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Subseries:

OA/ID Number: 10311

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American Viewpoint: Business Roundtable - National Fast Track Survey

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PHOTOCOPY
PRESERVATION

AMERICAN VIEWPOINT

American Viewpoint, Inc.
300 North Washington Street
Suite 505
Alexandria, Virginia 22314
(703) 684-3325
FAX: (703) 684-9295

**PHOTOCOPY
PRESERVATION**

AMERICAN VIEWPOINT

300 North Washington Street
Suite 505
Alexandria, Virginia 22314

(703) 684-3325
FAX (703) 684-9295
1-800-684-4410
E-mail: divall@amview.com

Linda A. DiVall
President

AMERICAN VIEWPOINT

300 North Washington Street
Suite 505
Alexandria, Virginia 22314

(703) 684-3325
1-800-684-4410
FAX (703) 684-9295

Gary A. Ferguson
Vice President

AMERICAN VIEWPOINT

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Alexandria, Virginia 22314
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(703) 684-9295 - FAX
1-800-684-4410
www.amview.com

THE BUSINESS ROUNDTABLE
NATIONAL FAST TRACK SURVEY
Annotated Questionnaire

August 1997

Hello, my name is _____, and I'm with AMERICAN VIEWPOINT, an independent market research firm located in Alexandria, Virginia. We are doing a survey on national issues, and I would like to ask you a few questions.

A. Are you or is any one in your household a reporter or active in any political campaigns this year?

Yes (TERMINATE)
No (CONTINUE)

B. Are you registered to vote at this address?

Yes (GO TO Q. 1)
No (GO TO Q. C)

C. Is there anyone in your household who is registered to vote at this address? (IF YES ASK: MAY I PLEASE SPEAK TO THAT PERSON?)

Yes (REPEAT INTRODUCTION)
No (THANK AND TERMINATE)

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1. Thinking about all elections, including state and local elections, would you say that you.....

(READ 1 THRU 4)

40% Always vote
32% Vote in most elections
13% Vote in about half of elections
14% Vote in less than half
1% Don't Know

2. Do you feel that things in this country are generally going in the right direction or do you feel things have pretty seriously gotten off on the wrong track?

43% Right Direction
45% Wrong Track
12% Don't Know
* Refused/No Answer

3. Thinking ahead to the 1998 elections for a moment. . . if the election for U.S. Congress were held today, would you be voting for the **(ROTATE)** Republican candidate or the Democratic candidate?

34% Republican
36% Democrat
29% Don't Know
1% Refused / No Answer

4. Do you approve or disapprove of the way Bill Clinton is handling his job as President?

21% Strongly Approve
39% Somewhat Approve
14% Somewhat Disapprove
21% Strongly Disapprove
5% Don't Know
* Refused / No Answer

60% TOTAL APPROVE
35% TOTAL DISAPPROVE

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5. Do you approve or disapprove of the way the U.S. Congress is handling its job? **IF APPROVE OR DISAPPROVE ASK:** Would that be strongly approve/disapprove or just somewhat approve/disapprove?

8% Strongly Approve
37% Somewhat Approve
26% Somewhat Disapprove
21% Strongly Disapprove
8% Don't Know
* Refused / No Answer

45% TOTAL APPROVE
47% TOTAL DISAPPROVE

6. Do you think your Member of Congress deserves re-election or do you think it's time to elect a new person?

38% Re-elect
45% New Person
17% Don't Know
* Refused/NA

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Thinking about international trade for a moment...

I'm going to read you the names of some trade agreements and issues regarding international trade and have you tell me if you are aware or not aware of each and whether you have a favorable or unfavorable impression. Even if you are not too familiar with an agreement or issue, I'd like you to rate it based on the name. The first name is...(ROTATE)

7. NAFTA (The North American Free Trade Agreement)

81% Aware
19% Not Aware
16% Very Favorable
26% Somewhat Favorable
17% Somewhat Unfavorable
13% Very Unfavorable
8% No Opinion

42% TOTAL FAVORABLE
31% TOTAL UNFAVORABLE

8. Fast-track trade negotiating authority for the President

33% Aware
67% Not Aware
5% Very Favorable
6% Somewhat Favorable
7% Somewhat Unfavorable
6% Very Unfavorable
9% No Opinion

11% TOTAL FAVORABLE
13% TOTAL UNFAVORABLE

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9. In general, how important is international trade – that is, where U.S. companies sell goods and services to foreign customers – to the economic well being of the United States? Would you say that international trade is

- 68% Very Important
- 26% Somewhat Important
- 2% Not Very Important
- 2% Not At All Important
- 1% Don't Know
- * Refused/NA

10. In general, how important is international trade – that is, where U.S. companies sell goods and services to foreign customers – to the economic well being of your community? Would you say that international trade is

- 48% Very Important
- 34% Somewhat Important
- 10% Not Very Important
- 5% Not At All Important
- 2% Don't Know
- * Refused/NA

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11. As far as you know, has international trade either benefited or harmed you or your family personally?

31%	Yes, benefited	
9%	Yes, harmed	
2%	Yes, both	VOLUNTEERED
53%	No, Neither	
4%	Don't Know	
*	Refused/NA	

12. Have you, or has anyone in your family, lost a job because of international trade or trade agreements?

6%	Yes
93%	No
1%	Don't Know
0%	Refused/NA

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13. In your opinion, should the United States pass laws that help our companies to break down trade barriers that prevent them from selling goods and services to foreign customers or not? **WAIT FOR RESPONSE AND ASK:** And do you feel strongly about that or not strongly?

46% Should Pass, Strongly
15% Should Pass, Not Strongly
11% No, Not Strongly
13% No, Strongly
7% Depends **VOLUNTEERED**
7% Don't Know
1% Refused/NA

61% TOTAL YES
24% TOTAL NO

14. Which of the following statements comes closer to your own view about international trade: **[ROTATE]** more international trade would be good for the United States because it would help the U.S. economy by expanding exports OR more international trade would be bad for the U.S. because it would end up costing the U.S. jobs? **WAIT FOR RESPONSE AND ASK:** And do you feel strongly about that or not strongly?

44% Good thing, Strongly
19% Good thing, Not Strongly
9% Bad thing, Not Strongly
17% Bad thing, Strongly
5% Depends **VOLUNTEERED**
5% Don't Know
* Refused/NA

63% TOTAL GOOD THING
27% TOTAL BAD THING

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15. Who benefits most from international trade by American companies? **COLLECT TWO RESPONSES ROTATE**

- 19% Chief Executive Officers or CEOs
- 13% Top Executives
- 2% Middle Managers
- 5% Workers
- 21% All Americans
- 21% The American economy
- 4% Small Business
- 39% Big Business
- 2% No one
- 2% Depends **VOLUNTEERED**
- 2% Other [PLEASE SPECIFY _____] **VOLUNTEERED**
- 5% Don't Know
- 0% Refused/NA

16. Who is hurt most by international trade by American companies? **COLLECT TWO RESPONSES ROTATE**

- 1% Chief Executive Officers or CEOs
- 1% Top Executives
- 4% Middle Managers
- 31% Workers
- 13% All Americans/Average citizens
- 5% The American economy
- 33% Small Business
- 2% Big Business
- 15% No one
- 2% Depends **VOLUNTEERED**
- 3% Other [PLEASE SPECIFY _____] **VOLUNTEERED**
- 9% Don't Know
- 0% Refused/NA

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ROTATE 17-19

17. When thinking about the United States' position in the world today, does increased trade with other countries have a positive or negative impact? **WAIT FOR RESPONSE AND ASK:** And do you feel strongly about that or not strongly?

50% Positive, Strongly
21% Positive, Not Strongly
8% Negative, Not Strongly
10% Negative, Strongly
5% Depends **VOLUNTEERED**
5% Don't Know
* Refused/NA

72% TOTAL POSITIVE
18% TOTAL NEGATIVE

18. When thinking about America's future, will increased trade with other countries have a positive or negative impact? **WAIT FOR RESPONSE AND ASK:** And do you feel strongly about that or not strongly?

51% Positive, Strongly
22% Positive, Not Strongly
6% Negative, Not Strongly
10% Negative, Strongly
6% Depends **VOLUNTEERED**
5% Don't Know
* Refused/NA

72% TOTAL POSITIVE
16% TOTAL NEGATIVE

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19. When thinking about job opportunities in the United States over the next 10 years, will increased trade with other countries have a positive or negative impact? **WAIT FOR RESPONSE AND ASK:** And do you feel strongly about that or not strongly?

43%	Positive, Strongly	
20%	Positive, Not Strongly	
9%	Negative, Not Strongly	
17%	Negative, Strongly	
6%	Depends	VOLUNTEERED
6%	Don't Know	
*	Refused/NA	

63% TOTAL POSITIVE
25% TOTAL NEGATIVE

20. In your opinion, is international trade generally helpful or harmful to small businesses in the United States?

14%	Very Helpful	
25%	Somewhat Helpful	
31%	Somewhat Harmful	
18%	Very Harmful	
5%	Depends	VOLUNTEERED
2%	Not much effect/No Difference	VOLUNTEERED
5%	Don't Know	

39% TOTAL HELPFUL
49% TOTAL HARMFUL

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HALF SAMPLE A

21. Which of the following countries would you say is the world leader in international trade today?

ROTATE 1-6

- 22% United States
- 51% Japan
- 18% China
- 2% Germany
- 2% Mexico
- 5% Korea
- * Other [PLEASE SPECIFY]
- 0% Don't Know
- 0% Refused/NA

HALF SAMPLE B

21B. Which of the following trading regions would you say is the world leader in international trade today?

ROTATE 1-4

- 22% North America
- 57% Asia
- 14% Europe
- 6% Latin America
- 2% Other [PLEASE SPECIFY]
- 11% Don't Know
- 0% Refused/NA

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22. Which is the better way for the United States to show world leadership: **ROTATE** a) by allowing other countries to see the American free enterprise system and American values at work through our presence in the international marketplace OR b) by refusing to do business with foreign nations unless they adopt our standards in areas such as the environment, labor, and human rights?

52% Through our presence/values
38% By refusing to do business
5% Depends **VOLUNTEERED**
4% Don't Know
1% Refused/NA

I'm going to read you a series of statements regarding international trade. After I read each one, please tell me whether you strongly agree, somewhat agree, somewhat disagree, or strongly disagree with that statement. The first one is ...

ROTATE SERIES Q23-27

23. America's success in international trade has helped keep our economic recovery growing and strong.

38% Strongly Agree
44% Somewhat Agree
9% Somewhat Disagree
5% Strongly Disagree
1% Depends **VOLUNTEERED**
4% Don't Know

82% TOTAL AGREE
14% TOTAL DISAGREE

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HALF SAMPLE A

24. Trade agreements with other countries would be better for America if Congress had more say.

25% Strongly Agree
30% Somewhat Agree
22% Somewhat Disagree
14% Strongly Disagree
2% Depends
7% Don't Know

VOLUNTEERED

55% TOTAL AGREE
36% TOTAL DISAGREE

HALF SAMPLE B

24B. Trade agreements with other countries would be better for America if the President was able to negotiate with less interference from Congress.

26% Strongly Agree
25% Somewhat Agree
26% Somewhat Disagree
16% Strongly Disagree
2% Depends
5% Don't Know

VOLUNTEERED

51% TOTAL AGREE
42% TOTAL DISAGREE

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25. International trade means more jobs for America.

31% Strongly Agree
33% Somewhat Agree
15% Somewhat Disagree
14% Strongly Disagree
4% Depends **VOLUNTEERED**
3% Don't Know

65% TOTAL AGREE
29% TOTAL DISAGREE

26. Increasing exports of U.S. goods to the world will mean more jobs for America.

53% Strongly Agree
32% Somewhat Agree
7% Somewhat Disagree
5% Strongly Disagree
1% Depends **VOLUNTEERED**
2% Don't Know

84% TOTAL AGREE
12% TOTAL DISAGREE

27. It is important to have a strong President in dealing with foreign countries.

82% Strongly Agree
15% Somewhat Agree
1% Somewhat Disagree
1% Strongly Disagree
* Depends **VOLUNTEERED**
* Don't Know

97% TOTAL AGREE
3% TOTAL DISAGREE

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28. President Clinton is expected to ask Congress to pass legislation that will restore the President's authority to negotiate so-called fast-track trade agreements. Under fast track, Congress would have the authority to approve or reject trade agreements negotiated by the President, but would not be able to make changes to them. Should Congress pass this legislation or not?

- 43% Congress should pass
- 45% Congress should not pass
- 11% Don't Know
- * Refused/NA

28.1 IF (2) "SHOULD NOT PASS" (9) "DON'T KNOW" OR (0) "REF/NA" IN Q28 ASK:

What if you learned that under fast track, the President is not working alone but would consult with Congress during trade negotiations; would you say that Congress should pass this legislation or not?

- 52% Congress should pass
- 33% Congress should not pass
- 15% Don't Know
- * Refused/NA

29. Presidents since 1974 have had trade negotiating authority known as fast track, which means trade agreements negotiated by the President are considered by Congress within 90 days and put to a simple yes or no vote without any changes that could upset the agreement. The authority to do this expired in 1994, and President Clinton no longer has such authority. Do you favor or oppose giving the President fast track authority to negotiate new trade agreements?

- 55% Favor
- 37% Oppose
- 3% Depends
- 4% Don't Know
- 0% Refused/NA

VOLUNTEERED

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ROTATE Q30-36 WITH Q37-50

I'm going to read you some statements that have been made against Congress restoring fast-track authority for the President to negotiate new trade agreements. After I read each one, please tell me whether it is a convincing reason or not a convincing reason to **OPPOSE** fast-track trade negotiating authority for the President. **WAIT FOR RESPONSE AND ASK:** Do you feel strongly about that or not too strongly?

ROTATE LIST

HALF SAMPLE A

30. Trade agreements and trade with Low-wage countries, like the NAFTA agreement with Mexico, are costing America jobs.

46% Convincing Strongly
20% Convincing Not Strongly
12% Not Convincing Not Strongly
16% Not Convincing Strongly
* Neither
5% Don't Know

66% TOTAL CONVINCING
28% TOTAL NOT CONVINCING

HALF SAMPLE B

30B. Trade agreements and trade with low-wage countries are costing American jobs.

47% Convincing Strongly
20% Convincing Not Strongly
12% Not Convincing Not Strongly
16% Not Convincing Strongly
1% Neither
4% Don't Know

67% TOTAL CONVINCING
28% TOTAL NOT CONVINCING

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ASK ALL

31. Trade agreements are good for big corporations and CEOs, but they hurt employees and communities when jobs move overseas.

54% Convincing Strongly
19% Convincing Not Strongly
9% Not Convincing Not Strongly
13% Not Convincing Strongly
1% Neither
4% Don't Know

73% TOTAL CONVINCING
22% TOTAL NOT CONVINCING

HALF SAMPLE A

32. We should not be negotiating more trade agreements with poor countries unless the U.S. insists on higher environmental and labor standards within these countries to create a level playing field.

54% Convincing Strongly
17% Convincing Not Strongly
10% Not Convincing Not Strongly
15% Not Convincing Strongly
1% Neither
3% Don't Know

71% TOTAL CONVINCING
25% TOTAL NOT CONVINCING

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HALF SAMPLE B

32B. We should not be negotiating more trade agreements with poor countries unless the U.S. insists on higher environmental standards within these countries to create a level playing field.

45% Convincing Strongly
22% Convincing Not Strongly
11% Not Convincing Not Strongly
16% Not Convincing Strongly
* Neither
5% Don't Know

67% TOTAL CONVINCING
28% TOTAL NOT CONVINCING

ASK ALL

33. U.S. companies are using the threat of moving their operations abroad to hold down wages here

44% Convincing Strongly
20% Convincing Not Strongly
11% Not Convincing Not Strongly
19% Not Convincing Strongly
1% Neither
6% Don't Know

64% TOTAL CONVINCING
30% TOTAL NOT CONVINCING

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HALF SAMPLE A

34. Trade treaties like NAFTA are already threatening our health and safety because they have allowed uninspected fruit and vegetables that were contaminated into the United States.

- 53% Convincing Strongly
- 16% Convincing Not Strongly
- 11% Not Convincing Not Strongly
- 15% Not Convincing Strongly
- 1% Neither
- 5% Don't Know

69% TOTAL CONVINCING
25% TOTAL NOT CONVINCING

HALF SAMPLE B

34B. Trade treaties like NAFTA are already threatening our health and safety because they have allowed uninspected fruit and vegetables that were contaminated into the United States and 147 school children in Michigan were poisoned by contaminated Mexican strawberries.

- 51% Convincing Strongly
- 16% Convincing Not Strongly
- 9% Not Convincing Not Strongly
- 17% Not Convincing Strongly
- 1% Neither
- 7% Don't Know

67% TOTAL CONVINCING
25% TOTAL NOT CONVINCING

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ASK ALL

35. Agreements like NAFTA threaten our borders and promote illegal immigration into the United States.

37% Convincing Strongly
18% Convincing Not Strongly
13% Not Convincing Not Strongly
26% Not Convincing Strongly
1% Neither
6% Don't Know

55% TOTAL CONVINCING
38% TOTAL NOT CONVINCING

ASK ALL

36. With the economy strong, the last thing we can afford is more NAFTA-like trade agreements that hurt American workers, cost jobs, and threaten to weaken the economic recovery.

42% Convincing Strongly
18% Convincing Not Strongly
13% Not Convincing Not Strongly
20% Not Convincing Strongly
1% Neither
6% Don't Know

60% TOTAL CONVINCING
33% TOTAL NOT CONVINCING

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Now I'm going to read you some statements that have been made in support of Congress restoring fast-track authority for the President to negotiate new trade agreements. After I read each one, please tell me whether it is a convincing reason or not a convincing reason to SUPPORT fast-track trade negotiating authority for the President. **WAIT FOR RESPONSE AND ASK:** Do you feel strongly about that or not too strongly?

HALF SAMPLE A

37. Trade treaties are critical because they break down the trade barriers of other countries and force open their markets to U.S. goods.

42% Convincing Strongly
24% Convincing Not Strongly
11% Not Convincing Not Strongly
14% Not Convincing Strongly
1% Neither
8% Don't Know

65% TOTAL CONVINCING
25% TOTAL NOT CONVINCING

HALF SAMPLE B

37B. Trade treaties are critical because they break down the trade barriers of other countries and create a level playing field for fair and equal trade so American companies can compete.

46% Convincing Strongly
26% Convincing Not Strongly
9% Not Convincing Not Strongly
14% Not Convincing Strongly
* Neither
5% Don't Know

72% TOTAL CONVINCING
23% TOTAL NOT CONVINCING

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HALF SAMPLE A

38. Trade treaties have already opened up foreign markets, led to increased U.S. exports, and a growth of jobs in the United States.

40% Convincing Strongly
27% Convincing Not Strongly
11% Not Convincing Not Strongly
14% Not Convincing Strongly
* Neither
7% Don't Know

67% TOTAL CONVINCING
25% TOTAL NOT CONVINCING

HALF SAMPLE B

38B. Trade treaties open up markets, lead to increased U.S. exports, make American companies and workers more competitive, and make America stronger.

50% Convincing Strongly
25% Convincing Not Strongly
7% Not Convincing Not Strongly
12% Not Convincing Strongly
1% Neither
5% Don't Know

75% TOTAL CONVINCING
19% TOTAL NOT CONVINCING

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HALF SAMPLE A

39. Like it or not, we are now in a global economy. Trade policy that cuts the U.S. off from the rest of the world will guarantee our economic defeat in the world marketplace.

44% Convincing Strongly
20% Convincing Not Strongly
14% Not Convincing Not Strongly
14% Not Convincing Strongly
1% Neither
7% Don't Know

64% TOTAL CONVINCING
28% TOTAL NOT CONVINCING

HALF SAMPLE B

39B. In this new global and competitive economy, trade treaties and expanded trade will help America prosper and grow and create the jobs of the future.

49% Convincing Strongly
27% Convincing Not Strongly
7% Not Convincing Not Strongly
11% Not Convincing Strongly
1% Neither
4% Don't Know

76% TOTAL CONVINCING
18% TOTAL NOT CONVINCING

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HALF SAMPLE A

40. We need new trade agreements in order to get U.S. products to foreign markets by breaking down unfair foreign trade restrictions.

58% Convincing Strongly
21% Convincing Not Strongly
5% Not Convincing Not Strongly
9% Not Convincing Strongly
1% Neither
5% Don't Know

80% TOTAL CONVINCING
14% TOTAL NOT CONVINCING

HALF SAMPLE B

40B. Without trade negotiating authority for the President, the U.S. will lose jobs because other countries will enter into their own trade deals that cost us business.

35% Convincing Strongly
24% Convincing Not Strongly
13% Not Convincing Not Strongly
22% Not Convincing Strongly
1% Neither
5% Don't Know

59% TOTAL CONVINCING
35% TOTAL NOT CONVINCING

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HALF SAMPLE A

41. In a complex and changing world, new trade agreements will ensure a strong America not just for this generation but for the next.

55% Convincing Strongly
22% Convincing Not Strongly
8% Not Convincing Not Strongly
9% Not Convincing Strongly
* Neither
5% Don't Know

77% TOTAL CONVINCING
17% TOTAL NOT CONVINCING

HALF SAMPLE B

41B. Each generation in America has done its duty to protect and provide opportunity for the next generation. Trade agreements reached today will ensure a strong economy and growing America for the next generation.

47% Convincing Strongly
23% Convincing Not Strongly
10% Not Convincing Not Strongly
13% Not Convincing Strongly
1% Neither
5% Don't Know

70% TOTAL CONVINCING
23% TOTAL NOT CONVINCING

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ASK ALL

42. Small business in the United States benefits from international trade.

28% Convincing Strongly
25% Convincing Not Strongly
14% Not Convincing Not Strongly
24% Not Convincing Strongly
1% Neither
7% Don't Know

54% TOTAL CONVINCING
39% TOTAL NOT CONVINCING

HALF SAMPLE A

43. Presidents Gerry Ford, Jimmy Carter, George Bush, and Bill Clinton say we must have trade treaties to ensure that America will be strong and secure.

51% Convincing Strongly
24% Convincing Not Strongly
9% Not Convincing Not Strongly
11% Not Convincing Strongly
* Neither
5% Don't Know

75% TOTAL CONVINCING
20% TOTAL NOT CONVINCING

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HALF SAMPLE B

43B. New trade agreements will help keep the American economy strong because 40% of all new American jobs are created in export industries.

40% Convincing Strongly
28% Convincing Not Strongly
11% Not Convincing Not Strongly
12% Not Convincing Strongly
1% Neither
9% Don't Know

68% TOTAL CONVINCING
23% TOTAL NOT CONVINCING

HALF SAMPLE A

44. Since 1974, each President has had fast track authority, giving them the power to negotiate trade agreements from a position of strength; it is important that fast track authority be maintained so Presidents can continue to represent American interests in trade negotiations from a position of strength.

44% Convincing Strongly
25% Convincing Not Strongly
11% Not Convincing Not Strongly
13% Not Convincing Strongly
1% Neither
6% Don't Know

69% TOTAL CONVINCING
24% TOTAL NOT CONVINCING

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HALF SAMPLE B

44B. America currently leads the world in open markets and competitive products. America's leadership position strongly depends on the President's ability to negotiate trade agreements that tear down trade barriers so that we can compete abroad.

40% Convincing Strongly
28% Convincing Not Strongly
11% Not Convincing Not Strongly
15% Not Convincing Strongly
1% Neither
5% Don't Know

68% TOTAL CONVINCING
26% TOTAL NOT CONVINCING

ASK ALL

45. America's involvement in international trade will improve the environment and human rights in other countries.

36% Convincing Strongly
26% Convincing Not Strongly
14% Not Convincing Not Strongly
17% Not Convincing Strongly
1% Neither
6% Don't Know

62% TOTAL CONVINCING
31% TOTAL NOT CONVINCING

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HALF SAMPLE A

46. Our trade policy shouldn't be a matter of politics. We need to take the politics out of trade and allow America to compete.

59% Convincing Strongly
20% Convincing Not Strongly
7% Not Convincing Not Strongly
9% Not Convincing Strongly
1% Neither
3% Don't Know

79% TOTAL CONVINCING
16% TOTAL NOT CONVINCING

HALF SAMPLE B

46B. We have won the Cold War, it is now time to win the trade war and help establish free markets worldwide.

45% Convincing Strongly
23% Convincing Not Strongly
11% Not Convincing Not Strongly
14% Not Convincing Strongly
1% Neither
6% Don't Know

68% TOTAL CONVINCING
25% TOTAL NOT CONVINCING

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ASK ALL

47. Other countries are negotiating trade agreements in the world's new markets that are favorable to their companies and workers while the United States lags behind because the President doesn't have fast-track negotiating authority.

30% Convincing Strongly
26% Convincing Not Strongly
14% Not Convincing Not Strongly
21% Not Convincing Strongly
1% Neither
9% Don't Know

56% TOTAL CONVINCING
35% TOTAL NOT CONVINCING

HALF SAMPLE A

48. The future economic growth for the United States will depend a great deal on our ability to sell our goods and services to other countries.

59% Convincing Strongly
22% Convincing Not Strongly
7% Not Convincing Not Strongly
7% Not Convincing Strongly
* Neither
5% Don't Know

80% TOTAL CONVINCING
14% TOTAL NOT CONVINCING

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HALF SAMPLE B

48B. Because of the strength of the United States economy, we are primed to be the real winners in international trade.

35% Convincing Strongly
26% Convincing Not Strongly
15% Not Convincing Not Strongly
17% Not Convincing Strongly
1% Neither
6% Don't Know

61% TOTAL CONVINCING
32% TOTAL NOT CONVINCING

HALF SAMPLE A

49. New trade agreements will help expand trade in technological products where America is the world's best producer – including areas such as medical equipment, computer software, telecommunications, and aerospace.

59% Convincing Strongly
19% Convincing Not Strongly
6% Not Convincing Not Strongly
9% Not Convincing Strongly
1% Neither
7% Don't Know

77% TOTAL CONVINCING
15% TOTAL NOT CONVINCING

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HALF SAMPLE B

49B. Boosting exports means boosting jobs. In fact, over the past four years, one-fourth of our economic growth came from trade and exports, which created 1.4 million new jobs.

48% Convincing Strongly
23% Convincing Not Strongly
10% Not Convincing Not Strongly
11% Not Convincing Strongly
1% Neither
6% Don't Know

71% TOTAL CONVINCING
21% TOTAL NOT CONVINCING

HALF SAMPLE A

50. America is a strong country; fast track negotiating authority allows the President to negotiate trade agreements from a position of strength, making sure agreements will boost exports, and create U.S. jobs and a growing economy.

47% Convincing Strongly
25% Convincing Not Strongly
10% Not Convincing Not Strongly
12% Not Convincing Strongly
1% Neither
5% Don't Know

72% TOTAL CONVINCING
21% TOTAL NOT CONVINCING

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HALF SAMPLE B

50B. The President needs fast track authority because our international trading partners are reluctant to negotiate trade agreements with the U.S. if Congress can alter agreements that have taken years to negotiate.

39% Convincing Strongly
24% Convincing Not Strongly
13% Not Convincing Not Strongly
16% Not Convincing Strongly
1% Neither
7% Don't Know

63% TOTAL CONVINCING
29% TOTAL NOT CONVINCING

ASK ALL

51. Fast track authority prevents gridlock in Washington and allows the President to negotiate trade agreements, while giving Congress 90 days to review an agreement and approve or disapprove.

45% Convincing Strongly
24% Convincing Not Strongly
10% Not Convincing Not Strongly
12% Not Convincing Strongly
1% Neither
7% Don't Know

69% TOTAL CONVINCING
23% TOTAL NOT CONVINCING

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52. Thinking again about Congress for a moment...

President Clinton is expected to ask Congress to pass legislation that will restore the President's authority to negotiate so-called fast-track trade agreements. Under fast track, Congress would have the authority to approve or reject trade agreements negotiated by the President, but would not be able to make changes to them. Should Congress pass this legislation or not?

- 51% Congress should pass
- 41% Congress should not pass
- 8% Don't Know
- * Refused/NA

ROTATE Q53-54

53. In your opinion, what is the most important reason to support fast-track trade negotiating authority for the President? [**PROBE** Which argument is most convincing?]

54. In your opinion, what is the most important reason for opposing fast-track trade negotiating authority for the President? [**PROBE** Which argument is most convincing?]

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ROTATE SOME GROUPS/OTHER GROUPS

55. Some groups: labor unions in particular, oppose fair trade agreements in general and fast track authority for the President in particular. They say that trade benefits only big U.S. companies, not small businesses or workers in the United States. They say these companies will keep wages low in the U.S. by exporting jobs or threatening to eliminate jobs by relocating their operations overseas.

HALF SAMPLE A

Other groups: say that trade is good for U.S. workers and small businesses in addition to multinational companies. They point out that more than 11 million Americans now work in jobs supported by exports – jobs that pay 13%-16% above the national average. They argue that export-driven growth is one of the reasons that the American economy is strong and sound and that the best way to continue this prosperity is to give our workers and businesses a full and fair chance to tap into the global economy by restoring the President's fast track negotiating authority.

HALF SAMPLE B

Other groups: say that international trade strengthens America, enhances our leadership abroad, and is the marketplace of the future. They argue that we should lead by example and that our presence in the international marketplace will lead to improvements in environmental and human rights conditions in other countries. In order to support these goals, Congress should restore the President's fast track negotiating authority.

HALF SAMPLE A

Which of these views is closer to your own opinion?

- 33% Oppose trade and fast track
- 53% Favor trade and fast track
- 6% Depends **VOLUNTEERED**
- 6% Don't Know
- 1% Refused/NA

HALF SAMPLE B

Which of these views is closer to your own opinion?

- 42% Oppose trade and fast track
- 45% Favor trade and fast track
- 5% Depends **VOLUNTEERED**
- 7% Don't Know
- 1% Refused/NA

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56. Would you be more likely or less likely to vote for your Member of Congress if he or she supports restoring the President's fast track authority to negotiate trade agreements?

23% Much more likely
29% Somewhat more likely
14% Somewhat less likely
14% Much less likely
10% No Difference **VOLUNTEERED**
9% Don't Know

52% TOTAL MORE LIKELY
28% TOTAL LESS LIKELY

57. Would you be more likely or less likely to vote for your Member of Congress if he or she:

HALF SAMPLE A: is a strong supporter of trade, voted for NAFTA and other trade agreements, and favors restoring the President's fast track authority to negotiate new trade agreements?

21% Much more likely
32% Somewhat more likely
13% Somewhat less likely
15% Much less likely
8% No Difference **VOLUNTEERED**
9% Don't Know

53% TOTAL MORE LIKELY
28% TOTAL LESS LIKELY

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HALF SAMPLE B: voted against NAFTA but does support restoring the President's fast track authority to negotiate new trade agreements?

- 18% Much more likely
 - 26% Somewhat more likely
 - 17% Somewhat less likely
 - 14% Much less likely
 - 11% No Difference
 - 13% Don't Know
-
- 44% TOTAL MORE LIKELY**
 - 31% TOTAL LESS LIKELY**

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DEMOGRAPHICS

And now I have just a few questions for statistical purposes only . . .

58. In general, would you say that economic conditions in the United States at this time are excellent, good, fair, or poor?

12% Excellent
47% Good
29% Fair
10% Poor
1% Don't Know
1% Refused/NA

59. In general, would you say that economic conditions for your family at this time are excellent, good, fair, or poor?

10% Excellent
47% Good
31% Fair
10% Poor
* Don't Know
1% Refused/NA

60. When you think about the economy over the next few years, do you think there will be **[ROTATE]** increasing instability or increasing opportunity for American workers?

31% Increasing Instability
57% Increasing Opportunity
11% Don't Know
1% Refused/NA

61. Generally speaking, do you think of yourself as a Republican, Democrat, or Independent?

31% Republican
33% Democrat
32% Independent
2% Other
1% Don't Know
1% Refused

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62. In the last general election in which you voted, which answer best describes how you voted for State and National offices, such as Governor or Senator?

ROTATE 1 THRU 7 TOP TO BOTTOM / BOTTOM TO TOP

- 13% Straight Democratic
- 17% Mostly Democratic
- 8% A Few More Democrats Than Republicans
- 19% About Equally For Both Parties
- 7% A Few More Republicans Than Democrats
- 19% Mostly Republican
- 11% Straight Republican
- 7% Other/Never Voted/Don't Know

29% REPUBLICAN
34% TICKET SPLITTER
30% DEMOCRAT

63. On political issues do you consider yourself to be. . . **ROTATE** Conservative, Moderate, or Liberal?

IF CONSERVATIVE OR LIBERAL ASK: And would you say you are very conservative/liberal or just somewhat conservative/liberal?

IF MODERATE ASK: Do you think of yourself as more **ROTATE** conservative or liberal?

- 4% Very Liberal
- 10% Somewhat Liberal
- 6% Lean Liberal
- 35% Moderate / Neither
- 7% Lean Conservative
- 20% Somewhat Conservative
- 13% Very Conservative
- 5% Don't Know/Refused

15% TOTAL LIBERAL
47% MODERATE
33% TOTAL CONSERVATIVE

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64. What is your age?

7%	18-24
7%	25-29
10%	30-34
13%	35-39
12%	40-44
10%	45-49
8%	50-54
7%	55-59
7%	60-64
6%	65-69
5%	70-74
6%	75 And Over
2%	Refused

65. What is the last grade of school you completed?

2%	Grade School Or Less (1-8)
7%	Some High School
30%	High School Graduate
3%	Vocational / Technical Training
12%	Some College (Less Than 2 Years)
14%	Some College (2 Years Or More)
22%	College Graduate
9%	Post Graduate Work
2%	Don't Know / Refused

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66. Is your home in an urban area, suburb, medium sized town, small town or a rural area?

- 14% Urban
- 25% Suburb
- 15% Medium Sized
- 22% Small Town
- 21% Rural Area
- 1% Don't Know
- 2% Refused

67. What is your current marital status?

- 59% Married
- 20% Single / Never Married
- 10% Divorced / Separated
- 8% Widowed
- 0% Other
- 2% Refused / No Answer

63. Do you have any children under 18 years old living at home?

- 35% Yes
- 64% No
- 2% Refused / No Answer

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69. In terms of your job status, are you employed, unemployed but looking for work, retired, a student, or a homemaker?

62% Employed
5% Unemployed
21% Retired
3% Student
7% Homemaker
2% Refused

70. **IF EMPLOYED IN Q69 ASK:**

Do you work for a private company, the government, a non-profit organization, or are you self-employed? **ALLOW MULT. PUNCH**

58% A private company
19% The government
9% A non-profit organization
15% Self-employed
1% Refused/NA

71. **IF PRIVATE COMPANY ASK:** Would you describe your employer as a small business or is it bigger than that?

41% Small business
59% Bigger company
* Don't Know
0% Refused/NA

72. Does your business or place of employment, or does your own job or livelihood rely in any way on international trade or foreign investment?

27% Yes
66% No
5% Don't Know
2% Refused/NA

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73. Do you or does any member of your household belong to a trade union, a service union, or teacher's association?

9% Trade Union HH
3% Service Union HH
6% Teacher's Assn
2% Union / Teacher HH
76% Non-union HH
3% Don't Know
2% Refused

74. Which of the following income groups includes your total household income in 1996 before taxes?

6% Under \$10,000
5% \$10,000 - \$14,999
7% \$15,000 - \$19,999
9% \$20,000 - \$24,999
9% \$25,000 - \$29,999
13% \$30,000 - \$39,999
12% \$40,000 - \$49,999
16% \$50,000 - \$74,999
7% \$75,000 - \$99,999
4% \$100,000 And Over
8% Refused

75. Thinking about the income and financial security of you and your family, approximately what percentage of your family's income relies on farming and the agriculture industry?

READ 1 THRU 5
70% None
12% 1% - 25%
6% 26% - 50%
2% 51% - 75%
4% Over 75%
0% Don't Know
7% Refused

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76. Do you consider yourself to be White, Black, Hispanic or what?

78% Caucasian
10% African-American
2% Hispanic
1% Asian
5% Other
* Don't Know
4% Refused

SEX OF RESPONDENT:

48% Male
52% Female

77. Political Regions

6% New England
16% Mid-Atlantic
17% South Atlantic
6% East South Central
11% West South Central
16% East North Central
8% West North Central
6% Mountain
14% Pacific

AMERICAN VIEWPOINT

Preliminary Survey Analysis

Presented to

The Business Roundtable

By

American Viewpoint, Inc.
Linda A. DiVall, President

&

Greenberg Quinlan Research
Stanley B. Greenberg, President

August 27, 1997

300 North Washington Street Suite 505 Alexandria, VA 22314
703 684 3325 800 684 4410 703 684 9295-FAX

1. A remarkable degree of optimism exists within the electorate today.

- The public is evenly divided as to the mood of the country, (43% right direction/45% wrong track);
- Ratings President Clinton and Congress received after the budget accord are quite high and have remained stable since our June national survey.

	<u>June 1997</u>	<u>August 1997</u>
Clinton Job Performance	60%-34%	60%-35%
Congressional Job Performance	42%-48%	45%-47%

- 57% of the public is of the opinion that our future economy will reflect increasing opportunity for American workers and 31% that it will be a period of increasing instability.
- 59% believe that economic conditions in the U.S. at this time are excellent or good versus 39% stating that economic conditions are fair or poor. This same ratio extends to perceptions of economic conditions for their family.

2. Americans see a positive link between trade and a strong economy.

- By a very healthy margin of 63%-27% respondents state that more international trade would be good for the U.S. by expanding exports rather than a bad thing that will end up costing the U.S. jobs.
- 61% believe the U.S. should pass laws that help our companies break down trade barriers that prevent them from selling goods and services to foreign customers.
- 31% state that someone in their family has benefited from international trade while 9% state they have been harmed; and 6% state they have directly lost their job as a result of international trade agreements.
- A strong correlation exists between believing that expanded trade is good for the U.S. economy and the propensity to be persuaded to the argument that trade treaties are critical because they break down the trade barriers of other countries and force open their markets to U.S. goods.
- Strong agreement is registered with the following statements:

Agree-Dis Statement

84%-12% Increasing exports of U.S. goods to the world will mean more jobs for America.

82%-14% America's success in international trade has helped keep our economic recovery growing and strong.

65%-29% International trade means more jobs for America.

3. *However, perceptions of NAFTA are fairly negative and awareness of Fast-Track is negligible.*

- Voters hold a very narrow favorable plurality of NAFTA (42%-31%).
- Holding a very unfavorable opinion of NAFTA is the best predictor of those who also indicate that America losing jobs is a result of NAFTA-like treaties.
- While awareness of NAFTA is quite high at 81%, the phrase “Fast-Track trade negotiating authority for the President” registers in at only 33%.

4. *Whether real or not, perceptions linger that trade is harmful to small business and workers and that big business and CEO's benefit inordinately.*

- A strong propensity exists for finding as a convincing argument “trade agreements are good for big corporations and CEO's but hurt employees and communities when jobs move overseas and believing that increased trade with other countries has a negative impact”.

5. A clear majority of Americans concur that the best way for the U.S. to demonstrate world leadership in the post Cold War environment is through our presence in the international marketplace and seeing firsthand our free enterprise system as opposed to imposing our standards on other countries as a trade bargaining chip.

"Which is the best way for the United States to show world leadership?"

52% By allowing other countries to see the American free enterprise system and American values at work through our presence in the international marketplace.

38% By refusing to do business with foreign nations unless they adopt our standards in areas such as the environment, labor and human rights.

- Significant differences exist by subgroups. For example, those residing in the Western region of the country embrace the "leadership through U.S. presence and in experiencing the free enterprise system at work" by a convincing margin of 57%-32% whereas in the East that sentiment narrows to 48%-41% support. Men and those over 55 years show strong majority support for the presence of American values in the international marketplace over imposing environmental and labor standards; whereas women and those 35-54 show narrower support levels.
- However, a more powerful message motivator is evidenced by incorporating a strategy that: directly talks about the gain to the U.S. economy in terms of new job growth in the export industry, the above average salaries enjoyed by these workers and the partnership created by providing the President with Fast-Track negotiating authority which allows workers and businesses to prosper through a full and fair chance to tap into the global economy.

6. ***Voters overwhelming understand the importance of having a strong President in dealing with foreign countries (97% agreement) but seem uncomfortable with the notion of providing him unlimited authority or without Congressional oversight of some degree.***

Agree-Dis Statement

55%-36% Trade agreements with other countries would be better for America if Congress had more say.

51%-42% Trade agreements with other countries would be better for America if the President was able to negotiate with less interference from Congress.

- Initially, respondents are clearly polarized as to congressional action on Fast-Track authority but at the conclusion of the survey a majority favors congressional action in support of Fast-Track authority.

<u>Pre</u>		<u>Post</u>
43%	Congress should pass	51%
45%	Congress should not pass	41%

- When informed that this authority has been in effect since 1974 and just recently expired, support increased further to 55% with 37% in opposition.

7. *A strong pro-trade message should appeal to American's inherent belief in a strong President having the necessary tools in dealing with foreign countries and using this strength to remove trade barriers that unfairly hurt U.S. businesses*

- 8 out of 10 respondents strongly agreed with the statement, "It is important to have a strong President in dealing with foreign countries."
- 75% find convincing the argument of former Presidents that trade treaties are a necessity to ensure that America will be strong and secure.
- By a margin of 69%-24%, respondents found convincing the argument that President's have had fast-track authority since 1974, giving them a position of strength to deal from in trade negotiations.

- Interesting differences in attitudes occurred during the survey on the impact of trade on small business.

Early: In your opinion, is int'l trade generally helpful or harmful to small businesses in the U.S.

39% Helpful
49% Harmful

Late: Small business in the U.S. benefits from int'l trade.

54% Convincing
39% Not convincing

- Those who are unsure of the impact of international trade or feel that it is very harmful to small business, have a generally positive/somewhat positive outlook on increased trade, and are part of the BRT persuadable group. This pivotal group (N = 43) are influenced by the argument that America's leadership position in the world depends on the President's ability to break down trade barriers so we can compete abroad.

8. Our segmentation analysis reveals three distinct groups with divergent attitudes on the trade issue.

- 32% Consistently pro-trade in that they initially support Congress passing fast track early in the survey and retain that position even after hearing arguments articulated against passage.
- 29% Consistently anti-trade in their adamant opposition to Congress granting Fast-Track authority early in the questionnaire and late even in the face of arguments articulated as to the necessity for Fast-Track authority.
- 27% BRT Prime Target. Were either undecided or opposed to congressional passage of Fast-Track initially but move to a pro-position by the end of the questionnaire or were for, against, or undecided initially but moved to an undecided position at the end of the survey instrument.

The primary characteristics of this key group are:

- 59% are female;
- They are primarily optimists when it comes to perceptions of the current economy and future economic expectations;
- 60% initially opposed Congressional passage of Fast-Track authority; but when told Bill Clinton would not work alone, but would consult with Congress - support moves to 56% in favor of granting such authority;
- Clinton job approval rating = 67%; strong support for Democrats on the generic congressional ballot, (25%R - 44%D); and
- While initially giving their Member of Congress low re-elect scores (35%-43%); 58% would be more likely to re-elect their Member of Congress if supportive of Fast-Track legislation.

Message motivators:

- Future economic growth for U.S. will depend on our ability to sell goods/services to other countries.
- In this new global and competitive economy, trade treaties will help America prosper and grow and create the jobs of the future.
- Take the politics out of trade and allow America to compete.
- Since 1974, President's have had Fast-Track authority allowing them to negotiate from strength.
- American success in international trade has helped keep our economic recovery growing and strong.

Messages with high credibility that undermine BRT position:

- Must insist on higher labor and environmental standards with poor countries to create level playing field. This argument hurts us with all 3 groups - pro-trade, BRT target, and anti-trade.
- Corporations and CEO's benefit, but employees and local communities are hurt when jobs move overseas.
- Trade agreements with low-wage countries are costing American jobs.
- Perceptions that NAFTA is weakening food standards and threatening health and safety of fruits/vegetables allowed into U.S.

- This group is very susceptible to our opponent's message of trade harming small business and benefiting only big business by keeping wages low, exporting jobs or threatening to eliminate jobs by relocating operations overseas when our message is that of trade enhancing our leadership abroad and trade being the marketplace of the future; our sheer presence on the international front will lead to improvements in environmental and human rights conditions in other countries.

38% Opposition argument

40% BRT Argument of values orientation/enhancing U.S. leadership abroad in int'l arena

- However, when our argument centers around how trade is good for U.S. workers and small businesses, a reminder of the 11 million new jobs created in the trade arena and that these export-related jobs pay greater than national average and by continuing this trend we provide our businesses a full and fair chance to tap into the global economy, agreement soars to greater than 2:1 margins.

25% Opposition argument

54% BRT argument of new job creation/higher wages/good for small business/full and fair chance to compete in global economy.

Message Appeals Across 3 Trade Segmentation Groups (Convincing Advantage)

<u>Pro</u>	<u>BRT</u>	<u>Anti</u>	
+86%	+66%	+46%	The future economic growth for the United States will depend a great deal on our ability to sell our goods and services to other countries.
+75	+63	+31	In this new global and competitive economy, trade treaties and expanded trade will help America prosper and grow and create jobs of the future.
+68	+61	+52	Our trade policy shouldn't be a matter of politics. We need to take the politics out of trade and allow America to compete.
+80	+60	+46	New trade agreements will help expand trade in technological products where America is the world's best producer — including areas such as medical equipment, computer software, telecommunications, and aerospace.

Trade Segmentation Groups Continued (Convincing Advantage)

<u>Pro</u>	<u>BRT</u>	<u>Anti</u>	
+72%	+59%	+10%	Fast-Track authority prevents gridlock in Washington and allows the President to negotiate trade agreements, while giving Congress 90 days to review an agreement and approve or disapprove.
+87	+58	+43	We need new trade agreements in order to get U.S. products to foreign markets by breaking down unfair foreign trade restrictions.
+90	+55	+36	In a complex and changing world, new trade agreements will ensure a strong America not just for this generation, but for the next.

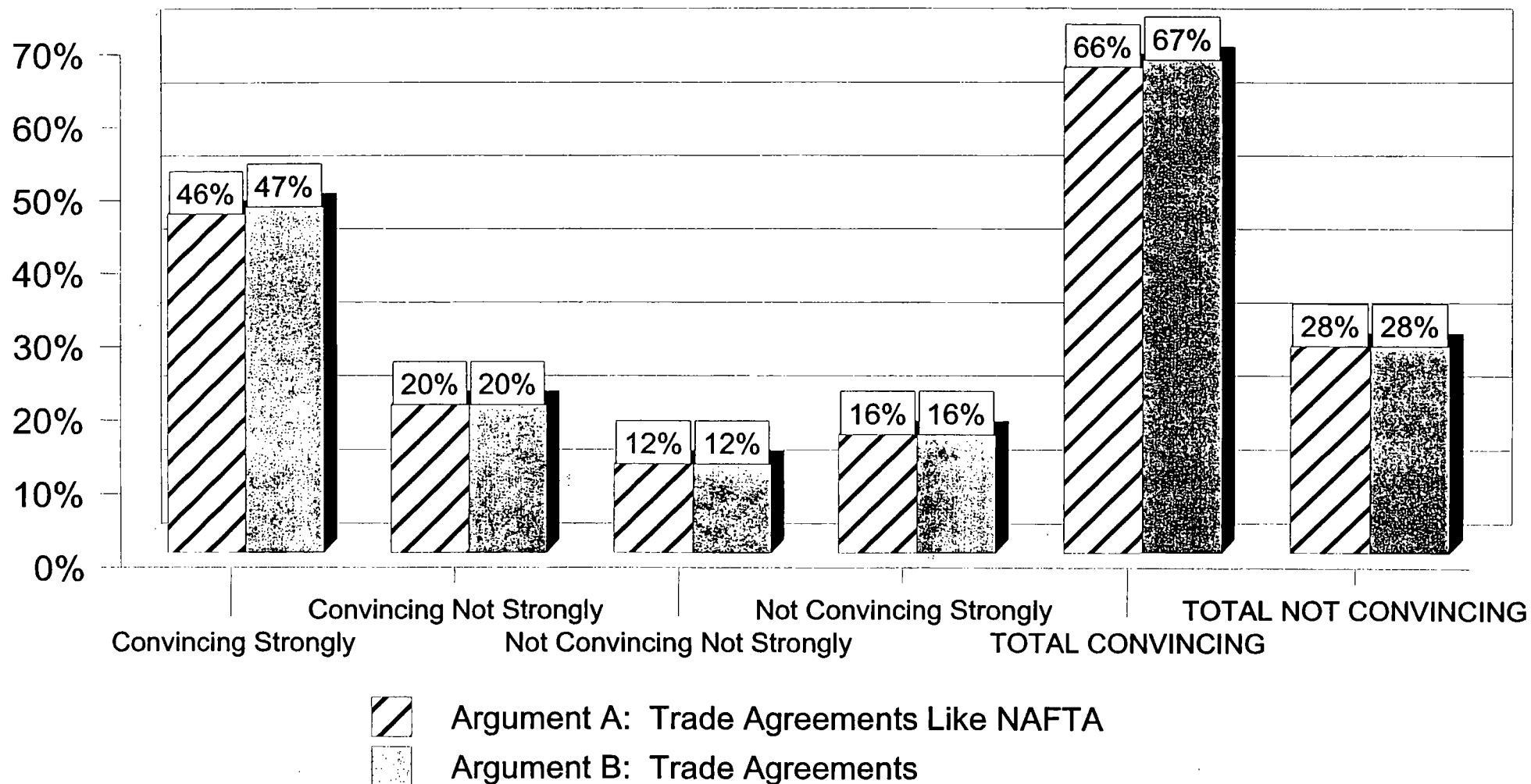
Trade Segmentation Groups Continued (Convincing Advantage)

<u>Pro</u>	<u>BRT</u>	<u>Anti</u>	
+66%	+48%	+32%	Trade treaties are critical because they break down the trade barriers of other countries and create a level playing field for fair and equal trade so American companies can compete.
+71	+46	+6	America currently leads the world in open markets and competitive products. America's leadership position strongly depends on the President's ability to negotiate trade agreements that tear down trade barriers so that we can compete abroad.
+42	+35	+54	We should not be negotiating more trade agreements with poor countries unless the U.S. insists on higher environmental and labor standards within these countries to create a level playing field.

Reasons To Oppose Fast-Track Authority:

Argument A: Trade agreements and trade with low-wage countries, like the NAFTA agreement with Mexico, are costing America jobs.

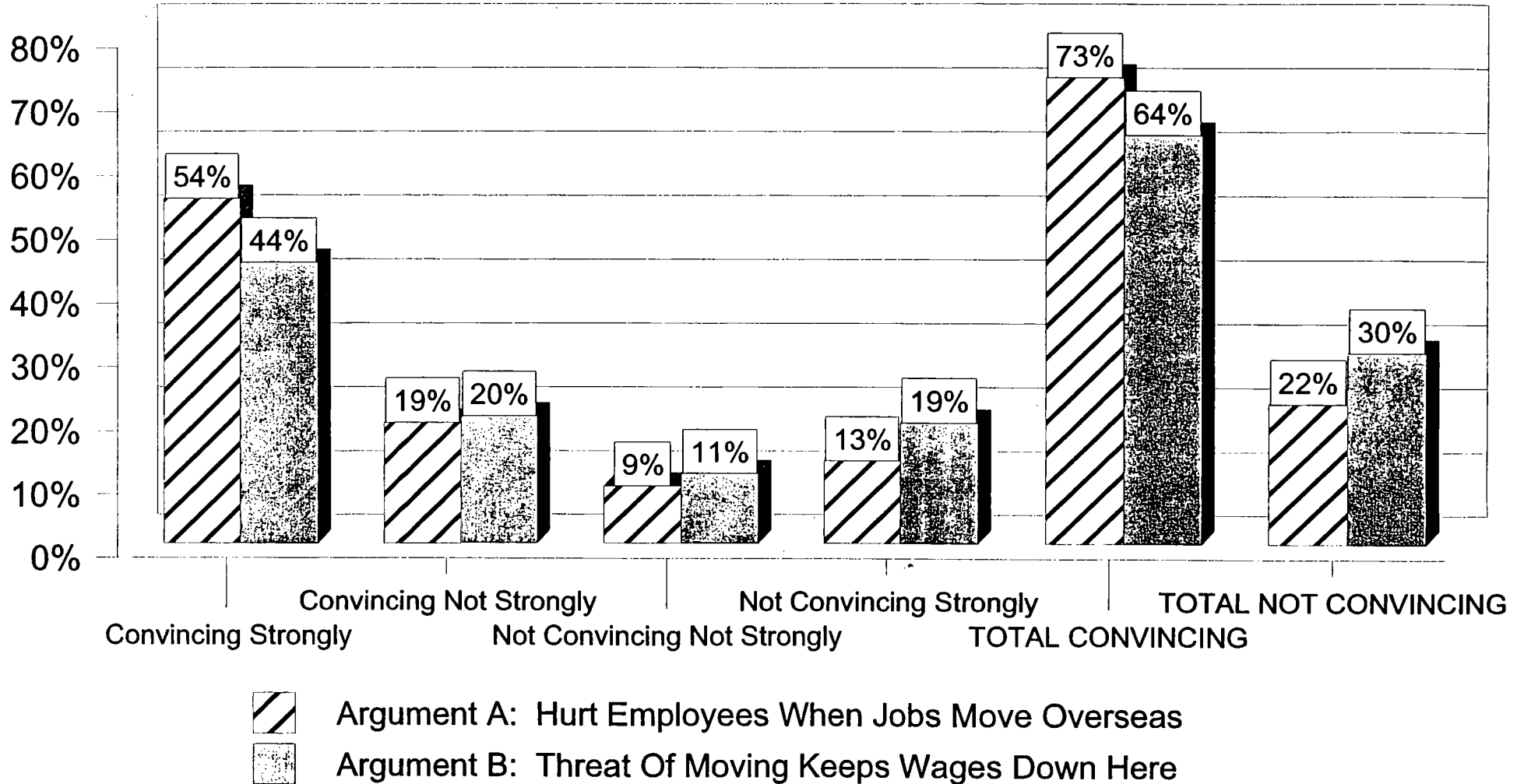
Argument B: Trade agreements and trade with low-wage countries are costing American jobs.



Reasons To Oppose Fast-Track Authority:

Argument A: Trade agreements are good for big corporations and CEO's, but they hurt employees and communities when jobs move overseas.

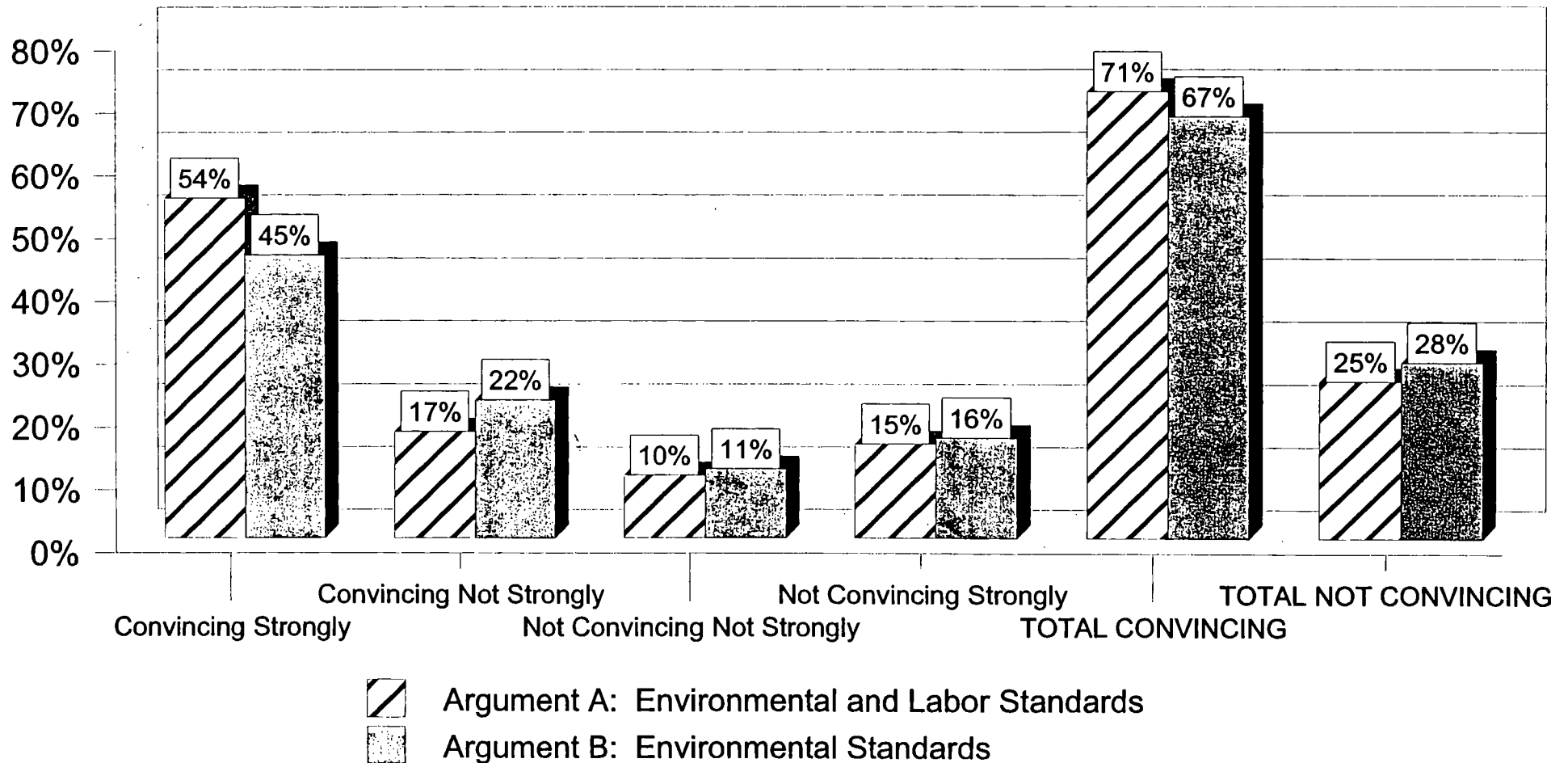
Argument B: U.S. companies are using the threat of moving their operations abroad to hold down wages here.



Reasons To Oppose Fast-Track Authority:

Argument A: We should not be negotiating more trade agreements with poor countries unless the U.S. insists on higher environmental and labor standards within these countries to create a level playing field.

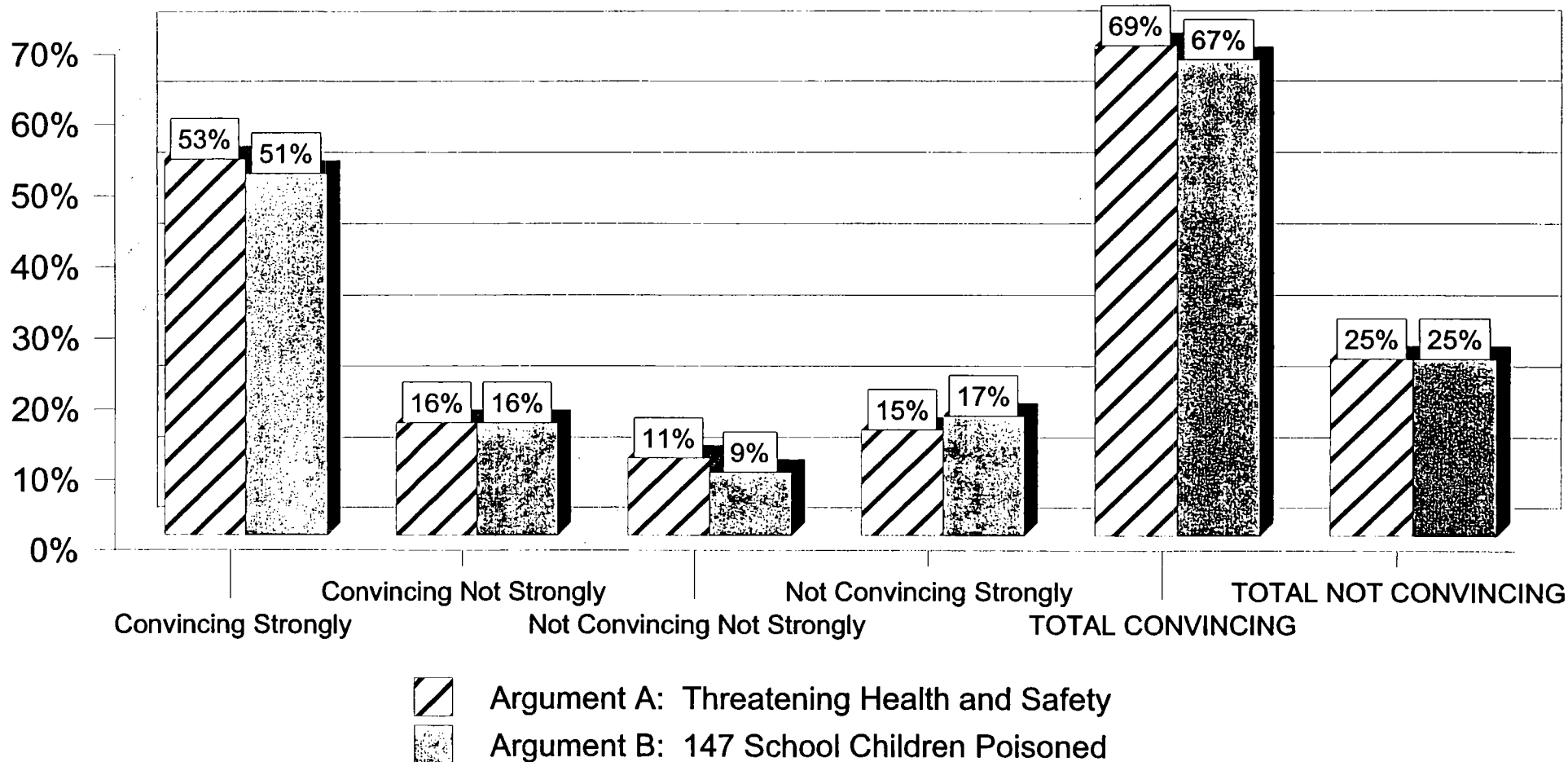
Argument B: We should not be negotiating more trade agreements with poor countries unless the U.S. insists on higher environmental standards within these countries to create a level playing field.



Reasons To Oppose Fast-Track Authority:

Argument A: Trade treaties like NAFTA are already threatening our health and safety because they have allowed uninspected fruit and vegetables that were contaminated into the United States.

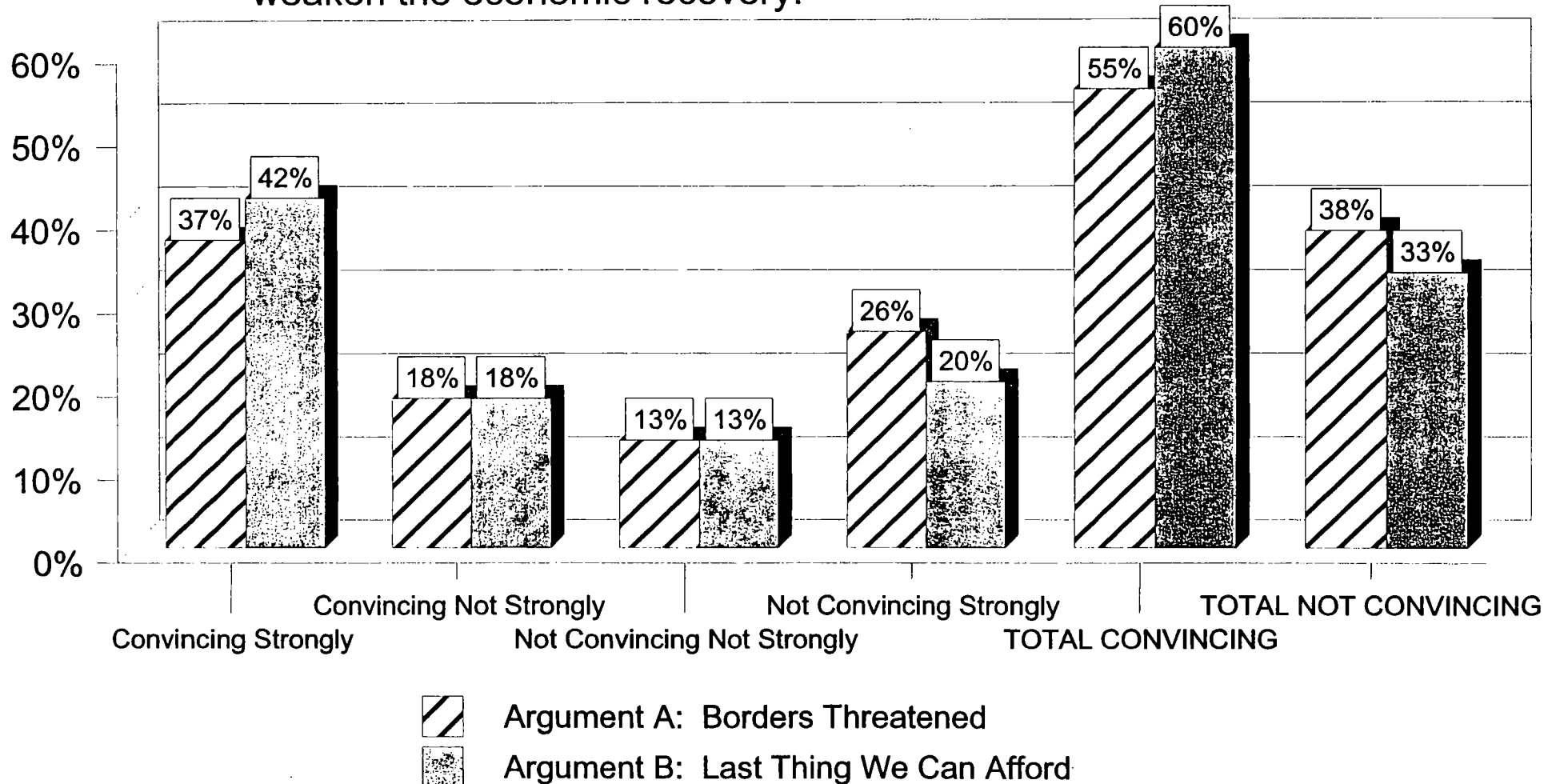
Argument B: Trade treaties like NAFTA are already threatening our health and safety because they have allowed uninspected fruit and vegetables that were contaminated into the United States and 147 school children in Michigan were poisoned by contaminated Mexican strawberries.



Reasons To Oppose Fast-Track Authority:

Argument A: Agreements like NAFTA threaten our borders and promote illegal immigration into the United States.

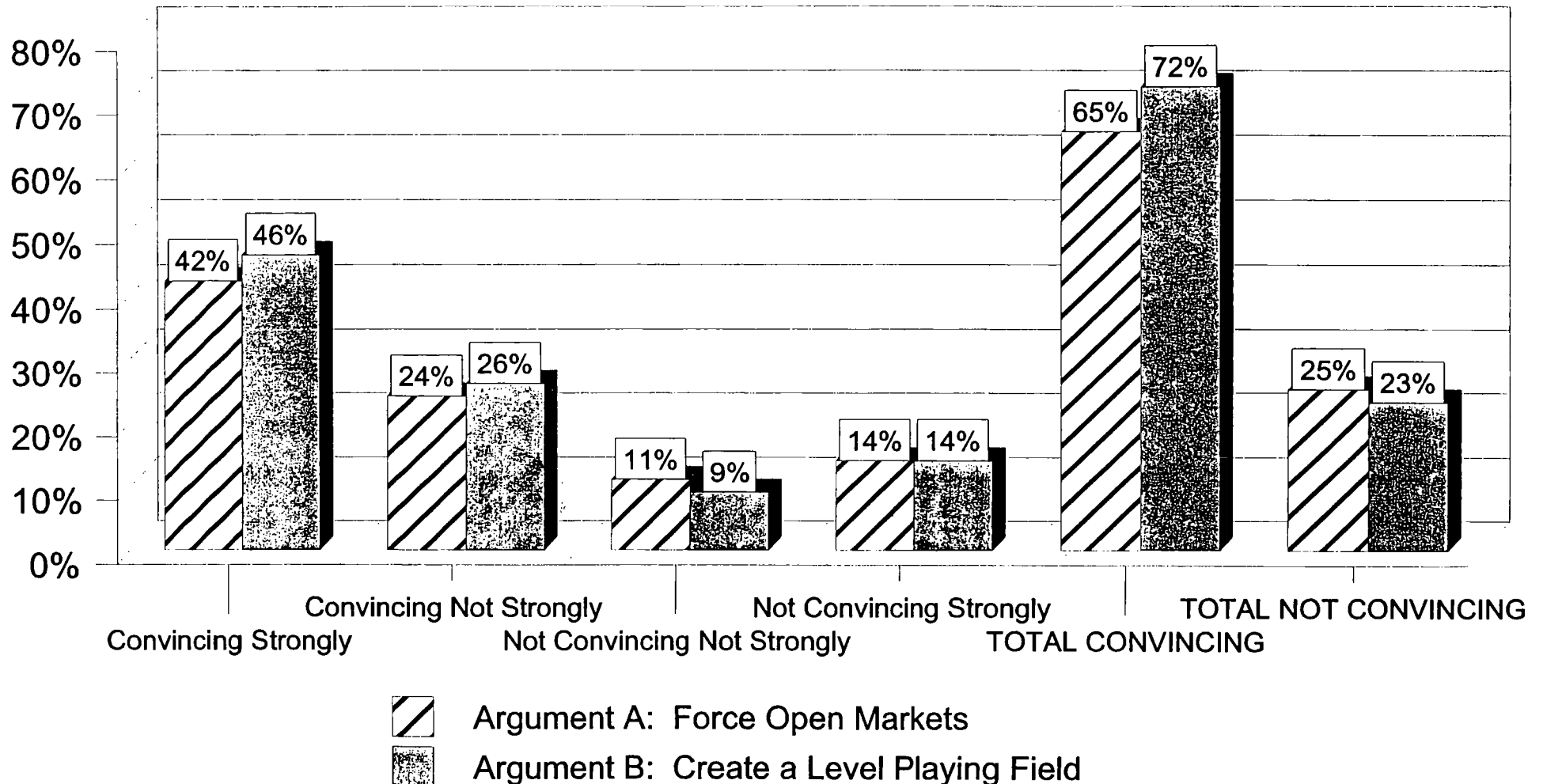
Argument B: With the economy strong, the last thing we can afford is more NAFTA-like trade agreements that hurt American workers, cost jobs, and threaten to weaken the economic recovery.



Reasons To Support Fast-Track Authority:

Argument A: Trade treaties are critical because they break down the trade barriers of other countries and force open their markets to U.S. goods.

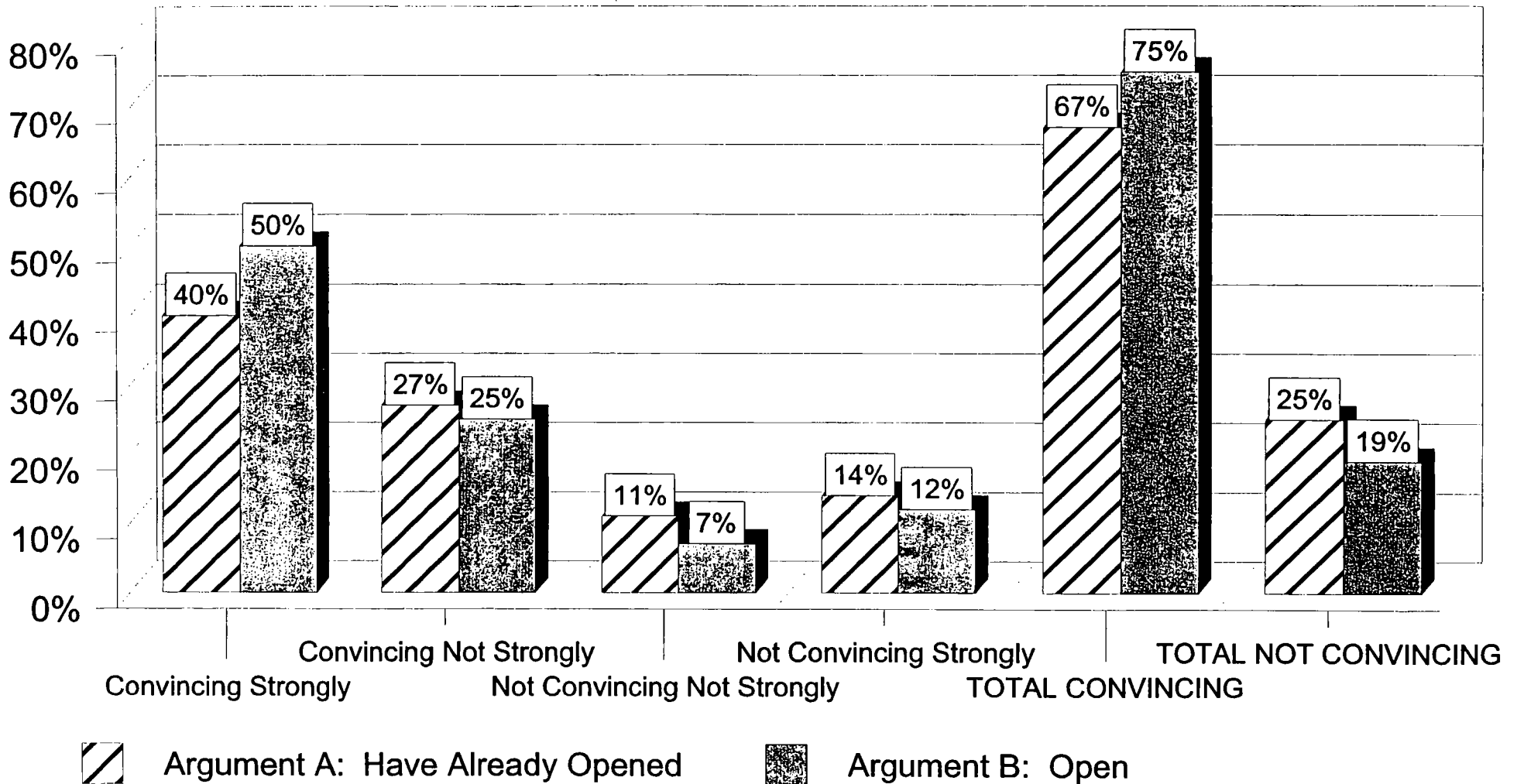
Argument B: Trade treaties are critical because they break down the trade barriers of other countries and create a level playing field for fair and equal trade so American companies can compete.



Reasons To Support Fast-Track Authority:

Argument A: Trade treaties have already opened up foreign markets, led to increased U.S. exports, and a growth of jobs in the United States.

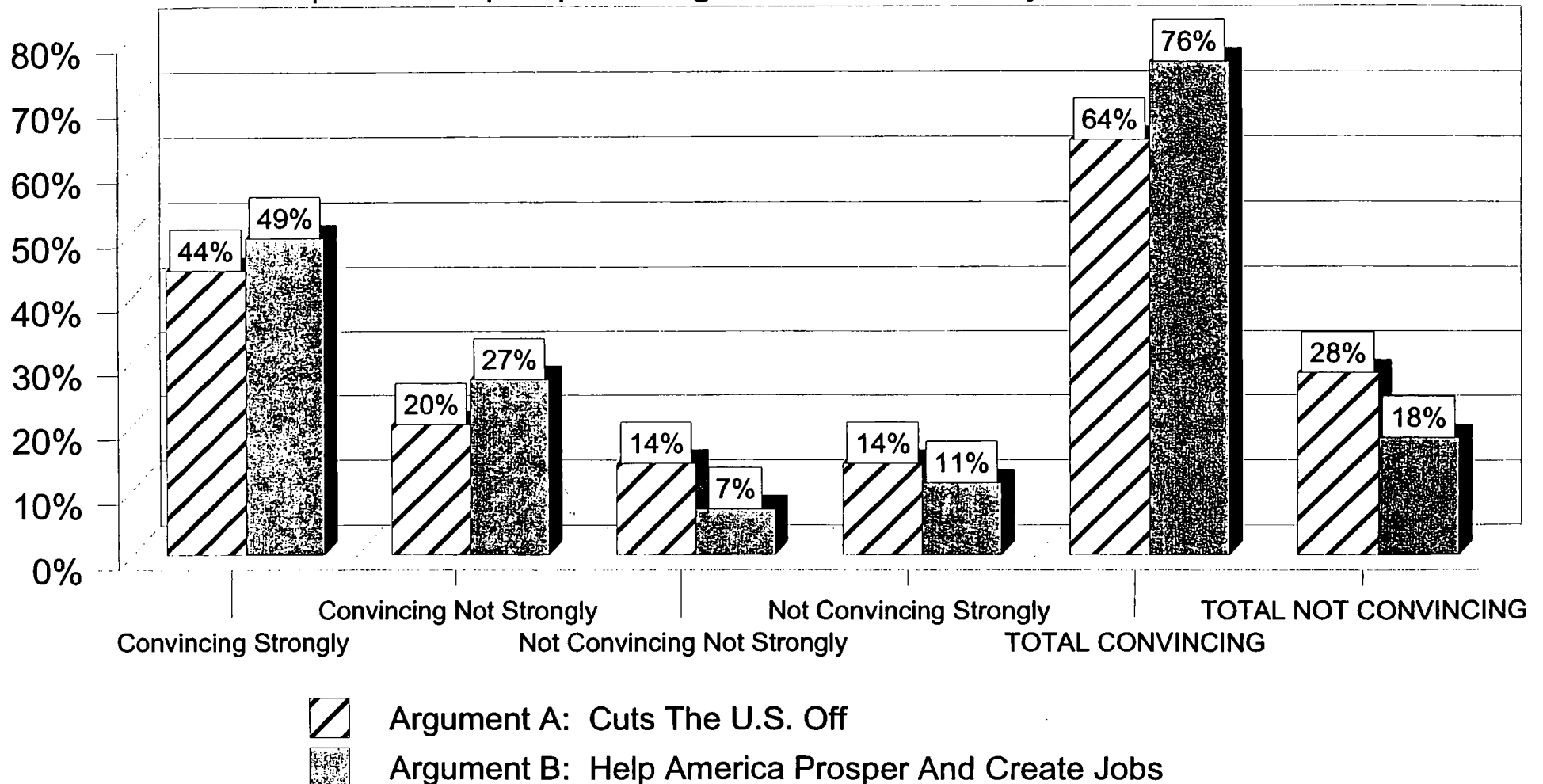
Argument B: Trade treaties open up markets, lead to increased U.S. exports, make American companies and workers more competitive, and make America stronger.



Reasons To Support Fast-Track Authority:

Argument A: Like it or not, we are now in a global economy. Trade policy that cuts the U.S. off from the rest of the world will guarantee our economic defeat in the world marketplace.

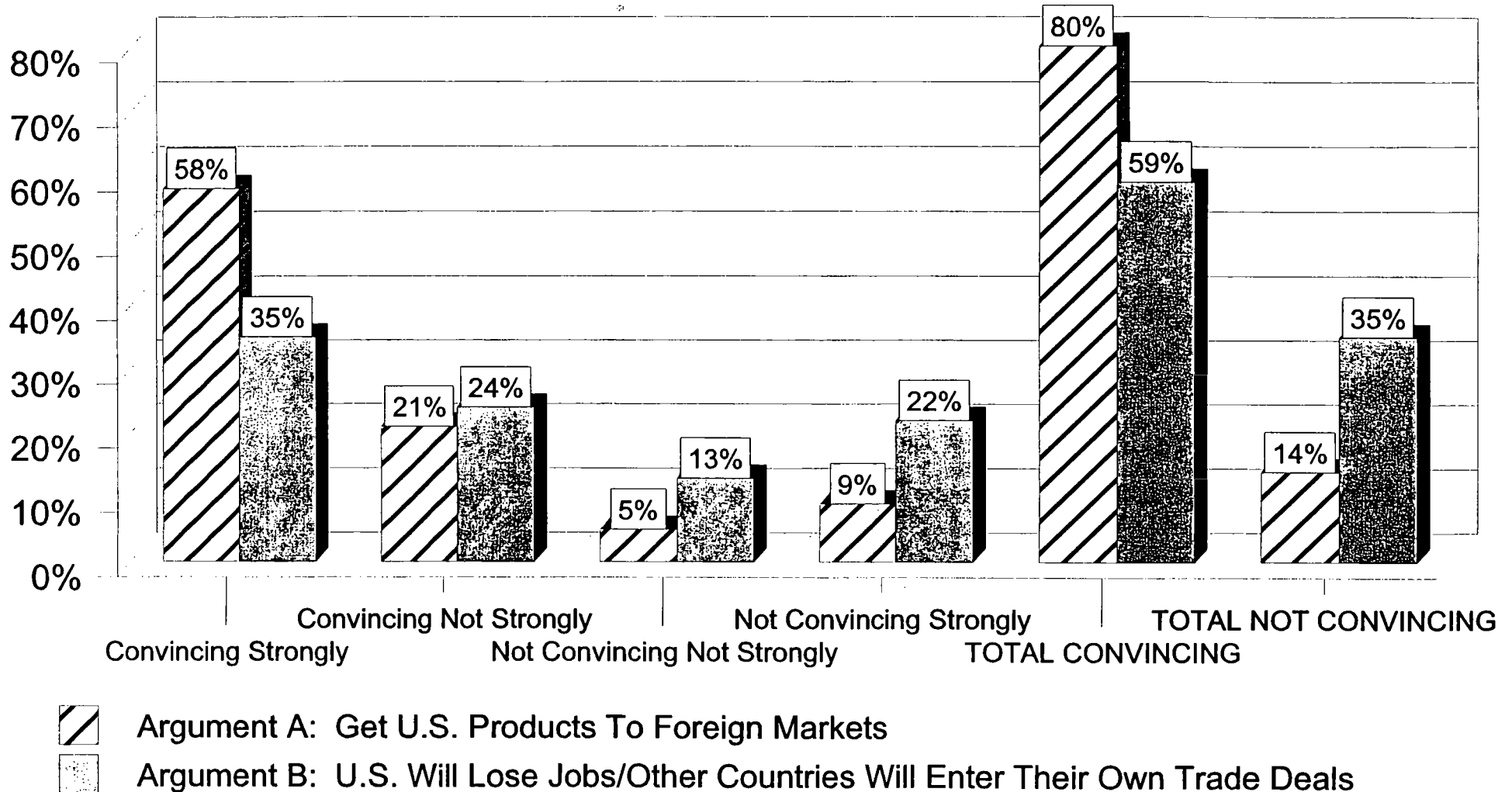
Argument B: In this new global and competitive economy, trade treaties and expanded trade will help America prosper and grow and create the jobs for the future.



Reasons To Support Fast-Track Authority:

Argument A: We need new trade agreements in order to get U.S. products to foreign markets by breaking down unfair foreign trade restrictions.

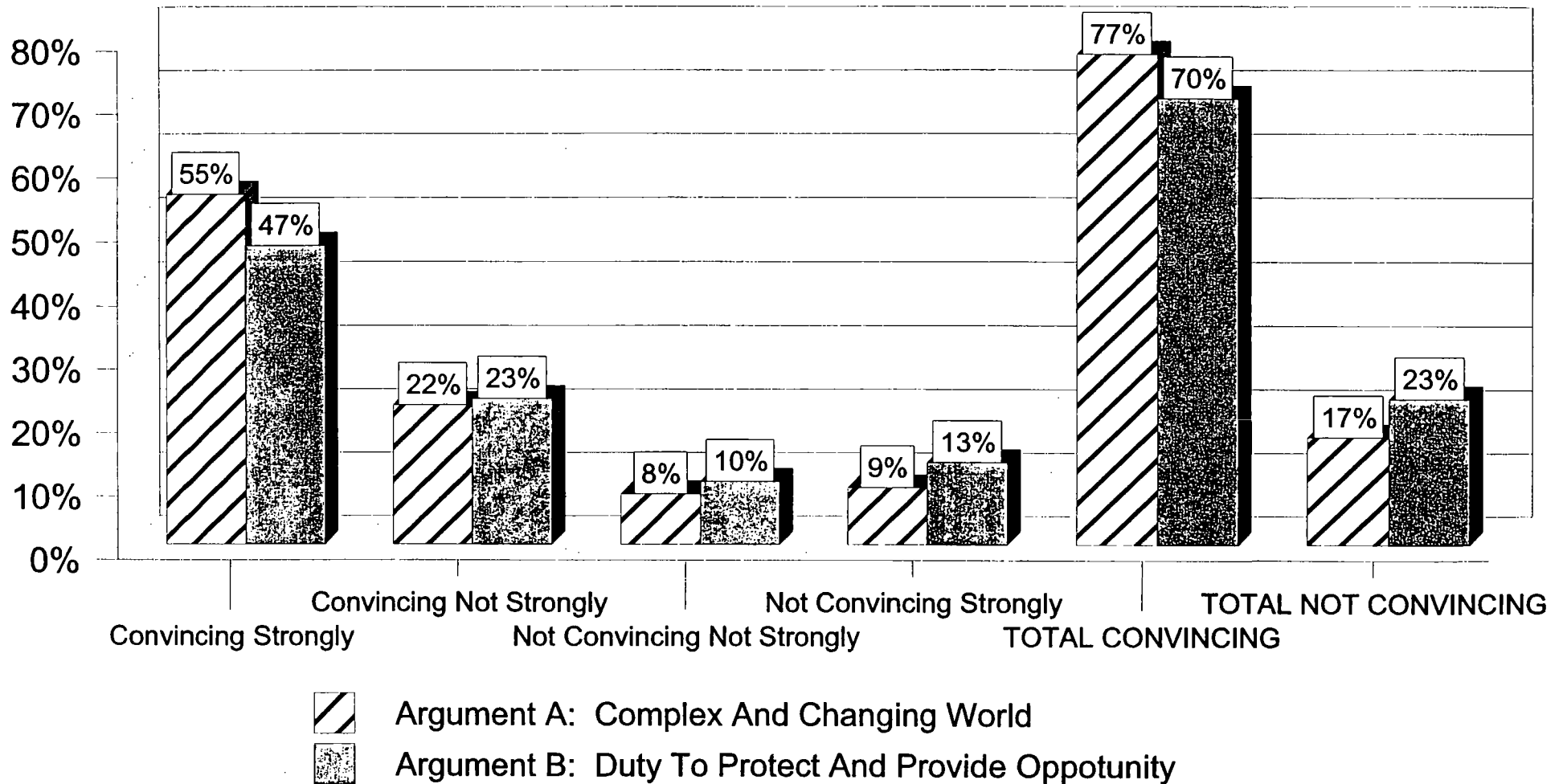
Argument B: Without trade negotiating authority for the President, the U.S. will lose jobs because other countries will enter into their own trade deals that cost us business.



Reasons To Support Fast-Track Authority:

Argument A: In a complex and changing world, new trade agreements will ensure a strong America not just for this generation but for the next.

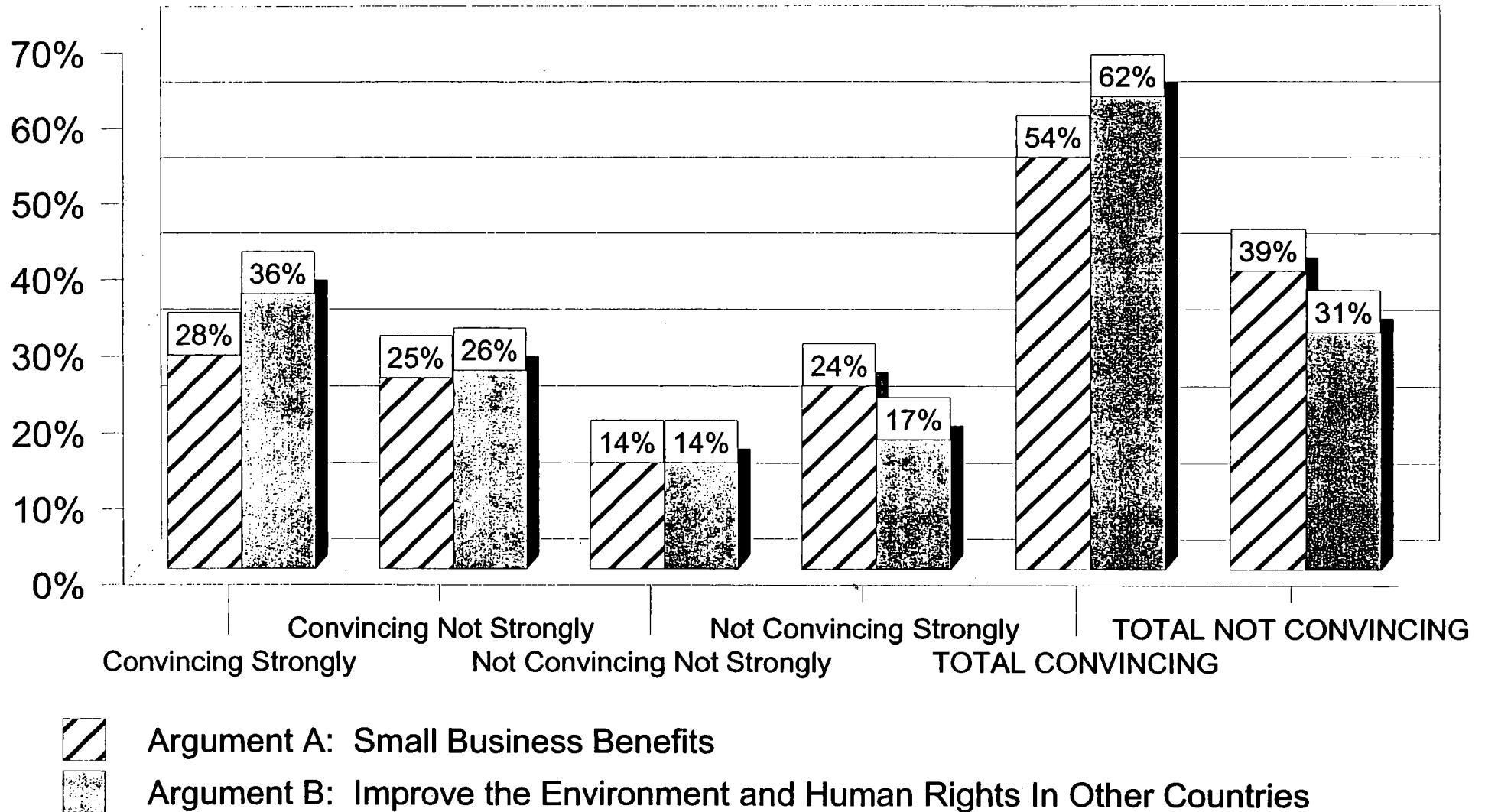
Argument B: Each generation in America has done its duty to protect and provide opportunity for the next generation. Trade agreements reached today will ensure a strong economy and growing America for the next generation.



Reasons To Support Fast-Track Authority:

Argument A: Small business in the United States benefits from international trade.

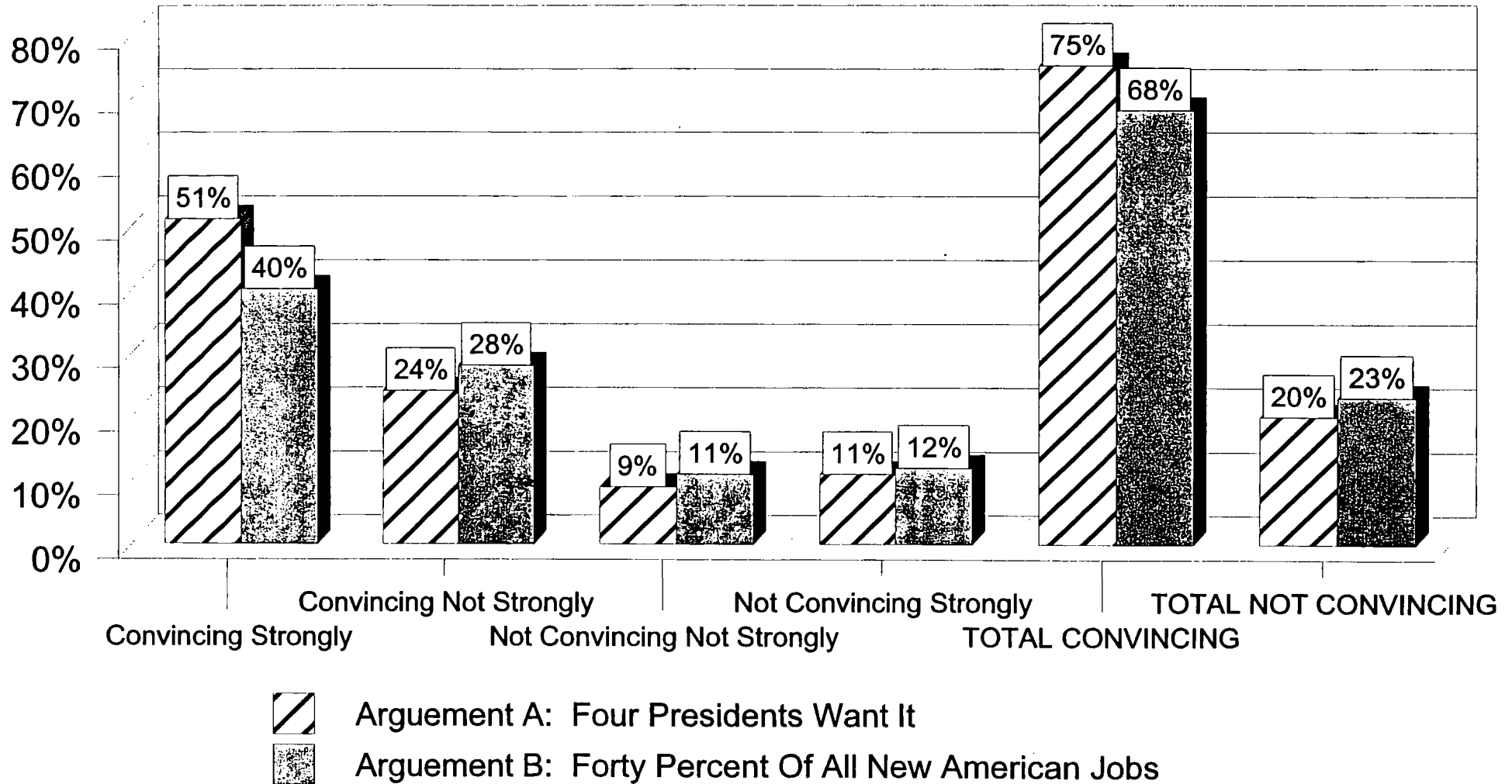
Argument B: America's involvement in international trade will improve the environment and human rights in other countries.



Reasons To Support Fast-Track Authority:

Argument A: Presidents Jerry Ford, Jimmy Carter, George Bush, and Bill Clinton say we must have trade treaties to ensure that America will be strong and secure.

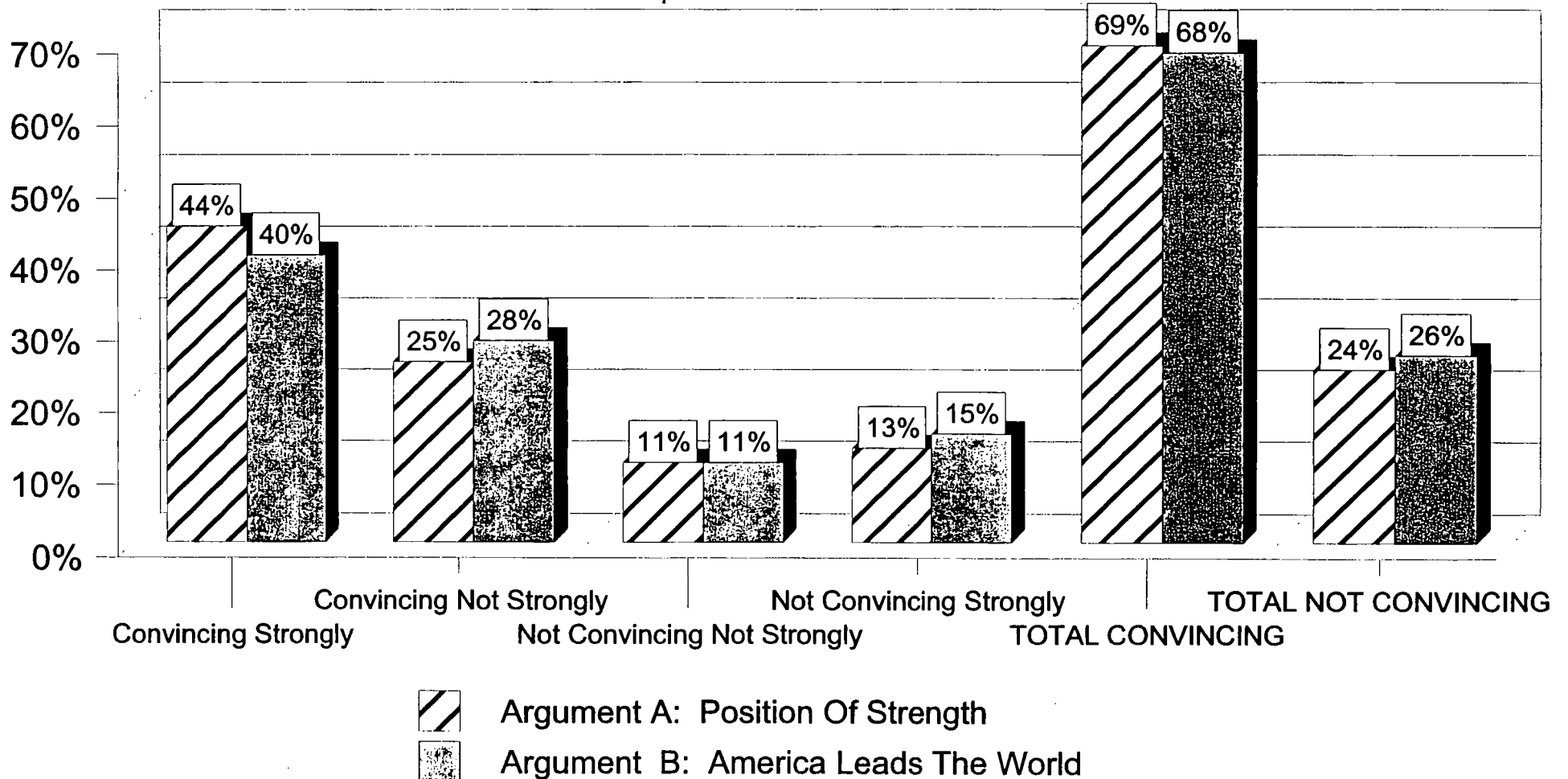
Argument B: New trade agreements will keep the American economy strong because 40% of all new American jobs are created in export industries.



Reasons To Support Fast-Track Authority:

Argument A: Since 1974, each President has had Fast-Track authority, giving them the power to negotiate trade agreements from a position of strength; it is important that Fast-Track authority be maintained so Presidents can continue to represent American interests in trade negotiations from a position of strength.

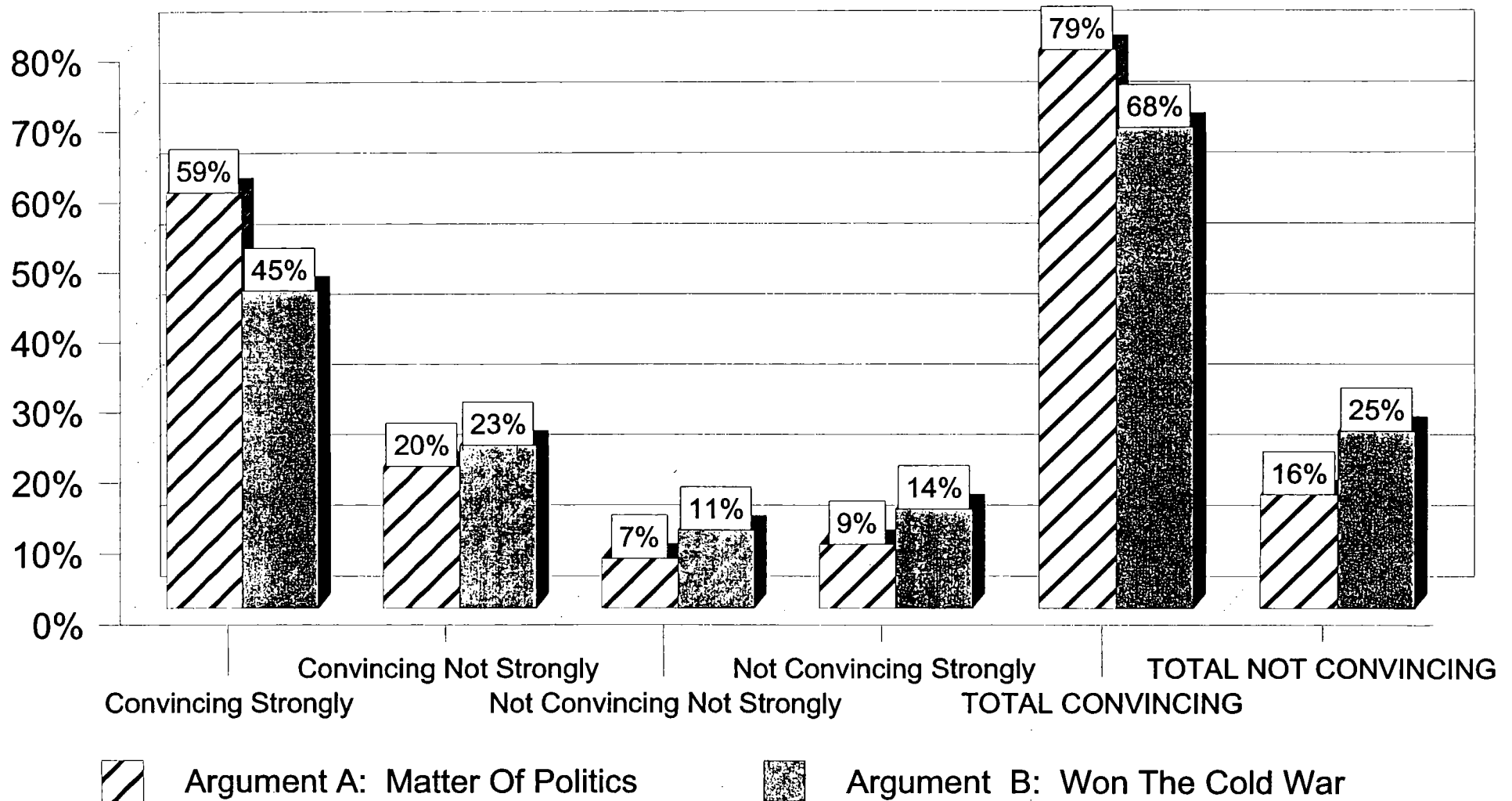
Argument B: America currently leads the world in open markets and competitive products. America's leadership position strongly depends on the President's ability to negotiate trade agreements that tear down trade barriers so that we can compete abroad.



Reasons To Support Fast-Track Authority:

Argument A: Our trade policy shouldn't be a matter of politics. We need to take the politics out of trade and allow America to compete.

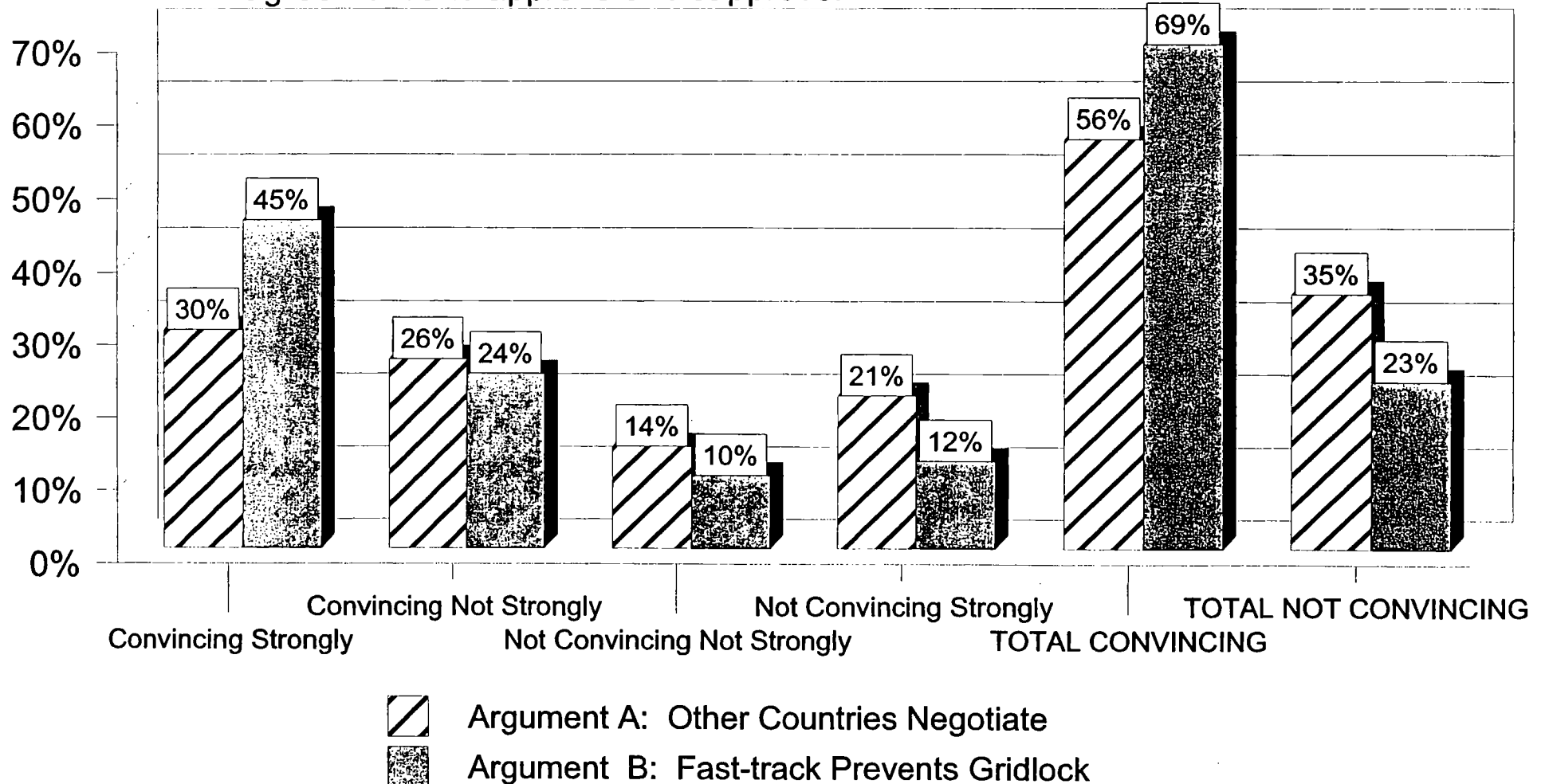
Argument B: We have won the Cold War, it is now time to win the trade war and help establish free markets worldwide.



Reasons To Support Fast-Track Authority:

Argument A: Other countries are negotiating trade agreements in the world's new markets that are favorable to their companies and workers while the United States lags behind because the President doesn't have Fast-Track negotiating authority.

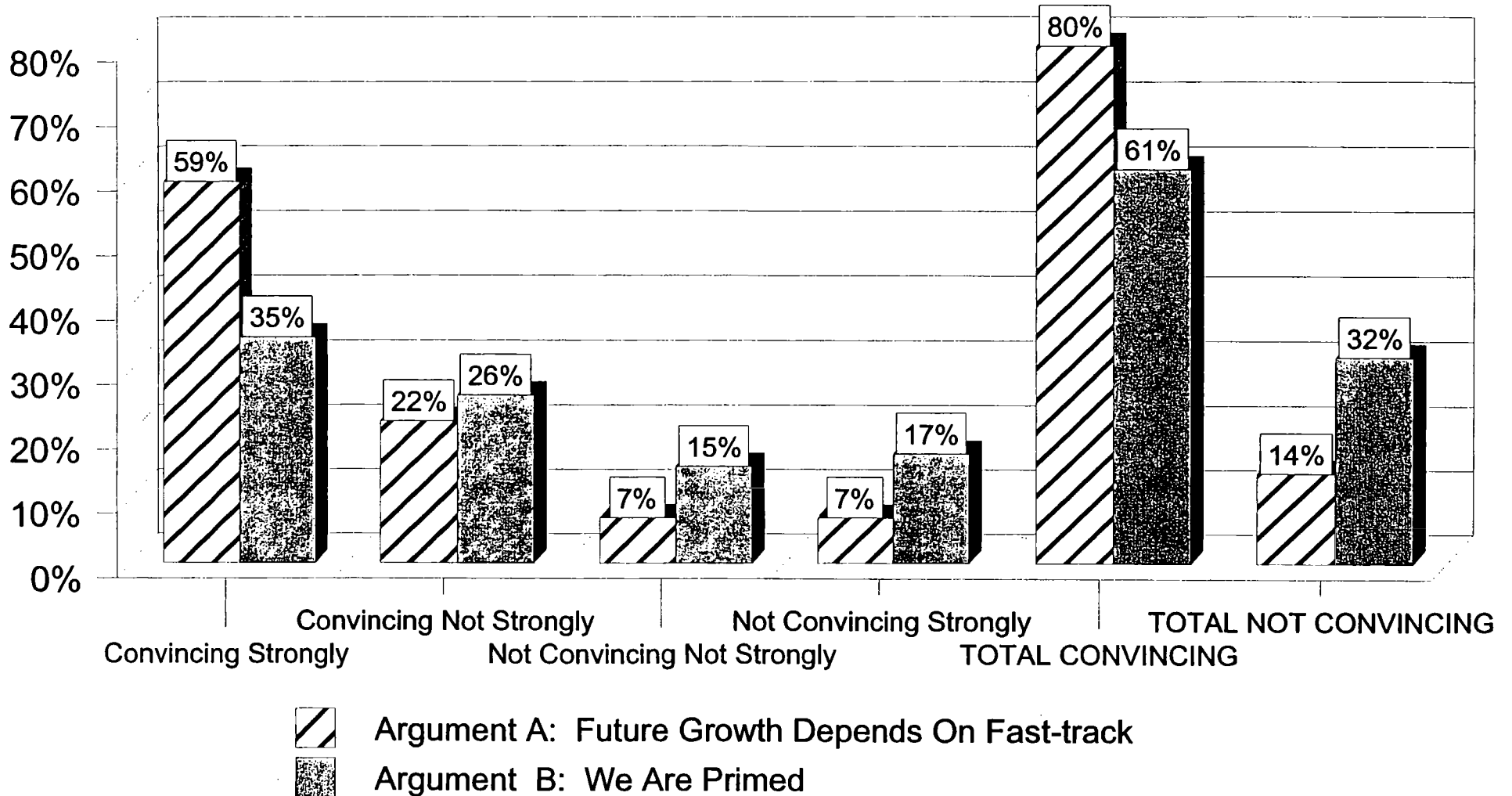
Argument B: Fast-Track authority prevents gridlock in Washington and allows the President to negotiate trade agreements, while giving Congress 90 days to review an agreement and approve or disapprove.



Reasons To Support Fast-Track Authority:

Argument A: The future economic growth for the United States will depend a great deal on our ability to sell our goods and services to other countries.

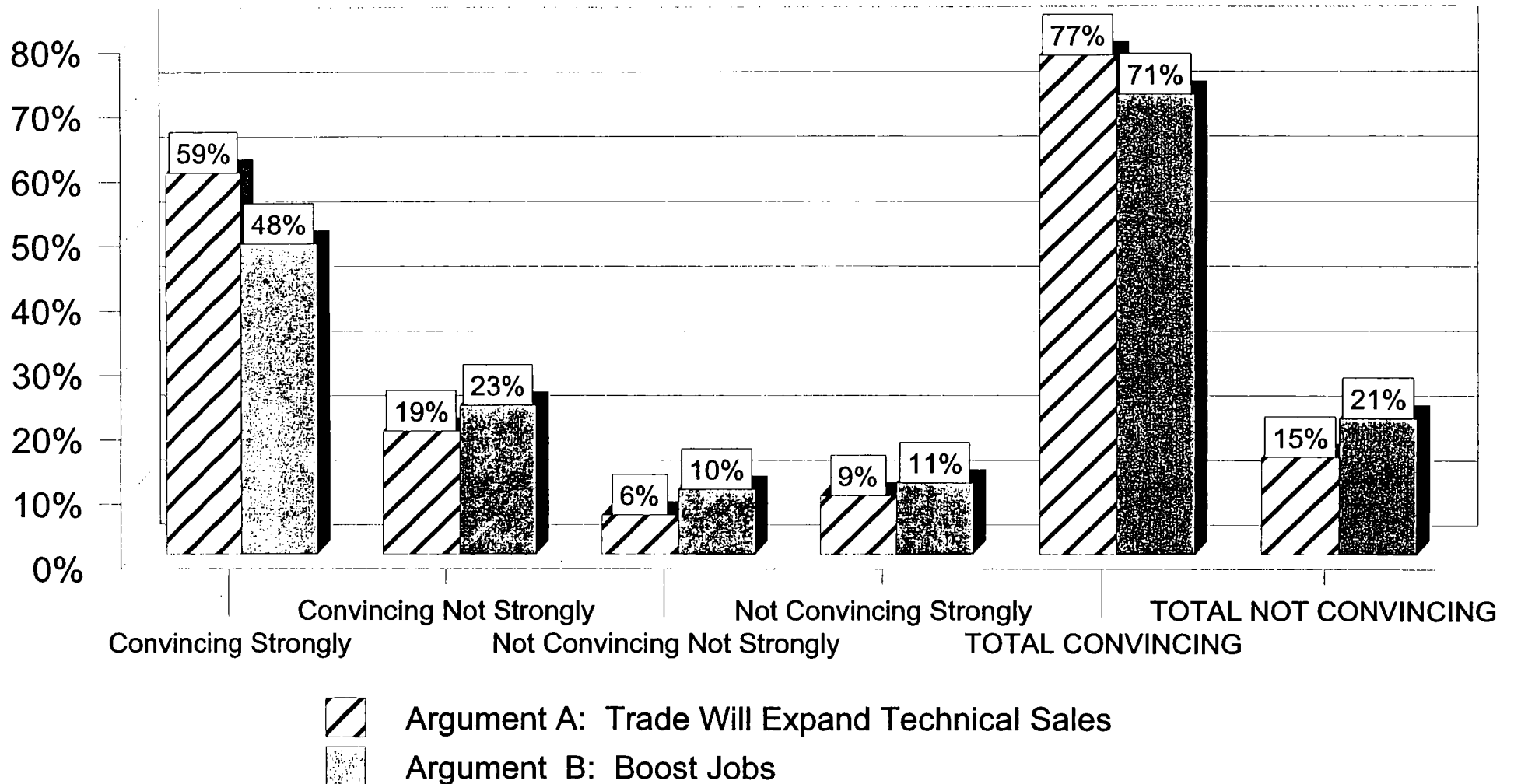
Argument B: Because of the strength of the United States economy we are primed to be the real winners in international trade.



Reasons To Support Fast-Track Authority:

Argument A: New trade agreements will help expand trade in technological products where America is the world's best producer - including areas such as medical equipment, computer software, telecommunications, and aerospace.

Argument B: Boosting exports means boosting jobs. In fact, over the past four years, one-fourth of our economic growth came from trade and exports, which created 1.4 million new jobs.



Reasons To Support Fast-Track Authority:

Argument A: America is a strong country; Fast-Track negotiating authority allows the President to negotiate trade agreements from a position of strength, making sure agreements will boost exports, and create U.S. jobs and a growing economy.

Argument B: The President needs Fast-Track authority because our international trading partners are reluctant to negotiate trade agreements with the U.S. if Congress can alter agreements that have taken years to negotiate.

