Officer
Crown Andersen, Inc.
Peachtree City, GA
404/997-2000

Garry Betty
President & CEO
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Chairman
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Peter Bonacum
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George Cantrell
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Cantrell Machine Company
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Thomas R. Carmody
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- Capital Flow / proposal
wages
5% of wage Earners

Ambient Plant

- Reso [illegible]

- 200 plants have moved in
last 18 months

- Prior to 1980

What are we going
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- Domestic Content
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loss

Goods & Services
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- Capital Equipment
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seeing & hearing
Not consumer goods
that change the
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Black Caucus Sits Between Farrakhan, Jews

Politicians' 'Sacred Covenant' With Controversial Religious Leader Takes Some Explaining

By Lynne Duke
Washington Post Staff Writer

Describing his mission as a "delicate balancing act," Rep. Kweisi Mfume (D-Md.), chairman of the Congressional Black Caucus, has cast himself as "peace maker" in the racial and ideological warfare between some Jewish leaders and the controversial head of the Nation of Islam, Louis Farrakhan.

Mfume flabbergasted many Jews last month with the announcement that the 40-member caucus will enter into a "sacred covenant" to work with Farrakhan's group on some issues—such as violence and drug use in the black community.

Jewish leaders—and others—view Farrakhan as anti-Jewish and racist. Representatives of the nation's largest Jewish groups asked Mfume to meet with them to clarify the new relationship, and in two recent meetings with more than a dozen Jewish leaders Mfume appealed to them—successfully, by several accounts—to understand the caucus's need to be in partnership with a diverse range of interests.

Mfume said in a statement that although the caucus and Jewish groups "may differ on some issues, we must nevertheless continue to work together." Of Farrakhan's group, he said, "We will support the efforts of anyone committed to the restoration of hope through self-help and self-empowerment, while at the same time reserving the right to disagree on other matters of policy and principle."

By portraying the caucus as willing to work with Jewish groups and the Nation of Islam while remaining independent of both, Mfume is attempting to "settle this in a way that wouldn't fan the flames on either side," said Ronald Walters, chairman of the Howard University political science department and a frequent insider in black leadership circles. "In terms of both the Jewish community and the black community, he's walking a tightrope there," Walters added.

Farrakhan's views on Jews—and whether other black public figures agree or disagree with those views—have been a source of divisiveness in black-Jewish relations for nearly a decade, since Farrakhan reportedly referred to Judaism as a "dirty religion." He and other members of his Chicago-based Muslim sect over the years have blamed Jews for all manner of befoulment against blacks, from the slave trade to AIDS. Farrakhan denies being anti-Jewish and says he speaks the truth as he sees it.

Because of the controversy Farrakhan stirs, black leaders have tended to limit their public relations with him. But for his tough stance on issues of morality, his advocacy of black economic development and his charismatic articulation of racial frustration, Farrakhan is accepted by many blacks, as evidenced by the large crowds he draws at speaking engagements around the country.

In years past, Jewish leaders mounted campaigns to prod black leaders to publicly repudiate Farrakhan. That pressure became a source of tension and helped fan the rhetorical flames that so often have characterized black-Jewish relations.

But in this latest chapter in black-Jewish relationships, several Jewish leaders said that they have confidence in the caucus and in Mfume's leadership skill and are willing, for now, to wait and see how the caucus's relationship with Farrakhan evolves.

Abraham H. Foxman, national director of the Anti-Defamation League, said Jewish leaders have become more "pragmatic." Although they will not participate in any programs or advocacy efforts that include Farrakhan, they understand Mfume's argument on why the caucus will, Foxman said.

> ***"We will support the efforts of anyone committed to the restoration of hope through self-help and self-empowerment."***
>
> —Rep. Kweisi Mfume

"I think there's been a maturing process, and I say it almost in first person," Foxman said. "There was a time when I think you would have heard, 'This is a litmus test. If you sit with them, we won't sit with you.' I think there's a greater respect and a greater appreciation that there are problems that will need different types of coalitions."

Still, Foxman and other Jewish leaders who met with Mfume are anxious to see what develops between the caucus and the Nation of Islam, and how traditional black-Jewish alliances will be affected.

In his meetings with Jewish leaders, "Mfume said it fairly clearly . . . he felt this was a risk that he had to take. He said it was inconceivable to him that the Black Caucus not support the Nation of Islam's Stop the Killing campaign," said Mark Pelavin, Washington representative of the American Jewish Congress. "He just needs to realize there are implications."

Farrakhan's reaction to Mfume's efforts could not be determined; he did not respond to several questions submitted in writing to his Chicago office. A dozen caucus members called for comment referred the inquiries to Mfume.

Mfume would speak only in circumspect terms about the brinkmanship that is taking place behind closed doors and would not elaborate on what form his mediation between Farrakhan and Jewish leaders would take in the future.

He said, however, that he hopes "to be able to facilitate whenever and wherever possible open and frank discussion on the matter of black-Jewish relations because of my overriding belief that we have to settle those things that divide us."

In his statement, Mfume compared the dis- tance between Farrakhan and the J[illegible] between Israelis and Palestinians, and white black South Africans. If such enemies "can past their differences, we must at least tr find new solutions to old problems," he said. can only do that by reducing the rhetoric reaching out and mutually respecting each ers' religions, cultures and sensitivites."

The "sacred covenant" between the ca and the Nation of Islam has yet to be clearly fined, but in his statement, Mfume menti violence, homicide and drug use in black com nities as issues on which the caucus and the tion of Islam might work, but he did not spel details.

The nationally televised Black Caucus "t hall" meeting Sept. 16 where Mfume annou the closer alliance with the Nation of I marked the latest in a series of recent indicat of Farrakhan's move from the fringes of b leadership and toward greater acceptance i mainstream. Also present for the town hall m ing were former presidential candidate Jess Jackson, NAACP Executive Director Benja Chavis and Rep. Maxine Waters (D-Calif.).

The apparent ending of Farrakhan's aliena from the black mainstream has made many ish leaders nervous, for fear of its impact on ditional black-Jewish coalitions dating [illegible] Civil Rights era.

A demonstration of this nervousness cam August when Rabbi David Saperstein of the ligious Action Center wrote a letter to the or izers of the 30th anniversary march on Wash ton to protest Farrakhan's possible inclusion speaker. Jewish groups were not the only c concerned about Farrakhan, who ultimately excluded from the podium. He has vented anger at being excluded in editorials publishe the Nation of Islam's newspaper, The Final C And at the caucus's town hall meeting, he icized black leaders for the snub.

Rep. Albert R. Wynn (D-Md.), said he does think the caucus's overture to Farrakhan is embrace of his views on Jews. Wynn also with Jewish leaders—at their request. And w he voluntarily repudiated Farrakhan's views Jews, he appealed to the leaders to draw dist tions between Farrakhan's many activities.

"I said let's look at this thing in a balar way," he said. "There are some things like anti-drug efforts, anti-crime efforts, the b self-help efforts that deserve credit. The positive. They're constructive programs. On other hand, the antisemitic remarks, I don't prove of. I disagree with that."

The Jewish leaders he met with "p[illegible] F rakhan's message as 90 percent ant[illegible], percent good works," explained Wynn. "I sai them it is my perception that the black com nity perceives him as 90 percent self-help, c munity, good works, and maybe 10 percent tisemitic . . . They were saying 'How can caucus do this?' And I said, 'From the [illegible] point of the [illegible]

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Divider Title: **Massachuetts 10-5-93**

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 forcus 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.

THE WHITE HOUSE

WASHINGTON

AGENDA

THE NORTH AMERICAN FREE TRADE AGREEMENT
WHITE HOUSE BRIEFING

OLD EXECUTIVE OFFICE BUILDING
ROOM 450

OCTOBER 5, 1993

****

WELCOME
Alexis Herman
Assistant to the President
Director of Public Liaison

***

VICE PRESIDENT AL GORE

***

BRIEFING
Secretary Lloyd Bentsen
Department of Treasury

*

BREAK

*

BRIEFING
Ambassador Mickey Kantor
United States Trade Representative

BRIEFING
Carol Browner
Administrator
Environmental Protection Agency

CLOSING REMARKS
William Daley
Special Counselor to the President
NAFTA

****

Tuesday, October 5 New England

9:00 am- 9:05 am	Alexis Herman Welcome and Introduction of the Vice President
9:05 am- 9:30 am	The Vice President Remarks and Q & A .
9:30 am- 10:00 am	Secretary Bensten Remarks and Q & A
10:00 am- 10:15 am	Break (Mickey Kantor and Carol Browner will arrive during this time)
10:15 am- 10:17 am	Alexis Herman Welcome back and introduction of Mickey Kantor
10:17 am- 10:40 am	Mickey Kantor Remarks, Q & A
10:40 am- 11:10 am	Carol Browner Remarks and Q & A
11:10 am- 11:30 am	Bill Daley Remarks, Q & A ~~and close program~~
11:30	Alexis Herman - close program

ALEXIS:

THE FOLLOWING ANNOUNCEMENTS NEED TO BE MADE:

1. Will the following people gather to the right of the stage:

    John Broderick
    John Driscoll
    Ira Jackson
    Larry Liebenow
    Mayor James Sheets
    Mitchell Ketrzman

(A – will you go to stakeout to characterize the meeting?)

2. Joan Friedman would like all the representatives from Maine to meet at the back of the room before departing.

Oct 5, 1993
9-12

NAFTA Briefing--NEW ENGLAND STATE LEADERS

450 Old Executive Office Building
9:00 - 9:30 am, Tuesday, October 5, 1993

EVENT

o You are the first of five speakers (Secretary Bentsen, Ambassador Kantor, Administrator Browner and William Daley) who will be briefing approximately 125 leaders from Massachusetts, New Hampshire and Maine about the benefits of the North American Free Trade Agreement. Six members of Congress are expected to attend the briefing including: Senator ~~Studds~~ Gregg, Rep. Meehan, Rep. Torkildsen, Rep. Zeliff, Rep. Studds and Rep. Moakley.

YOUR ROLE AND CONTRIBUTION

o 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. You should encourage participants to go to the Hill and seek ask their respective members of Congress to support NAFTA.

LOGISTICS

o You will arrive at room 450 with Alexis Herman who will go on stage while you remain in the holding room.

o At 9:05 am Alexis Herman will introduce you. You proceed on stage.

o You give remarks and take questions from the audience.

o At 9:30 am you depart same entrance as entered.

PROGRAM NOTES

o This is series of briefings we are going to have, educating leaders from their states about the importance of NAFTA.

o 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.

<u>ATTACHMENTS</u>

- New England leaders who are participating.
- NAFTA discussion points.
- Agenda

NAFTA DISCUSSION POINTS

Members of Congress need to hear from their constituents about the real benefits of NAFTA for the United States.

I. We need to change the debate about NAFTA. NAFTA is a much bigger issue than whether or not we will increase trade with Mexico. NAFTA is about whether we will invest and build our economy, our industries and our exports, or retreat.

* NAFTA will create 200,000 American jobs by 1995.

* More than 155,000 New England jobs are built on trade with Canada and Mexico.

* Since Mexico began to reduce trade restrictions in 1987, the U.S. trade balance with Mexico has shifted from a $5.7 billion deficit to a $5.6 billion surplus in 1992. Over the same period, U.S. jobs supported by trade grew from 274,000 in 1986 to an estimated 700,000 in 1992.

Last week, the President announced the Administration's plan to boost exports from $600 billion to a trillion dollars by the year 2000. That export growth will mean six million new jobs in America's export-driven industries, bringing export-driven employment to 13 million jobs.

II. If we don't take advantage of the Mexican export market, Japan and Germany will. The average Mexican spends more than $450 per year to buy U.S. products. That's more than the average Japanese or European.

* Because of Mexico's import tariffs on auto sales, we export more cars to Japan than to Mexico.

* **A report released today by the Department of Commerce says that we would export $2 billion in cars and auto parts in the first two years after NAFTA is approved.**

* The way it works now -- without NAFTA -- nearly all the cars that are sold in Mexico must be built in Mexico. <u>With NAFTA the rules change. In the first year under NAFTA, the "Big Three" will sell 60,000 cars to Mexico.</u> By the year 2000, the "Big Three" expect that Mexico's auto market will be as large as Canada's.

* U.S. telecommunications exports to Mexico jumped 50% in 1991. Mexico is the industry's second largest export market after Canada.

* Manufacturing jobs are not going to move South as NAFTA critics claim. Recent studies show the average cost of moving a manufacturing job is $50,000.

If we don't fight for the 90 million consumers in the Mexican market, Japan and Germany will claim this market -- and they won't stop at Mexico.

III. If you want to judge NAFTA, look at who supports it.

* Every living former President supports NAFTA. This list covers Presidents' from Ronald Reagan to President Carter, President Bush, President Ford, and President Nixon. Every living Secretary of State supports NAFTA. More than 275 economists including 13 Nobel Prize winners support NAFTA. A majority of the Nation's governors strongly support NAFTA.

NAFTA will create the world's largest consumer market: 370 million people and $6.5 trillion of production.

IV. There are six weeks to go in the effort to approve NAFTA. There is no time to waste.

* Members of Congress must hear from their consituents if they going to understand the real benefits of NAFTA for the U.S. economy.

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Q- Plant relocation because of [illegible]
[illegible]

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Q How do you do all these [illegible]

Q manufacturing industry have concern about jobs

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Environmental Agreement

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Treaty Partners

- 1 Canada → 727 million People
2 Japan — shares your ban
3 Mexico — prosperity &
pleasant attitudes
make a difference

- Job losses 14,000 because of NAFTA
- Job loss over all will be 2 mil - we are seeing a overall change of the Economy - we will need & are a playing an overall retraining program

Job Problems for the Seaman industry Past month forces have been a magnifying job
Get the Labor or Job Seams on the Seaman deck

Besty Wright
The Wexler Group

Larry Zabar
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48 of 50 [illegible]

Jobs in Mass

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Chariman / Chief Executive Officer
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Maine

NH

NAFTA does three things
- Change the Rules
- Grow Jobs
- Largest Trading Market - also the largest [illegible]

- We've had free trade with Mexico

- Tariff Barriers kept us out
  2 Bil worth of goods [illegible] [illegible] [illegible] - Auto alone

- 3rd largest Partner

- 3rd Purchaser of goods

1992 - [illegible]
- 37 [illegible]

- Made in the Mexico & states will
- But makes in Mexico

- 5 Bil deficit - Now trade surplus

- Promise that exchange relocate

- 70% of their products come from US

2nd largest growing area is Mexico

- Am worker most productive in the world

8¢/10 a buck in mex than US

* - Mexico had laws that said you had to be in Mex to sell because of their tariff laws

- NAFTA will not solve all of our problems - maybe the ball game

are we going to do a Fla group

GB

- 400 million per market
- Asia is only larger

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Divider Title: **Agriculture Coalition 11-3-93**

THE WHITE HOUSE

WASHINGTON

November 3, 1993

NAFTA BRIEFING WITH THE AGRICULTURE COALITION

TO: Alexis Herman
DATE: Thursday, November 4, 1993
LOCATION: 450 Old Executive Office Building
TIME: 10:00 a.m. - 11:00 a.m.
FROM: Doris Matsui

I. PURPOSE

To acknowledge the hard work the agriculture organizations across the country have done on behalf of the North American Free Trade Agreement (NAFTA). This is our final push to reach out and show our appreciation to those outside the beltway who have helped gain support on the grassroots level and will be instrumental in the final two weeks.

II. BACKGROUND

The group consists of supporters of NAFTA from the following organizations: AG for NAFTA, State Agricultural Officials, Secretaries of Agriculture, and The Food Marketing Institute.

III. PARTICIPANTS

Secretary Mike Espy
Secretary Frederico Pena
Bob Rubin

IV. PRESS PLAN

Closed. There will be a stakeout following the briefing.

V. SEQUENCE OF EVENTS

- You will enter the holding room of Room 450 of the Old Executive Office Building.
- You will introduce Bob Rubin
- Bob Rubin will give remarks. Questions and answers.
- You will introduce Secretary Pena.
- Secretary Pena will give remarks. Questions and answers.
- You will introduce Secretary Espy
- Secretary Espy will give remarks. Questions and answers.
- Close

AGRICULTURE COALITION NAFTA BRIEFING

AGENDA

10:00 AM- 10:05 AM	Alexis Herman Welcome and Introduction of Bob Rubin
10:05 AM- 10:20 AM	Bob Rubin Remarks and Q & A
10:20 AM- 10:40 AM	Secretary Pena Remarks and Q & A
10:40 AM- 11:00 AM	Secretary Espy Remarks and Q & A

DEPARTMENT OF AGRICULTURE
OFFICE OF THE SECRETARY
WASHINGTON, D.C. 20250

TO: Robert J. Rubin,
Economic Advisor

FROM: John Winski

SUBJECT: Agriculture Day at the White House

You have been asked to address members of the Agricultural community who will be invited to attend a NAFTA briefing on Thursday, November 4, at 10:00 a.m. in room 450, Old Executive Office Building (OEOB). You will be joined by Secretary Pena and Secretary Espy.

This briefing is one in a series of briefings with "opinion leaders" from various states and various industries. The purpose of the briefing is to bring in leaders from the agricultural community who help shape the opinions of the U.S. farmers, ranchers, and agribusiness to discuss NAFTA.

You and the other Administration officials are asked to speak about the benefits that NAFTA holds for U.S. agriculture and strongly encourage attendees to immediately, actively, and vocally support NAFTA.

Secretary Espy will speak specifically about the benefits NAFTA holds for U.S. agriculture. I have asked Secretary Pena to speak about the general benefits of NAFTA, and the ability of the U.S. to compete with Mexico, commenting on Mexico's infrastructure.

We would like you to address NAFTA's general benefits for the United States. In addition, it would be helpful if you would emphasize to the audience that NAFTA should not be blame for the problems of the 1980's, and what it means to be in a global economy.

Attached are general talking points outlining the benefits NAFTA holds for U.S. agriculture. If additional briefing information is needed, please call John Winski at 720-6829.

DEPARTMENT OF AGRICULTURE
OFFICE OF THE SECRETARY
WASHINGTON, D.C. 20250

TO: Frederico F. Pena, Secretary of Transportation

FROM: John Winski

SUBJECT: Agriculture Day at the White House

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You and the other Administration officials are asked to speak about the benefits that NAFTA holds for U.S. agriculture and strongly encourage attendees to immediately, actively, and vocally support NAFTA.

Secretary Espy will speak specifically about the benefits NAFTA holds for U.S. agriculture. I have asked Richard Rubin to discuss NAFTA's general benefits for the United States, underscoring that NAFTA should not be blame for the problems of the 1980's, and discussing what it means to be in a global economy.

We would like you to discuss the general benefits of NAFTA, and the ability of the U.S. to compete with Mexico, commenting on Mexico's infrastructure.

Attached are general talking points outlining the benefits NAFTA holds for U.S. agriculture. If additional briefing information is needed, please call John Winski at 720-6829.

U.S. agriculture is a BIG winner under NAFTA.

Mexico is already our third largest market for agricultural goods.

Free trade with Mexico works. In 1987, U.S. agricultural exports to Mexico totaled $ 1.2 billion. Today (in 1992), we export $ 3.8 billion in agricultural goods to Mexico annually (because of Mexico's unilateral reforms). NAFTA locks in these gains.

With NAFTA, we expect U.S. agricultural exports to continue to grow, and to total more than $ 10.4 billion annually by the end of the transition period.

--$ 2.6 billion of this growth will be directly attributable to the effects of NAFTA.
--Without NAFTA, how can we expect any more growth--Mexico will be free to return to the protectionist policies of its past.
--With NAFTA, our $ 1.5 billion agricultural trade surplus with Mexico will be even greater under NAFTA.

The future of farm income is undeniably tied to exports. We expect farm cash receipts to increase 2-3% because of NAFTA.

U.S. tariffs on goods from Mexico average only 4% while Mexican tariffs on U.S. goods average 10% 2 1/2 higher than our tariffs. The difference in tariffs on agricultural products is even greater-- Our tariffs on Mexican agricultural goods average only 4 1/2%, while Mexican tariffs on agricultural products from the U.S. average 13%(1993 figures) (16% in 1992).

NAFTA will create 56,000 jobs on the farm and in the food industries (over transition period). Overall, we believe 200,000 new jobs will be created for American workers by 1995--and many more will be created after that. Many of these jobs will benefit rural America.

Mexico's *import licensing system*, which, in many cases, serves as a greater barrier to trade than tariffs do, will not apply to goods coming from the U.S..

NAFTA will give U.S. producers *preferential access* to the growing Mexican market (our goods will enter duty free while goods from all non-NAFTA countries will still face Mexico's high tariffs-- AND Mexico's *import licensing restrictions*.

NAFTA *does not* require any changes in stringent U.S. standards for food safety, animal or plant health, or other environmental protections. Nothing in NAFTA will prevent the U.S., state, or local governments from adopting even stricter standards.

NAFTA has strict rules of origin to assure that the benefits of NAFTA are only given to products of North America. Customs can, and will, enforce these rules.

NAFTA *does not* require any changes in U.S. farm programs.

We maintain our right under NAFTA to use export subsidies in Mexico to counter subsidized exports from other countries (including Canada).

We retained the right under NAFTA to continue to use section 22 import quotas to restrict imports from any country, except Mexico. Section 22 can be applied against any other country, including Canada.

Corn, soybean, and livestock producers will do particularly well under NAFTA.

Over 40 state Governors and more than 40 State Commissioners of Agriculture have endorsed NAFTA.

Every living Nobel laureate in Economics has endorsed NAFTA and believes it will create jobs in the U.S..

U.S. agriculture is a BIG winner under NAFTA. Sec' Mike Espy

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Don't blame the problems of the '80s on NAFTA.

> We must learn to compete globally, not retreat. NAFTA is about improving the U.S.'s global competitiveness-- not about competing with Mexico.

If NAFTA is defeated:

> Nothing stops Mexico from raising new barriers to trade.
>
> The EC and Japan will strike their own deals with Mexico, giving their products preferential access to Mexico.
>
> Mexico's government may become unstable (National security) and immigration problems with the U.S. will continue.
>
> No additional growth in U.S. exports, and forget about those 56,000 jobs on the farm and in the food industries.
>
> Good luck on the next farm bill arguing that U.S. agriculture is serious about taking steps to increase farm income if U.S. agriculture doesn't support NAFTA.

We have won the "intellectual argument that NAFTA is good for the country. If we had a secret ballot, NAFTA would pass overwhelmingly.

We have made tremendous progress in obtaining Congressional support--but it is a long uphill battle. The political climate is not yet there--opponents are MUCH more vocal than supporters.

WE NEED YOUR HELP. NAFTA NEEDS YOUR ACTIVE SUPPORT NOW. Without you, NAFTA will not pass. (NOTE: DO NOT tell people how to manifest their support (e.g., do not say: call your Congressman).

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Agriculture Coalition Meeting
Thursday, November 4, 10:00-11:00
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