

June 4-16-15
Thurs

Joyce
(copy to al)

M E M O R A N D U M

May 30, 1989

To: SENATOR DOLE
From: *Al* AL LEHN
Subject: SPEAKING REQUEST: ASIA-PACIFIC COUNCIL OF AMERICAN CHAMBERS OF COMMERCE

9:30-11:00
S-207 Cap.

REQUEST. The Asia-Pacific Council of American Chambers of Commerce (APCAC) -- the umbrella Chamber group for Asia -- will have a delegation in Washington June 12-16. At the advice of Dave Cordova (who is now living and working in Japan, and is associated with APCAC), APCAC has asked if:

- (1) we would help them arrange for a gathering of interested Hill staff, to exchange views with an APCAC delegation on Asian economic and commercial issues; and
- (2) you would be willing to do a drop-by, and make a few remarks (5-10 minutes) at that gathering.

DECISION:

OK, will do drop-by, with brief remarks _____

No _____

cc. CAROLYN
BETTY
JOYCE

U. S. Chamber of Commerce

1615 H Street, N.W.
Washington, D.C. 20062
202/463-5460



International Division

May 25, 1989

Senator Robert Dole
U.S. Senate
Senate Hart Office Building, Suite 141
Washington, D.C. 20510-1501

Dear Senator Dole:

I am writing to you on behalf of the Asia-Pacific Council of American Chambers of Commerce (APCAC) which represents the collective view of the U.S. business community in Asia. APCAC includes business leaders from eighteen AmChams.

As you know, every year an APCAC delegation visits Washington to discuss trade and commercial issues with Congressional and Administration leaders. As the people who conduct business in the region, APCAC representatives are uniquely qualified to assess the impact of U.S. and foreign economic policies on our commercial interests. There is an essential, yet too often neglected, perspective.

This year approximately thirty APCAC delegates will be in Washington June 12 to 16. Much of their time will be focused on Capitol Hill. At the suggestion of Mr. David Cordova, a member of the APCAC delegation from Tokyo, I have contacted Mr. Al Lehn of your office to explore the possibility of your office hosting a meeting between Senate staffers and the APCAC delegation during the week. We would much appreciate your opening such a session, welcoming the APCAC representatives and offering your views of current U.S. economic policy toward this vital region. Perhaps we could arrange this at a conference room on the Hill and serve some refreshments. APCAC would, of course, bear all expenses. If you agree, we would suggest your office circulate an open invitation to Senate staffers.

With your assistance, I am confident we can organize an excellent opportunity for Senate staffers to gain timely, accurate information about the current competitive situation of U.S. business in the Asia Pacific area.

I look forward to working with your staff on this project.

Sincerely,

Mark Van Fleet

SENATOR:

Re: Asian-Pacific Council of American Chambers of
Commerce (APCAC) event: drop-by and a few remarks:

The event is in S-207; and starts at 9:30 am and runs until 11:00 am. They are prepared for you to come at your convenience. I will be around RLO, and Jeff House will be in S-207 for the entire event, to monitor it and to make sure you get on promptly upon arrival (former staffer Dave Cordova will also be there to make sure things go smoothly -- Dave is working in Tokyo, and is here for the APCAC meeting).

You are only scheduled to speak a couple of minutes and then -- if you want to and have time -- to take a question or two. They would basically just like to hear your prognosis for Congressional action on economic issues, especially the deficit and trade.

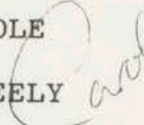
Some general talking points on the Asian-Pacific region are attached.

AL

Talking points

- I'VE VISITED THE ASIAN-PACIFIC REGION TWICE IN RECENT YEARS:
 - NORTH ASIA (JAPAN, CHINA, KOREA AND HONG KONG) IN 1986); AND
 - SOUTHEAST ASIA (THE PHILIPPINES, THAILAND, SINGAPORE AND INDONESIA) LAST YEAR.
- WHEN YOU VISIT THESE COUNTRIES, YOU COME AWAY WITH ONE PREDOMINANT IMPRESSION: THE ASIA-PACIFIC REGION IS THE MOST DYNAMIC ECONOMIC REGION IN THE WORLD.
- THAT GROWTH DIDN'T OCCUR ACCIDENTALLY. IT OCCURRED BECAUSE THESE COUNTRIES GENERALLY HAVE STABLE GOVERNMENTS, STRONG POLITICAL LEADERSHIP, AND FREE MARKET ECONOMIES.
- THAT'S ALL GOOD NEWS. THE BAD NEWS IS, THIS DRAMATIC GROWTH HAS ALSO BROUGHT SOME PROBLEMS, MOST IMPORTANTLY TRADE PROBLEMS. ONE REASON WE HAVE SERIOUS TRADE PROBLEMS THERE IS THAT THE EXPLODING ECONOMIES OF THE REGION NEED BIG, OPEN MARKETS -- AND THE U.S. MARKET IS THE BIGGEST AND MOST OPEN IN THE WORLD.
- THIS IS THE ERA OF "SUPER 301." IT'S A BIG RED FLAG, THAT I HOPE IS TAKEN SERIOUSLY. NOBODY WANTS TRADE DISPUTES, AND IN THE LONG RUN NOBODY BENEFITS FROM THEM. BUT WE ARE SERIOUS ABOUT THE NEED FOR FOREIGN MARKETS TO BE AS OPEN TO OUR PRODUCTS, AS OUR MARKETS ARE TO FOREIGN GOODS.

JUNE 15, 1989

TO: SENATOR DOLE
FROM: CAROLYN SEELY 
SUBJECT: U.S. - ASIA TRADE

The smaller ASEAN Pacific rim countries (Singapore, Thailand, etc.) have recently indicated that they would like to negotiate bilateral free trade agreements with the United States similar to the U.S. Canada agreement. The U.S. appears to be willing to consider this request in exchange for support for U.S. positions in the GATT Uruguay round negotiations.

In connection with the Super 301 negotiations, both Korea and the Republic of China (Taiwan) made major moves to open markets and reduce trade imbalances with the U.S. In particular, Korea removed performance and screening requirements on foreign investment, liberalized product standards and customs procedures, repealed "border closure" provisions and made significant concessions in agricultural trade, such as reducing tariffs and accelerating existing liberalization schedules. Taiwan developed an "action plan" in collaboration with U.S. negotiators which provides tariff reductions on manufactured items, simplified licensing requirements and liberal revisions to their insurance and banking laws.

Of the Asian countries, only Japan and India were cited for unfair trade practices under Super 301. Korea, India, China (PRC), Taiwan, and Thailand are "priority watch" countries under Special 301 which targets countries which do not adequately protect intellectual property.