

ACCJ WELCOME RECEPTION

NOVEMBER 4, 1993

[RICK JOHANNESSEN, PRESIDENT OF ACCJ, INTRODUCES YOU.]

THANK YOU VERY MUCH FOR THAT KIND INTRODUCTION. JOAN AND I ARE DELIGHTED TO BE IN JAPAN AT THIS VERY EXCITING TIME.

WE FEEL VERY FORTUNATE TO BE WELCOMED TO THIS COUNTRY WITH SUCH WARMTH AND AFFECTION, BY JAPANESE AND AMERICANS ALIKE. AND IT IS VERY KIND OF THE ACCJ TO HOST THIS WELCOME RECEPTION FOR US. WE THANK ALL OF YOU FOR COMING.

AS AMBASSADOR, I AM HERE TO REPRESENT THE PRESIDENT AND THE PEOPLE OF THE UNITED STATES IN ALL DIMENSIONS OF OUR RELATIONSHIP WITH JAPAN. AS YOU KNOW, THIS RELATIONSHIP COVERS THE FULL SPECTRUM OF ISSUES:

- IT INCLUDES A BROAD-RANGING POLITICAL PARTNERSHIP;
- IT INVOLVES COOPERATION ON GLOBAL ISSUES (LIKE THE ENVIRONMENT, HEALTH AND AID TO DEVELOPING COUNTRIES);
- IT ENCOMPASSES A FULL ARRAY OF EDUCATIONAL AND CULTURAL EXCHANGES;
- AND IT EMBRACES A CRITICALLY IMPORTANT SECURITY ALLIANCE. (DEFENSE SECRETARY LES ASPIN WAS HERE EARLIER THIS WEEK TO REAFFIRM OUR SECURITY COMMITMENTS TO JAPAN AND THE REGION.)

NONETHELESS, IT IS CLEAR THAT THE MOST PRESSING ISSUE ON THE AGENDA BETWEEN OUR TWO COUNTRIES IS THE NEED TO CORRECT THE ECONOMIC IMBALANCE IN OUR RELATIONSHIP. I INTEND TO DEVOTE A GREAT DEAL OF MY TIME AND EFFORT TO THESE ISSUES.

ALONG THESE LINES, ONE OF MY PRINCIPAL RESPONSIBILITIES AS AMBASSADOR WILL BE TO ASSIST AMERICAN FIRMS IN THEIR EFFORTS TO DO BUSINESS IN THE JAPANESE MARKET.

THAT IS WHY I HOPE TO WORK VERY CLOSELY WITH THE ACCJ AND EACH ONE OF YOU.

LAST WEEK, AS THE HONORARY CHAIRMAN OF ACCJ, I HAD THE PRIVILEGE OF CHAIRING MY FIRST MEETING OF THE BOARD OF GOVERNORS. (I BELIEVE THE FIRST ITEM ON THE AGENDA FOR THE NEXT MEETING WILL BE A RESOLUTION TO EMPHASIZE THE "HONORARY" IN MY TITLE. IT SHOULD PASS UNANIMOUSLY AND WITHOUT DISCUSSION!!!!)

ACTUALLY, I FOUND THE BOARD MEETING TO BE VERY USEFUL AND INFORMATIVE -- AND I LOOK FORWARD TO PARTICIPATING IN THESE MONTHLY SESSIONS. I WANT TO LISTEN TO THE CONCERNS OF THE AMERICAN BUSINESS COMMUNITY IN JAPAN. I WANT TO HEAR ABOUT THE SUCCESS STORIES AS WELL AS THE PROBLEMS YOU ARE ENCOUNTERING. AND I WANT OUR EMBASSY TO BE OPEN AND RESPONSIVE TO YOUR NEEDS.

BEFORE COMING HERE, I HAD HEARD THAT THE ACCJ WAS PROBABLY THE VERY BEST INTERNATIONAL CHAMBER OF COMMERCE WE HAVE. I ALSO HEARD ABOUT THE DIRECT, DAY-TO-DAY WORKING RELATIONSHIP WHICH THE ACCJ HAS WITH OUR EMBASSY.

I WANT THAT PATTERN OF CLOSE COOPERATION TO CONTINUE WHILE I AM AMBASSADOR, AND I HOPE WE CAN BUILD EVEN FURTHER ON THIS RELATIONSHIP. I KNOW WE ARE IN GOOD HANDS WITH THE LEADERSHIP OF ACCJ EXECUTIVE DIRECTOR BILL FARRELL AND GEORGE MU, OUR EMBASSY'S COMMERCIAL MINISTER.

I JUST WANT TO ADD THAT, IN THESE FIRST FEW WEEKS IN JAPAN, I HAVE ALREADY HAD THE CHANCE TO MEET WITH MANY TOP AMERICAN BUSINESS LEADERS. (I HOPE TO CONTINUE DOING THIS.)

WHAT I HAVE BEEN MOST IMPRESSED BY IS THE LEVEL OF COMMITMENT BY AMERICAN BUSINESSES TO STICK WITH THE JAPANESE MARKET.



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