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C

THE WHITE HOUSE

WASHINGTON

MEETING WITH: Private Sector leaders
DATE: Thursday October 15, 1981
LOCATION: Presidential Suite
Bellvue Stratford Hotel, Philadelphia

FROM: James S. Rosebush

I. PURPOSE

To meet with corporate and non-profit sector leaders to reinforce your commitment to a strong private sector approach to solving community problems and to hear their brief report of their own efforts in Philadelphia.

II. BACKGROUND

This meeting is very much like the earlier breakfast meeting held with nationally recognized community leaders on the Administration's private sector initiatives strategy. Now this is an opportunity to meet with local private sector leaders to encourage and enlist their leadership in putting the private sector back in the driver's seat.

III. PARTICIPANTS

See attached list.

IV. PRESS PLAN

Press photo opportunity only.

V. SEQUENCE OF EVENTS

The group of twelve community leaders will be assembled in a suite adjoining the Presidential Suite. The President will enter and be introduced by Jim Rosebush to each of the guests. The President will then make brief remarks and invite the guests to comment on how we can effectively meet social needs through private sector alternatives and public/private partnerships.

Attachment: Talking Points

THE WHITE HOUSE

WASHINGTON

PRIVATE SECTOR PARTICIPANTS

1. Robert Dee, Chairman, Smith Kline Corporation, also Chairman
Constituencies Task Force Roundtable
2. William Eagleson, Chairman, Girard Bank
3. Robert I. Smith, President, Pew Memorial Trust
4. Sister Falaka Fattah, Founder, House of Umoja
5. James Bodine, Director, Greater Philadelphia Partnership
6. Lee Driscoll, President, ARA Food Service & President United Way
7. Rt. Rev. Lyman C. Ogilby, Bishop of Episcopal Division of
Pennsylvania

THE WHITE HOUSE

WASHINGTON

TALKING POINTS: PRIVATE SECTOR LEADER'S MEETING, Philadelphia
October 15, 1981

- Thank you for joining me this afternoon to talk briefly about a critical subject -- returning to the role of individual initiative in solving community problems. I'm sorry our meeting will be only too brief.
- Over the past 20 years, the bureaucracy has replaced individual and community responsibility for dealing with local problems. And the more massive the Government intrusion, the less satisfying the results in terms of truly helping people.
- If you look closely at what makes programs effective, it is not the infusion of Federal dollars, but the infusion of private initiative. We in the Administration intend to reverse the trend of Government intervention and instead strengthen private leadership in the community.
- The community, better than Washington, knows what its own problems are and how best to solve them. And it is in the private sector that the most creative and energetic solutions are found.
- I have established a Presidential Task Force on Private Sector Initiatives to be made up of leaders from the

corporate, foundation and voluntary sector, who will take the lead in encouraging private solutions to community problems. I have asked Bill Verity, Chairman of ARMC0 Steel to chair this effort.

- I am instructing the Cabinet to conduct a review of programs, regulations, and statutes to identify barriers to private sector involvement. We also intend to create incentives through public/private partnerships to invest in areas like low-income housing, mass transit and health promotion for employees.
- I also intend to speak out on this subject and raise its importance both inside and outside the Administration. It is essential that Americans not rely on the attitude, "Well, let Uncle Sam do it."
- Now since those of you in this room have already demonstrated your commitment to a strong private sector, I would like to hear briefly from your own experiences how we can work together to strengthen the private sector approach.

D

MEMORANDUM

THE WHITE HOUSE
WASHINGTON

October 14, 1981

ATTENDANCE AT FUNDRAISING RECEPTIONS FOR THE NEW JERSEY
REPUBLICAN STATE COMMITTEE
THURSDAY, OCTOBER 15, 1981
BIRCHWOOD MANOR
WHIPPANY, NEW JERSEY
6:30 p.m.

FROM: LYN NOFZIGER/PAUL RUSSO *P.R.*

I. PURPOSE

The receptions are being held to raise money for the
New Jersey Republican State Committee...Committment '81.

II. BACKGROUND

The fundraising receptions are being held to help finance
the Republican Party's efforts in New Jersey's 1981 statewide
elections, and to give Republican Gubernatorial candidate
Tom Kean media exposure with the President. Both receptions
are being hosted by Tom Kean and his wife Debby. Labor
Secretary Ray Donovan is the Honorary Chairman of the receptions.

III. PARTICIPANTS

A. GUESTS

Mr. and Mrs. Thomas H. Kean
Labor Secretary Raymond J. Donovan
Reception Attendees

B. STAFF CONTACT

Paul Russo

October 14, 1981

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IV. PRESS PLAN

A. COCKTAIL RECEPTION

No Press

B. PHOTO SESSION

White House Photographer Only

C. BUFFET RECEPTION

Full Press Coverage

V. SEQUENCE OF EVENTS

A. COCKTAIL RECEPTION

Introduction by Labor Secretary Donovan

Brief Remarks by the President

Tom Kean thanks the President for his attendance

President shakes hands on departure

B. PHOTO SESSION

Photo taken with each of the major ticket sellers
for the receptions (12-15 people)

Photo taken with New York State Senator Joseph Pisani,
candidate for Westchester County Executive

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E

THE WHITE HOUSE

WASHINGTON

October 14, 1981

NOTE FOR THE PRESIDENT

FROM: RICHARD G. DARMAN

The Advance Office is preparing a detailed schedule for the Philadelphia/New Jersey trip. It will be available in the morning.

Attached are briefing materials for selected elements of that schedule. They are:

- Tab A -- Political Overviews (Nofziger)
- Tab B -- Briefing Re Governor Thornburgh (Williamson)
- Tab C -- Briefing Re Meeting with Private Sector Leaders (Rosebush)
- Tab D -- Briefing Re Fundraising Receptions (Nofziger)
- Tab E -- Remarks for first New Jersey Fundraiser
- Tab F -- Remarks for second New Jersey Campaign Reception

THE WHITE HOUSE

WASHINGTON

October 14, 1981

MEETING WITH GOVERNOR DICK THORNBURGH (R-PENNSYLVANIA)

DATE: October 15, 1981
LOCATION: Bellevue Stratford Hotel,
Presidential Suite
Philadelphia, Pennsylvania
TIME: 2:30 p.m. to 2:50 p.m.
FROM: Richard S. Williamson *Rich*

I. PURPOSE

This is a courtesy visit with Governor Thornburgh.

II. BACKGROUND

The following are issues of great concern to Governor Thornburgh and may be mentioned in your meeting:

- 1) The Governor has made a proposal for the clean up of the damaged nuclear reactor at Three Mile Island. As you recall you discussed this proposal with the Governor by telephone last Friday and indicated your general support for his efforts. We are presently working to arrange an agreement between the Office of Management and Budget and the Department of Energy on the details of federal financial support for the clean up proposal.
- 2) The Governor has made significant cuts in his State budget in response to Federal budget cuts of over \$300 million for Pennsylvania. Nevertheless, Governor Thornburgh has been a strong supporter of your Economic Recovery Plan. He has defended the need for federal budget cuts and related state budget cuts on numerous occasions. His continued support is important since he is the only Republican Governor of a Northeast industrial state. He faces reelection in 1982.

III. PARTICIPANTS

Governor Thornburgh
Richard Williamson

IV. PRESS PLAN

Official photographer only.

V. SEQUENCE OF EVENTS

Richard Williamson will bring Governor Thornburgh to your suite at 2:30 p.m., followed by an informal discussion.

THE WHITE HOUSE

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October 14, 1981

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candidate for Westchester County Executive

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Introduction by Labor Secretary Donovan

Brief Remarks by the President

Tom Kean thanks the President for his attendance

President shakes hands on departure

(Rohrabacher/TD)

October 14, 1981

NEW JERSEY FUNDRAISER, OCTOBER 15, 1981
FIRST RECEPTION -- 6:40 p.m.

Good evening. It's great to be back in New Jersey. What you are doing is a shining example to Republicans around the country of what can be accomplished when we work together. Our success in 1980 was only a hint of things to come.

Although they may still be overwhelmingly registered in the other party, the people of this State want to vote for candidates who offer positive programs and have faith that we can lick any problem. The other party gave us inflation, unemployment, sky-high interest rates and pessimism. Republicans offer monetary and fiscal integrity, lower taxes, more jobs, and hope for a better future. Nowhere in the country is the choice more clear than right here in New Jersey.

Our candidate for Governor, Tom Kean (pronounced Cane), is aggressively campaigning on a concrete and specific program. He is flying bold Republican colors and isn't afraid to detail this program. This is the kind of dedication that is ushering our Nation into a new political era. We couldn't ask for a better spokesman for our cause than Tom Kean.

I met Tom last year at a Ukranian festival during the campaign. Through some bureaucratic fluke, Nancy and I were not permitted on the platform; and Tom was courteous enough to introduce us in the audience.

I don't have to detail his background for you; it is enough to say that all of us are proud of the way he's handled himself during this campaign. What is important now is that we all work together.

We have more opportunity than ever before. Working people are waking up to the fact that it is the Republican Party that represents the things they believe in. It is no coincidence that another New Jerseyite is my Secretary of Labor, Ray Donovan. Ray is a major asset to our efforts in Washington, and we're proud to have him with us.

During the campaign Ray decided to offer me a chance to get direct feedback from some working people. One night he took me over to Barrett's Tavern. I'll have to admit, it was one of the more memorable moments in the campaign.

But Ray knows, and so do you, that working people are fed up with taxes and inflation that assault their take-home pay. And while the other party exploits the natural division between business and labor, Republicans try to bring all of our citizens together in a campaign for economic progress.

In Washington we are working closely with a small group of courageous Democrats who want to put America back on the right track. With their help, we've accomplished more than any of us thought possible only one year ago. But there is much more to do. Our economic problems have been building for years, and it will take time and hard work to set things straight. It will also require us to enlist others to help us in the struggle -- at the national and state levels.

Having been a Democrat for most of my adult life, I can vouch for the pain involved in changing registration. But now is the time for us to reach out, each of us. We know full well what we are doing is not for the Republican Party; it is for the United States of America. I firmly believe there are a host of Democrats out there ready to jump on board if we stand firm in our principles and offer them a chance to join us in putting America's house in order. You've got a tremendous potential here in New Jersey to build this new coalition. The whole country is watching so don't let us down.

Thank you and good luck.

(Rohrabacher/TD)

October 14, 1981

NEW JERSEY CAMPAIGN RECEPTION, OCTOBER 15, 1981
SECOND RECEPTION -- 7 p.m.

Good evening. New Jersey is known as the Garden State. And that's why, looking around me tonight, I am so happy to see the New Jersey Republican Party is about to blossom.

It is becoming ever more clear that 1980 was a watershed year for American politics. Historians will note that this was the year American working people finally realized that it is the Republican Party that advocates the things they believe in.

Nowhere is this political realignment more apparent than right here in New Jersey. It is no mistake that a man from New Jersey is now my Secretary of Labor. And I have to tell you, Ray Donovan has turned into a major asset for this Administration. We are proud to have him with us.

During the campaign Ray took me over to the Barrett's Tavern to meet some blue-collar workers. It was a memorable experience. Standing there talking with those men and women, some of them right off their work shift, convinced me that we are, indeed, the party of working people.

I ask you -- are the tax and tax, spend and spend policies of the other party really in the interest of working people?

Those folks at Barrett's Tavern agree with you about that.

Tonight we're here to help the Republican Party, but we are also here to get behind another citizen New Jersey can be proud of, Tom Kean (pronounced Cane). Tom exemplifies the optimism and common sense that is making the Republican Party the majority party.

I understand that one of Tom's heroes is Teddy Roosevelt. Teddy is one of my favorites too. There is a room named after him in the White House just opposite the Oval Office. There on the wall is a plaque with a quote from Theodore Roosevelt. It says: "Aggressive fighting for the right is the noblest sport the world affords."

That is exactly the kind of spirit I see in Tom Kean. Tom's not afraid to tell you what he stands for; he wants to cut taxes, trim excessive spending, create real jobs and encourage growth.

You may think this sounds a little familiar. Well it is. It's not some complicated formula; it's common sense.

This year New Jersey is being offered a clear-cut choice between those who think Government spending and taxes are the solution to our problems and those who understand Government spending and over taxation are the problem.

At the national level we're trying to do our part. Tom's courageous support of our economic recovery program is certainly appreciated. New Jerseyites should note that our

tax cut will put \$2 billion into the pockets of citizens of this State. But in the Congress, Tom's opponent voted no.

New Jersey has the opportunity to vote for someone offering a positive program, or they can vote more of the same thing that got us in a mess in the first place.

As for me, I hope they let Tom Kean have a chance to cut their taxes, trim the size and cost of their State government and bring jobs and economic prosperity to New Jersey.

THE WHITE HOUSE

WASHINGTON

October 15, 1981

MEETING WITH: John Terry
DATE: October 15, 1981
LOCATION: Hotel Suite, Bellvue Stratford
TIME: 2:55 -- 3:00 P.M.

FROM: James S. Rosebush

I. PURPOSE

To meet and congratulate a young man from the Philadelphia inner city who has shown extraordinary initiative in his neighborhood.

II. BACKGROUND

On October 9, 1981 The Philadelphia Inquirer ran a story on John Terry, a sixteen year old Black teenager who for six years has been voluntarily cleaning his block and adjacent urban park twice a week, boarding up delapidated, vacant houses with his own energy and at his own expense. He is called "boy wonder of the caretakers" and says he would never accept compensation for what he does. His neighbors say he does a better job than the city workers who get paid for this chore. See attached article for more.

III. PARTICIPANTS

John Terry
Lucille Blake (his sister)
Michael K. Deaver
James S. Rosebush

IV. PRESS PLAN

Poot Photo opportunity

V. SEQUENCE OF EVENTS

Mr. Terry, accompanied by his sister Lucille Blake will come to the Hotel during your speech and will wait to meet you. Rosebush will bring them to your suite and introduce them. You will sit down with John for a moment and ask him about

Page two

his neighborhood, school, etc., and what has motivated him to be such a shiny example. You will then thank him for what he is doing, not only to help keep his neighborhood clean and safe but for his example. You will then ask him to come with you into the adjoining suite where you will briefly introduce him to the assembled private sector leaders.

Attachment: See attached article

The Philadelphia Inquirer

city & region



Philadelphia Inquirer / WILLIAM F. STEINMETZ

John Terry on the job he has performed voluntarily for six years; empty beer bottle probably is soon to disappear

A teenager's sweeping reforms

By Edgar Williams

Staff Writer

Under some circumstances it might have been an impressive bunch of bottles. But to John Terry it was a demi-mountain of trash.

There were Colt 45 quart empties, a Thunderbird dead soldier or two and a passel of Pepsi throwaways. And as Terry began picking up the bottles and placing them in the trash can he was carrying yesterday, he shook his head.

"I cleaned up this area Tuesday," he said. "Forty-eight hours ago. Now I've got to clean it up again."

It was more a statement than a complaint. Clearly, John Terry had said it before. Often.

Terry has been cleaning things up and then having to clean them up again in the 5100 block of Pine Street for the last six years. Three times weekly, on the average, he has swept

street and sidewalk with a push broom. He has cleared trash from the northern edge of Black Oak Park, which extends along Pine Street between 51st to 52nd Streets. He has boarded up one vacant house and is about to start on another.

Among his neighbors he is known as the "caretaker of the street," and one resident yesterday remarked that he must be the "boy wonder of caretakers." John Terry has just turned 16.

He never has been paid for his caretaking, and he says that he wouldn't accept compensation if it was offered.

"That would spoil everything," Terry said. "I got into this because I figured it would benefit me. I like things to be nice, and if that's how I want them to be, then I've got to do my part to make them so. As for hav-

(See CLEANUP on 6-B)



'Caretaker of the street' with weapon of the trade



Philadelphia Inquirer / WILLIAM F. STEINMETZ

Empty bottles and trash aren't the only problem; trees also leave their mark in autumn

A teenager's sweeping reforms

CLEANUP, from 1-B
ing to do the same things over and over, that's the way it's got to be, I guess."

If this makes Terry sound like an adolescent oddball in a world that seems intent on smothering in its own dirt, he is anything but that. He is a soft-spoken, amiable teenager who lives with his widowed mother, four sisters and four brothers in a neat-as-a-gem rowhouse, will be a ninth grader at Sayre Junior High School at such time as the public schools open and hopes to enlist in the Marine Corps when he finishes high school.

"John is just a wonderful person," said Amelia Sheppard, 43, who lives three doors away. "And he does such a fine job. Believe me, he does a better job than a lot of people who get paid for doing this kind of work."

Some weeks ago, Mrs. Sheppard nominated Terry for one of the nei-

ghood achievement awards made annually by the Community Coordinating Council (CCC), an umbrella organization for the city's community-betterment groups. As a result, Terry will be among eight recipients of such citations at the CCC's awards dinner tonight at the Philadelphia Gas Works building, 5230 Chestnut St.

As Terry tells it, he got into his cleanup hobby when a next-door neighbor whom he much respected sold him on the proposition that cleanliness ranks second only to godliness.

"I was 10, and this man let me help him clean up in front of his house and our house," he said. "My father died when I was 6, so it meant a lot to me to have the man take an interest in me. He and his family moved away several years ago, but I'll always remember him."

Ironically, the man's moving created a special problem for Terry. The

house next door remained vacant, and after a year or so it fell prey to vandals. In August, Terry boarded it up.

"I scrounged the wood out of scrap heaps," he said. "Pretty soon I expect to be doing another house in the block."

Someone has said — or at least someone *should* have said — that if you want to obtain the real measure of an individual, you ask children who live in his neighborhood about him. Do that in Terry's neighborhood and what you hear is hooraying.

"John's my friend," said Anthony Gray, 8. "He really makes this street look real neat. Yeah, neat."

Chuckie Overton, 5, indicated that he agreed. "You know what?" Chuckie said. "Sometimes I help John."

The way Chuckie looked at his friend the caretaker, John has to rate decidedly high.

October 13, 1981

TALKING POINTS: EXPORT COUNCIL
OCTOBER 15, 1981

-- I am pleased to greet you this morning as members of the Export Council. There is much to be done and each of you have been selected because you have a contribution to make.

-- In a message to the Congress in 1957 President Eisenhower said, "International commerce is beneficial to the community of nations and conducive to the establishment of a just and lasting peace in the world."

What he said is
-- ~~What he said~~ is even more true today. We seek free and expanded trade between people and nations because this form of human activity is beneficial to everyone. It solidifies bonds of friendship and increases the standard of living of those on both sides of any transaction.

-- The America of the 1980's is far more dependent on exports than during Eisenhower's time. Since 1960 our exports business has grown from \$19.6 billion per year to \$220.6 billion in 1980. More than 5 million jobs in the United States are now directly tied to our thriving export industry. Furthermore, our exports have played a key role in off-setting this Nation's increased import of foreign oil.

*original copies in
Presidential Handwriting file*

- As a group, you possess a wealth of experience and knowledge; under the leadership of Paul Lyet and Anna Chennault we plan to tap this resource, by asking you to help direct your country's policies in this vital area.

- We are relying on you to help improve America's competitive position in international trade. The previous council did an excellent job in identifying regulations that impede the export industry; we're counting on you to expand upon this and further reduce such disincentives.

- Competition is good. You may have heard that somewhere before. Seriously, whether it is domestic or international, competition provides better quality and lower priced products. Nevertheless, we must insure that our businessmen are not unintentionally hobbled by Government. You will be of invaluable service if you help us identify and correct Government related problems that hamper our exporters.

- This is a great example of how the private sector and Government can work together -- and when they do: Everyone is a winner. Thanks to all of you, in advance, for the time and effort you will put into this. It is well appreciated, I can assure you of that.

(ROHRBACHER/TD)

TALKING POINTS: EXPORT COUNCIL
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SELECTED BECAUSE YOU HAVE A CONTRIBUTION
TO MAKE.

IN A MESSAGE TO THE CONGRESS IN 1957
PRESIDENT EISENHOWER SAID, "INTERNATIONAL
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MAYBE THAT'S EVEN MORE TRUE TODAY.
WE SEEK FREE & EXPANDED TRADE BETWEEN
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OF HUMAN ACTIVITY IS BENEFICIAL TO EVERYONE.

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MORE DEPENDENT ON EXPORTS THAN DURING
EISENHOWER'S TIME. SINCE 1960 OUR
EXPORT BUSINESS HAS GROWN FROM 19.6
BILLION PER YEAR TO \$220.6 BILLION IN
1980. MORE THAN 5 MILLION JOBS IN THE
UNITED STATES ARE NOW DIRECTLY TIED TO
OUR THRIVING EXPORT INDUSTRY.

OUR EXPORTS HAVE PLAYED A KEY ROLE IN
OFF-SETTING THIS NATION'S INCREASED
IMPORT OF FOREIGN OIL.

AS A GROUP, YOU POSSESS A WEALTH
OF EXPERIENCE & KNOWLEDGE; UNDER THE
LEADERSHIP OF PAUL LYET & ANNA CHENNAULT
WE PLAN TO TAP THIS RESOURCE, BY ASKING

-3-

YOU TO HELP DIRECT YOUR COUNTRY'S
POLICIES IN THIS VITAL AREA.

WE ARE RELYING ON YOU TO HELP
IMPROVE AMERICA'S COMPETITIVE POSITION
IN INTERNATIONAL TRADE. THE PREVIOUS
COUNCIL DID AN EXCELLENT JOB IN
IDENTIFYING REGULATIONS THAT IMPEDE
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REDUCE SUCH DISINCENTIVES.

COMPETITION IS GOOD. YOU MAY
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SERIOUSLY, WHETHER IT IS DOMESTIC OR
INTERNATIONAL, COMPETITION PROVIDES
BETTER QUALITY AND LOWER PRICED PRODUCTS.
NEVERTHELESS, WE MUST INSURE THAT OUR
BUSINESSMEN ARE NOT UNINTENTIONALLY
HOBBLED BY GOVERNMENT. YOU WILL BE
OF INVALUABLE SERVICE IF YOU HELP US

-4-

IDENTIFY & CORRECT GOVERNMENT RELATED
PROBLEMS THAT HAMPER OUR EXPORTERS.

THIS IS A GREAT EXAMPLE OF HOW
THE PRIVATE SECTOR & GOVERNMENT CAN
WORK TOGETHER — & WHEN THEY DO:

EVERYONE IS A WINNER. / THANKS TO ALL
OF YOU, IN ADVANCE, FOR THE TIME &
EFFORT YOU WILL PUT INTO THIS. IT IS
WELL APPRECIATED, I CAN ASSURE YOU OF
THAT.

(ROHRBACHER/TD)

NEW JERSEY FUNDRAISER (FIRST RECEPTION)

OCTOBER 15, 1981, 6:40 P.M.

~~GOOD EVENING. IT'S GREAT TO BE
BACK IN N.J.~~ WHAT YOU ARE DOING
IS A SHINING EXAMPLE TO REPUB'S AROUND
THE CO. OF WHAT CAN BE ACCOMPLISHED WHEN
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P.M. J. 1981 BE
~~ALTHOUGH THEY MAY STILL BE KNOWN~~
OVERWHELMINGLY REGISTERED IN THE OTHER
PARTY, ~~THE P. OF THIS ST.~~ *BUT "THINK..."* WANT TO VOTE
FOR CANDIDATES WHO OFFER POSITIVE
PROGRAMS AND HAVE FAITH THAT WE CAN LICK
ANY PROBLEM. THE OTHER PARTY GAVE US
INFLATION, UNEMPLOYMENT, SKY-HIGH INTEREST
RATES AND PESSIMISM. ~~REPUB'S~~ *WE* OFFER
MONETARY AND FISCAL INTEGRITY, LOWER
TAXES, MORE JOBS, & HOPE FOR A BETTER
FUTURE.

*original copies in
Presidential Handwriting
file*

PAGE 2

NOWHERE IN THE ~~CO.~~ IS THE CHOICE MORE
CLEAR THAN RIGHT HERE IN N.J.

~~OUR CANDIDATE FOR GOVERNOR,~~

TOM ~~-(CANE)-~~, IS AGGRESSIVELY CAMPAIGNING
ON A CONCRETE & SPECIFIC PROGRAM. HE IS

~~FLYING BOLD REPUB. COLORS & ISN'T AFRAID~~

~~TO DETAIL THIS PROGRAM. THIS IS THE~~

~~KIND OF DEDICATION THAT IS USHERING OUR~~

~~NAT'N INTO A NEW POLITICAL ERA. WE~~

COULDN'T ASK FOR A BETTER SPOKESMAN FOR

OUR CAUSE THAN TOM ~~-(CANE)-~~. HE'S RESOURCEFUL

I MET TOM LAST YEAR AT THE UKRANIAN

FESTIVAL DURING THE CAMPAIGN. THROUGH

~~SOME BUREAUCRATIC FLUXE,~~ N & I WERE NOT

PERMITTED ON THE PLATFORM; & TOM WAS

COURTEOUS ENOUGH TO INTRODUCED US IN THE

AUDIENCE.

PAGE 3

TONIGHT WE'RE HERE TO HELP THE
REPUBLICAN PARTY, BUT WE ARE ALSO HERE
TO GET BEHIND ANOTHER CITIZEN NEW JERSEY
CAN BE PROUD OF, TOM KEAN (^{"CANE"}PRONOUNCED
~~CANE~~). TOM EXEMPLIFIES THE ~~OPTIMISM AND~~
COMMON SENSE THAT IS MAKING THE REPUBLICAN
PARTY THE MAJORITY PARTY.

~~I UNDERSTAND THAT ONE OF TOM'S~~
HEROES IS TEDDY ROOSEVELT. TEDDY IS ONE
OF MY FAVORITES, TOO. THERE IS A ROOM
NAMED AFTER HIM IN THE WHITE HOUSE JUST
OPPOSITE THE OVAL OFFICE. ~~THERE~~ ON THE
WALL IS A PLAQUE WITH A QUOTE FROM ^{HIM}
~~THEODORE ROOSEVELT~~. IT SAYS: "AGGRESSIVE
FIGHTING FOR THE RIGHT IS THE NOBLEST
SPORT THE WORLD AFFORDS,"

~~THAT IS EXACTLY THE KIND OF SPIRIT~~
I ^{"CANE"}SEE IN TOM KEAN. ~~TOM'S NOT AFRAID TO~~
"THINK TOM CANE" ... REGULAR ... ~~THE NOBLE~~
SPORTS

PAGE 4,
HE'S WILLING TO

TELL YOU WHAT HE STANDS FOR; HE WANTS TO
CUT TAXES, TRIM EXCESSIVE SPENDING,
CREATE REAL JOBS AND ENCOURAGE GROWTH.

YOU MAY THINK THIS SOUNDS A LITTLE
FAMILIAR. WELL IT IS. IT'S NOT SOME
COMPLICATED FORMULA; IT'S COMMON SENSE.

THIS YEAR NEW JERSEY IS BEING
OFFERED A CLEAR-CUT CHOICE BETWEEN THOSE
WHO THINK GOVERNMENT SPENDING AND TAXES
ARE THE SOLUTION TO OUR PROBLEMS AND
THOSE WHO UNDERSTAND GOVERNMENT SPENDING
AND OVER-TAXATION ARE THE PROBLEMS.

AT THE NATIONAL LEVEL WE'RE TRYING
TO DO OUR PART. TOM'S COURAGEOUS SUPPORT
OF OUR ECONOMIC RECOVERY PROGRAM IS
CERTAINLY APPRECIATED. ~~NEW JERSEYITES~~
~~SHOULD NOTE THAT~~ OUR TAX CUT WILL PUT
\$2 BILLION INTO THE POCKETS OF CITIZENS

PAGE 5

OF THIS STATE, BUT IN THE CONGRESS,
TOM'S OPPONENT VOTED "NO". *VOTING "HIM" VOTING*

~~NEW JERSEY HAS THE OPPORTUNITY TO
VOTE FOR SOMEONE OFFERING A POSITIVE
PROGRAM, OR THEY CAN VOTE MORE OF THE
SAME THING THAT GOT US IN A MESS IN THE
FIRST PLACE.~~

AS FOR ME, I HOPE ^{*YOU*} ~~THEY~~ LET TOM KEAN
HAVE A CHANCE TO CUT ^{*YOUR*} ~~THEIR~~ TAXES, TRIM
THE SIZE AND COST OF ^{*YR.*} ~~THEIR~~ STATE GOVERNMENT,
AND BRING JOBS AND ECONOMIC PROSPERITY
TO NEW JERSEY.

#

MISUNDERSTANDING - NOT RUNNING
(ROHRBACHER/TD) GOV. N.J.

NEW JERSEY CAMPAIGN RECEPTION (SECOND
RECEPTION) OCTOBER 15, 1981, 7 P.M.

TOM KEAN IS.

~~GOOD EVENING.~~ NEW JERSEY IS KNOWN
AS THE GARDEN STATE. AND ~~THAT'S WHY,~~
~~LOOKING AROUND ME TONIGHT,~~ I AM ~~SO~~ HAPPY
TO SEE THE NEW JERSEY REPUBLICAN PARTY
IS ABOUT TO BLOSSOM.

~~IT IS BECOMING EVER MORE CLEAR THAT~~
~~1980 WAS A WATERSHED YEAR FOR AMERICAN~~
~~POLITICS.~~ HISTORIANS WILL NOTE THAT 1980
~~THIS WAS THE YEAR AMERICAN WORKING~~
PEOPLE FINALLY REALIZED THAT IT IS THE
REPUBLICAN PARTY THAT ADVOCATES THE
THINGS THEY BELIEVE IN.

NOWHERE IS THIS POLITICAL
REALIGNMENT MORE APPARENT THAN RIGHT
HERE IN NEW JERSEY. ~~IT IS NO MISTAKE~~

~~THAT~~ A MAN FROM NEW JERSEY IS NOW MY

SEC. .. LABR & YOU ... BE PROUD -
JOB ... DOING

PAGE 2

~~SECRETARY OF LABOR.~~ AND I HAVE TO TELL
~~YOU,~~ RAY DONOVAN ~~HAS TURNED INTO~~ A MAJOR
ASSET FOR THIS ADMINISTRATION. WE ARE
PROUD TO HAVE HIM WITH US.

DURING THE CAMPAIGN RAY TOOK ME
OVER TO THE BARRETT'S TAVERN TO MEET
SOME BLUE-COLLAR WORKERS. IT WAS A
MEMORABLE EXPERIENCE. STANDING THERE
TALKING WITH THOSE MEN AND WOMEN, SOME
OF THEM RIGHT OFF THEIR WORK SHIFT,
CONVINCED ME THAT WE ARE, INDEED, THE
PARTY OF WORKING PEOPLE.

I ASK YOU -- ARE THE TAX AND TAX,
SPEND AND SPEND POLICIES OF THE OTHER
PARTY REALLY IN THE INTEREST OF WORKING
PEOPLE?

THESE FOLKS AT BARRETT'S TAVERN
AGREE WITH YOU ABOUT THAT.

~~DEM.~~
~~LD RSHAP OUT STEP R&F?~~

~~LETTERS. -~~

PAGE 3

I DON'T HAVE TO DETAIL HIS BACKGROUND FOR YOU; IT IS ENOUGH TO SAY THAT ALL OF US ARE PROUD OF THE WAY HE'S HANDLED HIMSELF DURING THIS CAMPAIGN. WHAT IS IMPORTANT NOW IS THAT WE ALL WORK TOGETHER.

WE HAVE MORE OPPORTUNITY THAN EVER BFOR. WORKING P. ARE WAKING UP TO THE FACT THAT IT IS THE REPUB. PARTY THAT REPRESENTS THE THINGS THEY BELIEVE IN. IT IS NO COINCIDENCE THAT ANOTHER NEW JERSEYITE IS MY SEC'Y OF LABOR, RAY DONOVAN. RAY IS A MAJOR ASSET TO OUR EFFORTS IN WASH., AND WE'RE PROUD TO HAVE HIM WITH US.

DURING THE CAMPAIGN RAY DECIDED TO OFFER ME A CHANCE TO GET DIRECT FEEDBACK FROM SOME WORKING PEOPLE. ONE NIGHT HE TOOK ME OVER TO BARRETT'S TAVERN. I'LL HAVE TO ADMIT, IT WAS ONE OF THE MORE MEMORABLE MOMENTS IN THE CAMPAIGN.

PAGE 4

BUT RAY KNOWS & SO DO YOU, THAT
WORKING P. ARE FED UP WITH TAXES &
INFLATION THAT ASSAULT THEIR TAKE-HOME
PAY. ~~AND WHILE THE OTHER PARTY EXPLOITS~~
THE NATURAL DIVISION BTWN BUSINESS &
LABOR, REPUB'S TRY TO BRING ALL OF OUR
CITIZENS TOGETHER IN A CAMPAIGN FOR
EC. PROGRESS. ~~ATTACHED~~

~~IN WASH.~~ WE ARE WORKING CLOSELY
WITH A SMALL GROUP OF COURAGEOUS DEMOCRATS
WHO WANT TO PUT AM. BACK ON THE RIGHT
TRACK. ~~WITH THEIR HELP, WE'VE~~ ~~ABERSON~~
ACCOMPLISHED MORE THAN ANY OF US THOUGHT
POSSIBLE ONLY 1 YEAR AGO, BUT THERE IS
MUCH MORE TO DO. OUR EC. PROBLEMS HAVE
BEEN BUILDING FOR YEARS, & IT WILL TAKE
TIME & HARD WORK TO SET THINGS STRAIGHT.

PAGE 5

IT WILL ALSO REQUIRE US TO ENLIST OTHERS
TO HELP US IN THE STRUGGLE AT THE NATIONAL
& STATE LEVELS. ~~NOT IMPOSS.~~ --- ATKINSON -

HAVING BEEN A DEM. FOR MOST OF
MY ADULT LIFE, I CAN VOUCH FOR THE PAIN
INVOLVED IN CHANGING REGISTRATION, BUT

~~NOW IS THE TIME FOR US TO REACH OUT,
EACH OF US. WE KNOW FULL WELL WHAT WE
ARE DOING IS NOT FOR THE REPUB.~~

~~PARTY; IT IS FOR THE UNITED STATES OF
AMERICA.~~ ^{THIS GRT NAT.}

I FIRMLY BELIEVE THERE ARE A
HOST OF DEMOCRATS OUT THERE READY TO
JUMP ON BOARD IF WE STAND FIRM IN OUR
PRINCIPLES & OFFER THEM A CHANCE TO JOIN
US IN PUTTING AM'S HOUSE IN ORDER.

YOU'VE GOT A TREMENDOUS POTENTIAL HERE
IN N.J. TO BUILD THIS NEW COALITION.

THE WHOLE CO. IS WATCHING, SO ~~DON'T LET~~

~~IT DOWN.~~ / BLV. "PROG." WRK. - IT WL.
WRK. BETTR. TOM KEAN
THANK YOU & GOOD LUCK. ... GOV. - N.J.

(ELLIOTT/TD)

PRESIDENT'S BACKUP COPY: WORLD AFFAIRS COUNCIL, PHILADELPHIA, PA.
OCTOBER 15, 1981

I AM GRATEFUL FOR THIS OPPORTUNITY TO APPEAR BEFORE YOUR DISTINGUISHED GROUP, & TO SHARE WITH YOU OUR ADMINISTRATION'S VIEWS ON AN IMPORTANT, UPCOMING EVENT. I WILL BE TRAVELLING NEXT WEEK TO CANCUN, MEXICO TO PARTICIPATE IN A SUMMIT THAT WILL BRING TOGETHER LEADERS OF 2/3RDS OF THE WORLD'S POPULATION.

THE SUBJECT OF OUR TALKS WILL BE THE RELATIONSHIPS AMONG DEVELOPED & DEVELOPING NATIONS, & SPECIFICALLY, I HOPE, HOW WE CAN WORK TOGETHER TO STRENGTHEN THE WORLD ECONOMY & PROMOTE GREATER ECONOMIC GROWTH & PROSPERITY FOR ALL OUR PEOPLES.

U.S. FOREIGN POLICY PROCEEDS FROM 2 IMPORTANT PREMISES: THE NEED TO REVITALIZE THE U.S. & WORLD ECONOMY AS A BASIS FOR THE SOCIAL & ECONOMIC PROGRESS OF OUR OWN & OTHER NATIONS, & THE NEED TO PROVIDE ADEQUATE DEFENSES TO REMAIN STRONG & SAFE IN A PRECARIOUS PERIOD OF WORLD HISTORY. IN THIS CONTEXT, U.S. RELATIONS WITH DEVELOPING COUNTRIES PLAY A CRITICAL ROLE. THESE COUNTRIES ARE IMPORTANT PARTNERS IN THE WORLD ECONOMY & IN THE QUEST FOR WORLD PEACE.

WE UNDERSTAND & ARE SENSITIVE TO THE PROBLEMS & THE DIVERSITY OF DEVELOPING COUNTRIES. EACH IS UNIQUE IN ITS BLEND OF CULTURAL, HISTORICAL, ECONOMIC & POLITICAL CHARACTERISTICS. BUT ALL ASPIRE TO BUILD A BRIGHTER FUTURE & THEY CAN COUNT ON OUR STRONG SUPPORT.

*original copy in
President's handwriting file*

WE WILL GO TO CANCUN READY & WILLING TO LISTEN & TO LEARN. WE
WILL ALSO TAKE WITH US SOUND & CONSTRUCTIVE IDEAS DESIGNED TO HELP
SPARK A COOPERATIVE STRATEGY FOR GLOBAL GROWTH TO BENEFIT BOTH
DEVELOPED & DEVELOPING NATIONS. SUCH A STRATEGY RESTS UPON 3 SOLID
PILLARS:

1ST, AN UNDERSTANDING OF THE REAL MEANING OF DEVELOPMENT, BASED
ON OUR OWN HISTORICAL EXPERIENCE & THAT OF OTHER SUCCESSFUL COUNTRIES,
2ND, A DEMONSTRATED RECORD OF ACHIEVEMENT IN PROMOTING GROWTH &
DEVELOPMENT THROUGHOUT THE WORLD, BOTH THROUGH OUR BILATERAL ECONOMIC
RELATIONS, & THROUGH COOPERATION WITH OUR PARTNERS IN THE SPECIALIZED
INTERNATIONAL INSTITUTIONS, SUCH AS THE WORLD BANK & THE INTERNATIONAL
MONETARY FUND. & 3RD, PRACTICAL PROPOSALS FOR COOPERATIVE ACTIONS
IN TRADE, INVESTMENT, ENERGY, AGRICULTURE & FOREIGN ASSISTANCE THAT
CAN CONTRIBUTE TO A NEW ERA OF PROSPERITY & ABUNDANCE EXCEEDING
ANYTHING WE MAY DREAM POSSIBLE TODAY.

WE VERY MUCH WANT A POSITIVE DEVELOPMENT DIALOGUE, BUT SOMETIMES
THIS DIALOGUE BECOMES OVERSIMPLIFIED & UNPRODUCTIVE. FOR EXAMPLE,
SOME PEOPLE EQUATE DEVELOPMENT WITH COMMERCE WHICH THEY UNFAIRLY
CHARACTERIZE AS SIMPLE LUST FOR MATERIAL WEALTH. OTHERS MISTAKE
COMPASSION FOR DEVELOPMENT, & CLAIM MASSIVE TRANSFERS OF WEALTH
SOMEHOW, MIRACULOUSLY, WILL PRODUCE NEW WELL-BEING. STILL OTHERS
CONFUSE DEVELOPMENT WITH COLLECTIVISM SEEING IT AS A MEANS TO FULFILL
SOCIAL, RELIGIOUS OR NATIONAL GOALS, NO MATTER WHAT THE COST TO
INDIVIDUALS OR HISTORICAL TRADITIONS.

ALL OF THESE DEFINITIONS MISS THE REAL ESSENCE OF DEVELOPMENT. IN ITS MOST FUNDAMENTAL SENSE, IT HAS TO DO WITH THE MEANING, ASPIRATIONS & WORTH OF EVERY INDIVIDUAL. IN ITS ULTIMATE FORM, DEVELOPMENT IS HUMAN FULFILLMENT - AN ABILITY BY ALL MEN & WOMEN TO REALIZE FREELY THEIR FULL POTENTIAL, TO GO AS FAR AS THEIR GOD-GIVEN TALENTS WILL TAKE THEM.

WE AMERICANS CAN SPEAK FROM EXPERIENCE ON THIS SUBJECT. WHEN THE ORIGINAL SETTLERS ARRIVED HERE, THEY FACED A WILDERNESS WHERE POVERTY WAS THEIR DAILY LOT, & DANGER & STARVATION THEIR CLOSE COMPANIONS.

BUT THROUGH ALL THE DANGERS, DISAPPOINTMENTS & SETBACKS, THEY KEPT THEIR FAITH. THEY NEVER STOPPED BELIEVING THAT WITH THE FREEDOM TO TRY & TRY AGAIN, THEY COULD MAKE TOMORROW A BETTER DAY. THEY WERE RIGHT.

IN 1630, JOHN WINTHROP PREDICTED THAT WE WOULD BE A CITY UPON A HILL WITH THE EYES OF ALL PEOPLE UPON US.

BY 1836, ALEXIS DE TOCQUEVILLE WAS CALLING AMERICA "A LAND OF WONDERS," WHERE EVERY CHANGE SEEMED LIKE AN IMPROVEMENT, & WHAT MAN HAD NOT YET DONE WAS SIMPLY WHAT HE HAD NOT YET ATTEMPTED TO DO.

AND IN 1937, WALTER LIPPMANN COULD DRAW THE LESSON THAT AMERICA, FOR THE 1ST TIME IN HISTORY, GAVE MEN "A WAY OF PRODUCING WEALTH IN WHICH THE GOOD FORTUNE OF OTHERS MULTIPLIED THEIR OWN."

FREE PEOPLE BUILD FREE MARKETS THAT IGNITE DYNAMIC DEVELOPMENT FOR EVERYONE. THAT IS KEY, BUT THAT'S NOT ALL. SOMETHING ELSE HELPED US CREATE THESE UNPARALLELED OPPORTUNITIES FOR GROWTH & PERSONAL FULFILLMENT. A STRONG SENSE OF COOPERATION, FREE ASSOCIATION AMONG INDIVIDUALS, ROOTED IN INSTITUTIONS OF FAMILY, CHURCH, SCHOOL, PRESS & VOLUNTARY GROUPS OF EVERY KIND. GOVERNMENT TOO PLAYED

A Strong Sense of Cooperation

AN IMPORTANT ROLE. IT HELPED ERADICATE SLAVERY & OTHER FORMS OF DISCRIMINATION. IT OPENED UP THE FRONTIER THROUGH ACTIONS LIKE THE HOMESTEAD ACT & RURAL ELECTRIFICATION. AND IT HELPED PROVIDE A SENSE OF SECURITY FOR THOSE WHO, THROUGH NO FAULT OF THEIR OWN, COULD NOT SUPPORT THEMSELVES.

GOVERNMENT & PRIVATE ENTERPRISE COMPLEMENT EACH OTHER. THEY HAVE, CAN & MUST CONTINUE TO CO-EXIST & COOPERATE. BUT WE MUST ALWAYS ASK: IS GOVERNMENT WORKING TO LIBERATE & EMPOWER THE INDIVIDUAL? IS IT CREATING INCENTIVES FOR PEOPLE TO PRODUCE, SAVE, INVEST & PROFIT FROM LEGITIMATE RISKS & HONEST TOIL? IS IT ENCOURAGING ALL OF US TO REACH FOR THE STARS? OR, DOES IT SEEK TO COMPEL, COMMAND & COERCE PEOPLE INTO SUBMISSION & DEPENDENCE?

ASK THESE QUESTIONS, BECAUSE NO MATTER WHERE YOU LOOK TODAY, YOU WILL SEE THAT DEVELOPMENT DEPENDS UPON ECONOMIC FREEDOM. A MERE HANDFUL OF INDUSTRIALIZED COUNTRIES THAT HAVE HISTORICALLY COUPLED PERSONAL INITIATIVE WITH ECONOMIC REWARD NOW PRODUCE MORE THAN 1/2 THE WEALTH OF THE WORLD.

THE DEVELOPING COUNTRIES NOW GROWING THE FASTEST IN ASIA, AFRICA, & LATIN AMERICA ARE THE VERY ONES PROVIDING MORE ECONOMIC FREEDOM FOR THEIR PEOPLE - FREEDOM TO CHOOSE, TO OWN PROPERTY, TO WORK AT A JOB OF THEIR CHOICE, & TO INVEST IN A DREAM FOR THE FUTURE.

PERHAPS THE BEST PROOF THAT DEVELOPMENT & ECONOMIC FREEDOM GO HAND-IN-HAND CAN BE FOUND IN A COUNTRY WHICH DENIES FREEDOM TO ITS PEOPLE - THE SOVIET UNION. FOR THE RECORD, THE SOVIETS WILL NOT ATTEND THE CONFERENCE AT CANCUN. THEY SIMPLY WASH THEIR HANDS OF ANY RESPONSIBILITY, INSISTING ALL THE ECONOMIC PROBLEMS OF THE WORLD RESULT FROM CAPITALISM, & ALL THE SOLUTIONS LIE WITH SOCIALISM.

THE REAL REASON THEY'RE NOT COMING IS THEY HAVE NOTHING TO OFFER. IN FACT, WE HAVE JUST 1 QUESTION FOR THEM: WHO'S FEEDING WHOM? I CAN HARDLY REMEMBER A YEAR WHEN SOVIET HARVESTS HAVE NOT BEEN BLAMED ON "BAD WEATHER." AND I'VE SEEN A LOT OF HARVEST SEASONS, AS THE PRESS KEEPS REMINDING ME. THEY'VE HAD QUITE A LONG LOSING STREAK FOR A GOVERNMENT WHICH STILL INSISTS THE TIDES OF HISTORY ARE RUNNING IN ITS FAVOR.

THE SOVIETS, OF COURSE, CAN RELY ON FARMERS FROM AMERICA & OTHER NATIONS TO KEEP THEIR PEOPLE FED. BUT IRONICALLY THEY HAVE A RELIABLE SOURCE OF NOURISHMENT RIGHT IN THEIR OWN COUNTRY - THE 3 PERCENT OF ALL CULTIVATED LAND THAT FARMERS IN THE SOVIET UNION ARE ALLOWED TO FARM ON THEIR OWN. THOSE WHO FARM THAT 3 PERCENT PRODUCE ROUGHLY 30 PERCENT OF THE MEAT, MILK & VEGETABLES IN RUSSIA, 33 PERCENT OF THE EGGS AND 61 PERCENT OF THE POTATOES!

THAT'S WHY THIS IS NOT A QUESTION OF EAST VERSUS WEST, OF THE U.S. VERSUS THE SOVIET UNION. IT'S A QUESTION OF FREEDOM VERSUS COMPULSION, OF WHAT WORKS VERSUS WHAT DOESN'T WORK, OF SENSE VERSUS NONSENSE.

AND THAT'S WHY WE SAY: TRUST THE PEOPLE, TRUST THEIR INTELLIGENCE, & TRUST THEIR FAITH - BECAUSE PUTTING PEOPLE 1ST IS THE SECRET OF ECONOMIC SUCCESS EVERYWHERE IN THE WORLD.

NOW I WANT TO TALK ABOUT THE 2ND PART OF OUR MESSAGE AT CANCUN - OUR RECORD & THAT OF THE INTERNATIONAL ECONOMIC SYSTEM ITSELF IN HELPING DEVELOPING COUNTRIES GENERATE NEW GROWTH & PROSPERITY. HERE AGAIN IT'S TIME TO SPEAK OUT WITH CANDOR. TO LISTEN TO SOME SHRILL VOICES, YOU'D THINK OUR POLICIES WERE AS STINGY AS YOUR PHILADELPHIA EAGLES' DEFENSE. (THERE IS A PROPAGANDA CAMPAIGN IN WIDE CIRCULATION THAT WOULD HAVE THE WORLD BELIEVE CAPITALIST U.S. IS THE CAUSE OF WORLD HUNGER & POVERTY.

YET EACH YEAR THE U.S. PROVIDES MORE FOOD ASSISTANCE TO DEVELOPING NATIONS THAN ALL OTHER NATIONS COMBINED. LAST YEAR WE EXTENDED ALMOST TWICE AS MUCH OFFICIAL DEVELOPMENT ASSISTANCE AS ANY OTHER NATION.

THE SPIRIT OF VOLUNTARY GIVING IS A WONDERFUL TRADITION THAT FLOWS LIKE A DEEP & MIGHTY RIVER THROUGH THE HISTORY OF OUR NATION. WHEN AMERICANS SEE PEOPLE IN OTHER LANDS SUFFERING IN POVERTY & STARVATION, THEY DON'T WAIT FOR GOVERNMENT TO TELL THEM WHAT TO DO. THEY DIG DOWN & GIVE & GET INVOLVED, & THEY SAVE LIVES. AND THAT'S ONE REASON WE KNOW AMERICA IS SUCH A SPECIAL COUNTRY.

ALL THAT IS JUST ONE SIDE OF THE COIN. THE OTHER, ONLY RARELY ACKNOWLEDGED, IS THE ENORMOUS CONTRIBUTION WE MAKE THROUGH THE OPEN, GROWING MARKETS OF OUR OWN ECONOMY. THE U.S. BUYS APPROXIMATELY 1/2 OF ALL MANUFACTURED GOODS THAT NON-OPEC DEVELOPING COUNTRIES EXPORT TO THE INDUSTRIALIZED WORLD, EVEN THOUGH OUR MARKET IS ONLY 1/3 THE SIZE OF THE TOTAL INDUSTRIALIZED WORLD MARKET. LAST YEAR THESE SAME DEVELOPING COUNTRIES EARNED TWICE AS MUCH FROM EXPORTS TO THE UNITED STATES THAN THEY RECEIVED IN AID FROM ALL DEVELOPED COUNTRIES COMBINED, & IN THE LAST 2 YEARS ALONE, THEY EARNED MORE FROM EXPORTS TO THE U.S. THAN THE ENTIRE DEVELOPING WORLD HAS RECEIVED FROM THE WORLD BANK IN THE LAST 36 YEARS.

EVEN AS WE WORK TO STRENGTHEN THE WORLD BANK & OTHER INTERNATIONAL INSTITUTIONS, LET US RECOGNIZE THEN THE ENORMOUS CONTRIBUTION OF AMERICAN TRADE TO DEVELOPMENT.

THE BARRIERS TO TRADE IN OUR MARKETS ARE AMONG THE LOWEST IN THE WORLD. THE U.S. MAINTAINS FEW RESTRICTIONS & OUR CUSTOMS PROCEDURES ARE VERY PREDICTABLE. IN 1980, 51 PERCENT OF OUR IMPORTS FROM DEVELOPING COUNTRIES ENTERED DUTY FREE.

AMERICAN CAPITAL MARKETS ARE ALSO MORE ACCESSIBLE TO THE DEVELOPING COUNTRIES THAN CAPITAL MARKETS ANYWHERE ELSE IN THE WORLD.

7

FROM ALL THIS 2 CONCLUSIONS SHOULD BE CLEAR: - FAR FROM LAGGING BEHIND & REFUSING TO DO OUR PART, THE U.S. IS LEADING THE WAY IN HELPING TO BETTER THE LIVES OF CITIZENS IN DEVELOPING COUNTRIES. AND THE WAY WE CAN DO THAT JOB BEST, THE WAY WE CAN PROVIDE THE MOST OPPORTUNITY FOR EVEN THE POOREST OF NATIONS, IS TO FOLLOW THROUGH WITH OUR OWN ECONOMIC RECOVERY PROGRAM TO ENSURE STRONG, SUSTAINED NON-INFLATIONARY GROWTH.

THAT'S JUST WHAT WE'RE DETERMINED TO DO. EVERY 1 PERCENT REDUCTION IN OUR INTEREST RATES DUE TO LOWER INFLATION IMPROVES THE BALANCE OF PAYMENTS OF DEVELOPING COUNTRIES BY \$1 BILLION. BY GETTING OUR OWN ECONOMIC HOUSE IN ORDER, WE WIN, THEY WIN, WE ALL WIN.

NOW JUST AS THERE IS NEED FOR A CLEARER FOCUS ON THE REAL MEANING OF DEVELOPMENT, & OUR OWN DEVELOPMENT RECORD, THERE IS A SIMILAR NEED TO BE CLEAR ABOUT THE INTERNATIONAL ECONOMIC SYSTEM.

SOME ARGUE THAT THE SYSTEM HAS FAILED; OTHERS THAT IT IS UNREPRESENTATIVE & UNFAIR; STILL OTHERS SAY IT IS STATIC & UNCHANGING. A FEW INSIST IT IS SO SOUND IT NEEDS NO IMPROVEMENT.

WE NEED A BETTER UNDERSTANDING THAN THAT. AS I RECALLED RECENTLY BEFORE THE ANNUAL MEETING OF THE WORLD BANK & THE IMF, THE POST-WAR INTERNATIONAL ECONOMIC SYSTEM WAS CREATED ON THE BELIEF THAT "THE KEY TO NATIONAL DEVELOPMENT & HUMAN PROGRESS IS INDIVIDUAL FREEDOM - BOTH POLITICAL & ECONOMIC." THIS SYSTEM PROVIDED ONLY GENERALIZED RULES IN ORDER TO MAINTAIN MAXIMUM FLEXIBILITY & OPPORTUNITY FOR INDIVIDUAL ENTERPRISE & AN OPEN INTERNATIONAL TRADING & FINANCIAL SYSTEM.

THE "GATT", THE WORLD BANK & THE INTERNATIONAL MONETARY FUND REPRESENT FREE ASSOCIATIONS OF INDEPENDENT COUNTRIES WHO ACCEPT BOTH THE FREEDOM & DISCIPLINE OF A COMPETITIVE ECONOMIC SYSTEM. LET'S LOOK AT THE RECORD OF INTERNATIONAL GROWTH & DEVELOPMENT UNDER THEIR AUSPICES:

- FROM 1950 TO 1980, GNP PER CAPITA IN 60 MIDDLE-INCOME COUNTRIES INCREASED TWICE AS FAST AS IN THE INDUSTRIAL COUNTRIES WHEN REAL PURCHASING POWER IS TAKEN INTO ACCOUNT.

- FROM 1951 TO 1979, INDUSTRY & MANUFACTURING IN DEVELOPING COUNTRIES ALSO EXPANDED AT A FASTER ANNUAL RATE THAN THEIR COUNTERPARTS IN THE INDUSTRIAL COUNTRIES.

- SINCE 1960, EXPORT VOLUME FOR THE DEVELOPING COUNTRIES, EXCLUDING OPEC, GREW BETWEEN 6 & 7 PERCENT A YEAR. GROWTH WAS PARTICULARLY STRONG IN MANUFACTURED EXPORTS, & EVEN SOME LOW-INCOME OIL IMPORTERS PARTICIPATED IN THIS TREND.

- &, CONCESSIONAL ASSISTANCE GREW BY 50 PERCENT IN REAL TERMS DURING THE 1970's.

BY ANY STANDARD, THIS IS A REMARKABLE RECORD. IT IS NOT A BASIS FOR COMPLACENCY. WE RECOGNIZE THAT DESPITE THIS PROGRESS, MANY DEVELOPING NATIONS CONTINUE TO STRUGGLE WITH POVERTY, MALNUTRITION, & LACK OF INFRASTRUCTURE, & ARE SERIOUSLY AFFECTED BY DISRUPTION IN THE INTERNATIONAL ECONOMY.

BUT WHILE MUCH PROGRESS REMAINS TO BE MADE, WE CAN TAKE PRIDE IN WHAT HAS BEEN ACCOMPLISHED -- PRIDE IN THE EFFORTS OF THOSE COUNTRIES THAT DID MOST TO UTILIZE EFFECTIVELY THE OPPORTUNITIES OF THE SYSTEM AND PRIDE IN THE SYSTEM ITSELF FOR BEING SUFFICIENTLY FLEXIBLE TO ENSURE THAT THE BENEFITS OF INTERNATIONAL COMMERCE FLOW INCREASINGLY TO ALL COUNTRIES.

PROGRESS IS ALSO EVIDENT IN THE EVOLUTION OF THE INTERNATIONAL INSTITUTIONS THEMSELVES. TODAY APPROXIMATELY 2/3RDS OF THE MEMBERS OF "GATT" ARE DEVELOPING COUNTRIES, WHEREAS ONLY 1/2 WERE DEVELOPING COUNTRIES WHEN IT WAS CREATED. ALSO, THE RESOURCES OF BOTH THE WORLD BANK & THE IMF HAVE INCREASED DRAMATICALLY, AS HAS THE PARTICIPATION OF DEVELOPING COUNTRY MEMBERS.

CERTAINLY THE RECORD OF THE INTERNATIONAL SYSTEM IS NOT PERFECT, BUT PEOPLE FLIRT WITH FANTASY WHEN THEY SUGGEST IT IS A FAILURE & UNFAIR. WE KNOW THAT MUCH MUST STILL BE DONE TO HELP LOW-INCOME COUNTRIES DEVELOP DOMESTIC MARKETS & STRENGTHEN THEIR EXPORTS. BUT THE WAY TO DO THAT IS NOT TO WEAKEN THE SYSTEM THAT HAS SERVED US SO WELL, BUT TO CONTINUE WORKING TOGETHER TO MAKE IT BETTER.

THIS BRINGS ME TO THE 3RD & FINAL PART OF OUR MESSAGE IN CANCUN - A PROGRAM FOR ACTION. THIS SUMMIT OFFERS THE LEADERSHIP OF THE WORLD AN OPPORTUNITY TO CHART A STRATEGIC COURSE FOR A NEW ERA OF INTERNATIONAL ECONOMIC GROWTH & DEVELOPMENT. TO DO THIS, ALL COUNTRIES, DEVELOPED & DEVELOPING ALIKE, MUST DEMONSTRATE THE POLITICAL WILL TO ADDRESS THE REAL ISSUES, CONFRONT THE OBSTACLES & SEIZE THE OPPORTUNITIES FOR DEVELOPMENT WHEREVER THEY EXIST.

TO CITE THAT OLD PROVERB: GIVE A HUNGRY MAN A FISH & HE'LL BE HUNGRY TOMORROW; TEACH HIM HOW TO FISH & HE'LL NEVER BE HUNGRY AGAIN.

THE PRINCIPLES THAT GUIDE OUR INTERNATIONAL POLICIES CAN LEAD TO THE COOPERATIVE STRATEGY FOR GLOBAL GROWTH WE SEEK. THE EXPERIENCE OF OUR OWN COUNTRY & OTHERS CONFIRMS THE IMPORTANCE OF 5 STRATEGIC PRINCIPLES:

1ST, STIMULATING INTERNATIONAL TRADE BY OPENING UP MARKETS,
BOTH WITHIN INDIVIDUAL COUNTRIES & AMONG COUNTRIES;

2ND, TAILORING PARTICULAR DEVELOPMENT STRATEGIES TO THE SPECIFIC
NEEDS & POTENTIAL OF INDIVIDUAL COUNTRIES & REGIONS;

3RD, GUIDING ASSISTANCE TOWARD THE DEVELOPMENT OF SELF-SUSTAINING
PRODUCTIVE CAPACITIES, PARTICULARLY IN FOOD & ENERGY;

4TH, IMPROVING IN MANY OF THESE COUNTRIES THE CLIMATE FOR
PRIVATE INVESTMENT & THE TRANSFER OF TECHNOLOGY THAT COMES WITH SUCH
INVESTMENT; &

5TH, CREATING A POLITICAL ATMOSPHERE IN WHICH PRACTICAL SOLUTIONS
CAN MOVE FORWARD - RATHER THAN FOUNDER ON A REEF OF MISGUIDED POLICIES
THAT RESTRAIN & INTERFERE WITH THE INTERNATIONAL MARKETPLACE OR
FOSTER INFLATION.

DEVELOPING COUNTRIES CANNOT BE LUMPED TOGETHER UNDER THAT TITLE
AS IF THEIR PROBLEMS WERE IDENTICAL. THEY ARE DIVERSE WITH DISTINCT
RESOURCE ENDOWMENTS, CULTURES, LANGUAGES & NATIONAL TRADITIONS.
THE INTERNATIONAL SYSTEM IS COMPRISED OF INDEPENDENT, SOVEREIGN
NATIONS, WHOSE SEPARATE EXISTENCE TESTIFIES TO THEIR UNIQUE QUALITIES
& ASPIRATIONS.

WHAT WE WILL SEEK TO DO AT CANCUN, & ELSEWHERE IN SUBSEQUENT
MEETINGS, IS EXAMINE COOPERATIVELY:

- THE ROADBLOCKS WHICH DEVELOPING COUNTRY POLICIES POSE TO
DEVELOPMENT, & HOW THEY CAN BEST BE REMOVED. FOR EXAMPLE: IS
THERE AN IMBALANCE BETWEEN PUBLIC & PRIVATE SECTOR ACTIVITIES? ARE
HIGH TAX RATES SMOTHERING INCENTIVES & PRECLUDING GROWTH IN PERSONAL
SAVINGS & INVESTMENT CAPITAL?

- THEN WE MUST EXAMINE THE OBSTACLES WHICH DEVELOPED COUNTRIES PUT IN THE WAY OF DEVELOPMENT & HOW THEY, IN TURN, CAN BEST BE REMOVED. FOR EXAMPLE, ARE INDUSTRIAL COUNTRIES MAINTAINING OPEN MARKETS FOR THE PRODUCTS OF DEVELOPING COUNTRIES? DO THEY PERMIT UNRESTRICTED ACCESS BY DEVELOPING COUNTRIES TO THEIR OWN CAPITAL MARKETS?

- FINALLY, WE MUST DECIDE HOW DEVELOPED & DEVELOPING COUNTRIES TOGETHER CAN REALIZE THEIR POTENTIAL & IMPROVE THE WORLD ECONOMY TO PROMOTE A HIGHER LEVEL OF GROWTH & DEVELOPMENT.

OUR PROGRAM OF ACTION INCLUDES SPECIFIC, PRACTICAL STEPS THAT IMPLEMENT THE PRINCIPLES I HAVE OUTLINED.

1ST, STIMULATING INTERNATIONAL TRADE BY OPENING UP MARKETS IS ABSOLUTELY ESSENTIAL. LAST YEAR, NON-OPEC DEVELOPING NATIONS BY SELLING THEIR PRODUCTS IN AMERICAN MARKETS EARNED \$63 BILLION.

THIS IS MORE THAN TWICE THE AMOUNT OF TOTAL DEVELOPMENT ASSISTANCE PROVIDED TO ALL DEVELOPING COUNTRIES IN THAT SAME YEAR. IT'S TIME FOR ALL OF US TO LIVE UP TO OUR PRINCIPLES BY CONCRETE ACTIONS TO OPEN MARKETS & LIBERALIZE TRADE.

THE MOST MEANINGFUL ACTION WE COULD TAKE TO PROMOTE TRADE WITH DEVELOPING NATIONS IN THE EARLY 1980'S IS TO STRENGTHEN THE "GATT".

IT IS THROUGH A SHARED, RECIPROCAL EFFORT WITHIN "GATT" THAT FURTHER LIBERALIZATION OF INDUSTRIAL NATIONS' TRADE REGIMES IS MOST LIKELY TO BE ACHIEVED. THIS WILL BENEFIT DEVELOPING COUNTRIES MORE THAN ANY OTHER SINGLE STEP.

THE U.S. WILL WORK FOR A SUCCESSFUL "GATT" MINISTERIAL MEETING IN 1982, & WILL LAUNCH AN EXTENSIVE ROUND OF CONSULTATIONS WITH ALL COUNTRIES, INCLUDING DEVELOPING COUNTRIES, TO PREPARE FOR THIS MEETING. WE WILL JOIN WITH DEVELOPING COUNTRIES IN WORKING OUT AN EFFECTIVE SAFEGUARDS CODE THAT REFLECTS OUR MUTUAL CONCERNS & INTERESTS. IN ADDITION, WE WILL CONTINUE TO SUPPORT THE GENERALIZED SYSTEM OF PREFERENCES & WILL TAKE THE LEAD IN URGING OTHER DEVELOPED COUNTRIES TO MATCH US IN EXPANDING DEVELOPING NATIONS' ACCESS TO MARKETS.

TRADE'S CONTRIBUTION TO DEVELOPMENT CAN BE MAGNIFIED BY ALIGNING TRADE OPPORTUNITIES MORE CLOSELY WITH PRIVATE INVESTMENT, DEVELOPMENT ASSISTANCE & TECHNOLOGY SHARING. AT CANCUN, WE WILL MAKE IT CLEAR THAT WE ARE READY TO COOPERATE WITH OTHER NATIONS IN PUTTING IN PLACE THIS KIND OF INTEGRATED, COMPLEMENTARY EFFORT.

ACTUALLY, WE ARE ALREADY DOING SO, WHICH BRINGS ME TO THE 2ND PART OF OUR PROGRAM - TAILORING PARTICULAR DEVELOPMENT STRATEGIES TO THE SPECIFIC NEEDS & POTENTIAL OF INDIVIDUAL COUNTRIES & REGIONS.

IN OUR OWN HEMISPHERE, THE U.S. HAS JOINED TOGETHER WITH MEXICO, VENEZUELA, & CANADA TO BEGIN DEVELOPING FLEXIBLE, IMAGINATIVE, & COOPERATIVE PROGRAMS LINKING TRADE, INVESTMENT, FINANCE, FOREIGN ASSISTANCE & PRIVATE SECTOR ACTIVITIES TO HELP THE NATIONS IN THE CARIBBEAN HELP THEMSELVES.

WE MET INITIALLY IN NASSAU IN JULY. CONSULTATIONS THEN TOOK PLACE WITH THE CENTRAL AMERICAN COUNTRIES & PANAMA IN COSTA RICA, & WITH THE CARIBBEAN COUNTRIES IN SANTO DOMINGO. BY YEAR END, WE EXPECT TO COMPLETE CONSULTATION & MOVE FORWARD WITH EFFORTS THAT ARE TAILORED TO SPECIFIC SITUATIONS IN INDIVIDUAL COUNTRIES.

3RD, GUIDING OUR ASSISTANCE TOWARD THE DEVELOPMENT OF SELF-SUSTAINING PRODUCTIVE ACTIVITIES - PARTICULARLY IN FOOD & ENERGY.

INCREASING FOOD PRODUCTION IN DEVELOPING COUNTRIES IS CRITICALLY IMPORTANT - FOR SOME, LITERALLY A MATTER OF LIFE OR DEATH. IT IS ALSO AN INDISPENSABLE BASIS FOR OVERALL DEVELOPMENT. THE U.S. HAS ALWAYS MADE FOOD & AGRICULTURE AN IMPORTANT EMPHASIS OF ITS ECONOMIC ASSISTANCE PROGRAMS. WE HAVE PROVIDED MASSIVE AMOUNTS OF FOOD TO FIGHT STARVATION, BUT WE HAVE ALSO UNDERTAKEN SUCCESSFUL AGRICULTURAL RESEARCH, WELCOMED THOUSANDS OF FOREIGN STUDENTS FOR INSTRUCTION & TRAINING AT OUR FINEST INSTITUTES, & HELPED MAKE DISCOVERIES OF THE HIGH-YIELDING VARIETIES OF THE GREEN REVOLUTION AVAILABLE THROUGHOUT THE WORLD.

LOOKING TO THE FUTURE, OUR EMPHASIS WILL BE ON THE IMPORTANCE OF MARKET-ORIENTED POLICIES. WE BELIEVE THIS APPROACH WILL CREATE RISING AGRICULTURAL PRODUCTIVITY, SELF-SUSTAINING CAPACITY FOR RESEARCH & INNOVATION, & STIMULATION OF JOB-CREATING ENTREPRENEURSHIP IN RURAL AREAS.

SPECIFICALLY, WE WILL ENCOURAGE POLICIES WHICH REDUCE OR ELIMINATE SUBSIDIES TO FOOD CONSUMERS, & PROVIDE ADEQUATE & STABLE PRICE INCENTIVES TO THEIR AGRICULTURAL SECTORS TO INCREASE PRODUCTION. WE WILL EMPHASIZE EDUCATION & INNOVATIVE JOINT RESEARCH & DEVELOPMENT ACTIVITIES THROUGH U.S. & DEVELOPING COUNTRIES' INSTITUTIONS. WE WILL ALSO ENCOURAGE RURAL CREDIT, IMPROVED STORAGE & DISTRIBUTION FACILITIES, & ROADS TO FACILITATE MARKETING.

THAT'S A LOT. BUT WE NEED TO DO MORE.

THE FOCUS WILL BE ON RAISING THE PRODUCTIVITY OF THE SMALL FARMER, BUILDING THE CAPACITY TO PURSUE AGRICULTURAL RESEARCH & STIMULATING PRODUCTIVE ENTERPRISES THAT GENERATE EMPLOYMENT & PURCHASING POWER.

WE WILL EMPHASIZE:

- NEW METHODS OF PLANT IMPROVEMENT TO DEVELOP CROPS THAT TOLERATE ADVERSE SOILS & CLIMATIC CONDITIONS, INSECTS, & DISEASES;

- RESEARCH TO INCREASE THE EFFICIENCY OF USING IRRIGATION WATER;

- SYSTEMS FOR THE PRODUCTION OF SEVERAL CROPS PER YEAR IN THE HUMID TROPICS; &

- METHODS OF HUMAN & ANIMAL DISEASE CONTROL TO REMOVE SUCH SERIOUS PROBLEMS AS THE TSETSE FLY IN AFRICA, WHICH BARS AGRICULTURAL PRODUCTION ON VAST AREAS OF POTENTIALLY PRODUCTIVE LANDS.

ADDRESSING THE ENERGY PROBLEMS OF DEVELOPING COUNTRIES IS ALSO VITAL TO THEIR SUSTAINED ECONOMIC GROWTH. THEIR NET OIL BILL IN 1980 WAS \$46 BILLION, UP FROM ONLY \$4 BILLION IN 1973. THIS PUTS TREMENDOUS PRESSURE ON THEIR BALANCE OF PAYMENTS & THREATENS DEVELOPMENT.

THE U.S. WILL EMPHASIZE FUNDING FOR ENERGY-RELATED ACTIVITIES IN THE YEARS AHEAD, ESPECIALLY FOR PRIVATE EFFORTS & THE MOBILIZATION OF DEVELOPING COUNTRY RESOURCES. OUR ENERGY BILATERAL AID PROGRAM MUST STRESS TECHNICAL ASSISTANCE RATHER THAN RESOURCE TRANSFERS.

WE WILL SUPPORT ENERGY LENDING BY MULTILATERAL INSTITUTIONS PROVIDED THE PROJECTS ARE ECONOMICALLY VIABLE & THEY EXPAND DEVELOPING COUNTRY ENERGY PRODUCTION THROUGH GREATER PRIVATE INVESTMENT.

WE WILL ALSO SUPPORT SELECTED ELEMENTS OF THE PROGRAMS OF ACTION OF THE U.N. CONFERENCE ON NEW & RENEWABLE RESOURCES OF ENERGY. THEY INCLUDE INTENSIFIED ENERGY TRAINING PROGRAMS FOR TECHNICIANS FROM DEVELOPING COUNTRIES & EFFORTS TO HELP DEVELOPING COUNTRIES ASSESS & MORE EFFICIENTLY UTILIZE THEIR RESOURCES.

4TH, IMPROVING THE CLIMATE FOR PRIVATE CAPITAL FLOWS PARTICULARLY PRIVATE INVESTMENT INVESTMENT IS THE LIFEBLOOD OF DEVELOPMENT.

PRIVATE CAPITAL FLOWS -- COMMERCIAL LENDING & PRIVATE INVESTMENT -- NOW ACCOUNT FOR ALMOST 70 PERCENT OF TOTAL FINANCIAL FLOWS TO DEVELOPING COUNTRIES. IT IS IMPRACTICAL, NOT TO MENTION FOOLISH, TO ATTACK THESE FLOWS FOR IDEOLOGICAL REASONS.

WE CALL UPON ALL OUR PARTNERS IN FINANCE & DEVELOPMENT - BUSINESS, BANKS & DEVELOPING COUNTRIES - TO ACCELERATE THEIR COOPERATIVE EFFORTS.

WE SEEK TO INCREASE CO-FINANCING & OTHER PRIVATE FINANCING WITH THE MULTILATERAL DEVELOPMENT BANKS. WE WANT TO ENHANCE THE INTERNATIONAL FINANCE CORPORATION ACTIVITIES - WHICH FOSTERS PRIVATE SECTOR DEBT & EQUITY FINANCING OF INVESTMENTS IN THE DEVELOPING COUNTRIES. ITS PROGRAM IS INCREASING IN BOTH SIZE & DIVERSITY & THE BULK OF IFC PROJECTS ARE PRIVATELY FINANCED IN THE DEVELOPING COUNTRIES FROM DOMESTIC & EXTERNAL SOURCES.

WE WILL EXPLORE THE DEVELOPMENT OF FURTHER SAFEGUARDS FOR MULTILATERAL INVESTMENT & WAYS TO BUILD UPON SUCCESSFUL BILATERAL EXPERIENCES WITH OPIC. WE BELIEVE IT IS IMPORTANT TO IDENTIFY IMPEDIMENTS TO INVESTMENT & TRADE SUCH AS CONDITIONS OF POLITICAL INSTABILITY & THE THREAT OF EXPROPRIATION. WORKING IN CONCERN WITH OUR TRADING PARTNERS, WE WILL SEEK TO REMOVE THOSE IMPEDIMENTS.

WE WILL ATTEMPT TO PROMOTE A GENERAL AGREEMENT ON INVESTMENT ALLOWING COUNTRIES TO HARMONIZE INVESTMENT POLICIES & TO NEGOTIATE MUTUALLY BENEFICIAL IMPROVEMENTS IN THE INVESTMENT CLIMATE.

FINALLY, WE WILL MAKE AN EFFORT TO IDENTIFY DEVELOPED & DEVELOPING COUNTRY TAX MEASURES WHICH MIGHT INCREASE MARKET-ORIENTED INVESTMENT FROM BOTH EXTERNAL & DOMESTIC SOURCES IN THE DEVELOPING COUNTRIES.

5TH, & FINALLY, LET ME TURN TO THE QUESTION OF HOW WE WORK TOGETHER. TO A REMARKABLE DEGREE, MANY NATIONS OF THE WORLD HAVE NOW ENTERED INTO AN ECONOMIC DIALOGUE. THE CHOICE BEFORE US IS HOW TO ORGANIZE & CONDUCT IT. DO WE PERSIST IN CONTENTIOUS RHETORIC, OR DO WE UNDERTAKE PRACTICAL TASKS IN A SPIRIT OF COOPERATION & MUTUAL POLITICAL WILL? I THINK OUR COUNTRY HAS SIGNALLED ITS ANSWER TO THAT QUESTION.

WE GO TO CANCUN WITH A RECORD OF SUCCESS & CONTRIBUTIONS SECOND TO NONE ... DETERMINED TO BUILD ON OUR PAST ... READY TO OFFER OUR HAND IN FRIENDSHIP AS A PARTNER IN PROSPERITY.

AT CANCUN WE WILL PROMOTE A REVOLUTIONARY IDEA BORN MORE THAN 200 YEARS AGO, CARRIED TO OUR SHORES IN THE HEARTS OF MILLIONS OF IMMIGRANTS & REFUGEES & DEFENDED BY ALL WHO RISKED THEIR LIVES SO YOU & I & OUR CHILDREN COULD STILL BELIEVE IN A BRIGHTER TOMORROW.

IT'S CALLED FREEDOM, AND IT WORKS. IT'S STILL THE MOST EXCITING, PROGRESSIVE & SUCCESSFUL IDEA THE WORLD HAS EVER KNOWN.

IN CLOSING, I WANT TO TELL YOU ABOUT SOMETHING A FRIEND OF YOURS & MINE SAID IN A SPEECH IN WASHINGTON NOT TOO LONG AGO. BEING A MAN OF VISION, WITH A GREAT ADMIRATION FOR AMERICA, HE EXPLAINED THAT HE HAD COME ON A MISSION FROM HIS NATIVE LAND - A MISSION TO SECURE ECONOMIC PROGRESS FOR HIS PEOPLE. HE TOLD HIS AUDIENCE:

"I AM DREAMING, REALLY I AM DREAMING OF A DRIVE LIKE THE DRIVE OF YOUR GRANDFATHERS, THE DRIVE TO THE WEST.

"WATER WE HAVE, LAND WE HAVE, CLIMATE WE HAVE, FARMING WE HAVE,

"(BUT) WE NEED TECHNOLOGY, WE NEED KNOW-HOW, NEW WAYS OF IRRIGATION, NEW WAYS OF AGRICULTURE. ALL THIS ONE CAN FIND HERE (IN AMERICA)."

AND THEN HE PLEADED: "COME & BE MY PARTNERS ... BE PIONEERS LIKE YOUR GRANDFATHERS WHO OPENED THE WEST & BUILT IN 200 YEARS THE MOST POWERFUL COUNTRY, THE RICHEST COUNTRY, THE GREAT UNITED STATES OF AMERICA."

THOSE WORDS WERE SPOKEN AT THE U.S. CHAMBER OF COMMERCE IN MARCH 1979 BY ANWAR SADAT. THIS COURAGEOUS MAN OF PEACE & HOPE & LOVE HAS NOW BEEN TAKEN FROM US. BUT HIS MISSION & HIS DREAM REMAIN. AS WE PROCEED TO CANCUN, CAN WE NOT JOIN TOGETHER SO THAT THE GOOD HE WANTED FOR ALL PEOPLE OF THE WORLD WILL FINALLY BECOME THEIRS & HIS TO SHARE?

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