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# Mansfield Library

UNIVERSITY OF MONTANA

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Mansfield Oral History Collection  
Amb. Mansfield with Oklahoma Governor 9/11/84  
OH #22-381

Side A

- 000-090 The Governor and his assembly arrived last evening. They are meeting with several major companies. MJM offers his support. The Governor states that they would appreciate any suggestions that MJM might have. Oklahoma is very interested in the Far East. MJM is delighted that states are starting to look more outward, to recognize the increasing significance of international trade, and to become aware of the importance of the Japan/U.S. relationship.
- 091-139 Japan is a country with which we have an excellent trading relationship but with that relationship comes problems. So far we have been able to cope with them and with a little patience and understanding on both sides we can overcome the difficulties which will be natural in such a big trade factor as they come along. The U.S. would like the Japanese to invest more in the U.S. and open their markets more.
- 140-175 Strategically they are in a very vulnerable area as far as they're concerned but it is strategic as far as we are concerned. It is an area that has had a tremendous Soviet buildup in recent years. Our defenses have been beefed up there but MJM still doesn't think we have enough.
- 176-189 In trade, the Japanese are accommodating themselves to what the U.S. would like to see them do. It's a matter which will take time. They are opening their markets more. The difficulty lies in the pace. In defense they are doing quite well and MJM is personally satisfied with what they are doing. Some of the difficulties are of the U.S.'s making.
- 190-219 The mutual security treaty is of paramount importance to both countries. Some people say that they only spend less than 1% of their GNP on defense but in fact they spend 1.6% of their GNP on defense. Still it's not enough. They do give the U.S. the use of the bases out their rent free. We are not only out there to defend Japan if attacked but also in our own defense as well. If we didn't have those bases rent free in Japan and the bases in the Philippines which form the outer most perimeter of our own defense we would have to ask ourselves:
1. How far back would we have to withdraw?
  2. How much in the tens of billions of dollars would it cost us?

3. How effective would the new defense perimeter be?

- 220-248 The Japanese contribute in excess of \$1.1 billion for the upkeep of the U.S. military force in Japan of approximately 50,000 personnel. In contrast, Germany contributes \$1.3 billion a year for the upkeep of approximately 250,000 U.S. military personnel in Western Germany. So, it's a good deal for both countries. It's an extremely important relationship. Together we can do great things. Singly our influence, our power, and our prestige will be diminished.
- 249-307 The great things still lie ahead of us. While the pull has been toward Europe, the push has been westward. The next century will be the century of the Pacific. There you have 4 continents bounding it, North and South America, Australia, and Asia. You have over half the world's people living on that basin. Bordering on that basin are great resources and great potential markets. The Japanese/American future should mean not only more investment in Japan and East Asia, but more Japanese investment in America. The better off we are, the better off the world is going to be.
- 308-318 MJM tells the Governor that he is moving in the right direction. He is becoming aware of what the possibilities are but those possibilities should operate on a 2-way wave length; investment, participation over in Japan and investment by the Japanese at home.
- 319-399 The Governor tells MJM that they are very pleased that he would brief them. Oklahoma would like to encourage the change in the attitude of the people of Oklahoma more toward international orientation. Oklahoma would like to be a part of the growth of Japan. The Governor invites MJM to visit Oklahoma City to see any of the Charlie Russel paintings that are there. The Governor presents MJM with a present from the state of Oklahoma.
- 400-534 MJM states that he doesn't know much about the grain purchases to the USSR except of what he read in the paper. We do have a very good and growing market in the PRC. The Japanese buy about \$2.1 billion worth of feed grains. It's a big market agriculturally speaking. The agricultural market in Japan is the biggest by far of any country in the world. We have to buy more markets for our farmers because they are not in very good shape. It's a most difficult situation.
- 535-644 Through the efforts of the U.S. Congress and the McCullun/Kerr and Oklahoma's efforts to keep the wheat belt open, they can ship either by rail or by water their agricultural products as well as their

manufactured products. Although they are the heartland, they are not landlocked. Oklahoma thinks that's a great potential for them. The Governor wants to know what a city like Oklahoma City can do to encourage and educate its people to be involved internationally.

645-834 MJM thinks it might be a good idea to establish a relationship in addition to the individual concerns with whom they meet in Japan. There are almost no Japanese investments in Oklahoma, so they're really starting from scratch. MJM suggests arranging a meeting with Morita, the head of Sony. The Southeast, U.S. is a very favored area on the part of Japanese investors. One of the reasons is, they find it difficult getting along with American labor and they find it easier to do so in the Southeast, U.S.. The possibilities are there but contacts have to be made first in Japan.

835-899 About 20 states have offices and then there are 2 very large port authorities.

900-953 If the Japanese have anything in Texas it is very little. MJM doesn't know of anything they have in New Mexico or Arizona. They have a lot in California. There are fairly good prospects in Oregon. A good situation in Washington.

[END OF SIDE A]

[SIDE B]

000-033 Japanese investment is mostly in the Midwest, the Southwest, the Pacific coast, and a little bit in the Northeast. Most states that have the unitary tax have been told by the Japanese countries that unless they change it, it is not their intent to expand there.

034-071 MJM thinks the Japanese are going to consider a lot of factors. Factors considered will be the unitary tax, the labor situation, and the employees.

072-101 Tokyo has made many modernizations since the Mayor of Oklahoma City was there last.

102-125 The grain situation is commented on.

126-179 MJM is thanked and invited to visit the state of Oklahoma. MJM introduces the Governor to the Control Officer. MJM shakes their hands as they leave.

[END OF INTERVIEW]