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FOIA ID: F00-037 (1539), Oberdorfer

File Folder: Japan (2/15/82 – 2/26/82)

Date: 01/12/2004

	SUBJECT/TITLE	DATE	RESTRICTION
DOCUMENT NO. & TYPE			
-	William Clark to the President re Your Meeting with Masumi Esaki, 1p Re Meeting with Esaki, 1p Re Meese meeting with Esaki (translation), 3p Re Meese meeting with Esaki, 1p Re Meese meeting with Esaki, 1p	2/22/82 Nd 2/22/81 2/23/82 2/18/82 Nd 2/24/82 Nd 2/24/82 2/26/82	E E

RESTRICTIONS

- B-1 National security classified information [(b)(1) of the FOIA].
- B-2 Release could disclose internal personnel rules and practices of an agency [(b)(2) of the FOIA].
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- B-7f Release could reasonably be expected to endanger the life or physical safety of any individual [(b)(7)(F) 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].

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CONFIDENTIAL

THE WHITE HOUSE

WASHINGTON

ACTION

February 22, 1982

MEMORANDUM FOR THE PRESIDENT

FROM:

WILLIAM P. CLARKE 7/0

SUBJECT:

Your Meeting with Masumi Esaki on February 23, 1982

Issue

How best to impress upon Mr. Esaki the need for Japan to take strong action to open its markets to United States' goods.

Facts

Masumi Esaki, one of Japan's most senior Diet members, is a close confidant of Prime Minister Suzuki and a trusted troubleshooter. His mission is to deal with the United States-Japan trade imbalance. Esaki bears a letter to you from the Prime Minister. He will be meeting with key officials at State, Commerce and the STR Office.

Attached at Tab B is a newspaper article from Tokyo which highlights Esaki's mission.

Discussion

Esaki comes to learn at firsthand how strongly you and your Administration feel about the need for Japan to open its markets to United States' goods. Actions taken thus far, largely as a result of MITI Minister Abe's visit, have been only a start. Much more must be done. What you say to Mr. Esaki on this score will have greater impact than anything else he hears in Washington, and there is a need for you to speak forcefully on this issue.

Recommendation

No

That you use the attached talking points (Tab A) during your 15-minute meeting with Esaki.

Attachments

Tab A

Talking Points

Newspaper article from Tokyo Tab B

CONFIDENTIAL Review on February 22, 1988 Prepared By: Donald Gregg DECLASSIFIED





TALKING POINTS FOR USE DURING THE MEETING WITH

MASUMI ESAKI ON FEBRUARY 23

- -- Welcome Mr. Esaki and note that you are glad to see that Prime Minister Suzuki has sent such a close and trusted friend on this vitally important mission.
- -- Extend thanks and regards to Prime Minister Suzuki for what is being done in terms of increased defense spending and sanctions against Poland and the Soviet Union.
- -- Express appreciation for what has been done so far to remove non-tariff barriers, but state that much more needs to be done.
- -- Note that Japan and the United States are full partners in many ways but not yet in the trade area. The problem is that the Japanese market is not open to American goods in the same way that the American market is open to products from Japan.
- -- Stress that this situation must be changed. We know this may be a difficult process for Japan, but it must be done if our relations are to remain as strong as they have become.
- -- Express our determination to revitalize our economy, and stress that we want to be able to sell to Japan as easily as Japan sells to us. This we cannot do now.
- -- Express appreciation for Esaki's personal efforts in this regard and urge him to make a sustained effort until the problem of market access is resolved.

DECLASSIFIED

NLS F00-037/1# 253

BY LOT NO 500 7/24/06

CONFIDENTIAL



ESAKI-Sazuki's 'Trump Card'

-Man To Tackle US, EC Trade Row

By Kazuo Nagasaki Mainichi Staff Writer

Masumi Esaki, former minister of international trade and industry, is the man Prime Minister Zenko Suzuki has long been keeping in mind as a "trump card" when dealing with a crucial political issue. The chance came as Suzuki was determined to set up in his Liberal-Democratic Party (LDP) a special organ to tackle the ongoing trade friction with the United States and European Community (EC) countries.

Enjoying Suzuki's full confidence, Esaki has become chairman of the LDP's Special Committee for International Economic Measures.

No objection was raised in the LDP to the selection. For it had been common sense among the Liberal-Democrats that Suzuki would some day pick Esaki to fill a key position.

The close relationship between Suzuki and Esaki dates back to 1976 when the two and former Foreign Minister Sunao Sonoda joined hands as troika leaders of the "Kyotokyo" group in attempting to overthrow then Prime Minister Takeo Miki. Since then Suzuki and Esaki have remained close friends although they belong to different factions in the LDP.

Esaki, it is said, is keenly aware of what Suzuki has in mind. This close relationship once led to the speculation that Suzuki was determined to select Esaki as an economy-related minister in the last cabinet reshuffle in November last year.

This did not come into reality because of problems with the Tanaka faction to which Esaki belongs.

The recently set up special committee headed by Esaki is a very special one different from other research committees in the party such as the Foreign Affairs Research Committee, Taxation System Research Committee, Election System Research Committee, etc., in that the Esaki committee is an organ under the direct control of the prime minister who is also the LDP president.

Another characteristic of the committee is that it is fully authorized to make an adjustment of problems left un-



Masumi Esaki

decided among the ministries and agencies concerned, and to work out specific programs for the eradication of trade friction.

The Esaki committee is the other self of Prime Minister Suzuki, so to speak. Any program the committee works out, therefore, should be considered as reflecting the degree of Suzuki's eagerness in dealing with trade problems.

Political Pro

Esaki is a weathered politician having been returned to the House of Representatives 14 times, suffering a loss only once in a Diet election in 1953 since he was first elected in the first general election in April 1946. He was then as young as 30 years old.

His experience as being elected 14 times to the House of Representatives is comparable with the record held by Prime Minister Suzuki, former Justice Minister Tadao Kuraishi, a former Home Affairs Minister Takashi Hayakawa, Director General Yasuhiro Nakasone of the Administration Management Agency, former Labor Minister Hirohide Ishida, former Posts and Telecommunications Minister Isamu Murakami, former Foreign Minister Sonoda, former Prime Minister Kakuei Tanaka, and others

Including them, there are only 15 legislators who have been returned to the House of Representatives 14 times or more

During his 35-year-long experience as a Dietman, Esaki has assumed such key cabinet posts as director general of the Defense Agency (twice), home affairs minister, and minister of international trade and in-

dustry as well as chairman of the LDP's Policy Affairs Research Council.

At a glance it looks like Esaki has always been on an elitist course. But it might be more accurate to say that Esaki rather shows his merits when he plays a supporting role or when he is ordered to be a pinch hitter in appreciation of his capability as a utility player who would be useful at any moment.

He is not only eloquent but also a man of action. He is also well versed in policy making. He might not get "A plus" but will never be worse than "B" in doing his job.

After assuming such posts as Budget Committee chairman and Steering Committee chairman, Esaki was first appointed as director general of the Defense Agency in July 1960 by then Prime Minister Hayato Ikeda. He returned to that office in December 1971, taking over from Naomi Nishimura who was dismissed from the office for a slip of tongue.

In the Tanaka cabinet, Esaki played the role of a cabinet spokesman as acting chief cabinet secretary, partly because then Chief Cabinet Secretary Tomisaburo Hashimoto was a poor talker.

In the LDP, Esaki is regarded as a dove. The term, "beloved Self-Defense Forces," coined by Esaki as director general of the Defense Agency, was helpful in calming down people's criticism directed at the Defense Agency.

the Defense Agency.

He is well known as a man who led the way in advocating the necessity for Japan to restore diplomatic relations with China. He visited Peking in 1966, chairing the inaugural conference for the establishment of the Dietmen's League to Promote the Restoration of Japan-China Diplomatic Relations.

In January 1969 Esaki participated in the exchange meeting of Japan-U.S. dovish parliamentarians, held at Santa Barbara, California.

Esaki is also well known as a man who has moved from one faction to another. He started with the faction headed by the late party vice president Bamboku Ono, moving to the

faction led by former Foreign Minister Alichiro Fujiyama. After Fujiyama retired from the political world, Esaki turned to the faction headed by the late former Finance Minister Mikio Mizuta. Esaki now belongs to the Tanaka faction.

He joined the faction in August 1975, more than half a year after the fall of the Tanaka administration. Esaki's joining of the Tanaka faction, which had been believed to lose its influential power as in the case of all other factions with their bosses having stepped down from premiership, helped the faction regain its influence in the party.

Tanaka Savior

In this sense Esaki is considered to be the savior of the Tanaka faction. Tanaka apparently accepted Esaki as his faction member, expecting him to become a "caretaker" of the faction by the time Tanaka would make a comeback.

In all the four factions of Ono.
Fujiyama, Mizuta and Tanaka,
Esaki has been holding an important position. This is probably because he has no ambition to take over the head of a faction and remains as a "councillor."

Esaki is expected to visit EC countries and the U.S. toward the end of this month on a mission aimed at the eradication of trade friction with them. Although he is "not a good English speaker," his speech in Japanese is very logical and convincing, not like many other Japanese politicians who make inarticulate speeches.

Prime Minister Suzuki is expecting Esaki to use his eloquence and the talent he showed as minister of international trade and industry in the coming mission.

Esaki, as MITI minister, placed much emphasis on the energy policy, exerting efforts to secure crude oil from the Middle East and Mexico. This achievement was highly evaluated by Suzuki in nominating Esaki as chairman of the LDP's Special Committee for International Economic Measures.

094 Add-or

MEMORANDUM

NATIONAL SECURITY COUNCIL

CONFIDENTIAL

February 22, 1982

ACTION

MEMORANDUM FOR WILLIAM P. CLARK

THROUGH:

CHARLES TYSON N

FROM:

DONALD GREGG

SUBJECT:

The President's Meeting with Masumi Esaki

on February 23

I have just learned that the President has agreed to meet with Mr. Esaki for 15 minutes on February 23 at 2:15 p.m. I am very glad that this meeting has been arranged as, if we use the time well, it will do more to break open Japan's markets than anything else we do.

It is imperative that the President speak forcefully to Esaki on the need for Japan to make its market as accessible to American goods as ours is to products from Japan. Attached is a short memorandum from you to the President setting the stage for the meeting and including talking points for the President to use.

Also attached is a Japanese newspaper article indicating the importance of Esaki's role and his own background.

Recommendation

OK No

____ That you forward the attached memorandum to the President at Tab I.

Attachments

Tab I Memorandum for Signature to the President

A Talking Points

B Newspaper article from Tokyo

cc: Charles Tyson

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CONFIDENTIAL Review on February 22, 1988

MEMORANDUM

NATIONAL SECURITY COUNCIL

February 16, 1982

ACTION

MEMORANDUM FOR WILLIAM P. CLARK

SIGNED

THROUGH:

CHARLES TYSON

FROM:

DONALD GREGG

SUBJECT:

Schedule Outline: Proposed Presidential Meeting

with Masumi Esaki, Special Japanese Trade Representative -- February 23, 24, or 25

Secretary Haig, Amb. Brock, and Secretary Baldrige recommend that the President meet with Masumi Esaki, Japan's Special Trade Representative.

I support the recommendation for the reasons spelled out in the attached memorandum to Mike Deaver, which forwards a Schedule Outline.

RECOMMENDATION

OK No

That you forward the memorandum (Tab I) and its attached Schedule Outline (Tab A) to Mike Deaver.

Attachments

Tab I Memo for WPC Signature

A Schedule Outline

B State Memo dated 2/15/82

cc: Charles Tyson

WASHINGTON

MEMORANDUM 82 F 8 22 B 6 18

2/22/82

TO: WILLIAM P. CLARK

FROM: GREGORY NEWELL

SUBJ: APPROVED PRESIDENTIAL ACTIVITY

PLEASE IMPLEMENT THE FOLLOWING AND NOTIFY AND CLEAR ALL PARTICIPANTS. THE BRIEFING PAPER AND REMARKS SHOULD BE SUBMITTED TO RICHARD DAPMAN BY 3 P.M. OF THE PRECEDING DAY.

MEETING: with Masumi Esaki, Special Trade Representative

from Japan

DATE: February 23, 1982

TTME: 2:15 pm

DURATION: 15 minutes

LOCATION: Oval Office

REMARKS REQUIRED: To be covered in briefing paper

MEDIA COVERAGE: Coordinate with Press Office

FIRST LADY

PARTICIPATION: No

***** Coordinate with William Brock

cc: A. Bakshian

M. Brandon

R. Darman

R. DeProspero K. Duberstein

D. Fischer

C. Fuller

C. Gerrard

E. Hickey

C. Tyson

E. Rollins

B. Shaddix

L. Speakes

S. Studdert

WHCA Audio/Visual WHCA Operations

R. Williamson

N. Wormser

A. Wrobleski

M. Wheeler

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Washington, D.C. 20520

February 22, 1982 82 FER22 PII: 25

UNCLASSIFIED (With CONFIDENTIAL Attachments)

> MEMORANDUM FOR MR. WILLIAM P. CLARK THE WHITE HOUSE

WHITE EUUSE SITUATION ROOM

Subject: The President's Meeting with Japanese Trade Representative Masumi Esaki, February 23, 1982

Attached is a briefing memorandum for use by the President in his meeting with Special Japanese Trade Representative Masumi Esaki at 2:15 p.m. on February 23, 1982.

> L. Paul Bremer III Executive Secretary

Attachment:

Briefing Memorandum for the President

UNCLASSIFIED (W/ CONFIDENTIAL Attachments)

JEPARTMENT OF STATE BRIEFING PAPER

VISIT OF MASUMI ESAKI, CHAIRMAN OF THE LIBERAL DEMOCRATIC PARTY, SPECIAL COMMITTEE ON ECONOMIC MEASURES, FEBRUARY 23, 1982

I. SETTING

Trade friction is currently the key issue between the United States and Japan. Recognizing this, when Prime Minister Suzuki reorganized his Cabinet last December he named Esaki to head a special party committee to look into non-tariff barriers. The initial recommendations of this group were accepted by the Japanese Cabinet January 30, but upon examination they fell far short of the goals we had hoped to achieve. Esaki himself appears to understand this and can be expected to explain that steps to date constitute an initial package that will have to be followed by additional measures including liberalization in the fields of banking services, investments, etc.

Your meeting together with those with the Vice President and other leading administration officials will bring home the political importance the administration attaches to opening Japanese markets if we are to resist protectionist forces. Esaki will bear with him a personal letter to you from the Prime Minister. He will be accompanied by his deputy, former Director General of the Economic Planning Agency, Tadashi Kuranari.

II. OBJECTIVES

- 1. Encourage Esaki to continue on the course he has set out upon but convince him that much more needs to be done.
- 2. Persuade Esaki that trade liberalization is not a transitory issue and until the United States enjoys access to Japanese markets equivalent to Japanese access to our markets, it will remain politically volatile.

III. ISSUES

1. Need for Japan to do More

Esaki is out ahead of his party in working on trade liberalization. The recent recommendations of his committee, however suggest a bureaucratic compilation of measures already undertaken or measures that implement decisions made in the past rather than a hard political decision to get at some of the structural problems. Formal and informal quotas remain in many key areas, and even in the standards and customs areas on which the package concentrated, a number of serious issues were avoided or overlooked. Esaki and his group must realize that Japan cannot retain the advantages of both an open world trading system and a closed domestic market.

CONFIDENTIAL NLS 600-037/14257

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BY NAME 1/24/04



2. Not a Transitory Issue

We want Esaki to realize that our effort to improve the trade imbalance is a long-term enterprise, and the issue will still be with us after the congressional elections. We are encouraged by the high priority that Prime Minister Suzuki has given trade issues, but the seriousness of our current trade problems is unprecedented and there is not much time to act. Necessary actions will be painful for Japan, but it is unreasonable for Japan to expect the US to pay the price of competition if Japan is not willing to accept the same burden.

WASHINGTON

February 20, 1982

MEMORANDUM FOR WILLIAM P. CLARK

FROM:

CRAIG L. FULLER (

SUBJECT:

USTR Meeting Proposal/Esaki

I am forwarding the request from USTR concerning a visit by Mr. Masumi Esaki from Japan.

In a conversation with USTR, they indicated the importance of the visit in assisting us with our trade relationship with Japan. While we all recognize the priority of that subject, I urged the approval of the Abe visit on the same basis and question the need for another meeting with the former Minister of International Trade and Industry.

I leave it to you to determine the proper handling from a protocol and foreign relations standpoint.

ACTION RECOMMENDED BY NSC:

decline request for meeting accept request for meeting

Attachment

WASHINGTON

February 20, 1982

SCHEDULE OUTLINE

TO: GREG NEWELL

FROM: MIKE DEAVER 7/1 (C)

REQUEST: 10 to 15 minute photo opportunity with

Masumi Esaki, the Special Trade Representative

from Japan.

PURPOSE: The meeting would enable Esaki to pass a

personal letter from the Prime Minister to President Reagan. President Reagan could briefly stress the importance with which he

views the trade issue.

BACKGROUND: Esaki has been largely responsible for steps

taken thus far to remove non-tariff barriers in Japan. He plans further, more important

actions.

PREVIOUS

PARTICIPATION: None

DATE: February 23, 24, or 25, 1982

LOCATION: Oval Office or Cabinet Room

PARTICIPANTS: US: Alexander Haig, William Brock, Malcolm

Baldrige, William Clark, Donald Gregg (NSC)
Japan: Masumi Esaki, Special Japanese Trade
Representative; Ambassador Yoshio Okawara;
five former Cabinet members accompanying Esaki

(to be identified subsequently); and interpreter

OUTLINE OF EVENT: Brief informal meeting -- talking points will

be provided

MEDIA COVERAGE: Photo opportunity; meeting will be announced

RECOMMENDED BY: State, Amb. Brock, Secretary Baldrige, and NSC

WASHINGTON

ACTION

February 19, 1982

MEMORANDUM FOR MICHAEL K. DEAVER

FROM: WILLIAM P. CLARK

SUBJECT: Schedule Outline: Proposed Presidential Meeting

with Masumi Esaki, Special Japanese Trade

Representative

Secretary Haig, Ambassador Brock, and Secretary Baldrige all recommend that the President meet briefly with Masumi Esaki, who heads the Special Research Council on Trade, created by Prime Minister Suzuki last December. Esaki has been largely responsible for actions taken thus far to remove non-tariff barriers to the importation of US goods into Japan, and intends to take more fundamental measures in the future. During his visit to Washington, he will be getting support for this effort, by listening to a variety of American officials expressing their views on the Japan-US trade imbalance.

Esaki is carrying a personal letter from the Prime Minister to President Reagan which he has been asked to deliver.

I would support the President's meeting with Esaki for no more than 15 minutes. The meeting could essentially be a photo opportunity for Esaki and his group and would enable the President to thank Esaki for what has been done and to state his view that still more needs to be done in the future.

Attached is a Schedule Outline recommending the President meet with Masumi Esaki.

RECOMMENDATION



No

_ That you approve the request and forward the Schedule Outline to Greg Newell for scheduling on the President's calendar.

Attachments

Tab A Schedule Outline

Tab B State Memo dated 2/15/82

OFFICE OF THE PRIME MINISTER TOKYO

Translation

February 18, 1982

Dear Mr. President,

It gives me great pleasure to introduce to you my long standing friend and most trusted colleague in the Liberal Democratic Party, Mr. Masumi Esaki. Mr. Esaki is of high stature in the Liberal Democratic Party, and has served as Minister of International Trade and Industry and Director General of Defence Agency as well as Acting Prime Minister during the Ohira Cabinet. I have, therefore, taken the liberty of asking Mr. Esaki to visit the United States as Special Envoy of the President of the Liberal Democratic Party to exchange views with the distinguished leaders of the U.S. Government and the Congress on the economic relations between Japan and the United States.

As you are aware, I have placed the smooth development of external economic relations as one of the primary pillars of policy objectives under the new Cabinet. Accordingly, I decided to establish the Ministerial Conference for Economic Measures to expedite the works involved and, at the same time, created the Special Committee for International Economic Measures within the Liberal Democratic Party.

It

Mr. Ronald Reagan
President of the
United States of America

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BY - 01 NARA, DATE 7/24/86

It is Mr. Esaki that I called upon to serve as chairman of this committee, and it is with his assistance and efforts that I sought to promote the examination of various issues by the Party.

As I see the current international economic situation, I am deeply concerned with the increasing protectionist tendencies in some quarters. As I indicated to you in May last year, the maintenance and strengthening of a multilateral and open trading system not only meet with the interests of our two countries but are indispensable for the peace and prosperity of the Western nations as well as of the world as a whole. The friendly ties between Japan and the United States are solid and it is the responsibility of our two Governments to work together for the smooth development of our bilateral economic relations and for the promotion of the free trading system.

I should like to pay my profound tribute to you for the resolute policy you clearly enunciated in the recent State of the Union Address and the Budget Message that the United States will continue to play an important role in the world and that measures are taken for the revitalization of America. Needless to say, Mr. President, Japan highly regards the determination of the United States to play a constructive role for the promotion of world peace and for the development of international economic relations. I am at one with you in making positive contributions toward these goals we commonly share.

I wish to take this opportunity to extend to you my most sincere regards and my best wishes for your continued good health and success.

Sincerely yours,

Zenko Suzuki Prime Minister of Japan

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NLS NARA, DATE 7/24/06

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DEPARTMENT OF STATE

82 F 15 P3 07

Washington, D.C. 20520

February 15, 1982

WHIT USE SITUAT ROOM

MEMORANDUM FOR MR. WILLIAM P. CLARK THE WHITE HOUSE

Subject: Request for Appointment with the President:

Masumi Esaki, Special Japanese Trade Representative

Masumi Esaki, Chairman of the Special Liberal Democratic Party Research Council on Trade, created by Prime Minister Suzuki last December to find solutions to U.S.-Japan trade difficulties, will visit Washington February 23-26. He will carry a personal letter from the Prime Minister to the President and will be accompanied by six senior members of the Special Council, all former Cabinet Ministers. In addition to the President, Esaki will see senior U.S. officials including the Vice President, Secretary of State, Secretary of Treasury, Secretary of Commerce, Secretary of Agriculture, United States Trade Representative and key members of Congress.

As chairman of the Special Council, Esaki is responsible for the formulation of the package of trade measures announced last month by Japan to ease US-Japanese trade friction. He intends to continue the work of the Council and announce more steps of even greater importance as soon as possible but needs our support in his efforts. He is leading all parties in the GOJ in the direction of a more open Japanese market. Both Ambassador Brock and Secretary Baldrige support the request for a meeting with the President. By meeting with Esaki, the President will demonstrate the seriousness with which the Administration views the trade problem, both to the Japanese and to the Congressional leaders who have scheduled hearings in both houses at the end of this month.

Esaki is one of Japan's senior political leaders and is himself a former MITI Minister. He has also served as Defense Minister and occupied a series of top party posts. He is a leader of the powerful Tanaka faction and has a close working relationship with Prime Minister Suzuki.

In light of the importance of the trade issue, as well as Esaki's central role in dealing with that issue, we recommend that, if possible, the President meet briefly with him to receive the Prime Minister's letter on February 23, 24, or 25.

L. Paul Bremer III Executive Secretary

THE UNITED STATES TRADE REPRESENTATIVE WASHINGTON 20506

February 12, 1982

MEMORANDUM

TO: Craig L. Fuller

FROM: Ambassador William E. Brock

SUBJECT: Mr. Esaki's Request to Meet with the President.

I would like to support the forthcoming recommendation from the Department of State that the President meet with Mr. Masumi Esaki. Mr. Esaki is a senior member of the Japanese Diet, a former Minister of International Trade and Industry, and a former Director-General of the Defense Agency.

He was asked, in December by Prime Minister Suzuki to form a committee to address trade frictions between the United States and Japan. The list of 67 actions to alleviate nontariff barriers, announced on January 30, was the direct result of his committee's work. His upcoming visit on February (22-26) will be to assess U.S. reaction to his preliminary actions. This assessment will play a large role in his formulation of future actions. He will be examining with appropriate U.S. Government officials both the reaction to his preliminary actions and the formulation of future actions.



June

EMBASSY OF JAPAN WASHINGTON, D. C.

February 12, 1982

Dear Mr. Deaver:

Further to our conversation of last night, I am sending you a memo regarding Mr. Esaki's visit.

I hope you will give a careful attention to this matter.

Sincerely yours,

Yoshio Okawara

Ambassador of Japan

The Honorable
Michael K. Deaver
Deputy Chief of Staff and
Assistant to the President
The White House
Washington, D. C. 20500

- 1. Mr. Masumi Esaki, Chairman of the Liberal Democratic Party Special Committee on International Economic Measures (Esaki Committee) will be visiting Washington and wishes to see President Reagan with the members of the delegation.
 - (Mr. Esaki's curriculum vitae is herewith attached.)
- 2. Mr. Esaki's schedule:

Arriving in Washington on the week of 22nd of February (23-25).

- 3. Members of the Delegation:
 - (1) Mr. Tadashi Kuranari (Deputy leader of the delegation, Member of the House of Representatives, Former State Minister in charge of the Economic Planning Agency)
 - (2) Mr. Iichiro Hatoyama (Member of the House of Councillors, Former Minister for Foreign Affairs)
 - (3) Mr. Yoshiro Hayashi (Member of the House of Representatives)
 - (4) Hyosuke Niwa (Member of the House of Representatives, Former State Minister in charge of National Land Agency)
 - (5) Taro Nakayama (Member of the House of Councillors, Former State Minister in charge of the Prime Minister's office)
- 4. Mr. Esaki will be visiting Washington with a title of the Special Envoy of the President of the Liberal Democratic Party (Prime Minister Suzuki) and will probably carry a letter to the President from the Prime Minister.

CURRICULUM VITAE FOR MR. MASUMI ESAKI

1. Date of Birth: Nov. 23, 1915

Nov. 1977

Dec. 1978

٠.	Date of Bifell. Nov.	23, 1313
2.	Permanent Domicile:	Ichinomiya-shi, Gifu Prefecture
3.	Personal History:	
	March 1931	Graduated from Nippon University
	Feb. 1932	Private Secretary to the President of Daido Steel Corporation
	April 1946	Elected as a Member of the House of Representatives
	August 1957	Chairman, Standing Committee on Budget, House of Representatives
	May 1958	Chairman, Standing Committee on Rules and Administration, House of Representatives
	July 1960	State Minister and Director-General of Defense Agency
	June 1961	Chairman, LDP Diet Policy Committee
	Dec. 1971	State Minister and Director-General of Defense Agency
	Dec. 1972	Home Affairs Minister, Director-General of National Land Agency, Director-General of Hokkaido Development Agency
	Nov. 1973	LDP, Secretary-General (acting)
	Nov. 1974	Chairman, LDP Diet Policy Committee
	Dec. 1976	Chairman, LDP Executive Council

May 1979	Acting Prime Minister (during the early part of May, 1979)
Dec. 1981	Chairman, LDP Special Committee on International Economic Measures

(Esaki Committee)

Council

Industry

Chairman, LDP Policy Affairs Research

Minister of International Trade and

THE WHITE HOUSE WASHINGTON

TO:

FROM:

MICHAEL K. DEAVER Assistant to the President Deputy Chief of Staff

☐ Information

☐ Action

National Secur. J Council The White House

Package # 0941

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National Sec ity Council The White House

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National Security Council The White House

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National Security Council The White House

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COMMENTS

2/22

JP:

Judge Clark gave me this morning -- and said send to Deaver.

The Esaki mtg is already on the President's schedule for 2:15 on Tuesday.

jh

MEMORANDUM

NATIONAL SECURITY COUNCIL

ACTION

John Poindexter

20 Feb 1982

TO: Mike Wheeler Ww 20

FROM: Don Gregg

SUBJECT: The Esaki Visit

Is this the sort of this the Judge could rease at

the 0800 staff meeting Honday

Judge Clark forwarded to Mike Deaver yesterday a request for the President to meet with Mr. Esaki for 15 minutes on Feb 23, 24 or 25. The request was endorsed by Haig, Block and Baldridge.

In the last day or so, Mike Mansfield has indicated his personal hope that the visit takes place, as has the Japanese Ambassador here in Washington. The reason for this interest is that Esaki is the point man in Japan's effort to open its market to US goods. How strong that effort is will depend largely upon the impression that Esaki receives during his visit. Agreed talking points have been drawn up to ensure that Esaki gets the same message from all those he sees.

The message is simple- it is that Japan must must move quickly to make its markets as open to our goods as the US market is open to products from Japan. Hearing the President say that is the best possible way to get this message across. If the Japanese do not take adequate action, our relations with them will inevitably sour.

RECOMMENDATIONS

-Please do what you can to see that Esaki gets on the President's schedule as soon as possible.

-If there are any signs of reluctance to schedule the meeting, please stress how important it is. (I have just heard, for example, that the Japanese Foreign Minister has cabled Haig, urging that the President meet with Esaki and impress on him the need for Japan to take action.)



TALKING POINTS FOR USE DURING THE MEETING WITH

MASUMI ESAKI ON FEBRUARY 23

- -- Welcome Mr. Esaki and note that you are glad to see that Prime Minister Suzuki has sent such a close and trusted friend on this vitally important mission.
- -- Extend thanks and regards to Prime Minister Suzuki for what is being done in terms of increased defense spending and sanctions against Poland and the Soviet Union.
- -- Express appreciation for what has been done so far to remove non-tariff barriers, but state that much more needs to be done.
- -- Note that Japan and the United States are full partners in many ways but not yet in the trade area. The problem is that the Japanese market is not open to American goods in the same way that the American market is open to products from Japan.
- -- Stress that this situation must be changed. We know this may be a difficult process for Japan, but it must be done if our relations are to remain as strong as they have become.
- -- Express our determination to revitalize our economy, and stress that we want to be able to sell to Japan as easily as Japan sells to us. This we cannot do now.
- -- Express appreciation for Esaki's personal efforts in this regard and urge him to make a sustained effort until the problem of market access is resolved.



MEMORANDUM

NATIONAL SECURITY COUNCIL

CONFIDENTIAL

February 24, 1982

ACTION

MEMORANDUM FOR WILLIAM P. CLARK

DONALD GREGG DQ

Ed Meese's Thursday Meeting with Masumi Esaki SUBJECT:

One of Ed Meese's assistants (Flo) called yesterday saying that Mr. Meese and possibly you would be meeting with Masumi Esaki on February 25. I was asked to prepare talking points.

My impression of the President's meeting with Esaki, in which you and Mr. Meese participated, was that Esaki did far too much talking. The President had faithfully gone through the first two of his talking points when Esaki took the conversational ball and ran with it.

I went outside to listen to Esaki's description of the meeting to the waiting press corps. He stressed the positive -- what Japan already has done -- rather than important actions that Japan still needs to take.

I urged both John Holdridge and Lionel Olmer to make certain that in their meetings with Esaki he hear the full run of our concerns, not just the front end of it.

One amusing footnote. Last night at a Japanese reception, I encountered a newsman from the Japan Economic Journal who stated that there had been prolonged discussion about the meaning of the President's story about the horse which he told to Esaki at the end of the meeting. (This involved "getting the attention" of a supposedly trained horse by hitting it over the head with a 2x4.) Some newsmen thought that the horse was the US economy; others thought it was the US Congress; while some thought it was the Japanese bureaucracy. I told the newsman that my interpretation was that the President was trying to get the attention of the Japanese. He agreed.

Attached is a brief memorandum from you to Ed Meese forwarding the same talking points that the President used yesterday and urging that Meese get through all of them before allowing Esaki to run away with the conversation.

Recommendation

No

That you forward the attached memorandum to Ed Meese at Tab I.

Attachments

Memo for Signature to Meese Tab I

Talking Points Α CONFIDENTIAL

Review on February 24, 1988

DECLASSIFIED

NLS F00-037/1#26

BY LOT :

CONFLIDENTIAL WHITE HOUSE SITUATION ROOM

PAGE Ø1 OF Ø2 TOKYO 3186 SIT443 , DATE Ø3/02/82 DTG: 260850Z FEB 62 PSN: 029537

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MESSAGE:

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FM AMEMBASSY TOKYO

TO SECSTATE WASHDC IMMEDIATE 8414

CONFIDENTIAL TOKYO Ø3186 E.O. 12065: GDS 2/25/88 (ANGEVINE, CHARLES) OR-M TAGS: ECON, US, JA SUBJECT: GOJ REACTIONS TO PRESIDENTIAL SPEECH

1. _CONFIDENTIAL - ENTIRE TEXT

- 2. HIGH LEVEL FOREIGN MINISTRY OFFICIALS
 ARE GREATLY CONCERNED ABOUT THE WAY JAPAN'S
 ROLE IS BEEN OFFICIALLY DEFINED IN CONNECTION
 WITH THE CARIBBEAN BASIN INITIATIVE. BASED
 ON USG BRIEFING MATERIALS PASSED OUT TO
 REPORTERS IN WASHINGTON AT THE TIME OF
 PRESIDENT REAGAN'S SPEECH AT THE OAS, A
 LOCAL PRESS ACCOUNT (MAINICHI, FEBRUARY 25)
 HAS LINKED JAPAN TO U.S.' STRATEGIC INTERESTS
 IN THE CARIBBEAN AND ALLEGES THAT JAPAN HAS
 ALREADY AGREED TO JOIN US IN ECONOMIC
 DEVELOPMENT OF THE AREA FOR STRATEGIC REASONS.
- 3. MOFA OFFICIALS CALLED US THIS MORNING
 TO EXPRESS THEIR DISMAY AND INQUIRE WHETHER
 ANY SUCH BRIEFING PAPER WAS DISTRIBUTED
 TO THE PRESS. LATER, MOFA OBTAINED A COPY
 OF THE BRIEFING DATA BY FACSIMILE FROM
 THEIR EMBASSY IN WASHINGTON. WE HAVE SEEN
 THE MATERIAL AND ALTHOUGH THE ORIGINAL IS

MESSAGE (CONTINUED):

LESS OFFENSIVE THAN THE PASSAGE THE REPORTER QUOTED IN THE MAINICHI, IT NONETHELESS DOES INDICATE THAT JAPAN'S ROLE IN THE CARIBBEAN IS EXPANDING OSTENSIBLY FOR STRATEGIC REASONS AS A RESULT OP THE LINING UP OF U.S. AND JAPANESE POLICIES TOWARD THE REGION.

4. EARLIER TODAY, BEFORE SEEING A COPY OF THE SPEECH, MOFA OFFICIALS ALSO EXPRESSED CONCERN THAT THE SPEECH. AS ALLEGED BY ANOTHER NEWSPAPER ACCOUNT (ASAHI). HAD SUBORDINATED THE CARIBBEAN BASIN INITIATIVE INTO THE U.S. MILITARY STRATEGY FOR THE REGION. GOJ SUPPORT FOR THE SPEECH THUS WOULD BE SEEN AS SUPPORT FOR OUR MILITARY STRATEGY. WE EXPLAINED, UPON DELIVERY OF THE SPEECH. THAT THE SPEECH CLEARLY SEPARATED THE

DECLASSIFIED

NLS FOO-037/1# 263

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CONFIDENTIAL . * WHITE HOUSE SITUATION ROOM

PAGE 02 OF 02 TOKYQ 3186'

p DTG: 26Ø85ØZ FEB 82 PSN: Ø29537

PRESIDENT'S ECONOMIC DEVELOPMENT PROPOSALS FROM THE U.S.' SECURITY POLICY IN THAT AREA, THAT THE CBI WAS A PURELY ECONOMIC POLICY.

5. COMMENT AND ACTION REQUESTED: IN THE PAST, THE JAPANESE HAVE BEEN WILLING TO COOPERATE WITH US IN PROVIDING AID TO COUNTRIES OF STRATEGIC INTEREST BUT ONLY IF THE CONTRIBUTION IS COUCHED IN PUBLICLY ACCEPTABLE ECONOMIC TERMS PREFERABLY IN A MULTILATERAL CONTEXT. PUBLIC CHARACTERIZATIONS THAT THE JAPANESE ARE COOPERATING WITH THE U.S. IN THE CARIBBEAN FOR STRATEGIC REASONS ARE LIKELY TO BE SEIZED UPON BY THE OPPOSITION HERE. THE FALL-OUT COULD IN EFFECT HINDER JAPAN'S ABILITY TO BE ABLE TO RESPOND TO OUR FUTURE REQUESTS TO HELP COUNTRIES OF STRATEGIC INTEREST. EMBASSY REQUESTS DEPARTMENT REACTIONS AND SUGGESTIONS ON HOW WE SHOULD HANDLE MOFA "CONCERNS OVER THE BRIEFING MATERIALS. CLARK

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UNCLASSIFIED UPON REMOVAL OF

RECEIVED 24 FEB 82 12

TO CLARK

FROM GREGG

KEYWORDS: JAPAN

INTL TRADE

ESAKI, MASUNI

MEESE, E

SUBJECT: TALKING POINTS FOR MEESE MTG W/ JAPANESE TRANDE MINISTER ON 25 FEB

ACTION: FOR SIGNATURE

DUE: STATUS X FILES

FOR ACTION

FOR CONCURRENCE FOR INFO

CLARK

COMMENTS

REF#

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ACTION OFFICER (S) ASSIGNED

ACTION REQUIRED DUE COPIES TO

MEMORANDUM



THE WHITE HOUSE

WASHINGTON

CONFIDENTIAL

February 24, 1982

ACTION

MEMORANDUM FOR EDWIN MEESE

WILLIAM P. CLARK FROM:

Your Meeting with Masumi Esaki SUBJECT:

I believe that Mr. Esaki did too much talking and too little listening in yesterday's meeting with the President. In the Thursday meeting with him, I think it will be important for him to hear all of our concerns about the need for Japan to open its markets and not just a partial version.

Attached for your use and information are the same talking points that the President was given for his meeting with Esaki yesterday.

Recommendation

No

That you use the talking points during your meeting with Masumi Esaki at Tab A.

Attachment

Talking Points Tab A

> Absolutely!

NLS FOO-037/1 #260
BY LOT NAMA DATE 7/24/06

on February 24, 1988

