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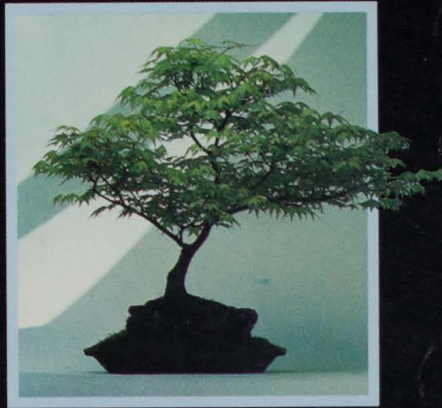
Recommended Citation

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Du Pont
CONTEXT
No. 2/1984 Vol. 13 No. 2



J A P A N

America's Complex Partner

The Future of U.S.-Japan Relations

Views From America's Opinion Leaders

Nothing concentrates a nation's attention like stern economic competition and large trade deficits. And no nation has caught America's attention like Japan has. In the past decade, Americans — from Congressmen to assembly line workers — have become aware of, and sometimes obsessed by, Japan. *Du Pont Context* asked some U.S. leaders who have observed and dealt with Japan over the years to comment on the major issues influencing U.S.-Japan relations.

Mike Mansfield

U.S. Ambassador to Japan and former Senate Majority Leader

"The Japanese must open their markets further to give the U.S. the same opportunities that we give them in our country. This is in their own self-interest because they have been the chief beneficiaries of the international trading system. Frankly, though, if the U.S. developed a greater degree of understanding and more patience, the frictions between us could be diminished. The Japanese are trying much harder to understand us than we are to understand them. We have to recognize that Japan is a sovereign nation, our best partner, and a worthy nation with which to work. We have to look in the mirror, see the moles in our eyes, and recognize that our difficulties are largely of our own making and will largely be cured by us.

Other 'Japans' are emerging elsewhere in the world, competition is going to become keener, and we're going to have to become more realistic and return to the old-time religion. To paraphrase Yogi Berra, if we're going to compete, we gotta compete."

Ezra Vogel

Director of Harvard University's U.S.-Japan Program and author of "Japan As Number One: Lessons For America"

"Trade not only in industrial goods but services will continue to trouble the U.S.-Japan relationship. What has happened in recent years is that the U.S. has applied pressure, Japan has resisted as much as possible, and the U.S. has not been organized well enough to deal with this resistance on a *quid pro quo* basis. One commonly overlooked

fact, however, is that the professionals in our State Department and the Japanese Foreign Ministry work together quietly and effectively. Japan is increasing its foreign aid incrementally, and its percentage of GNP devoted to overseas development is about the same as America's.

A possible private sector trend which may not be as encouraging is the agreements many American and Japanese companies strike in the future. More American manufacturing companies may become sales and marketing arms of Japanese firms in the U.S. This may relieve protectionist tensions and help the bottom line of some U.S. companies, but I don't think it's good for the United States."

Paul Wolfowitz

Assistant Secretary of State for East Asian and Pacific Affairs

"While trade attracts the most attention, the overriding concern for both countries is how to fashion a global partnership that recognizes Japan's growing influence in world events. Japan can play an increasingly constructive role in foreign assistance, in managing Third World debt, in maintaining a viable and open worldwide trade and financial structure, and in contributing to its own defense consistent with its constitutional restraints. This agenda illustrates how U.S.-Japan interests have evolved from bilateral and regional issues to a global relationship. Despite the complexity of the issues, the U.S.-Japan relationship is in excellent shape. There is no problem that cannot be resolved satisfactorily, given our mutual commitment to close and enduring ties based on our many common interests."

