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Series: Speech File Draft Files
Subseries: Chron File, 1989-1993

OA/ID Number: 13617
Folder ID Number: 13617-005

Folder Title:
Japan Paper Trade Agreement 4/23/92 [OA 6100]

Stack:	Row:	Section:	Shelf:	Position:
G	26	18	1	4

THE PRESIDENT HAS SEEN

4/23/92

Crouse
Wednesday, April 22, 1992
4:07pm
[jp-trade]

02 APR 22 P4:32

PRESIDENTIAL REMARKS: SIGNING OF PAPER INDUSTRY'S
TRADE AGREEMENT WITH JAPAN IN
THE ROOSEVELT ROOM
THURSDAY, APRIL 23, 1992
11:45 A.M.

*This agreement I sign today is an important positive
development stemming from my ~~to~~ January trip to Japan.*

Today marks a significant milestone for both the United States and Japan -- this ceremony is the first step toward our two countries becoming equal partners in trade. ~~When I went on the trade mission to Japan in January, I was heartened by the famous words of Benjamin Disraeli, "Success is the child of Audacity." Our audacity prevailed over my flu and this "paper trade" agreement is an important~~ *positive part of the trip's success.*

The broader commitment which Prime Minister Miyazawa and I made during my trade visit to Japan in January is the "Global Partnership Plan of Action," an agreement to strengthen trade between our two countries -- and to make the relationship between us a true partnership by equalizing the trade balance between our nations.

The "paper trade" agreement will increase market access for foreign firms exporting paper products to Japan. Hereafter, the Government of Japan will encourage its paper distributors, converters, printers and major corporate users to increase imports of foreign paper products. That official encouragement will open the way for America's paper industry to export their products to Japan's \$27 billion market.

Today's action is good for American industry and good for the Japanese consumer. It is also an important step forward for our global trading system.

This alliance recognizes that with a more global world, it is even more important to build mutually-beneficial partnerships among nations. As William McKinley said back in 1897, "Good trade insures good will." The partnership between the United States of America and Japan assures that the hallmark of the new globalization of trade will be world-class quality, competitive pricing and excellent service.

This alliance also recognizes that interactive partnerships like this one strengthen each of us. At the same time, it strengthens the relationship between us and makes the world a better, friendlier place for our children and grandchildren.

####

encountered
a well
* sometimes an up hole
column

that applies
to CH as
well

WHITE HOUSE STAFFING MEMORANDUM

DATE: 4/22/92 ACTION/CONCURRENCE/COMMENT DUE BY: COB TODAY!!!

SUBJECT: PRESIDENTIAL REMARKS: SIGNING OF PAPER INDUSTRY'S TRADE AGREEMENT WITH JAPAN - THURSDAY, APRIL 23 - 11:45 a.m.

	ACTION	FYI		ACTION	FYI
VICE PRESIDENT	<input type="checkbox"/>	<input checked="" type="checkbox"/>	HORNER	<input type="checkbox"/>	<input type="checkbox"/>
SKINNER	<input type="checkbox"/>	<input checked="" type="checkbox"/>	MCBRIDE	<input type="checkbox"/>	<input type="checkbox"/>
SCOWCROFT	<input checked="" type="checkbox"/>	<input type="checkbox"/>	MOORE	<input checked="" type="checkbox"/>	<input type="checkbox"/>
DARMAN <i>MC</i>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	PETERSMEYER	<input checked="" type="checkbox"/>	<input type="checkbox"/>
BRADY	<input type="checkbox"/>	<input checked="" type="checkbox"/>	PORTER <i>N/C</i>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
BROMLEY	<input type="checkbox"/>	<input type="checkbox"/>	ROGICH <i>out of town</i>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
CALIO <i>MC</i>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	ROLLINS <i>NC</i>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
DEMAREST	<input checked="" type="checkbox"/>	<input type="checkbox"/>	SMITH	<input checked="" type="checkbox"/>	<input type="checkbox"/>
FITZWATER	<input type="checkbox"/>	<input checked="" type="checkbox"/>	YEUTTER	<input type="checkbox"/>	<input checked="" type="checkbox"/>
GRAY <i>5026 Skiv Pademaker MC</i>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	FINDLAY	<input type="checkbox"/>	<input checked="" type="checkbox"/>
HOLIDAY <i>MC</i>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	KAUFMAN	<input type="checkbox"/>	<input checked="" type="checkbox"/>
			MCGROARTY	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>

REMARKS:

Please forward your comments directly to Dan McGroarty, Rm. 122, X2930, no later than COB, TODAY!!!, with a copy to this office. Thank you.

RESPONSE:

PHILLIP D. BRADY
 Assistant to the President
 and Staff Secretary
 Ext. 2702

92 APR 22 P4: 32

Crouse
Wednesday, April 22, 1992
4:07pm
[jp-trade]

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(Commerce Backup)



Lee A Iacocca
Chairman of the Board
Chief Executive Officer

ITA/US

1992 APR 22 12:58

April 22, 1992

FOR Japan Paper
Announcement

The Honorable
Barbara H. Franklin
Secretary of Commerce
Room 5854 Main Commerce
Washington, DC 20230

Dear Madam Secretary:

Three months have passed since the President took a number of business leaders to Japan. I thought I would give you an update on the benefits and results which can be directly related to the January trip to Tokyo.

Overall, I believe the trip was a major success by significantly raising the awareness level in this country that the U.S.-Japan trade deficit means lost jobs in America -- and that the prime culprit in this trade deficit is automotive related.

As we realized at the time, the media wants everything to be done yesterday in terms of results; but those of us who have dealt with Japan know that you have to take one step at a time in forcing open the Japanese market. The trip to Tokyo was an important first step, and we at Chrysler have seen the following results.

For many months, Chrysler had been negotiating with Mitsubishi Motors Corporation to sell our North American-made engines and transmissions to Diamond-Star Motors -- which builds cars for both Mitsubishi and Chrysler. These negotiations were proceeding at a snail's pace until the Tokyo trip. I am pleased to advise that we now have Mitsubishi's agreement to purchase \$1.2 billion worth of engines and transmissions. We would still be at the table without a firm prospect for selling large quantities of components to the Diamond-Star facility if the President and the Department of Commerce had not gotten involved. Mitsubishi executives wanted to maximize sales from Japan; but the resulting attention from the trip and the commitment which the Japanese Government made to increase North American content at transplant facilities from the 50 percent level to the 70 percent level has meant that these high-value components will be sourced from Chrysler.

With regard to built-up vehicle sales to Japan, Chrysler has invested \$35 million in right-hand-drive engineering and production components for the Jeep Cherokee. These RHD vehicles

-2-

will become available for shipment to Japan in October of this year, and we hope this will be the spur which will make Honda seriously take on distributing our products in their country. They have recently appointed a senior marketing executive to head up their import division, and we hope he will be empowered to make an honest effort to promote our products.

Additionally, we will continue to work at lowering the out-of-line distribution costs which drive up the consumer price of our Toledo, Ohio-sourced Jeep, when compared to a Marysville, Ohio Honda Accord. These two vehicles are built just 76 miles apart, but carry distribution margin costs of 36 percent in the case of the Jeep versus 25 percent for the Accord. To the Japanese consumer, that means another \$4,000 in price which, of course, discourages purchase of these vehicles in volume. Also, we are looking for the Department of Commerce to finish the job which they started in the area of certification and homologation costs, wherein another \$3,500 is added to the consumers' invoice which just doesn't need to be there.

We look forward to the continued active support of the Bush Administration in opening the Japanese market. This type of constant pressure from Washington will certainly assist the resolution of the specific problems noted above and, thereby, significantly enhance our sales efforts. There are opportunities in Japan, but they only will become available if the mode of operating is radically changed.

I am watching with great interest the announcements of Attorney General BARR, and we hope this means that the U.S. Government will help private companies in breaking up the Japanese Keiretsu system which prevents volume sales of American automotive products. The annual \$28 billion dollar auto trade deficit is not going to go away overnight and will be, unfortunately, locked in place unless this Administration actively takes every means at its disposal to make the Japanese understand that the President meant what he said when he went to Japan stating that bottom line results are necessary if the relationship between our two nations is to remain firm and positive.

Lastly, please come by and visit Chrysler. We have a lot of exciting things going on in terms of new products, a new technology center, and a new assembly plant, as well as a new platform team approach to bringing forward new products. You have an open invitation.

Sincerely,



Lee A. Iacocca

cc: Hon. Rockwell Schnabel
Hon. J. Michael Farren

Crouse
Thursday, April 23, 1992
11:32am
[jp-trade]

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I am pleased that, since January, American companies have begun to enjoy a more positive atmosphere for doing business in Japan. The broader commitment which Prime Minister Miyazawa and I made during my visit to Japan was the "Tokyo Declaration." An important part of it was the "Global Partnership Plan of Action," an agreement to strengthen trade between our two countries -- all part of our efforts to make the relationship between us a true partnership -- ensuring that U.S. firms have the same degree of access to the Japanese market that Japanese firms enjoy in the United States.

The "paper market access" agreement will increase opportunities and sales for foreign firms exporting paper products into Japan. Hereafter, the Government of Japan will

encourage its paper distributors, converters, printers and major corporate users to increase imports of competitive foreign paper products. That official encouragement will open the way for America's paper industry to export its products into Japan's \$27 billion market.

Today's action is good for all concerned: good for the Japanese consumer -- good for American Industry and good for the American worker. It is also an important step forward for our global trading system.

As William McKinley said back in 1897, "Good trade insures good will." The partnership between the United States of America and Japan ensures that the hallmark of the new globalization of trade will be world-class quality, competitive pricing and excellent service.

This alliance also recognizes that interactive partnerships like this one strengthen each of us -- and fire up the engine of economic growth. At the same time, it strengthens the relationship between us and makes the world a better, friendlier place for our children and grandchildren.

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Crouse
Thursday, April 23, 1992
10:33am
[jp-trade]

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**SIGNING OF U.S.-JAPAN TRADE AGREEMENT \ ROOSEVELT ROOM
THURSDAY, APRIL 23, 1992 \ 11:45 A.M.**

TODAY MARKS A MILESTONE FOR BOTH THE UNITED STATES AND JAPAN -- THIS CEREMONY REPRESENTS ANOTHER STEP TOWARD OUR TWO COUNTRIES BECOMING EQUAL PARTNERS IN TRADE. WHEN I WENT TO JAPAN IN JANUARY, I WAS HEARTENED BY THE FAMOUS WORDS OF BENJAMIN DISRAELI, "SUCCESS IS THE CHILD OF AUDACITY." TODAY'S "PAPER TRADE" AGREEMENT PROVES THE VALUE OF PUSHING FORWARD FOR FREER TRADE -- AND ILLUSTRATES THE BENEFITS OF MY TRIP TO JAPAN.

- 2 -

I AM PLEASED THAT, SINCE JANUARY, AMERICAN COMPANIES HAVE BEGUN TO ENJOY A MORE POSITIVE ATMOSPHERE FOR DOING BUSINESS IN JAPAN. THE BROADER COMMITMENT WHICH PRIME MINISTER MIYAZAWA AND I MADE DURING MY VISIT TO JAPAN WAS THE "TOKYO DECLARATION." AN IMPORTANT PART OF IT WAS THE "GLOBAL PARTNERSHIP PLAN OF ACTION," AN AGREEMENT TO STRENGTHEN TRADE BETWEEN OUR TWO COUNTRIES -- ALL PART OF OUR EFFORTS TO MAKE THE RELATIONSHIP BETWEEN US A TRUE PARTNERSHIP --

ENSURING THAT U.S. FIRMS HAVE THE SAME DEGREE OF ACCESS TO THE JAPANESE MARKET THAT JAPANESE FIRMS ENJOY IN THE UNITED STATES.

THE "PAPER MARKET ACCESS" AGREEMENT WILL INCREASE OPPORTUNITIES AND SALES FOR FOREIGN FIRMS EXPORTING PAPER PRODUCTS INTO JAPAN. HEREAFTER, THE GOVERNMENT OF JAPAN WILL ENCOURAGE ITS PAPER DISTRIBUTORS, CONVERTERS, PRINTERS AND MAJOR CORPORATE USERS TO INCREASE IMPORTS OF COMPETITIVE FOREIGN PAPER PRODUCTS.

THAT OFFICIAL ENCOURAGEMENT WILL OPEN THE WAY FOR AMERICA'S PAPER INDUSTRY TO EXPORT ITS PRODUCTS INTO JAPAN'S \$27 BILLION MARKET.

TODAY'S ACTION IS GOOD FOR ALL CONCERNED: GOOD FOR THE JAPANESE CONSUMER -- GOOD FOR AMERICAN INDUSTRY AND GOOD FOR THE AMERICAN WORKER. IT IS ALSO AN IMPORTANT STEP FORWARD FOR OUR GLOBAL TRADING SYSTEM.

AS WILLIAM MCKINLEY SAID BACK IN 1897, "GOOD TRADE INSURES GOOD WILL."

THE PARTNERSHIP BETWEEN THE UNITED STATES OF AMERICA AND JAPAN ENSURES THAT THE HALLMARK OF THE NEW GLOBALIZATION OF TRADE WILL BE WORLD-CLASS QUALITY, COMPETITIVE PRICING AND EXCELLENT SERVICE.

THIS ALLIANCE ALSO RECOGNIZES THAT INTERACTIVE PARTNERSHIPS LIKE THIS ONE STRENGTHEN EACH OF US -- AND FIRE UP THE ENGINE OF ECONOMIC GROWTH. AT THE SAME TIME, IT STRENGTHENS THE RELATIONSHIP BETWEEN US AND MAKES THE WORLD A BETTER, FRIENDLIER PLACE FOR OUR CHILDREN AND GRANDCHILDREN.

#

**SIGNING OF U.S.-JAPAN TRADE AGREEMENT \ ROOSEVELT ROOM
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THE WHITE HOUSE

WASHINGTON

32 APR 23 A10:45

April 23, 1992

MEMORANDUM FOR DANIEL B. MCGROARTY

FROM: STEPHEN G. RADEMAKER *SR*
ASSOCIATE COUNSEL TO THE PRESIDENT

SUBJECT: Presidential Remarks: Signing of Paper Industry's
Trade Agreement with Japan

Pursuant to Phil Brady's request, Counsel's Office has reviewed the above-referenced matter and has no objection to the proposed presidential remarks.

cc: Phillip D. Brady

Document No. 32360488

WHITE HOUSE STAFFING MEMORANDUM

DATE: 4/22/92 ACTION/CONCURRENCE/COMMENT DUE BY: COB TODAY!!!

SUBJECT: PRESIDENTIAL REMARKS: SIGNING OF PAPER INDUSTRY'S TRADE AGREEMENT WITH JAPAN - THURSDAY, APRIL 23 - 11:45 a.m.

	ACTION	FYI		ACTION	FYI
VICE PRESIDENT	<input type="checkbox"/>	<input checked="" type="checkbox"/>	HORNER	<input type="checkbox"/>	<input type="checkbox"/>
SKINNER	<input type="checkbox"/>	<input checked="" type="checkbox"/>	MCBRIDE	<input type="checkbox"/>	<input type="checkbox"/>
SCOWCROFT	<input checked="" type="checkbox"/>	<input type="checkbox"/>	MOORE	<input checked="" type="checkbox"/>	<input type="checkbox"/>
DARMAN	<input checked="" type="checkbox"/>	<input type="checkbox"/>	PETERSMEYER	<input checked="" type="checkbox"/>	<input type="checkbox"/>
BRADY	<input type="checkbox"/>	<input checked="" type="checkbox"/>	PORTER	<input checked="" type="checkbox"/>	<input type="checkbox"/>
BROMLEY	<input type="checkbox"/>	<input type="checkbox"/>	ROGICH	<input checked="" type="checkbox"/>	<input type="checkbox"/>
CALIO	<input checked="" type="checkbox"/>	<input type="checkbox"/>	ROLLINS	<input checked="" type="checkbox"/>	<input type="checkbox"/>
DEMAREST	<input checked="" type="checkbox"/>	<input type="checkbox"/>	SMITH	<input checked="" type="checkbox"/>	<input type="checkbox"/>
FITZWATER	<input type="checkbox"/>	<input checked="" type="checkbox"/>	YEUTTER	<input type="checkbox"/>	<input checked="" type="checkbox"/>
GRAY	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<u>FINDLAY</u>	<input type="checkbox"/>	<input checked="" type="checkbox"/>
HOLIDAY	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<u>KAUFMAN</u>	<input type="checkbox"/>	<input checked="" type="checkbox"/>
			<u>MCGROARTY</u>		<input checked="" type="checkbox"/>

REMARKS:

Please forward your comments directly to Dan McGroarty, Rm. 122, X2930, no later than COB, TODAY!!!, with a copy to this office. Thank you.

RESPONSE:

*See comments. Thanks.
04/22
PK*

PHILLIP D. BRADY
Assistant to the President
and Staff Secretary
Ext. 2702

Group
Wednesday, April 23, 1992
4:07pm
[jp-trade]

02 APR 22 14: 32

PRESIDENTIAL REMARKS:

U.S.-Japan
SIGNING OF ~~PAPER INDUSTRY'S~~ ^{on paper and Japanese products}
TRADE AGREEMENT ~~WITH JAPAN~~ ^{Not an industry agreement; govt-to-govt.}
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THURSDAY, APRIL 23, 1992
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X
ADD THIS
See Commerce Insert and backup

mistake to say it is 1st step

✓
trade can be seen as two way

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Commerce
Insert

INSERT -- after paragraph #1

I am please that American business has begun to enjoy a more positive atmosphere for doing business in Japan. Since January, prospects for U.S. business have improved. **

** See recent letter from Lee Iaccoca to Secretary Franklin as background.

3068

WHITE HOUSE STAFFING MEMORANDUM

92 APR 22 P8:09



DATE: 4/22/92 ACTION/CONCURRENCE/COMMENT DUE BY: COB TODAY!!!

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			MCGROARTY		<input checked="" type="checkbox"/>

REMARKS:

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RESPONSE: TO DAN MCGROARTY

April 22, 1992

The NSC staff concurs, with changes, as noted.

Brent Scowcroft
Brent Scowcroft

cc: Phillip D. Brady

PHILLIP D. BRADY
Assistant to the President
and Staff Secretary
Ext. 2702

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The broader commitment which Prime Minister Miyazawa and I made during my ~~trade~~ ^e visit to Japan in January ^{was} ~~is~~ ^{Tokyo Declaration} the "Global Partnership Plan of Action," an agreement to strengthen trade between our two countries -- ^{all part of our efforts to} and to make the relationship between us a true partnership. ~~By equalizing the trade balance between our nations.~~ ^o

The "paper trade" agreement will increase market access for foreign firms exporting paper products to Japan. Hereafter, the Government of Japan will encourage its paper distributors, converters, printers and major corporate users to increase imports of foreign paper products. That official encouragement will open the way for America's paper industry to export their products ^{to} ^{info} Japan's \$27 billion market.

(Presumably wrong)
(IT WAS A TRADE MISSION)

An impromptu part of it was the

(not policy)

Today's action is good for American industry and good for the Japanese consumer. [It is also an important step forward for our global trading system.]

This alliance recognizes that with a more global world, it is even more important to build mutually-beneficial partnerships among nations. As William McKinley said back in 1897, "Good trade insures good will." The partnership between the United States of America and Japan assures that the hallmark of the new globalization of trade will be world-class quality, competitive pricing and excellent service.

This alliance also recognizes that interactive partnerships like this one strengthen each of us. At the same time, it strengthens the relationship between us and makes the world a better, friendlier place for our children and grandchildren.

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3068

WHITE HOUSE STAFFING MEMORANDUM

92 APR 22 P6:25



DATE: 4/22/92 ACTION/CONCURRENCE/COMMENT DUE BY: COB TODAY!!!

SUBJECT: PRESIDENTIAL REMARKS: SIGNING OF PAPER INDUSTRY'S TRADE AGREEMENT WITH JAPAN - THURSDAY, APRIL 23 - 11:45 a.m.

	ACTION	FYI		ACTION	FYI
VICE PRESIDENT	<input type="checkbox"/>	<input checked="" type="checkbox"/>	HORNER	<input type="checkbox"/>	<input type="checkbox"/>
SKINNER	<input type="checkbox"/>	<input checked="" type="checkbox"/>	MCBRIDE	<input type="checkbox"/>	<input type="checkbox"/>
SCOWCROFT	<input checked="" type="checkbox"/>	<input type="checkbox"/>	MOORE	<input checked="" type="checkbox"/>	<input type="checkbox"/>
DARMAN	<input checked="" type="checkbox"/>	<input type="checkbox"/>	PETERSMEYER	<input checked="" type="checkbox"/>	<input type="checkbox"/>
BRADY	<input type="checkbox"/>	<input checked="" type="checkbox"/>	PORTER	<input checked="" type="checkbox"/>	<input type="checkbox"/>
BROMLEY	<input type="checkbox"/>	<input type="checkbox"/>	ROGICH	<input checked="" type="checkbox"/>	<input type="checkbox"/>
CALIO	<input checked="" type="checkbox"/>	<input type="checkbox"/>	ROLLINS	<input checked="" type="checkbox"/>	<input type="checkbox"/>
DEMAREST	<input checked="" type="checkbox"/>	<input type="checkbox"/>	SMITH	<input checked="" type="checkbox"/>	<input type="checkbox"/>
FITZWATER	<input type="checkbox"/>	<input checked="" type="checkbox"/>	YEUTTER	<input type="checkbox"/>	<input checked="" type="checkbox"/>
GRAY	<input checked="" type="checkbox"/>	<input type="checkbox"/>	FINDLAY	<input type="checkbox"/>	<input checked="" type="checkbox"/>
HOLIDAY	<input checked="" type="checkbox"/>	<input type="checkbox"/>	KAUFMAN	<input type="checkbox"/>	<input checked="" type="checkbox"/>
			MCGROARTY		<input checked="" type="checkbox"/>

REMARKS:

Please forward your comments directly to Dan McGroarty, Rm. 122, X2930, no later than COB, TODAY!!!, with a copy to this office. Thank you.

RESPONSE: TO DAN MCGROARTY

The NSC staff concurs, with changes, as noted.

Brent Scowcroft

cc: Phillip D. Brady

PHILLIP D. BRADY
Assistant to the President
and Staff Secretary
Ext. 2702

Crouse
Wednesday, April 22, 1992
4:07pm
[jp-trade]

32 APR 22 P 4: 32

PRESIDENTIAL REMARKS: SIGNING OF PAPER INDUSTRY'S
TRADE AGREEMENT WITH JAPAN IN
THE ROOSEVELT ROOM
THURSDAY, APRIL 23, 1992
11:45 A.M.

Today marks a ^{rather} significant ^{ok} milestone for both the United States and Japan -- this ceremony ^{represents another} ~~[is the first]~~ step toward our two countries becoming equal partners in trade. When I went ~~[on the trade mission]~~ to Japan in January, I was heartened by the famous words of Benjamin Disraeli, "Success is the child of Audacity." Our audacity prevailed over my flu and this "paper trade" agreement is an important part of the trip's success.

~~PROBABLY~~
~~WRONG~~
~~IT WAS~~
~~A TRADE~~
~~MISSION~~

The broader commitment which Prime Minister Miyazawa and I made during my ~~[trade]~~ visit to Japan in January ^{was} ~~is~~ the ^{TOKYO DECLARATION} "Global Partnership Plan of Action," an agreement to strengthen trade between our two countries -- ^{all part of our efforts to} ~~and to~~ make the relationship between us a true partnership. ~~[by equalizing the trade balance between our nations.]~~

An important part of it was not policy

The "paper trade" agreement will increase market access for foreign firms exporting paper products to Japan. Hereafter, the Government of Japan will encourage its paper distributors, converters, printers and major corporate users to increase imports of foreign paper products. That official encouragement will open the way for America's paper industry to export their products ^{to} ~~to~~ Japan's \$27 billion market.
_{info}

Today's action is good for American industry and good for the Japanese consumer. [It is also an important step forward for our global trading system.]

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Petersmeyer

Crouse
Wednesday, April 22, 1992
4:07pm
[jp-trade]

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THE WHITE HOUSE

WASHINGTON

April 22, 1992

MEMORANDUM FOR DAN MCGROARTY

FROM: ROGER B. PORTER *RBP*

SUBJECT: Presidential Remarks: Signing of Paper
Industry's Trade Agreement with Japan

We have reviewed the attached presidential remarks and have no suggested comments from a policy standpoint. We approve the draft remarks in their present form.

cc: Phillip D. Brady

WHITE HOUSE STAFFING MEMORANDUM

DATE: 4/22/92 ACTION/CONCURRENCE/COMMENT DUE BY: COB TODAY!!!

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RESPONSE:

PHILLIP D. BRADY
 Assistant to the President
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 Ext. 2702

02 APR 22 P4:32

Crouse
Wednesday, April 22, 1992
4:07pm
[jp-trade]

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The broader commitment which Prime Minister Miyazawa and I made during my trade visit to Japan in January is the "Global Partnership Plan of Action," an agreement to strengthen trade between our two countries -- and to make the relationship between us a true partnership by equalizing the trade balance between our nations.

The "paper trade" agreement will increase market access for foreign firms exporting paper products to Japan. Hereafter, the Government of Japan will encourage its paper distributors, converters, printers and major corporate users to increase imports of foreign paper products. That official encouragement will open the way for America's paper industry to export their products to Japan's \$27 billion market.

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**Remarks at the Signing Ceremony
for the Paper Market Access
Agreement With Japan**
April 23, 1992

The President. May I thank Ambassador Kuriyama for being here with us today, Japan's Ambassador to the United States, and also Mike Moskow up here. Everybody knows him, and we're grateful to him for his participation in all of this.

Today does mark a milestone for both the United States and Japan, a ceremony representing another step toward our two countries becoming equal partners in trade. The agreement I sign today is an important, positive development stemming from our January trip to Japan.

And I am pleased that since January, American companies have begun to enjoy a more positive atmosphere for doing business in Japan. The broader commitment which Prime Minister Miyazawa and I made during my visit was the Tokyo Declaration, and an important part that was the Global Partnership Plan of Action, an agreement to strengthen trade between our two countries, all part of our efforts to make the relationship between us a true partnership. This is a very important relationship. And that all will ensure that U.S. firms have the same degree of access to the Japanese market that Japanese firms enjoy in the United States.

The Paper Market Access Agreement will increase opportunities and sales for foreign firms exporting paper products into Japan. And hereafter, the Government of Japan will encourage its paper distributors, converters, printers, and major corporate users to increase imports of competitive foreign paper products. That official encouragement will open the way for America's paper industry to export its products into Japan's \$27 billion market.

Today's action is good for all concerned: good for the Japanese consumer, good for American industry, and good for the American worker. And it is also an important step forward in our large global trading system. As William McKinley said back in 1897, "Good trade ensures good will." And the partnership between the United States of America and Japan ensures that the hallmark

of the new globalization of trade will be world-class quality, competitive pricing, and of course, excellent service.

This alliance also recognizes that interactive partnerships like this one strengthen each of us and fire up the engine of economic growth. At the same time, it strengthens the relationship between us and makes the world a better, friendlier place for our children and our grandchildren.

So I am delighted to be here. And I welcome all of you from industry and from the diplomatic corridors. And let me just say in conclusion, I view this relationship between the U.S. and Japan as very, very important. And I will do my level-best as President of the United States to keep it on a stable, forward-looking basis. It is essential, and it is in our best interest that it remain strong.

So, Mr. Ambassador, you are entitled to equal time, or should we—why don't you go ahead, and then—

Ambassador Kuriyama. Well, thank you very much, Mr. President.

The President. Thank you for being with us, sir.

[At this point, Ambassador Kuriyama spoke.]

The President. Thank you, sir, very much. Now I will witness, if you all do the signing.

Note: The President spoke at 11:49 a.m. in the Roosevelt Room at the White House. Ambassador Takakazu Kuriyama of Japan and Deputy U.S. Trade Representative Michael H. Moskow signed the agreement.

**Remarks on Presentation of the
White House Commemorative Stamp**
April 23, 1992

Thank you, Mike, very much. And greetings to all of you. May I greet Edward Horgan and Kenneth Hunter, Associate Postmasters General; Mike, thank you, sir, for the introduction and those remarks; old friend, George Haley, here, the Chairman of the Postal Rate Commission.

And welcome to Peerce Farm, or as we call it nowadays, the White House. George Washington selected this site for the Presi-