6-16-1978

Japan-US Businessmen's Conference

Mike Mansfield 1903-2001

Let us know how access to this document benefits you.
Follow this and additional works at: https://scholarworks.umt.edu/mansfield_speeches

Recommended Citation
https://scholarworks.umt.edu/mansfield_speeches/1475

This Speech is brought to you for free and open access by the Mike Mansfield Papers at ScholarWorks at University of Montana. It has been accepted for inclusion in Mike Mansfield Speeches by an authorized administrator of ScholarWorks at University of Montana. For more information, please contact scholarship@msou.mont.edu.
AMBASSADOR'S STATEMENT TO JAPAN-U.S. BUSINESSMEN'S CONFERENCE
TOKYO, JUNE 16, 1978

Mr. Iwasa, Mr. Shepard, gentlemen. It is a real pleasure for me to join you today. I appreciate the opportunity to be with you at this time when there are so many important issues to discuss.

For the last ten months or more our two countries have had an intense series of discussions of the trade and economic problems we share. While it has not always seemed so from reading press accounts, these talks have taken place in an atmosphere of strong mutual trust and confidence, and they have produced a much better understanding between us of the nature of our problems and how we should deal with them. I am sure your deliberations will take place in a similar atmosphere, and will produce as good or better results.

The basic objective of both Japan and the U.S. in this continuing dialogue is to establish more balanced trade relationships with each other and with the rest of the world. The single most important arena for that work has been the Tokyo Round of trade negotiations in Geneva. Thanks to the untiring work of my friends Bob Strauss and Minister Ushiba, the MTN talks have recorded major progress over the past few weeks. I hope we can surmount the re-
MAINTAINING OBSTACLES SO THAT A COMPREHENSIVE MUTUAL PACKAGE
OF TARIFF AND NON-TARIFF MEASURES TO EXPAND TRADE CAN SOON
BE COMPLETED. WE AND JAPAN HAVE EXCHANGED ASSURANCES THAT
THE FINAL RESULT OF THE MTN WILL INCLUDE THE IMPORTANT
CONCEPT OF EQUAL COMPETITIVE OPPORTUNITY AS A GUIDE FOR
OUR FUTURE ECONOMIC RELATIONS.

Both we and the Japanese have concentrated on finding
ways to correct economic imbalances on a global basis. I
hope to see Japan increase its imports from all countries,
and the U.S. increase its exports to all countries. To
achieve this result Japan is taking steps to open its
markets to imports by removing trade barriers and maintain-
ing a strong domestic economy. Much has been done, and
Japanese business recognizes the need to do more. All of
you know that many of the frictions arise from deep-seated
differences in the way the two economies operate. I am
delighted that you are addressing many of these long-range
structural problems.

The United States is equally committed to doing its
full share to achieve a better global trade balance. Presi-
dent Carter appointed an Export Promotion Task Force which
will soon complete a report suggesting a series of steps we
can take to strengthen our trade performance. In October the
U.S. Department of Commerce will sponsor a group of seven
Export Promotion Missions to Japan, with probably more than
100 members. In cooperation with
THE AMERICAN CHAMBER OF COMMERCE IN JAPAN AND THE JAPANESE
GOVERNMENT WE ARE WORKING ON A SERIES OF TRADE STUDIES—
designed to identify good export prospects in Japan and
analyze the difficulties to be faced in exploiting them.
MEMBERS OF THE AMERICAN CHAMBER AND OTHERS HAVE MADE AN
IMPRESSIVE CONTRIBUTION OF THEIR LABOR AND TALENT IN THIS
WORK. IN SOME CASES THERE ARE SIGNIFICANT BARRIERS INHIBITING IMPORTS; IN OTHERS, A STRONGER, AND MORE SOPHISTICATED
MARKETING EFFORT ON THE U.S. SIDE IS THE MAIN THING REQUIRED.
THE TRADE STUDY GROUP TEAMS ARE IMPORTANT BECAUSE THEY
REPRESENT A COOPERATIVE EFFORT BY GOVERNMENT AND BUSINESS
PEOPLE IN BOTH COUNTRIES TO EXPAND AND INCREASE OUR UNDERSTANDING OF THE OBSTACLES TO TRADE. THE STUDIES REFLECT
THE KIND OF MUTUAL DISCUSSION OF PROBLEMS THAT YOUR GROUP
HAS SO USEFULLY ENGAGED IN OVER THE YEARS. THE PROCESS HAS
NOT BEEN AS QUICK AS WE MIGHT WISH, BUT IT IS PRODUCING
RESULTS.

I HOPE BOTH U.S. AND JAPANESE BUSINESSMEN WILL CONTINUE
to give strong support to these studies and other similar
efforts. THIS WORK DEMONSTRATES THE BASIC GOOD WILL WE
FEEL TOWARD EACH OTHER, AS WELL AS OUR COMMITMENT TO ACHIEVE
THE BETTER BALANCE IN OUR TRADE RELATIONS WHICH WE ALL WANT.

I WOULD LIKE TO SPEAK FOR A FEW MINUTES ABOUT SOME OF
THE OTHER ASPECTS OF U.S.-JAPAN RELATIONS. ECONOMIC COOPERATION AND THE RESOLUTION OF TRADE PROBLEMS ARE OF COURSE
CENTRAL TO THE RELATIONSHIP, AND ARE THE AREA IN WHICH MOST
OF THE TOUGH DECISIONS THESE DAYS MUST BE MADE. BUT WE
OUGHT NOT FORGET THAT THE FABRIC OF U.S.-JAPAN TIES HAS
MANY OTHER STRANDS AS WELL, AND THESE TOO DEMAND CLOSE
ATTENTION.

AS LONG-TIME OBSERVERS OF THE RELATIONSHIP, THIS
AUDIENCE IS FAMILIAR WITH ALL ITS MANY ASPECTS. YOU KNOW
THAT THE U.S. AND JAPAN ARE MUCH MORE TO EACH OTHER THAN
ECONOMIC PARTNERS AND COMPETITORS. WE ARE MILITARY ALLIES
JOINED IN A MUTUAL SECURITY TREATY WHICH IS VITAL TO THE
PRESERVATION OF SECURITY AND STABILITY IN NORTHEAST ASIA.

WE ARE ALLIES IN A BROADER SENSE AS WELL, COLLABORATING
CLOSELY IN EFFORTS TO FIND PEACEFUL, DURABLE AND EQUITABLE
SOLUTIONS TO THE WHOLE RANGE OF URGENT SOCIAL, ECONOMIC,
POLITICAL AND SECURITY PROBLEMS CONFRONTING THE WORLD
COMMUNITY. WE ARE BOTH INVOLVED GLOBALLY, AND WE SHARE
THE CONVICTION THAT IF ANY OF THE REALLY HARD PROBLEMS ARE
GOING TO BE SOLVED, IT CAN ONLY HAPPEN THROUGH THE CLOSEST
KIND OF COOPERATIVE EFFORT.

I BELIEVE THAT LOOKED AT IN ITS BROAD TOTALITY THE U.S.-
JAPAN RELATIONSHIP IS IN A VERY HEALTHY CONDITION. THERE
HAVE BEEN, AS ALL OF YOU KNOW, CERTAIN STRAINS IN THE RELA-
TIONSHIP OVER THE PAST YEAR AND A HALF. PRESIDENT CARTER'S
DECISION TO WITHDRAW GROUND FORCES FROM KOREA WAS DEEPLY
DISTURBING TO THOUGHTFUL JAPANESE WHEN IT WAS FIRST ANNOUNCED.
SINCE THEN, AS THAT POLICY HAS BEEN ELABORATED, WE AND THE
JAPANESE HAVE HAD OCCASION TO DISCUSS IT IN CONSIDERABLE
DETAIL AND AT MANY LEVELS. AS A RESULT OF THESE DISCUSSIONS
THE JAPANESE HAVE A CLEARER UNDERSTANDING OF WHAT WE INTEND,
RECOGNIZE THAT OUR WITHDRAWAL IS GOING TO BE GRADUAL AND
WILL BE KEYED NOT ONLY TO THE SITUATION ON THE KOREAN PENINSULA,
BUT ALSO TO THE PROSPECTS FOR CONGRESSIONAL APPROVAL OF
NECESSARY MILITARY COMPENSATION. IN A MORE BASIC SENSE,
THE JAPANESE UNDERSTAND THAT THE U.S. REMAINS DETERMINED TO
DEFEND KOREA, AND TO AVOID ANY ACTION WHICH WOULD UNDERMINE
STABILITY ON THE PENINSULA.

THE OTHER NON-ECONOMIC ISSUE OF CONSEQUENCE BETWEEN US
SINCE MY ARRIVAL A YEAR AGO WAS THE QUESTION OF NUCLEAR
REPROCESSING, THE SO-CALLED TOKAI MURA ISSUE. HERE TOO,
THE JAPANESE FELT THAT THE INITIAL U.S. APPROACH REPRESENTED
TOO ABRUPT A CHANGE FROM LONG-ESTABLISHED POLICY, AND THAT
IT FRANKLY WAS NOT IN THE BEST INTERESTS OF JAPAN. THE
ISSUE WAS TALKED OUT AT GREAT LENGTH AND IN GREAT DETAIL,
BOTH HERE IN TOKYO AND IN WASHINGTON. IT WAS LARGELY RE-
SOLVED LAST SEPTEMBER DURING GERARD SMITH’S VISIT, AND AN
AGREEMENT SUBSEQUENTLY WAS SIGNED IN WASHINGTON. THIS WAS
A HIGHLY SATISFACTORY OUTCOME, REFLECTING GENUINE COMPROMISE
ON BOTH SIDES, AND MEETING THE ESSENTIAL NEEDS OF BOTH
PARTIES. JAPAN GAVE ITS ASSENT TO OUR GENERAL APPROACH
TOWARD THE NUCLEAR REPROCESSING QUESTION; AT THE SAME TIME,
WHILE COMMITTING ITSELF TO THE SEARCH FOR SAFER MODES OF
NUCLEAR FUEL RECYCLING, JAPAN WAS PERMITTED TO GO AHEAD
WITH THE OPERATION OF ITS PILOT PLANT AT Tokai Mura, which had represented a major financial and political investment.

Two highly political, highly delicate questions thus were resolved; they are no longer deeply troubling factors in our relations. While we can and should do everything possible to avoid giving rise to other such problems in the future, we will not be entirely successful. In a relationship as complex as that between the U.S. and Japan, new problems are inevitable. However, the lesson to be drawn is that no issue, no matter how complicated or seemingly intractable, need permanently confound us. We have demonstrated that through patient negotiation, and sincere efforts to understand each other's positions, we can resolve, or at least contain, even the knottiest of our problems. We have approached our economic problems in this spirit as well.

Thus, my contention is that the U.S.-Japan relationship is in robust health, and that this is good, not only for the U.S. and Japan, but for the world. One of the strongest aspects of the relationship is its security dimension. The U.S.-Japan alliance serves the interests of both our countries and contributes importantly to stability in this region. I think you would agree that the mutual security treaty, once a source of constant political controversy in this country, is now much more broadly accepted by the Japanese people. Whatever the several causes of this phenomenon, it
HAS ADDED STRENGTH TO THE FOUNDATION OF OUR ALLIANCE. Cooperation in the security field between our two governments and our two armed forces is much more effective than it once was.

I SHOULD ADD, ALTHOUGH I THINK BY NOW IT IS FULLY UNDERSTOOD, THAT THE U.S. IS NOT PRESSING JAPAN TO PLAY A LARGER MILITARY ROLE IN THIS REGION. WHAT WE HAVE MADE CLEAR TO THE JAPANESE, BOTH PUBLICLY AND IN PRIVATE OVER THE YEARS, IS OUR BELIEF THAT JAPAN SHOULD UNDERTAKE TO IMPROVE THE CAPABILITY OF ITS FORCES IN FULFILLING THE MODEST SELF-DEFENSE ROLE SET FOR THEM. THE JAPANESE GOVERNMENT AGREES WITH THIS NECESSITY, AND AS YOU KNOW HAS RECENTLY UNDERTAKEN TO STRENGTHEN ITS FORCES IN A NUMBER OF AREAS THROUGH THE PURCHASE OF MORE MODERN EQUIPMENT AND THE UPGRADING OF FACILITIES. 

BEYOND OUR MILITARY ALLIANCE, THE U.S. AND JAPAN WORK CLOSELY AND CONTINUALLY TOGETHER IN MANY OTHER AREAS, ROUTINELY AND EFFECTIVELY. OUR APPROACHES TOWARD IMPORTANT WORLD ISSUES ARE ALIKE, REFLECTING SIMILAR PERCEPTIONS OF NATIONAL INTEREST. THOSE PERCEPTIONS IN TURN ARE FOUNDED UPON THE FUNDAMENTAL VALUES WHICH WE SHARE. JAPAN AND THE U.S. STAND FOR POLITICAL LIBERALISM. WE ARE DEFENDERS, IN THE FACE OF UNPRECEDENTED CHALLENGE, OF THE BASIC PRINCIPLES OF A FREE AND OPEN TRADING SYSTEM. JAPAN AND U.S. SUPPORT AND SEEK TO ASSIST NATIONS OF THE THIRD WORLD IN THEIR EFFORTS TO SECURE THEIR INDEPENDENCE AND ACHIEVE A
more prosperous life. Japan and the U.S. pursue similar policies toward the major communist powers, defending our interests where they are in conflict with China and the Soviet Union, while pursuing cooperation in areas where cooperation is possible.

The foregoing is not to say that Japan and the United States always agree, or that when we disagree we are always able to resolve our differences. But my guess is that our record of consistently cooperating to find solutions to political, social and strategic questions -- whether in the U.N. or other multilateral forums, with respect to the situation in the Middle East or Africa, or in terms of our policies toward Moscow and Peking -- is unmatched by any other two major nations.

Nor do I wish to leave the impression that the U.S. and Japan can cooperate smoothly in every field other than the economic. In my opinion, the situation we have faced over the past year or more in our economic relations, and the responses we have devised to deal with that situation, have demonstrated strength, flexibility and determination. We have proven again that we have the skills, and the mutual confidence, needed to resolve the difficult issues. The problem solving mechanisms are more effective than ever.

But of course the problems themselves have never been more formidable. We have some rough days ahead of us, and if we don't succeed this year in achieving at least a strong
BEGINNING TOWARD FUNDAMENTAL SOLUTIONS TO THE IMBALANCE IN OUR ECONOMIC RELATIONSHIP, WE ARE GOING TO HAVE EVEN ROUGHER DAYS FURTHER DOWN THE ROAD. WE ARE ONLY AT THE BEGINNING OF A PROCESS, ONE WHICH WILL CONTINUE TO DEMAND HEAVY DOSES of BOTH PATIENCE AND DETERMINATION.

MY ONLY ADVICE, IN CONCLUSION, WOULD BE THAT AS WE ADDRESS OUR PROBLEMS, WHETHER IN THE ECONOMIC FIELD OR ANY OTHER AREA, WE BEAR CONSTANTLY IN MIND THE IMPORTANCE IN SO MANY WAYS OF OUR TWO COUNTRIES TO EACH OTHER, AND THE IMPERATIVE NEED FOR COOPERATION RATHER THAN CONFRONTATION IN OUR DEALINGS. WE MUST NOT FOCUS SO INTENTLY ON ONE AREA THAT WE IGNORE OTHERS, OR PERMIT OUR PREOCCUPATION WITH ONE PROBLEM TO OBSCURE OR IMPEDE PROGRESS ON OTHER ISSUES. WHILE WE NEED TO BE CANDID AND STRAIGHT-FORWARD WITH EACH OTHER, WE MUST AT THE SAME TIME PRESERVE THE CORDIALITY AND GENUINE WARMTH WHICH HAS COME TO CHARACTERIZE OUR RELATIONS BOTH ON AN OFFICIAL AND A PERSONAL LEVEL. THERE IS A HUGE WEB OF INTERRELATIONSHIPS BETWEEN JAPAN AND THE U.S. WE DO NOT LACK CONTACT. YET THERE REMAINS AN INFINITE POTENTIAL FOR MISUNDERSTANDING. GATHERINGS SUCH AS THIS ONE ARE INDISPENSABLE IN REDUCING POSSIBILITIES FOR MISUNDERSTANDING AND IN REINFORCING A CONSENSUS ON BOTH SIDES OF THE PACIFIC AS TO OUR COMMON OBJECTIVES AND THE NEED FOR COMPATIBLE ACTIONS TO ACHIEVE THEM.

I WISH YOU WELL, AND I THANK YOU.