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Santiago, 2 de marzo de 1993

Señor Edward G. Rendell  
Alcalde de Philadelphia  
Room 215 City Hall  
Philadelphia, Pennsylvania 19107-3295

Estimado señor Alcalde:

Me es grato acusar recibo de su atenta carta del 15 de enero pasado, por la cual tuvo a bien comentar su reciente visita a Chile, así como las gestiones sucesivas que ha efectuado para concientizar en su país acerca de la importancia de un Acuerdo de Libre Comercio entre Chile y los Estados Unidos de América.

Agradezco su significativa preocupación en torno al tema del Libre Comercio entre Chile y EE.UU., y lo felicito por su activo apoyo a esta loable tarea que, no cabe duda, traerá grandes beneficios para nuestros dos países.

Puedo informarle que, por mi parte, también he escrito al Presidente Clinton para destacar la necesidad de que nuestros respectivos gobiernos avancen en esta materia, siendo a mi juicio relevante ahora que la Administración incluya a Chile en su nueva solicitud de "fast-track" en el curso del presente año, y notifique al Congreso sobre su interés de iniciar negociaciones con Chile.

Junto con alegrarme por su favorable impresión y experiencia en nuestro país, reciba las seguridades de mi más alta y distinguida consideración.

Saluda atentamente a usted,

  
PATRICIO AYLWIN AZOCAR

TRADUCCION NO OFICIAL

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Estimado señor Presidente:

Le ruego aceptar mi personal agradecimiento, por la audiencia que usted me concedió durante mi reciente visita a Chile. Estoy muy impresionado por su hermoso país, por su compromiso con una vida democrática y los enormes pasos tomados para hacer que su economía crezca.

La región de Filadelfia y Chile tienen una muy especial relación comercial y yo estoy dedicado a que esta relación continúe creciendo y prosperando. Estoy listo para promover y trabajar para que se concrete el Tratado de Libre Comercio con Chile. Ya he comenzado este esfuerzo - Le he escrito al Presidente Clinton pidiéndole que mire favorablemente este Tratado.

Adjunto una copia de esta carta y un artículo editorial que escribí sobre libre comercio con Chile. El editorial apareció en la edición dominical del Philadelphia Inquirer, que es el diario líder en nuestra región. Como el Domingo es el día de mayor circulación, podemos estar seguros que el artículo tuvo una gran difusión.

Para continuar con los esfuerzos, también pienso contactar a los líderes del Congreso de los estados de Pennsylvania, New Jersey y Delaware, para enlistar su apoyo para este Acuerdo. Como puede ver, nuestro compromiso con Chile es serio y la especial relación de Philadelphia con su país solo puede fortalecerse.

Con los deseos de continuos éxitos para 1993, atentamente

EDWARD G. RENDELL

CHC/imr.

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TRADUCCION NO OFICIAL

29 de Diciembre de 1992.

Presidente Electo Bill Clinton  
Casa del Gobernador  
Little Rock, Arkansas

Estimado Presidente-Electo Clinton:

Estoy orgulloso de usted. Lo está haciendo estupendamente! Su cumbre económica fue un gran éxito concretando temas y abriendo camino hacia la recuperación. La elección de su Gabinete ha sido soberbia (especialmente Bruce Babbitt) - diversificándose sin sacrificar la calidad.

Recientemente regresé luego de encabezar una misión comercial a Chile donde me reuní con el Presidente Aylwin, el Ministro de Hacienda y un número de otros líderes políticos y hombres de negocios, y quisiera pedirle su atención a las oportunidades disponibles para negocios de Estados Unidos allá.

Le ruego que actúe con rapidez para efectuar un tratado de libre comercio con la República de Chile, para maximizar estas oportunidades. Chile es el usuario número uno del Puerto de Philadelphia con la importación de 40 millones de cajas de su maravillosa fruta, contabilizando 600 millones de venta al por menor, y una de cada tres horas trabajadas por nuestros estibadores. El Presidente Aylwin, el Ministro Foxley y los demás líderes políticos y comerciales me dejaron claro su fuerte deseo de tener un tratado de libre comercio con nosotros. Todos ellos estuvieron extremadamente animados por sus declaraciones del 19 de Noviembre, durante su visita a Washington.

Mis observaciones durante mi viaje me llevaron a concluir que tal tratado es completamente garantizado. Los dos mayores criterios que imponemos sobre cualquier país que busca un tratado de libre comercio - que se convierta en una economía de libre mercado, y que tenga una forma próspera y democrática de gobierno - ambas claramente conseguidas por Chile.

Estuve muy impresionado por los enormes pasos que han tomado, con gran sacrificio, para hacer crecer su economía e integrarse más al sistema comercial del mundo. Chile tendrá, probablemente, el mejor resultado económico en América Latina este año, con una tasa de crecimiento económico proyectado de aproximadamente ocho por ciento, una inflación de alrededor del once por ciento, tasa de desempleo bajo el cinco por ciento, un presupuesto equilibrado, un comercio que se expande tanto con Estados Unidos como con sus vecinos latinoamericanos. Su economía ha registrado un crecimiento significativo por nueve años consecutivos. Se ha convertido en un modelo en este hemisferio de lo que pueden hacer los países en desarrollo. Estados Unidos exportó el año pasado aproximadamente 1.6 billones de dólares de bienes a Chile, muchos de ellos bienes de capital. En realidad, Chile es el mercado latinoamericano de mayor crecimiento para la exportación de bienes de capital norteamericanos. Chile provee a Estados Unidos con frutas y verduras de invierno. Como lo indiqué, el grueso de estas importaciones llegan al puerto de Philadelphia, generando miles de ocupaciones en nuestra economía local. En realidad, la importancia que Chile tiene para las economías de la región de Philadelphia, South Jersey y el Estado de Delaware no son exageradas.

Así como usted hereda tanto las oportunidades como las fallas del Tratado de Libre Comercio de Norte América, espero que considere los claros beneficios para nuestro país derivados de un Tratado de Libre Comercio con Chile. Los productos chilenos de la agricultura del invierno, no compiten con los agricultores americanos ya que es un negocio contra-estacional. Miembros de organizaciones laborales de nuestra región favorecen tal tratado y los empleos que se crearían. En relación a las exportaciones americanas a Chile, se ha estimado que pueden crecer 2.5 billones en cinco años. Es nuestro deseo que la controversia sobre NAFTA no retrase la firma del tratado con Chile, y que lo hagamos a pesar de un eventual voto al NAFTA.

Tengo confianza que en los próximos meses usted y su nuevo equipo económico proveerán el estímulo y la dirección necesarios para poner a nuestro país nuevamente en línea. Claramente, la expansión del comercio será una parte importante de ese esfuerzo.

Como usted comentó a la conferencia de Noviembre 1992, las economías del mundo están cada vez más entrelazadas. Por lo tanto tenemos que buscar alianzas con aquellos que comparten nuestras filosofías y visiones hacia mercados abiertos e instituciones democráticas. Aumentar el comercio en ambos sentidos genera trabajo y crecimiento en ambos lados. Si los Estados Unidos firmara un tratado de libre comercio con Chile, mandaría un claro mensaje que otros países en este hemisferio seguirían, y abrirían sus mercados a los bienes americanos, así como también serían más sensibles a temas de importancia como a códigos laborales y preocupación por el medio ambiente.

Nuestras autoridades portuarias, líderes laborales locales y oficiales de la Cámara de Comercio ya han hecho público su apoyo a esta iniciativa, ante la Delegación de Pennsylvania en el Congreso.

Deseándole continuo éxito durante la construcción de su Gabinete, lo saluda atentamente,

EDWARD G. RENDELL

NOTA: NAFTA = NORTH AMERICAN FREE TRADE AGREEMENT.

CHC/imr.



# CITY OF PHILADELPHIA

OFFICE OF THE MAYOR  
ROOM 215 CITY HALL  
PHILADELPHIA, PENNSYLVANIA 19107-3295  
(215) 686-2181  
FAX (215) 686-2170

EDWARD. G. RENDELL  
MAYOR

January 15, 1993

His Excellency Patricio Aylwin  
President of the Republic of Chile  
Palacio de la Moneda  
Santiago, Chile

Dear Mr. President:

Please accept my personal thanks for the audience you were kind enough to grant me during my recent visit to Chile. I was enormously impressed by your beautiful country, your commitment to a democratic way of life and the enormous steps taken to make your economy grow.

The Philadelphia region and Chile have a very special trading partnership and I am committed to helping that partnership continue to grow and prosper. I stand ready to promote and work for the completion of a Free Trade Agreement with Chile. In fact, I have already begun that effort - I have written to President Clinton urging him to look favorably upon such an agreement.

Enclosed is a copy of that letter as well as the editorial which I wrote on free trade with Chile. The editorial appeared in the Sunday edition of the Philadelphia Inquirer, which is the leading newspaper in our region. As Sunday is the day that enjoys the largest circulation, we can be assured that the article reached a very large audience.

His Excellency Patricio Aylwin  
January 15, 1993  
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To continue the above efforts, I also plan to contact the Congressional leaders of the states of Pennsylvania, New Jersey and Delaware to enlist their support for this agreement. As you can see, our commitment to Chile is serious and Philadelphia's special relationship with your country can only get stronger.

With best wishes to continued success in 1993, I remain,

Sincerely yours,

*Edward G. Rendell*

EDWARD G. RENDELL

EGR/dmc



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(215) 686-2181  
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EDWARD. G. RENDELL  
MAYOR

December 29, 1992

President-Elect Bill Clinton  
Governor's Mansion  
Little Rock, Arkansas

Dear President-Elect Clinton:

I'm proud of you. You're doing great! Your economic summit was a great success in crystalizing the issues and setting forth a roadmap for recovery. Your cabinet picks have been superb (especially Bruce Babbitt) - achieving diversity without sacrificing quality.

I have recently returned from heading a trade mission to Chile where I met with President Aylwin, the Minister of Finance and a number of other political and business leaders, and would like to call your attention to the opportunities available to U.S. business there.

I urge you to act quickly to effectuate a free trade agreement with the Republic of Chile to maximize these opportunities. Chile is the number one user of the Port of Philadelphia with the import of 40 million cases of its wonderful fruit accounting for \$600 million of retail sales and one out of every three hours worked by our longshoremen. President Aylwin, Finance Minister Foxley and all of the other political and business leaders made clear to me their strong desire to have a free trade agreement with us. They were all extremely heartened by your statement of November 19th during your visit to Washington.



President-Elect Bill Clinton  
December 29, 1992  
Page Two

My observations during my trip led me to conclude that such an agreement is completely warranted. The two major criteria that we properly impose on any country seeking a free trade agreement - that it convert to a free market economy and that it have a flourishing democratic form of government - have clearly been met by Chile.

I was extremely impressed with the enormous steps they have taken at great sacrifice to make their economy grow and become a greater part of the world trading system. Chile will probably have the top performing economy in Latin America this year, with a projected economic growth rate of around eight percent; an inflation rate of around eleven percent, unemployment under five percent, a balanced budget, and expanding trade with both the United States and their Latin American neighbors. Their economy has registered significant growth for the ninth straight year. It has become a model in this hemisphere of what developing countries can achieve. The United States last year exported approximately \$1.6 billion dollars of goods to Chile, much of it capital goods. In fact, Chile is the fastest growing Latin American market for the export of U. S. capital goods. Chile in turn provides the U.S. with winter fruits and vegetables. As I indicated, the bulk of these fruit imports come through the port of Philadelphia, generating thousands of jobs in our local economy. In fact, the importance of Chile to the economies of the Philadelphia region, South Jersey and the State of Delaware cannot be overemphasized.

While you inherit both the opportunities and shortcomings of the North American Free Trade Agreement, I hope you will consider the clear-cut benefits that our country would derive from a Free Trade Agreement with Chile. Chilean winter agricultural products do not compete with U.S. farmers as it is a contra-seasonal business. Members of labor organizations in our region favor such an agreement, and the additional jobs that would be created. As to U.S. exports to Chile, it has been estimated that these could grow to \$2.5 billion in five years. It is our hope that the controversy over NAFTA not obscure or delay the signing of a free trade agreement with Chile and that we do so regardless of the eventual vote on NAFTA.

I feel confident that in the coming months you and your new economic team will provide the needed stimulus and guiding hand to put our country back on track. Clearly, expanded trade will be a big part of that effort.

President-Elect Bill Clinton  
December 29, 1992  
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As you commented to the November 1992 conference, the economies of the world are ever more intertwined. So we must seek alliances with those who share our philosophies and our view toward open markets and democratic institutions. Increased two-way commerce generates employment and growth on both sides. If the U.S. were to sign a free trade agreement with Chile, it will send a clear message that other countries in this hemisphere will follow and further open their markets to U.S. goods as well as become more sensitive to important issues such as labor standards and environmental concerns.

Our port authorities, local labor leaders and Chamber of Commerce officials have already made their support of this initiative known to Pennsylvania's Congressional delegation.

Wishing you continued success as you build your Administration, I remain,

Sincerely yours,

*Ed*

EDWARD G. RENDELL

EGR/dmc

cc: Mickey Kantor  
U.S. Trade Representative Designate

# The U.S. should have free trade with Chile

By **EDWARD G. RENDELL**

**I**t is no secret that Philadelphia desperately needs to expand its economic opportunities and its tax base. Clearly, one of the best ways to do this is to expand Philadelphia's international trade. We must compete in a global economy, with all the challenges and perils that it implies, or lose out to those other American cities which have already recognized the importance of doing just that.

This fact was made obvious to me during my recent visit to the Republic of Chile, one of Philadelphia's most important trading partners, a country with the most robust economy in Latin America. I was privileged to lead a delegation of area government, business, labor and port officials.

The importance of our mission was clear to all of us from the outset. Philadelphia and Chile have had a remarkable partnership which takes advantage of the fact that our winter coincides with their growing season.

Chile has become the world's leading supplier of seasonal fresh fruit in North America. The bulk of its harvest enters the United States through the Port of Philadelphia. During the current season, which will last from November through June, our port facilities will handle more than 40 million cases of Chilean fruit with a retail value of over \$600 million.

This activity generates more than 1,000 jobs on and off the waterfront, thereby contributing millions of dollars to the local economy. Nearly one out of every three hours worked by our longshoremen at the port is a direct result of the import of Chilean fruit.

Our Chile trade, in fact, was a major factor in Gov. Casey's decision to invest in our port's facilities and infrastructure, a \$100 million economic development initiative that has won bipartisan support in the Pennsylvania General Assembly. The port has recently added new refrigeration and temperature coolant facilities specifically to handle Chilean fruit.

Despite this, our pre-eminent position as the port of entry for Chilean fruit is under attack. Seaports throughout North America — such as Wilmington, Del., Wilmington, N.C. and Miami — have been vying to take some of this business away from us.

We can't permit that to happen. Because of our special trade relationship with Chile, I was honored to be the first American mayor to address the International Winter Fruit Congress in Chile's capital of Santiago. It is the most important gathering of fruit growers, processors and exporters in the Southern Hemisphere.

I told them of our pride in being their port of preference and reiterated our commitment to maintaining that special relationship, emphasizing that we believed our unique position meant that we would have to take the lead in supporting initiatives that were important to them.

From my discussions with Chilean fruit producers, shippers and government officials ranging from President Patricio Aylwin and Finance Minister Alejandro Foxley, I learned that they are vitally interested in a free trade agreement with the United States.

I believe that such an agreement is truly warranted and I promised them that we would take the lead in persuading our new President and Congress to enter into such a pact.

United States law requires that any country wishing to sign a free trade agreement with us must have a working democracy and a thriving free-market economy. Chile has both of those. During President Aylwin's tenure in office, democracy has accelerated at a rapid pace.

Our host, Santiago Mayor Jaime Ravinet, was the first democratically elected mayor in his city's history. Chile today is a thriving multi-party democracy, and its free-market economy has registered significant growth in each of the past nine years.

Chile is ready for a free trade

*Chile has become the world's leading supplier of seasonal fresh fruit in North America, and Philadelphia is its principal port.*

agreement and the gains for us should be self-evident. Many Philadelphia companies are already doing business in Chile. CIGNA has helped set up a personal retirement system for Chilean workers. Fidelity Bank has established tremendous working relationships with Chilean markets and the Banco Santander. Other opportunities are awaiting discovery — not only for Philadelphia but all U.S. companies.

In Washington on Nov. 19, President-elect Clinton signaled his support for a free trade agreement with Chile. This, shortly after President Bush had sent to Congress the North American Free Trade Agreement (NAFTA), the subject of a great deal of controversy.

The aim of NAFTA is to eliminate tariffs and other barriers to trade between the United States, Canada and Mexico. Congress is expected to ratify NAFTA soon after it convenes in January. NAFTA is opposed by many American labor unions that claim signing such an agreement with Mexico will cost us a significant number of jobs. Should the United States enter a trade agreement with Chile, none of the same potential problems of job loss would occur.

Thus we should not tie any agreement with Chile to the NAFTA accord. Regardless of the NAFTA's fate, the free trade agreement with Chile should and must be signed.

Signing it would signal a strong message to the rest of Latin America that converting to democracy and free market economies is rewarded.

Chile has made great strides and has earned this recognition. A free trade agreement with that nation will benefit both Philadelphia and Santiago.

It is incumbent upon all of us, especially our congressional delegation, to lead the charge to see that this free trade agreement with Chile becomes a reality.

Edward G. Rendell, a Democrat, is mayor of Philadelphia.