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162585	CABLE	200137Z NOV 84 (W/NOTATIONS)	1	11/20/1984	B1
162586	CABLE	301113Z JUL 85 (W/NOTATIONS) R 2/20/2025 DOS WAIVER	1	7/30/1985	B1
162587	CABLE	301154Z JUL 85 (W/NOTATIONS) R 2/20/2025 DOS WAIVER	3	7/30/1985	B1
162588	NOTE	D. WIGG TO ROBERT MCFARLANE, JOHN POINDEXTER, ET AL. RE ATTACHED RESPONSE	1	9/23/1985	B1
162589	NOTE	TO D. WIGG RE ATTACHED REPORT	1	9/20/1985	B1 B3
162590	REPORT	RE JAPAN	10	9/20/1985	B1

The above documents were not referred for declassification review at time of processing

Freedom of Information Act - [5 U.S.C. 552(b)]

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E.O. 12356: DECL: OADR

TAGS: PG00, JA

SUBJECT: NAKASONE UNVEILS MARKET ACCESS PROGRAM

1. (CONFIDENTIAL) ENTIRE TEXT

2. PRIME MINISTER NAKASONE PLEDGED TO OPEN JAPAN'S DOMESTIC MARKET TO THE WORLD AT A JULY 30 PRESS CONFERENCE TO UNVEIL HIS GOVERNMENT'S MARKET ACCESS ACTION PROGRAM. THE NAKASONE PACKAGE INCLUDED REFORMS IN TARIFFS, STANDARDS AND CERTIFICATION PROCEDURES, FOREIGN ACCESS TO THE SERVICE SECTOR, AND GOVERNMENT PROCUREMENT. NAKASONE STRESSED IN HIS REMARKS THAT THE PROGRAM WAS JAPAN'S BEST EFFORT AND SPECIFICALLY ASKED THE US CONGRESS TO REFRAIN FROM RETALIATORY ACTION TO GIVE THE PROPOSALS TIME TO WORK. THE BRIEFING SERVED TO UNDERScore NAKASONE'S INTENSE PERSONAL COMMITMENT TO OPENING UP JAPAN'S MARKET, WHILE A QUESTION ON PRODUCT SAFETY RAISED BY JAPANESE REPORTERS HIGHLIGHTED THE DIFFICULTIES HE HAS FACED IN TRYING TO MANAGE THIS ISSUE.

3. AT A JULY 30 PRESS CONFERENCE TO INTRODUCE AN ACTION PLAN CRAFTED TO MEET FOREIGN DEMANDS FOR INCREASED ACCESS, PRIME MINISTER NAKASONE DECLARED HIS INTENTION TO OPEN JAPAN'S MARKETS TO THE WORLD AND CALLED 1985 "THE YEAR OF IMPORT EXPANSION." THE MARKET ACCESS ACTION PLAN PACKAGE UNVEILED BY NAKASONE INCLUDED TARIFF REDUCTIONS, REFORMS IN STANDARDS AND CERTIFICATION PROCEDURES, INCREASED FOREIGN ACCESS TO THE SERVICE SECTOR, AND LIBERALIZATION OF GOVERNMENT PROCUREMENT PRACTICES.

4. NAKASONE STRESSED THAT THE ACTION PROGRAM WAS JAPAN'S BEST EFFORT, AND THAT HE TOOK PERSONAL RESPONSIBILITY FOR ITS SUCCESS. HE ASKED FOR INTERNATIONAL UNDERSTANDING OF

JAPAN'S SINCERE INTENTION TO OPEN THE DOMESTIC MARKET AND PLEDGED RESULTS. IN A REQUEST DIRECTED AT THE US CONGRESS, HE ASKED THAT THESE REFORMS BE GIVEN A CHANCE TO WORK BEFORE RETALIATORY LEGISLATION WAS CONSIDERED.

5. IN CONJUNCTION WITH THE ACTION PACKAGE, NAKASONE ALSO PROMISED EFFORTS TO EXPAND THE DOMESTIC ECONOMY. HE LEFT THE DETAILS OF THESE EFFORTS TO THE ECONOMIC PLANNING AGENCY AND LDP PARTY COUNCILS, BUT SUGGESTED THAT DEREGULATION PROPOSALS, A TAX CUT AND PRIVATE FINANCING OF PUBLIC WORKS PROJECTS WERE ITEMS UNDER CONSIDERATION.

6. NAKASONE ACKNOWLEDGED IN RESPONSE TO A REPORTER'S QUESTION JAPANESE PUBLIC CONCERN THAT SAFETY STANDARDS MIGHT BE LOWERED IN THE INTEREST OF INCREASED FOREIGN ACCESS TO THE MARKET. HE TOUCHED ON THE RECENT AUSTRIAN WINE SCANDAL (WHEREIN SOME PRODUCERS SWEETENED A POOR CROP WITH A POTENTIALLY POISONOUS ADDITIVE), WHICH HAS RECEIVED SUBSTANTIAL PLAY IN THE JAPANESE MEDIA, BUT OFFERED ASSURANCES THAT ALL PROPOSED REFORMS WERE CONSISTENT WITH PUBLIC SAFETY.

7. NAKASONE TOOK PAINS TO POINT OUT THE POSITIVE ROLE THAT JAPANESE EXPORTS PLAY IN THE US ECONOMY, CLAIMING THAT NEARLY ONE-THIRD OF JAPANESE PRODUCTS SOLD IN THE US WERE ITEMS THAT WERE NOT MANUFACTURED THERE. HE NOTED THAT THESE EXPORTS PROVIDED JOBS FOR AMERICANS AND CONTRIBUTED TO OUR PROSPERITY.

8. NAKASONE ADMITTED THAT FOLLOW-UP TO THE ACTION PROGRAM WAS CRITICAL. HE ANNOUNCED THE APPOINTMENT OF COMMITTEES TO MONITOR PROGRESS WITHIN EACH MINISTRY AND EXPRESSED HIS WILLINGNESS TO CONTINUE THE DIALOG WITH JAPAN'S TRADING PARTNERS.

9. NAKASONE STRESSED THAT THERE WAS NO CONNECTION BETWEEN PRESSURES IN THE TRADE AREA AND PLANS FOR INCREASED DEFENSE SPENDING. HE EMPHASIZED THAT JAPANESE DEFENSE SPENDING IS BASED SOLELY ON AN ASSESSMENT OF JAPANESE SECURITY NEEDS.

10. (COMMENT) NAKASONE'S REMARKS AT THE PRESS CONFERENCE DEPARTED SUBSTANTIALLY FROM THOSE PROVIDED US EARLIER BY THE FOREIGN MINISTRY. THROUGHOUT THEY SHOWED HIS INTENSE PERSONAL COMMITMENT TO OPENING JAPAN'S MARKET AND DESIRE THAT FOREIGN OBSERVERS (ESPECIALLY THE US CONGRESS) GIVE THE PROGRAM AN OPPORTUNITY TO WORK.

11. THE QUESTION ON PRODUCT SAFETY ADDRESSED TO NAKASONE BY A JAPANESE REPORTER HIGHLIGHTED THE DIFFICULTIES HE HAS FACED IN TRYING TO MANAGE THE ISSUE OF INCREASED ACCESS FOR FOREIGN GOODS. INDUSTRY AND BUREAUCRATIC INTERESTS HAVE BEEN QUICK TO CLAIM THAT THE PUBLIC INTEREST IN SAFE AND RELIABLE GOODS IS THREATENED BY FOREIGN DEMANDS FOR SELF-CERTIFICATION. (END COMMENT)
HANSFIELD
BT

DECLASSIFIED

Authority: DOS WAIVER
BY: LHM DATE: 2/20/25

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TREASURY FOR DAS CORNELL AND WILLIAM BARREIDA
WHITE HOUSE FOR ODP JIM RIGDON AND JOE MASSEY

E.O. 12356 DECL: OADR

TAGS: ~~ETRD~~, JA

SUBJECT: JAPAN'S ACTION PROGRAM OVERVIEW

REF: A) TOKYO 07205; B) TOKYO 14696

1. ~~CONFIDENTIAL~~ - ENTIRE TEXT.

2. JAPAN'S MARKET-OPENING APPROACH OUTLINED ON NATIONAL TELEVISION BY PRIME MINISTER NAKASONE TODAY IS A COMPREHENSIVE ADVANCE IN JAPAN'S CONTINUING EFFORT, PLEDGED BY PRIME MINISTER NAKASONE IN HIS APRIL 9 STATEMENT, TO DEAL WITH ITS WORLDWIDE BURGEONING TRADE SURPLUS BY REDUCING GOVERNMENT REGULATION OF THE ECONOMY AND BY WORKING TOWARD DOMESTIC-LED GROWTH. THE OVERALL APPROACH, STRUCTURAL AND PERVASIVE IN SCOPE, INCLUDES THE ACTION PROGRAM AND ENVISAGES FURTHER MOVES BASED ON THE APRIL 9 OKITA ADVISORY COMMISSION'S REPORT. THE APPROACH RECOGNIZES THAT THE POST-WAR FREE TRADE SYSTEM IS PROBABLY IN MORE DANGER NOW FROM RESURGENT PROTECTIONISM THAN EVER BEFORE, THAT JAPAN HAS BEEN A MAJOR BENEFICIARY OF THIS SYSTEM, AND THAT MAJOR RESPONSIBILITY NOW FALLS TO JAPAN TO PRESERVE THAT SYSTEM BY WORKING TOWARD INTERNATIONALIZATION AND LIBERALIZATION OF ITS ECONOMY AND SOCIETY AND, AS QUICKLY AS POSSIBLE, A NEW ROUND OF MTN INCORPORATING BOTH SERVICES TRADE AND AGRICULTURE.

3. THE ACTION PROGRAM ITSELF INCORPORATES THE CONCEPTS OF "FREEDOM IN PRINCIPLE AND REGULATION AS AN EXCEPTION" AND "TRANSPARENCY," WHICH ARE

FOREIGN TO JAPAN BUT WHICH WE HAVE PROMOTED THROUGH TELECOMMUNICATIONS NEGOTIATIONS AND SUBSEQUENTLY THROUGH THE ENTIRE MOSS NEGOTIATING PROCESS. THE GOJ HAS MODELLED THE ACTION PROGRAM OF THE TELECOMMUNICATIONS SECTOR. THE "RIPPLE EFFECT" WE SOUGHT IS THUS OCCURRING.

4. THE ACTION PROGRAM SPECIFICALLY INCLUDES THE FOLLOWING SIX COMPONENTS:

-- TARIFFS: THE PROGRAM REITERATES JAPAN'S PLEDGE TO WORK TOWARD AN EARLY START OF THE NEW MTN ROUND AND THAT SHE WILL REDUCE OR ELIMINATE TARIFFS ON SOME 1800 ITEMS AS PROMISED JUNE 25. ITEMS OF INTEREST TO THE U.S. ON WHICH TARIFFS WILL BE REDUCED INCLUDE: WINE, WALNUTS AND PECANS; THOSE ON WHICH THE TARIFF WILL BE CUT TO ZERO INCLUDE TELECOMMUNICATIONS AND RADIO EQUIPMENT, POLISHED ALUMINUM SKIN AND LEAD-ACID BATTERIES. THE SECTION DOES CONTAIN NEW COMMITMENTS TO REDUCE TARIFFS ON SOFTWOOD AND HARDWOOD PLYWOODS AND OTHER PANEL PRODUCTS AS OF APRIL 1987 AND TO GIVE PRIORITY TO NEGOTIATIONS ON COMPUTER PARTS AND PERIPHERALS.

-- IMPORT QUOTAS: CONTINUED WORK THROUGH THE GATT COMMITTEE ON TRADE IN AGRICULTURE; FURTHER NEGOTIATIONS ON BEEF, CITRUS, AND THE 13 ITEMS OF INTEREST TO THE U.S. WILL TAKE PLACE IN ACCORDANCE WITH EXISTING AGREEMENTS.

-- STANDARDS AND CERTIFICATION: THE NUMBER OF ITEMS COVERED BY STANDARDS WILL BE REDUCED; INCREASED ACCEPTANCE OF FOREIGN TEST DATA; FOREIGNERS WILL BE PROVIDED ACCESS TO ALL TWENTY-TWO STANDARDS-SETTING DELIBERATION COUNCILS (TRANSPARENCY).

-- GOVERNMENT PROCUREMENT: GATT CODE COVERAGE WILL BE ENLARGED TO ENCOMPASS 16 MORE GOVERNMENT-RELATED ENTITIES; A SINGLE QUALIFICATION SYSTEM WILL BE APPLIED TO ALL WOULD-BE SUPPLIERS. BIDDING PERIODS EXTENDED FROM 30 TO 40 DAYS.

-- FINANCIAL AND CAPITAL MARKETS: AS EXPLAINED TO
TREASURY DURING JUNE 1985 YEN/DOLLAR FOLLOW-UP
MEETING, MOVES TO OPEN JAPAN'S DOMESTIC MARKET;
RT

Authority: DOS WAIVER

BY WM NARA DATE 2/20/25

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E.O. 12356: DECL: OADR
TAGS: ETRD, JA
SUBJECT: JAPAN'S ACTION PROGRAM OVERVIEW

FOLLOW-ON STEPS TO MAY 1984 YEN/DOLLAR AGREEMENT.

-- SERVICES AND IMPORT PROMOTION MEASURES: A CATCH-ALL.
UNCERTAIN MOVEMENT ON THE LAWYERS ISSUES; EXPANSION
OF EXPORT-IMPORT BANK'S PROMOTION ACTIVITIES; A
PLEDGE TO STUDY JAPAN'S DISTRIBUTION SYSTEM TO TRY
TO IDENTIFY BARRIERS TO TRADE.

THE PRIME MINISTER HIMSELF, BACKED BY THE CHIEF
CABINET SECRETARY, IS TO OVERSEE THE PROCESS
THROUGH A COMMITTEE OF ALL RELEVANT VICE MINISTERS.

5. WHILE THE ACTION PROGRAM ITSELF CENTERS AROUND
MEASURES TO FURTHER IMPROVE MARKET ACCESS, THE
JAPANESE GOVERNMENT ALSO INTENDS TO PROCEED WITH THE
REMAINING FIVE PROPOSALS TO INTERNATIONALIZE THE
JAPANESE ECONOMY CALLED FOR IN THE APRIL 9 OKITA
ADVISORY COMMISSION REPORT. THESE ARE SUSTAINED
GROWTH, EXPANDED INVESTMENT AND INDUSTRIAL
COOPERATION, PROMOTION OF THE (GATT) NEW ROUND;
RESPONSE TOWARD DEVELOPING COUNTRIES (IN HIS WRITTEN
STATEMENT TODAY, PM NAKASONE ANNOUNCED HIS CONTINUED
INTENTION TO DOUBLE JAPAN'S ODA WITHIN THE MEDIUM TERM;
I.E., SEVEN-TEN YEARS. THE FACT THAT MOFA OBTAINED
A 10 PERCENT ODA INCREASE IN THE FY86 BUDGET OUTLINE
AGREED TO JULY 26 SHOULD MAKE THIS POSSIBLE.) AND
EFFORTS TO AVOID FRICTION.

6. FURTHER TO THE SECOND PROPOSAL, A TASK FORCE
WILL BE SET UP SHORTLY TO EXAMINE SUCH ISSUES

AS DOMESTIC GROWTH THROUGH FURTHER DEREGULATION
THE HOUSING/CONSTRUCTION SECTOR, GREATER USE OF
THE PRIVATE SECTOR TO CARRY OUT PUBLIC WORKS,
AND TAX REFORM. THE GOA EXPECTS THAT AS JAPAN
WILL TO CORRECT ITS OWN DEPENDENCE ON EXPORTS,
THE U.S. WOULD, FOR ITS PART, FOLLOW POLICIES
WHICH WOULD LEAD TO BUDGET DEFICIT REDUCTIONS,
LOWER INTEREST RATES, AND A BETTER ALIGNMENT OF
EXCHANGE RATES.

7. THE ACTION PROGRAM IS A "DYNAMIC PROCESS" TO
BE CARRIED OUT OVER A THREE-YEAR PERIOD. IT WILL
NOT PRODUCE A RAPID SHIFT IN THE TRADE BALANCE,
BUT IT SETS THE COURSE FOR CONTINUING AND STEADY
IMPROVEMENT IN ACCESS TO THE JAPANESE MARKET BY
INCORPORATING THE PRINCIPLES OF TRANSPARENCY AND
REDUCED REGULATION. IT ALSO ESTABLISHES MECHANISMS
FOR IMPLEMENTATION AND FOLLOW-UP. GREATER PRODUCT
CHOICE WILL EVENTUALLY FALL TO THE CONSUMER. THIS IS
THE DIRECTION IN WHICH WE HAVE BEEN TRYING TO GET
JAPAN TO GO.

8. THE BUREAUCRACY IS NOT UNITED ON SUPPORT FOR THE
ACTION PROGRAM; POWERFUL AGRICULTURAL INTERESTS
STILL DOMINATE MUCH OF THE LDP, AND MINISTRY OF
AGRICULTURE, FORESTRY, AND FISHERIES HAS HARDLY
BUDGED. BUT POWERFUL ALLIES -- THE PRIME MINISTER,
THE FOREIGN MINISTRY, PARTS OF MITI, AND
INCREASINGLY THE ECONOMIC PLANNING AGENCY -- HAVE
FORCED THROUGH MAJOR CHANGES IN BOTH THE BREADTH
AND THE PACE OF LIBERALIZATION. KEY LIBERAL DEMOCRATIC
PARTY AND BUSINESS LEADERS HAVE BEEN ACTIVE ALLIES
IN THE PROCESS AND RECOGNIZE THE DIRECTION IN WHICH

JAPAN MUST GO. THE RESISTANCE (IN THE BUREAUCRACY, IN
INDUSTRY, AND TO AN EXTENT IN THE PUBLIC) TO
CHANGING THE SYSTEM WHICH HAS WORKED SO WELL FOR
JAPAN FOR SO MANY YEARS IS STILL CLOSE TO THE SURFACE.
SHOULD WE REACT NEGATIVELY TO THIS PROGRAM, THE
GOVERNMENT MIGHT WELL LOSE ITS FORWARD MOMENTUM TO
CARRY THROUGH. MOREOVER, SHOULD WE FAIL TO ENCOURAGE
THE GOVERNMENT, AT THIS JUNCTURE, IN ITS EFFORTS
TOWARD PROMOTING GREATER ACCESS AND DEREGULATION,
THE HAND OF THOSE WHO WOULD FAVOR THE "TRIED AND
TRUE" METHOD OF EXPORT RESTRAINT -- MANAGED TRADE -- AS
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SUBJECT: JAPAN'S ACTION PROGRAM OVERVIEW

THE ANSWER, WOULD BE STRENGTHENED, AT GREAT COST
TO YEARS OF EFFORT TO OPEN JAPAN'S MARKETS AND SYSTEM.

9. THE PROGRAM IS COMPREHENSIVE BUT REALISTIC;
IT IS ONGOING. IT WILL REQUIRE FOLLOW-UP BOTH
WITHIN THE GOJ AND FROM US. WE BELIEVE THAT
AMERICAN BUSINESS WILL FIND THAT MANY ASPECTS
OF THIS PROGRAM WILL FACILITATE THEIR ACCESS TO
THIS MARKET. IT IS A PROCESS; IT IS NOT A
"QUICK-FIX, FRONT-LOADED" SOLUTION TO SATISFY
THE FOREIGNERS UNTIL THEY COME BACK AGAIN WITH
MORE DEMANDS. THE OVERALL APPROACH IS A CONCERTED
EFFORT ON THE PART OF THE PRIME MINISTER OF JAPAN
TO CHANGE THE LONG-ENGRAINED PRACTICE AND FOCUS OF
JAPAN'S BUREAUCRACY. THE ACTION PROGRAM ITSELF
IS ALSO THE MOST THAT JAPAN'S OWN POLITICAL SYSTEM
COULD PROBABLY PRODUCE BY THIS POINT IN TIME. THE
PRIME MINISTER AND HIS COLLEAGUES ARE WORKING FOR
MORE OPENNESS IN THE SYSTEM. THE DECISIONS
PRESENTED TODAY BY JAPAN MERIT OUR SUPPORT AND
ENCOURAGEMENT SO THAT JAPAN'S LEADERS, PRIME
MINISTER NAKASONE AND OTHERS, AND THE PROCESS THEY
ARE DRIVING, CAN MOVE AHEAD.
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162588 NOTE

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D. WIGG TO ROBERT MCFARLANE, JOHN
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162590	REPORT RE JAPAN	10	9/20/1985	B1

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Freedom of Information Act - [5 U.S.C. 552(b)]

B-1 National security classified information [(b)(1) of the FOIA]

B-2 Release would disclose internal personnel rules and practices of an agency [(b)(2) of the FOIA]

B-3 Release would violate a Federal statute [(b)(3) of the FOIA]

B-4 Release would disclose trade secrets or confidential or financial information [(b)(4) of the FOIA]

B-6 Release would constitute a clearly unwarranted invasion of personal privacy [(b)(6) of the FOIA]

B-7 Release would disclose information compiled for law enforcement purposes [(b)(7) of the FOIA]

B-8 Release would disclose information concerning the regulation of financial institutions [(b)(8) of the FOIA]

B-9 Release would disclose geological or geophysical information concerning wells [(b)(9) of the FOIA]

C. Closed in accordance with restrictions contained in donor's deed of gift.