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## **U.S.-Japan Economic Relations: Significance, Prospects, and Policy Options**

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# U.S.-Japan Economic Relations: Significance, Prospects, and Policy Options

## Summary

Japan and the United States are the two largest economic powers. Together they account for over 40% of world domestic product, for a significant portion of international trade in goods and services, and for a major portion of international investment. This economic clout makes the United States and Japan powerful actors in the world economy. Economic conditions in the United States and Japan have a significant impact on the rest of the world. Furthermore, the U.S.-Japan bilateral economic relationship can influence economic conditions in other countries.

The U.S.-Japan economic relationship is very strong and mutually advantageous. The two economies are highly integrated via trade in goods and services — they are large markets for each other's exports and important sources of imports. More importantly, Japan and the United States are closely connected via capital flows. Japan is the largest foreign source of financing of the U.S. national debt and will likely remain so for the foreseeable future, as the mounting U.S. debt needs to be financed and the stock of U.S. domestic savings remains insufficient to meet the demand. Japan is also a significant source of foreign private portfolio and direct investment in the United States, and the United States is the origin of much of the foreign investment in Japan.

The *relative* significance of Japan and the United States as each other's economic partner has diminished somewhat with the rise of China as an economic power, and with U.S. economic ties with Canada and Mexico deepening as a result of the North American Free Trade Agreement (NAFTA). Nevertheless, analyses of trade and other economic data suggest that the bilateral relationship remains important, and policy leaders of both countries face the challenge of how to manage it.

During the last decade policy leaders seem to have made a deliberate effort to drastically reduce the friction that prevailed in the economic relationship. On the one hand, this calmer environment has stabilized the bilateral relationship and permitted the two countries to focus their attention on other issues of mutual interest, such as national security. On the other hand, as some have argued, the friendlier environment masks serious problems that require more attention, such as continuing Japanese failure to resolve long-standing market access barriers to U.S. exports of autos and auto parts and flat glass and the failure of the two countries to reduce bilateral trade imbalances. Failure to resolve any of these outstanding issues could cause heightened friction between the two countries.

U.S. and Japanese leaders have several options on how to manage their relationship including stronger reliance on the World Trade Organization; special bilateral negotiating frameworks and agreements; or a free trade agreement. Each option has its advantages and drawbacks and they are not necessarily mutually exclusive. This report will be updated as events warrant.

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# U.S.-Japan Economic Relations: Significance, Prospects, and Policy Options

Japan and the United States are the two largest economic powers. Together they account for over 40% of world domestic product. This economic clout makes the United States and Japan powerful forces by which they affect each other's economic conditions and the conditions of other countries. Economic conditions in the United States and Japan have a significant impact on the rest of the world. Furthermore, the U.S.-Japan bilateral economic relationship itself can influence economic conditions in other countries.

The shape and tone of the U.S.-Japan bilateral relationship has changed recently, with relations very tense during some periods and calm during others. The means and manner by which the United States and Japan have managed their economic relationship has also changed over time. Yet, the two countries remain very important economic partners, accounting for significant shares of each other's foreign trade and investment, even though their relative significance has declined.

Thus, U.S.-Japan economic relationship is important to U.S. national interests and to the U.S. Congress. It has been the subject of oversight hearings and trade legislation, and the Congress plays a critical role in shaping U.S. economic policy toward Japan. To assist the Congress in fulfilling its responsibilities, this report explores: (1) the significance and state of U.S.-Japan economic ties; (2) how the ties have changed over time, (3) the possible options for managing the relationship might be.

## An Overview of U.S.-Japan Economic Trends

The U.S. and Japanese economies remain closely intertwined through trade and capital flows. U.S. and Japanese political leaders have not always given U.S.-Japan relationship the priority commensurate with its economic importance; nevertheless, the data and other indicators suggest that the relationship bears attention.

## The Japanese and U.S. Economies

The U.S. and Japanese economies are in some respects very similar. They are large industrialized economies that have provided their residents with a high standard of living. However, as **Table 1** points out, they are very different in some critical ways. The U.S. economy is roughly 2½ times larger than Japan's both on a nominal

and purchasing power parity (PPP) basis.<sup>1</sup> The Japanese standard of living is slightly lower than the U.S. standard of living measured on a nominal per capita/GDP basis and even lower when measured on a PPP per capita/GDP basis. (The latter measurement reflects the high cost in Japan for food, fuel and other basic necessities compared to the United States.) Japan has also endured slow economic growth or even recessions during the past decade while U.S. economic growth in general has been generally robust. The U.S. average annual GDP growth rate during the last ten years has been almost 3 times that of Japan's. Exports are more important to the Japanese economy than are imports as measured as ratios to GDP, while the opposite is the case for the U.S. economy. The United States continually incurs current account deficits, while Japan earns current account surpluses.

Furthermore, Japan has continually exceeded the United States in terms of savings. The gross national savings rate in Japan is more than 2 ½ times that of the United States (27.2% vs. 10.3%). Many economists consider the strong propensity to save in Japan relative to the United States as the primary reason why the United States has incurred current account trade deficits with Japan for many years, and why Japan continues to be a major net creditor while the United States is a net debtor. At the same time, Japan has built up a huge volume of public debt, and its debt burden as a ratio of GDP is more than twice that of the United States. Japan's public debt has soared in the last decade as it has attempted to stimulate growth with extra government spending.

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<sup>1</sup> Purchasing power parity (PPP) measurements are the value of foreign currencies in U.S. dollars based on the actual purchasing power of such currency. The PPP exchange rate is then used to convert foreign economic data in national currencies into U.S. dollars.

**Table 1. Key Comparative Economic Indicators  
for the United States and Japan**

	Japan	United States
GDP (2003)		
Nominal (billions of \$U.S.)	4,297	11,004
PPP (billions of \$U.S.)	3,381	11,004
Per Capita GDP (2003)		
Nominal	33,778	37,900
PPP (U.S. Dollars)	28,031	37,900
Real GDP Growth Rates (2003)	2.5%	3.0%
Average Annual Real GDP Growth Rate (1994-2003)	1.3%	3.3%
Exports as % GDP (2003)	11.0%	6.7%
Imports as % GDP (2003)	8.0%	11.5%
Current Account Balance as % of GDP (2003)	3.2%	-4.8%
Gross National Savings Rate (2003)	27.2%	10.3%
Recorded Unemployment Rates (2003)	5.3%	6.0%
Public Debt/GDP (2003)	157.3%	62.4%

Source: Economist Intelligence Unit

## U.S.-Japanese Trade in Goods and Services

U.S.-Japanese bilateral trade in goods and services has grown over time, although recently the level of bilateral trade turnover has plateaued. As **Table 2** shows, U.S.-Japan total trade in goods attained a record level in 2000 but has declined since then. U.S. exports to Japan dropped about 20% from \$64.9 billion in 2000 to \$54.4 billion in 2004. U.S. imports have increased recently from \$118.0 billion in 2003 to \$129.6 billion in 2004. In contrast, U.S. trade and Japanese trade with the rest of the world has increased substantially.

U.S. imports from Japan are concentrated within three main categories. About 75% of those imports in 2003 consisted of passenger cars and parts; computers and components; office machinery parts; and electrical machinery (primarily video cameras). U.S. exports to Japan are much more diverse, but a major portion of those exports are in computers and components; gas turbines (turbojets, turbo-propellers, etc); office machinery parts; electrical machinery (integrated circuits and electrical apparatus for line telephone systems); optical and medical equipment; and agricultural products such as wheat and meat.

**Table 2. U.S. Merchandise Trade with Japan, 1997-2004**  
(billions of \$ U.S.)

Year	U.S. Exports	U.S. Imports	Trade Turnover	U.S. Balances
1997	65.5	121.7	187.2	-56.1
1998	57.9	122.0	179.9	-64.1
1999	57.5	131.4	188.9	-73.9
2000	64.9	146.5	211.4	-81.6
2001	57.5	126.5	184.0	-69.0
2002	51.4	121.4	172.8	-70.0
2003	52.1	118.0	170.1	-66.0
2004	54.4	129.6	184.0	-75.2

**Source:** U.S. Department of Commerce, Bureau of the Census.

Although U.S.-Japan bilateral trade remains large, the importance of the United States and Japan as their respective trade partners has been diminishing. In 1996, Japan accounted for 10.8% of U.S. exports and was the second largest (next to Canada) U.S. export market. By 2004, Japan accounted for 6.6% of U.S. exports and had declined to the third largest U.S. export market (behind Canada and Mexico). In 1996, Japan accounted for 14.5% U.S. imports and was the second largest (next to Canada) source of U.S. imports. However, by 2004, it accounted for 8.8% and declined to the fourth largest source behind Canada, China, and Mexico.

As late of as 2001, the United States was the largest source of Japanese imports, accounting for 18.1%, but slipped to second place behind China since 2003. The United States has been and remains Japan's most important export market. The relative shares and rankings of countries in export and import markets of trading partners have little significance in economic terms but often influence the shape and management of trade policies.

The emergence of China and other East Asian countries has played a role in the declining significance of the United States in Japan's trade. In the last decade, Japanese trade flows have shifted decidedly towards East Asia from the United States. In 1994, 38.6% of Japanese exports went to and 33.0% of Japanese imports came from ten of the largest economies in East Asia.<sup>2</sup> By 2003, 44.9% of Japanese exports and 42.4% of Japanese imports were with the ten countries of East Asia. China is the fastest growing Japanese trade partner. China accounted for 67.8% of

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<sup>2</sup> China, Hong Kong, Indonesia, South Korea, Malaysia, Phillipines, Singapore, Thailand, and Taiwan.

the increase in total Japanese exports and 41.1% of the increase in total Japanese imports between 2002 and 2003.<sup>3</sup>

Similarly, the geographic pattern of U.S. trade has shifted. Mexico and, to a lesser degree, China have surpassed Japan in U.S. trade as noted above.

U.S.-Japan trade in services has increased, at least on the U.S. import side, although it remains relatively modest.<sup>4</sup> (See **Table 3.**) The United States exports a variety of services to Japan in the form of travel services, passenger fares, and “other transportation;” royalties and licensing fees; and other private services. U.S. imports of services from Japan consisted mostly of transportation other than passenger fees, royalties and licensing fees, and other private services. The United States has realized surpluses in its bilateral trade in services with Japan, but those surpluses have been declining.

**Table 3. U.S. Trade in Services with Japan, 1997-2004**  
(billions of \$ U.S.)

Year	U.S. Exports	U.S. Imports	Trade Turnover	U.S. Balances
1997	34.3	14.9	49.2	19.4
1998	30.7	14.8	45.5	15.9
1999	31.9	17.4	49.3	14.5
2000	33.7	18.8	52.5	14.9
2001	30.5	18.0	48.5	12.5
2002	30.4	18.9	49.3	11.5
2003	30.1	20.0	50.1	10.2
2004	35.6	21.4	57.0	14.2

**Source:** U.S. Department of Commerce, Bureau of Economic Analysis.

## U.S.-Japan Bilateral Investment

Along with trade in goods and services, foreign direct (investments in manufacturing facilities, businesses, and real estate) and portfolio investments (investments in government securities, corporate stocks and bonds, and bank

<sup>3</sup> CRS calculations based on data found in World Trade Atlas trade data base. Global Trade Information Services, Inc. Washington, D.C.

<sup>4</sup> The data capture “cross-border” trade in services. Because they are intangible, most services are bought and sold where the buyer and seller are located in close proximity, for example, sold by a foreign-owned company in the country of the buyer. The data, therefore, under report the volume of trade in services.



deposits) between residents of the United States and Japan also define the economic relationship. The value of portfolio and direct investments between the United States and Japan exceeds the value of trade in goods and services. In addition, investments, particularly foreign direct investments (**Table 4**) signify a long-term financial commitment on the part of the investor. In 2003, \$60.0 billion in assets flowed to Japan from the United States on a net basis, and \$140.6 billion flowed from Japan to the United States on a net basis.<sup>5</sup>

**Table 4. U.S.-Japanese Foreign Direct Investment (FDI) Positions, 1996-2003**  
Historical-Cost Basis  
(billions of \$ U.S.)

	Japanese FDI in U.S.	U.S. FDI in Japan
1996	116.1	34.6
1997	125.0	33.9
1998	134.3	41.4
1999	153.8	55.1
2000	159.7	57.1
2001	150.0	58.2
2002	152.0	65.7
2003	159.3	73.4

**Source:** U.S. Department of Commerce, Bureau of Economic Analysis.

**Note:** Figures are cumulative FDI.

Foreign direct investment (FDI) consists of investments in real estate, manufacturing plants, and retail facilities, in which the foreign investor owns 10% or more of the entity. FDI can be new establishments or mergers with or acquisitions of already established locally based enterprises. Investors seek to take advantage of skilled labor or other resources of the local economy, to produce goods or services tailored to the local market, to avoid foreign trade barriers, and for other reasons.

The United States has consistently been the largest source of FDI in Japan. From 1996 to 2002, U.S. FDI in Japan almost doubled, albeit from a low base of \$34.6 billion to \$65.7 billion. The sharp increase in investments was largely the result of acquisitions by U.S. firms of Japanese entities that were facing bankruptcy, rather than investments. However, \$65.7 billion in U.S. FDI in Japan in 2002, pales in comparison to U.S. FDI in some other, smaller, fully industrialized countries. For example, U.S. FDI in 2002 totaled \$145.5 billion in the Netherlands and \$255.4

<sup>5</sup> U.S. Department of Commerce, Bureau of Economic Analysis, *U.S. International Transactions, 2003*, at [<http://www.bea.gov/bea/di1.htm>].

billion in the United Kingdom.<sup>6</sup> The Japanese economy has been relatively “closed” to foreign investment, and the level of foreign direct investment in Japan consistently ranks among the lowest of industrialized countries.

Over the years, Japanese investors have established a strong presence in the United States. Japanese FDI in the United States surged in the 1980s and continued to increase in the 1990s. In the 1980s, Japanese investors acquired such high-profile U.S. assets as Columbia Pictures, Rockefeller Center, and Pebble Beach Golf Course. These investments followed surges in Japanese investments in the United States by Japanese consumer electronics firms and auto producers. (Many of these acquisitions were not profitable for Japanese investors.) The rapid increase of the investments and their high visibility generated concerns in the United States of Japan “buying up the United States.” By 2000, the level of Japanese FDI in the United States rose to \$159.7 billion but declined to \$152.0 billion by 2002. In 2002, Japanese majority owned affiliates in the United States employed 697,000 U.S. workers.<sup>7</sup>

Japan’s relative importance to the United States as a source of FDI has declined markedly in recent years. In the 1980s, Japan became the largest source of FDI in the United States surpassing the United Kingdom, the traditional leader. By 2002, Japan had dropped to the fourth largest source of FDI (\$152.0 billion), far behind the United Kingdom (\$283.3 billion) and France (\$170.6 billion), and slightly behind the Netherlands (\$154.8 billion).<sup>8</sup>

In addition to foreign direct investment, substantial amounts of capital flow between the United States and Japan in the form of portfolio investments. At the end of 2002, U.S. investors held \$140.5 billion in Japanese corporate stocks and \$34.5 billion in Japanese bonds.

Japanese investors are by far the leading foreign holders of U.S. Treasury securities that finance the U.S. national debt, and their importance has soared over the last few years. At the end of 2002, the Japanese government and private investors held \$386.7 billion in U.S. government securities.<sup>9</sup> By the end of June 2004, Japanese residents held \$689.3 billion in U.S. securities, or nearly 10% of the total privately held outstanding Federal securities and more than four times the amount held by residents of Mainland China (\$164.9 billion) and the United Kingdom (\$126.5.4 billion).<sup>10</sup> Japanese holdings of U.S. Treasury securities are especially important, and underscore the debtor/creditor link between the United States and Japan. As the U.S. government continues to incur budget deficits and maintains a low national savings rate, the United States has had to rely increasingly on foreign creditors to finance the rising national debt. This has some potentially problematic implications for U.S. interest rates. For example, if Japanese investors decided to

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<sup>6</sup> U.S. Department of Commerce, Bureau of Economic Analysis.

<sup>7</sup> Ibid.

<sup>8</sup> Ibid.

<sup>9</sup> *Survey of Current Business*, July 2003, pp. 15-17.

<sup>10</sup> U.S. Department of the Treasury, at [<http://www.treas.gov/tic/>].

switch their foreign investment from U.S. Treasury securities to euro-denominated securities, or if Japan's savings rate should decline — for instance, as older Japanese citizens spend down their savings, and capital begins to flow back to Japan, U.S. interest rates would likely rise, all other factors remaining unchanged.

## The Bilateral Economic Relationship and Shifting U.S. and Japanese Policy Priorities

By necessity, the United States and Japan had long given their bilateral economic relationship high priority. For Japan the importance of the relationship has been rooted in: the emergence of the United States as the world's largest economic power; Japan's dependence on the United States for national security, especially during the Cold War; the dependence of Japanese manufacturing industries — autos, consumer electronics, and others — on exports to the United States; and the reliance of reform-minded Japanese political leaders on U.S. pressure, *gaiatsu*, to press for economic reforms in a political system that strongly protects the status quo.

For the United States, the importance of the economic relationship with Japan has been grounded in: its reliance on Japan as a critical ally; the emergence of Japan in the post-World War II period as an economic power in East Asia and the second largest economy in the world; the advancing competition from Japanese manufacturers in industries, for example autos and steel, which employ large numbers of U.S. workers; the rising trade deficits with Japan; Japan's emergence as a major source of investment in the United States; and Japanese government policies that have protected vulnerable sectors and assisted exporters often at the expense of U.S. competitors.

For many years, the bilateral economic relationship was the centerpiece of U.S. and Japanese foreign economic agendas, and Japan trade strongly influenced the making of overall U.S. trade policy. For example, persistent and growing U.S. trade deficits with Japan led the U.S. Congress to develop and pass major trade legislation, such as the Super 301 provision of the Omnibus Trade and Competitiveness Act of 1988 (P.L. 100-418). Problems in U.S.-Japan economic relations, especially the notion that Japan was out-competing the United States, dominated the trade policy debate. Many scholarly and popular books and journals were written on the subject.<sup>11</sup>

While the United States and Japan consider their bilateral economic relationship important, it has diminished as a priority and has merged with a wider range of issues and concerns. One possible reason for the shift may be Japan's decade of poor economic performance which changed the popular perception in the United States of Japan as an economic threat to the United States. From 1980 through 1990, Japan's

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<sup>11</sup> For example, Clyde V. Prestowitz, *Trading Places: How We Allowed Japan to Take the Lead* (New York: Basic Books, 1988).

real (adjusted for inflation) average GDP growth rate was 4.1% per year; it fell to 1.4% from 1991 to 2000 and to 0.9% from 2001 to 2003.<sup>12</sup>

A second reason for the shift in priorities may be the rise of China as a trade power. Since 2000, the U.S. bilateral trade deficit with China has exceeded the deficit with Japan, and the gap between the two deficits continues to grow. In 2003, the U.S. trade deficit with Japan was \$70.0 billion, the one with China was \$103.1 billion. The growing deficit with China has forced U.S. policymakers to address actions by China that U.S. companies have asserted are unfair. These include barriers to U.S. exports, inadequate protection of intellectual property rights, an arguably undervalued exchange rate, and sales of products in the United States at less than fair value. For Japan, China has emerged as a major economic competitor and/or partner in the region requiring more attention.

Other possible reasons for the shift in policy priorities might include the following:

- Foreign policy and national security concerns have trumped commercial concerns especially after the events of September 11, 2001, and the increasing instability on the Korean peninsula caused by North Korea's nuclear ambitions.
- The establishment in 1995 of the World Trade Organization and a restructured dispute settlement body has lessened the scope for U.S. unilateral trade pressures to open Japan's market further.
- The emergence also of a reform-oriented government under Prime Minister Koizumi has diminished the perception that heavy-handed *gaiatsu* is an effective policy to influence Japanese economic policy.
- Japan's success in the 1990s at resisting U.S. pressure may have created a sense that U.S. influence over Japan was limited.

The United States and Japan have been forging economic relations with other countries and regions through free trade agreements (FTAs), which has reduced the focus on their own bilateral relations. In the last few years, the United States, has entered into FTAs with Jordan (2001), Chile (2004), Singapore (2004), and Australia (2005). The U.S. FTA with Morocco is expected to go into effect in 2005, and other agreements have either been completed or are still under negotiation. The Bush Administration has also launched initiatives with the ASEAN members — the Enterprise for ASEAN Initiative — and countries of the Middle East — the Middle East Free Trade Initiative — which could lead to free trade arrangements. The FTAs are part of the Bush Administration's "competitive liberalization" trade strategy which focuses on pursuing trade agreements on multiple fronts.

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<sup>12</sup> CRS calculations based on OECD data. For a review and analysis of the factors contributing to Japanese economic problems, see CRS Report RL30176, *Japan's "Economic Miracle": What Happened?*

Japan entered into its first FTA with Singapore in November 2002. In addition to the Singapore agreement, Japan is building its economic presence in East Asia by negotiating FTAs with South Korea, Malaysia, Thailand, and the Philippines

On March 12, 2004, Japan concluded an FTA with Mexico that will enter into force in January 2005. This agreement is noteworthy because Japan had to make concessions on agricultural imports before Mexico would conclude the agreement. Japan avoided this step with Singapore since agricultural trade is not an important issue between the two countries. Japan was compelled to make the concessions and conclude the agreement because Japanese exporters face high tariff barriers in Mexico and have been at a competitive disadvantage with U.S. and EU producers who do not face similarly high tariffs under FTAs with Mexico.

## The Bilateral Negotiating Framework

On June 30, 2001, President Bush and Prime Minister Koizumi announced the formation of a new bilateral framework, the “U.S.-Japan Economic Partnership for Growth” (The Economic Partnership). In so doing, the Bush Administration continued a tradition of creating special frameworks as mechanisms for discussing bilateral economic issues with Japan, a unique approach in U.S. trade policy.

### Negotiating Precedents

The special bilateral frameworks have served several purposes: to define the issues that plague the relationship; to establish goals and methodologies to resolve problems; and to create the bureaucratic structures and momentum to launch and maintain the negotiations. The frameworks shared characteristics that reflected the dominance of the United States in the relationship and the nature of the trade issues:

- Their objectives were largely one-way: Japan was to remove obstacles to trade and investment, while the United States was not required to make concessions.
- They were intended to pressure Japan to reduce or remove government policies or practices that acted as informal barriers to imports and investment.
- They contained an explicit or implicit penalty for Japan, such as restrictions on Japanese exporters’ access to U.S. markets.
- They were largely outside the General Agreement on Tariffs and Trade (GATT)/WTO trade structure which did not cover targeted Japanese policies and practices.
- They were designed to affect areas that would reap the greatest benefits to U.S. exporters and investors even though the most-favored-nation (MFN) principle that binds all GATT/WTO members

by requiring that the concessions Japan made should apply to its trade with all WTO members.

The Reagan Administration introduced the first multi-sector negotiating framework — the Market-Oriented Sector-Selective (MOSS) talks with Japan in March 1985. The MOSS talks covered Japanese trade in five areas: telecommunications; medical equipment and pharmaceuticals; forestry products; electronics; and auto parts.<sup>13</sup> In 1989, President George H. W. Bush launched with Prime Minister Uno the Structural Impediments Initiative (SII) that targeted a broad range of Japanese macroeconomic policies, practices and other structural factors that underlay the persistent U.S.-Japan trade imbalances, focusing on the inability of U.S. exporters and investors to penetrate or increase their presence in the Japanese market.

In 1993, the Clinton Administration negotiated the United States-Japan Framework for a New Economic Partnership. At the insistence of the Clinton Administration, “objective criteria” were to be used to determine whether Japan was fulfilling its obligations under the framework. This element proved highly controversial, and the two countries never agreed on the role the “objective criteria” would play or, for that matter, what they would be. Japan did not want to be bound by what it termed “managed trade.” Nevertheless, by June 1997, the United States and Japan had addressed, if not resolved, the major issues under the Framework. In its place, the Clinton Administration got Japan to agree to another, more loosely shaped format, the Enhanced Initiative on Deregulation and Competition Policy (the Enhanced Initiative). This format did not have the specific results-oriented elements of the previous framework.

The Reagan, Bush (I), and Clinton Administrations also negotiated sector-specific trade issues with Japan outside of the framework format. For example, the Reagan Administration obtained so-called voluntary export restraint (VER) agreements under which Japan agreed to limit exports of autos and steel products to the United States. In 1985, the United States and Japan (along with other G7 industrialized countries) negotiated the Plaza Accord to promote realignment of the dollar and the yen. Other agreements were directed at market access in Japan for constructions services, telecommunications equipment, certain agricultural products, autos and auto parts, flat glass, among others.

Of particular note is the 1986 semiconductor agreement in which the Reagan Administration got Japan to agree to cease dumping semiconductors in the United States and to open its market to U.S. exporters of semiconductors. The semiconductor agreement was a milestone in U.S.-Japanese trade relations because it included in a side-letter that established a minimum target of 20% share of the Japanese market for U.S. exporters of semiconductors to attain. The United States imposed sanctions in 1987 in the form of higher tariffs on imports of selected Japanese electronic products when the share did not reach 20%. The semiconductor agreement is considered to have been the model for the objective criteria measures that the Clinton Administration demanded in the Framework it used with Japan. The

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<sup>13</sup> For more details about the history of the special U.S.-Japan bilateral frameworks, see Appendix A.

sanctions that resulted from the semiconductor agreement were also a reason Japan strongly resisted the use of objective criteria. In 1991, the semiconductor agreement was renewed with the 20% share embedded directly in the agreement language. It expired in 1996 and was replaced by a pact among several countries to monitor semiconductor trade.

## **The Bush Administration's Economic Partnership**

The Bush Administration's Economic Partnership framework closely follows on the Clinton Enhanced Initiative. The Economic Partnership emphasizes macroeconomic and structural issues that have hampered Japanese economic growth but also examines issues of the U.S. economy.

The Economic Partnership consists of several initiatives or dialogues to include participation from subcabinet-level leaders from both governments and participation from members of the business communities and other non-government sectors from both countries. The U.S.-Japan Subcabinet Economic Dialogue provides overall direction for the Economic Partnership. Other elements of the Economic Partnership include the Regulatory Reform and Competition Policy Initiative (with working groups on telecommunications, information technologies, energy, and medical devices and pharmaceuticals, plus a cross-sectoral working group); the Financial Dialogue that examines such issues as banking reform; the Investment Initiative that discusses requirements to improve the investment climate in Japan; and the Trade Forum that operates to resolve sector-specific trade issues and to catch potential problems before they get worse and to monitor sector-specific agreements already in effect. Each one of these elements contributes to an annual report to the President and the Prime Minister in which participants record progress and make recommendations for the coming year.

The Economic Partnership also includes a forum for U.S. and Japanese private sector representatives to work on pertinent issues and to provide input to the government participants. Issues that the United States and Japan discuss under the Economic Partnership are detailed below. The United States has not negotiated any new sector-specific agreements although bilateral discussions of pending issues continue under previous agreements.

## **The WTO Dispute Settlement Mechanism**

In addition to negotiations under the Economic Partnership framework, the United States and Japan are using the dispute settlement mechanism in the World Trade Organization (WTO) more frequently to resolve bilateral issues. In so doing, the United States and Japan have helped to depoliticize their trade disagreements, leaving it to panel members selected from trading partner nations to adjudicate the disputes. Furthermore, the WTO has provided a forum in which Japan has felt comfortable challenging U.S. trade practices.

Increased reliance on the WTO has reflected a major shift in Japan's strategy in dealing with the United States in trade. In 1995, Japan filed a dispute with the WTO as a counter-complaint against a U.S. complaint against Japan on the sale of autos

and auto parts. (For details, see Appendix A.) The two countries reached a resolution outside the WTO, but it was the first time that Japan had challenged the United States rather than acceding to U.S. demands. Japan was emboldened to shift its strategy in 1997 when the WTO ruled against the United States on its complaint against Japan regarding the marketing of Kodak and Fuji film in Japan.<sup>14</sup> However, the United States has also challenged Japan successfully in the WTO. These and other major pending issues in U.S.-Japan economic relations are discussed below.

## Issues and Prospects

Recently, U.S.-Japan economic ties have become less contentious. Nevertheless, they still face many complex issues. Some of these issues are longstanding while others have developed more recently.

### Product-Specific Issues

A number of product-specific issues have lingered stubbornly. They largely involve Japanese barriers and continue to be discussed under product agreements signed by previous U.S. and Japanese administrations.

**Agriculture.** Access for U.S. agricultural products to Japan's highly protected market is a decades-long issue and remains so, albeit with some progress. Japan is the largest market for a number of exports of U.S. agricultural products. The most contentious issue at present pertains to Japanese imports of U.S. **beef**. Japan imposed the ban on December 24, 2003, in response to the discovery of "mad cow" disease on a Washington State ranch. In April 2004, the two countries agreed to form an experts working group to develop arrangements to resolve Japanese government concerns. The Japanese government claims that U.S. beef inspection procedures are inadequate and that all beef must be inspected before it is shipped. U.S. officials countered that 100% inspections are inefficient, unnecessary, and not scientific. The binational working group aimed to produce an agreement that will again allow U.S. beef exports to Japan.<sup>15</sup>

On October 23, 2004, the United States and Japan announced an agreement in principle that would allow U.S. exports of beef to Japan to resume.<sup>16</sup> On February 8, 2005, U.S. Agriculture Secretary Mike Johanns announced that Japan had accepted the U.S. method for determining the age of cattle that were the source of processed beef and had agreed in principle to allow the importation of beef less than 20 months old. Japanese government officials now contend that it is up to the Food Safety Commission, an independent Japanese government body, to make the final decision on lifting a ban. The issue has become more complicated with the discovery of a second U.S. cow with the "mad cow disease" with the subsequent request by the

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<sup>14</sup> Saaida M. Pekkanen, "The Politics of Japan's WTO Strategies," *Orbis*, Winter 2004, pp. 135-147.

<sup>15</sup> *International Trade Reporter*, May 27, 2004, pp. 891-892.

<sup>16</sup> *Washington Trade Daily*, Oct. 25, 2004.



Japanese government for more data from the United States. Unless the data are provided, the lifting of the beef ban could be delayed even further, according to a Japanese Agriculture Ministry official.<sup>17</sup> Until it imposed the ban, Japan was by far the largest market for U.S. beef and veal exports, far ahead of second place South Korea.<sup>18</sup>

In 1995, Japan opened its domestic **rice** market to imports from the United States and other countries after much outside pressure, including the threat of U.S. sanctions. However, the United States has asserted that most Japanese rice imports are diverted to government-held stocks or redistributed as food aid and do not reach Japanese consumers.<sup>19</sup> Japan accounted for 11% of U.S. rice exports in 2003.<sup>20</sup>

**Market Access.** In 1995 the United States and Japan concluded an agreement to improve access of foreign **flat glass** (used in the making of car windows, for example) to the Japanese domestic market. The agreement was in response to complaints by U.S. producers that they cannot enter a market which has been effectively controlled by three Japanese companies. U.S. manufacturers have alleged that a combination of anticompetitive private-sector business practices and Japanese government regulations restricted entry into the market. Under the 1995 agreement the Japanese government pledged to revise building regulations to encourage the use of foreign-produced glass and to more vigorously enforce the Anti-Monopoly Law against anticompetitive practices. Japanese private sector consumers and wholesalers pledged to broaden their source of supplies to include foreign glass. The agreement expired at the end of 1999. Negotiations to extend the agreement failed. The United States still raises concerns about anti-competitive conditions in the Japanese flat glass market under the Trade Forum of the Economic Partnership framework.

On December 3, 2000, the five-year bilateral pact on trade in **autos and auto parts** expired. Under the agreement Japan agreed to change regulations that the United States claimed discouraged the import of U.S.- made cars and auto parts. The United States pressed Japan to renew the agreement, but Japan refused, claiming that increases in Japanese auto parts imports made the agreement obsolete. The United States insisted on a forum to continue to raise and discuss market access in Japan, particularly regulations and practices that continue to keep imports in Japan at low levels. In October 2001, the two countries established the Automotive Consultative Group (ACG). U.S. officials press Japan to improve transparency in regulating the market and have cited declining Japanese imports of foreign made autos and auto parts. The issues are also part of the broader Economic Partnership framework.

**Services.** Market access in Japan for U.S. and other foreign **insurance** providers has been the subject of bilateral trade agreements and discussion for some

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<sup>17</sup> *International Trade Reporter*. July 28, 2005. p.1248.

<sup>18</sup> U.S. Department of Agriculture, Economic Research Service, *FATUS Export Aggregations*.

<sup>19</sup> Office of the United States Trade Representative, *2004 Trade Policy Agenda and 2003 Annual Report* (Apr. 2004), p. 181.

<sup>20</sup> U.S. Department of Agriculture, Foreign Agricultural Service.

time. Current U.S. concerns center around making sure that Japan adheres to its agreements with the United States, especially as Japan's domestic insurance industry and government regulations of the industry are restructured.

Specifically, American firms have complained that little public information is available on insurance regulations and on how those regulations are developed, thereby, making it difficult to know how to get approval for doing business in Japan. They also assert that government regulations favor insurance companies that are tied to business conglomerates — the *keiretsu* — making it difficult for foreign companies to enter the market.

The United States and Japan concluded agreements in 1994 and 1996 on access to the Japanese market for U.S. providers of life and non-life insurance and also on maintaining competitive conditions for foreign providers in the specialty insurance market — cancer insurance, hospitalization, nursing care, and personal accident insurance. U.S. and Japanese officials continue to meet under those two agreements, and U.S. providers have been able to expand their presence in Japan under them, according to the Office of the U.S. Trade Representative (USTR).

However, the United States has raised concerns about *Kampo*, the government-owned insurance company under the Japan Postal Service, which offers insurance services that directly compete with U.S. and other privately owned providers. The United States has also raised questions about the activities of regulated and unregulated insurance cooperatives, *kyosai*, claiming that these entities do not have to adhere to the same regulations that bind traditional private insurance companies, creating an unfair competitive advantage.<sup>21</sup>

Japanese government procurement of **construction services** has been another long-running issue. In 1994, Japan agreed under the U.S.-Japan Public Works Agreement to adhere to transparent procedures in soliciting bids for public construction projects above a certain value threshold. The United States has complained that Japanese construction companies have been allowed to collude in submitting bids (called *dango* in Japanese) restricting competition from U.S. and other outside construction companies. The United States has argued that these practices continue despite the agreement and has urged the Japanese government to clamp down on them. Under a separate agreement, the 1991 U.S.-Japan Major Projects Arrangement, Japan agreed to follow transparent procedures on specific projects. The United States has urged Japan to broaden the coverage to include all projects. Despite some progress, market access in public procurement of construction services will likely continue to be an issue.

## Overarching Issues

For more than a decade, U.S.- Japanese bilateral economic discussions have concentrated less on the product-specific issues and more on fundamental factors that

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<sup>21</sup> Office of the United States Trade Representative, *2004 Trade Policy Agenda and 2003 Annual Report* (Apr. 2004), p. 178.

cut across many aspects of the U.S. and Japanese economies. The two countries have been addressing these issues within the Economic Partnership framework.<sup>22</sup>

**U.S. Concerns.** Many of the issues of concern to the United States fall under Japanese government regulations. Regulatory reform in Japan is not a new issue for the United States but has gained prominence in the last decade. Government regulations underlay many of the problems U.S. firms have with Japan. Some of these regulations are products of the immediate post-World War II era when Japan was rebuilding its economy. Others came later. These regulations have contributed to inefficiency and low productivity in some economic sectors. They have been a factor in the limited choices that Japanese consumers have had in food and other products and also have resulted in the extremely high prices that Japanese residents have historically paid for many necessities.

Japanese policymakers have recognized the adverse economic effects of government regulations but have had difficulty in streamlining them. Recent Japanese governments have undertaken deregulation and have succeeded somewhat. The government of Prime Minister Koizumi initiated a program of Special Zones for Structural Reform throughout Japan that encourage deregulation in local areas. U.S. firms have been able to participate in the zones. But, in many cases, reformers run up against the powerful elements of the permanent bureaucracies of the ministries — Ministry of Finance, Ministry of Agriculture, and Ministry of Construction — that implement the regulations and that would lose authority if extensive deregulation were to take place.

The United States has focused its recommendations to Japan on the following areas:

- In **telecommunications**, the United States has argued, among other things, that Nippon Telephone and Telegraph (NTT), which has near monopoly control over land lines, charges extraordinarily high rates for competitive companies to gain access to communications lines and for competitive wireless subscribers to terminate calls to land-line recipients. The United States has pressed the Japanese government to be less biased toward NTT in developing and implementing regulations.
- Regarding **information technologies**, the United States has pressed Japan to extend copyright protection for older sound recordings, to promote electronic commerce (e-commerce), and to encourage

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<sup>22</sup> The following discussion reflects the recommendations of the U.S. Government and the Japanese Government under the Economic Partnership. See *Annual Reform Recommendations from the Government of the United States to the Government of Japan under the U.S.-Japan Regulatory Reform and Competition Policy Initiative* (Oct. 14, 2004), at [<http://www.mac.doc.gov/japan/source/menu/dereg/rri.10-14-2004.pdf>]; and *Recommendations by the Government of Japan to the Government of the United States Regarding Regulatory Reform and Competition Policy* (Oct. 14, 2004), at [<http://www.mofa.go.jp/region/n-america/us/report0410-1.pdf>].

competition in soliciting bids for government procurement of information technologies.

- In the **energy** sector, the United States has recommended that Japan pursue liberalization of its power industry in order to promote competition and to reduce costs. Japan should also ensure transparency and fairness when regulating activities in the industry, according to the United States.
- Japanese government procurement of **medical devices and pharmaceuticals** continues to be an issue for the United States. U.S. negotiators press their Japanese counterparts to take into account the value of innovative drugs when determining eligibility of drugs for government reimbursement to patients. U.S. companies claim that their pharmaceuticals tend to cost more than generic drugs because they are the latest innovations. The United States would also like Japan to accelerate the approval process for marketing of new medical devices and pharmaceuticals.
- While noting the progress that Japan has made in improving the competitive conditions and efficiency in its **financial sector**, the United States has recommended that Japan eliminate unnecessary regulatory barriers and improve transparency. The United States has also been pressing Japan to resolve the high volume of non-performing bank loans that have plagued the Japanese financial system for more than a decade.
- In **competition policy**, the United States encouraged Japan to increase the authority and resources of the Japan Fair Trade Commission (JFTC) to clamp down on anticompetitive practices that violate Japan's Antimonopoly Act (AMA), its primary antitrust statute. Japan has done so. The United States has recommended that the government should stiffen penalties for violations of the AMA through higher fines and prison terms. The United States also wants Japan to further restrict bid-rigging on government procurement contracts.
- In the area of **commercial law**, the United States has recommended, among other things, that Japan adopt modern merger techniques to accelerate economic restructuring, to increase share holder participation through proxy voting, to protect whistleblowers, and to promote alternative dispute resolution mechanisms within the business community to make dispute resolution more efficient.
- Regarding **goods distribution**, the United States wants Japan to improve the efficiency of cargo handling and customs clearance at airports. The United States encourages Japan to remove barriers that might inhibit the development of express carrier industry.

**Japan's Concerns.** Japan's concerns regarding the U.S. regulatory environment span many sectors of the U.S. economy:

- Japan has cited some **customs regulations and practices** the United States has implemented since September 11, 2001, as unnecessarily hindering the movement of people and goods. In particular, Japan has cited visa restrictions and requirements that have burdened Japanese residents in the United States and those arriving in the United States on business or pleasure. Japan has encouraged the United States to make sure that regulations imposed to stop terrorism still meet international standards and do not unnecessarily hinder commerce.
- Japan has long complained about U.S. government protection of the domestic **maritime industry**. In particular, Japan wants the United States to remove subsidies for the industry, to eliminate cargo preference measures that discriminate against foreign carriers in shipping between U.S. ports, including the export of Alaskan oil.
- Japan has been challenging U.S. **antidumping** measures. (This issue is discussed later in section on issues raised in the WTO.)
- Japan has asserted that U.S. government review of **foreign direct investments** in the United States for national security reasons creates unpredictable conditions for Japanese investors. The Japanese government notes that the definition of "national security" under the governing statute, the Exon-Florio provision (section 751 of the Defense Production Act of 1950), is ambiguous making it difficult for foreign investors to conduct business in the United States.
- In the area of **intellectual property rights**, Japanese officials have recommended that the United States change regulations for granting patents. For example, Japan claims that the United States should adopt a "first-to-file" principle when determining conflicting patent claims rather than the "first-to-invent" principle it now uses, the only country to do so, Japan asserts. Japan argues that it is much more difficult to determine patent rights under the "first-to-invent" procedure.
- Japan raises the issue of U.S. **economic sanctions for foreign policy objectives**, that are applied to enterprises of third countries. In particular, Japan has cited the sanctions imposed under the Iran and Libya Sanctions Act of 1996, the Cuban Liberty and Democratic Solidarity Act of 1996, and the Burmese Freedom and Democracy Act of 2003, claiming these sanctions are not legitimate under international law and should be removed.

## Issues and Disputes in the WTO

Both the United States and Japan have pursued complaints against one another in the WTO, either as a sole complainant or with other members. Japan has targeted primarily U.S. trade remedy laws and the United States has targeted primarily Japanese sanitary and phytosanitary (SPS) regulations.

The United States has filed four complaints against Japan since the establishment of the WTO in January 1995. In three cases, the United States has either prevailed or the case was resolved to U.S. satisfaction.

**Apples.** The most recent case filed on March 1, 2002, involved Japanese government regulations affecting imports of U.S. apples. The United States charged that Japanese quarantine requirements to protect Japanese apple orchards from fireblight are excessive, are not based on accepted science, and violate Japanese obligations under the WTO Agreement on the Application of Sanitary and Phytosanitary Measures. A WTO Dispute Panel found in favor of the United States on July 15, 2003, and the WTO Appellate Body upheld the findings on November 26, 2003. The WTO adopted the findings on December 10, 2003. Japan was to comply with the ruling by June 30, 2004. Japan did change its procedures, but the United States has asserted that the procedures still do not comply with the WTO ruling. On July 19, 2004, the USTR announced that it would seek the authority from the WTO Dispute Settlement Body to retaliate against Japan but has suspended that request until a WTO panel rules on whether Japan has complied with the original finding.<sup>23</sup> On August 30, 2005, the United States and Japan reached an agreement whereby the United States has removed its request for retaliation authorization in exchange for revised and less restrictive Japanese apple quarantine regulations.<sup>24</sup>

Japan has filed seven complaints against the United States since January 1995. Of the seven, two were resolved to Japan's satisfaction before completion. The United States prevailed in a third case. Japan prevailed against the United States in the four other cases.

**Byrd Law.** Two of the most recent cases involve U.S. trade remedy laws. In one, Japan, along with 10 other WTO members, had filed a complaint against the U.S. Continued Dumping and Subsidy Offset Act of 2000 (Title X of P.L. 106-387: CDSOA), sometimes called the Byrd Law after its original sponsor, Senator Robert Byrd (WV). The law requires the Treasury Department to distribute revenues, collected from antidumping (AD) and countervailing duty (CVD) orders, to firms that had been injured petitioners in the AD and CVD cases. On September 2, 2002, a dispute settlement panel ruled in favor of the complaining parties on three of the five claims made by the complaining parties. The Appellate Body upheld the findings of the dispute panel that the CDSOA violates WTO rules. On June 13, 2003, a WTO arbitrator determined that the United States had until December 27, 2003 to comply with the ruling. Legislation to repeal the Byrd Law (H.R. 3933 and

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<sup>23</sup> *International Trade Reporter*, July 29, 2004, p. 1283.

<sup>24</sup> *International Trade Reporter*, September 8, 2005. p. 1428.

S. 1299) was introduced in the 108<sup>th</sup> Congress but not acted on. The law has considerable support within the Congress.

In January 2004, eight of the original complaining parties, including Japan requested WTO authorization to retaliate against the United States for not complying with the ruling. In November 2004, the WTO authorized Japan and the other countries to impose sanctions against the United States. On September 1, 2005, Japan imposed 15% tariffs on selected imports of U.S. steel products as retaliation. Japan joins the EU and Canada which had begun to impose retaliatory tariffs earlier.<sup>25</sup> It is the first time that Japan has imposed punitive tariffs on U.S. products.

**Doha.** More broadly, Japan and the United States are major supporters of the Doha Development Agenda (DDA), the latest round of negotiations in the WTO. Yet, the two have taken divergent positions in some critical areas of the agenda. For example, the United States, Australia, and other major agricultural exporting countries have pressed for the reduction or removal of barriers to agricultural imports and subsidies of agricultural production, a position strongly opposed by Japan. At the same time, Japan and others have argued that national antidumping laws and actions that member countries have taken should be examined during the DDA, with the possibility of changing them, a position that the United States has opposed.

## Prospects and Policy Options

The U.S.-Japan economic relationship is very strong and mutually important. The two economies are highly integrated via trade in goods and services. More importantly, Japan and the United States are connected via capital flows. Japan is the largest foreign source of financing of the U.S. national debt and is expected to remain so for the foreseeable future, as the mounting U.S. debt needs to be financed and the stock of U.S. domestic savings remains insufficient to meet the demand. Japan is also a significant source of foreign private portfolio and direct investment in the United States, and the United States is the origin of much of the stock of foreign investment in Japan.

The *relative* significance of Japan and the United States as each other's economic partner has diminished somewhat with the rise of China as an economic power, and with deepening U.S. economic ties with Canada and Mexico as a result of the North American Free Trade Agreement (NAFTA). Nevertheless, analyses of trade and other economic data suggest that policy leaders of both countries face the challenge of successfully managing a critical economic relationship.

During the last decade, policy leaders seem to have made a deliberate effort to drastically reduce the friction that prevailed in the economic relationship. On the one hand, this calmer environment has stabilized the bilateral relationship and permitted the two countries to focus their attention on other issues of mutual interest, such as national security. On the other hand, as some have argued, the friendlier environment masks serious problems that require more attention, such as continuing Japanese

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<sup>25</sup> Japan Invokes Punitive Tariffs on U.S. Imports. *Tokyo Jiji Press*. September 1, 2005.

failure to resolve long-standing market access barriers to U.S. exports of autos and flat glass, and the continuing presence of bilateral trade imbalances. Failure to resolve any of these outstanding issues could cause friction to heighten between the two countries.

As Japan and the United States continue to manage their economic relationship they have at least three options on how to proceed. These are not necessarily mutually exclusive options but could be employed more or less in tandem.

**WTO Reliance.** One option would be to rely increasingly on the WTO dispute settlement mechanism to resolve bilateral issues by taking more lingering issues to the WTO for resolution.<sup>26</sup> This option could help to promote stability in the bilateral relationship by containing political friction like that which erupted in the 1980s and 1990s. In addition, it could lessen the perception that many Japanese have had that the United States was acting unilaterally in making its demands on Japan to open up its markets and in threatening to limit market access to Japanese exporters in retaliation. The WTO could provide at the least the semblance of neutrality where both countries could anticipate fair treatment by their peers.

A potentially major constraint on the use of this option is the limited scope of the WTO's coverage. A number of longstanding issues in U.S.-Japan economic ties pertains to competition policy, that is, how governments use their authority to ensure fair competition among producers. Although the WTO membership is in the midst of the Doha Development Agenda (DDA) round of negotiations to broaden the WTO rules, they have removed competition policy from the agenda. However, the WTO could be used to resolve issues that come under its purview which may grow as negotiations in the Doha Development Agenda round progress.

**Special Frameworks.** A second option would be to discuss economic ties through a special framework and/or sector-specific agreements. These frameworks allow each country to raise issues that are not subject to international rules but nevertheless cause problems in the relationship. In addition, they provide a forum for officials to address issues before they emerge as full-fledged disputes. However, the record with respect to special frameworks, such as the Market-Oriented Sector-Selective (MOSS) talks and the Structural Impediments Initiative (SII) is mixed. While the United States and Japan have achieved some successes, a number of issues seems to have lingered over the years reappearing in successive frameworks. Similarly, the record of sector-specific agreements, such as flat-glass and autos and auto parts reflects only partial success.

**FTA.** A third option would be for the United States and Japan to form a comprehensive bilateral free trade agreement (FTA). This option might prove attractive because tariffs and other customs restrictions on U.S.-Japan bilateral trade

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<sup>26</sup> See, for example, C. Fred. Bergsten, Takatoshi Ito, and Marcus Noland, *No More Bashing: Building a New Japan-United States Economic Relationship* (Washington, D.C.: Institute for International Economics, 2001), arguing that the WTO should play a more important role in U.S. trade policy management with Japan and that "bashing" of Japan no longer has a role.



are already low or non-existent, providing a foundation on which to build an FTA. In addition, proponents would argue that the two countries could construct the FTA to cover policies and practices that are critical to the relationship. For example, the FTAs that the United States has concluded recently go beyond trade in goods and address services, foreign investment, and intellectual property rights. A U.S.-Japan FTA would fit into current Japanese and U.S. trade strategies to use FTAs to strengthen economic ties with Asian partners.

Critics of the FTA option have pointed out U.S. agricultural producers (and WTO rules) would require that Japan allow free trade to include access to its agricultural markets — a step that it has been very reluctant to take. Critics have also asserted that an FTA between two economic powers such as Japan and the United States could dramatically undermine multilateral efforts in the WTO.

## Appendix A: Managing the U.S.-Japan Economic Relationship — A Brief History

For the United States and Japan, managing their economic relationship has meant cooperating in areas of mutual agreement and addressing problems in a manner that meets the national interest of each country while maintaining the integrity of the alliance. While the two countries have succeeded in doing this, by and large, trade frictions became heated at times, making relations difficult.

The United States dominated the economic relationship with Japan for many years after World War II. The United States was by far the largest economy in the world, and Japan was dependent on the United States for national security. The United States set the agenda, and the issues on the agenda were driven by the U.S. demands for Japan to curb exports to the United States and/or to remove barriers to U.S. exports and investments.

Until recently the United States and Japan, largely at the instigation of the United States, had used special bilateral frameworks and agreements to conduct their government-to-government economic relations. Some of these mechanisms were designed to address trade and investment barriers in Japan that were product-specific, for example semiconductors and autos, and others were designed “generic” barriers that affected many sectors, the Japanese retail distribution system.

The Reagan Administration introduced the first multi-sector negotiating framework — the Market-Oriented Sector-Specific (MOSS) talks — with Japan in March 1985. The process resulted from discussions between President Reagan and Prime Minister Nakasone to find a way to deal with trade issues that had been clouding the relationship for some time. The initial set of negotiations covered four sectors: telecommunications, medical equipment and pharmaceuticals, forestry products, and electronics. The two countries added auto parts later. The sectors were selected because of the potential for U.S. companies to increase exports to the Japanese markets if the barriers were removed. They were also sectors in which multiple Japanese government barriers to imports existed. The United States and Japan reached agreement in all of the MOSS sectors. A 1988 General Accounting Office (GAO) study concluded that U.S. exports in each of the selected sectors except auto parts increased but that improved market access does not necessarily guarantee huge increases in exports.<sup>27</sup> Macroeconomic trends and other factors also play a role that could trump market access.

In March 1989, President George H.W. Bush with Prime Minister Uno launched the Structural Impediments Initiative (SII) that targeted a broad range of Japanese macroeconomic policies and practices and structural factors that underlay the persistent U.S.-Japan trade imbalances and the inability of U.S. exporters and investors to penetrate or increase their presence the Japanese market. The SII was a pioneering effort in that U.S. negotiators targeted Japanese barriers that were cited

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<sup>27</sup> U.S. General Accounting Office, *U.S.-Japan Trade: Evaluation of the Market-Oriented Sector-Selective Talks*, GAO/NSIAD-880205, July 1988. p. 57.

by not only American exporters and investors, but also by Japanese academics, business leaders, and politicians. In so doing, the U.S. side sought to increase the possibility of a successful outcome if it had a domestic constituency in Japan that would be working to achieve the same goal. In addition, the targeted policies and practices were ones that were fundamental to Japanese economic life and had not been subject to bilateral negotiation. These targets were: Japan's high savings-low investment imbalance that many economists attribute its perennial current account surpluses; the Japanese retail distribution system, particularly its Large-Retail Store Law that favored small "mom and pop" enterprises at the expense of larger operations, such as Toys R Us; land use policies that inhibited the market entry of new firms and kept land prices high; the *keiretsu* business conglomerates that both Japanese and U.S. experts blamed as a barrier to the entry of new Japanese and foreign firms to the Japanese market; exclusionary business practices, such as the formation of cartels to limit competition; and business pricing practices under which Japanese companies would sell products at a premium in Japan so that they could undersell their competitors in the U.S. market.

The SII also included U.S. policies and practices, such as the low U.S. savings rate, that Japanese negotiators asserted was a cause of U.S. trade deficits. This element was an attempt to make the format more balanced. However, it was generally understood that the real focus of the SII was Japanese barriers. The SII process operated throughout the four years of the first Bush Administration. U.S. and Japanese negotiators met periodically and reported annually on progress made in resolving the offensive policies and practices. The results of the SII process are mixed. On the one hand, it focused attention of policymakers of both sides on fundamental causes of problems that cut across many sectors and economic activities. The SII is also credited with placing enough pressure on Japan to change its Large-Retail Store Law. Some observers also argued that by selecting policies and practices that many Japanese themselves wanted changed, the United States lessened the unilateral thrust of previous negotiations. On the other hand, many of the problems that had plagued the U.S.-Japan relationship before the SII remain, such as the trade imbalances.

The Clinton Administration negotiated its own bilateral framework with Japan. The "United States-Japan Framework for a New Economic Partnership" borrowed elements from the MOSS and the SII processes by including some sector-specific goals along with overall structural and macroeconomic issues. These goals were included in five "baskets." This framework departed from the others in several important ways. It obligated the President and the Prime Minister to meet at least twice a year to review progress under framework. At the insistence of the Clinton Administration, "objective criteria" were to be used to determine whether Japan was fulfilling its obligations under the framework. This element proved highly controversial, and the two countries never agreed on the role the "objective criteria" would play or, for that matter, what they would be. The United States argued the criteria were to be targets Japan was to meet while Japan did not want to be bound by such criteria and argued that the criteria were to be guidelines. The differences over "objective criteria" reached the summit level and strained U.S.-Japan relations.

The United States and Japan reached agreements in most of the areas, including medical equipment procurement, intellectual property rights protection, financial

services, insurance, and flat glass, among others, but not without some acrimony. For example, the United States was on the brink of imposing tariff-sanctions on Japan, and both countries were poised to take one another to the WTO before they reached agreement on Japanese imports of autos and auto parts. U.S.-Japanese trade friction reached its peak during the period of that the Framework that roughly corresponds to the first Clinton Administration. The friction was due in part to the long-running frustration that U.S. exporters and investors were experiencing with the same obstacles that previous agreements were supposed to have addressed. The “results-oriented” strategy was intended to provide a clear indicator of whether Japan had removed the barriers. But Japan resisted such objective indicators, because, it argued, the problems in U.S.-Japan trade stemmed from private sector practices and not government policies. The Framework raised the issues to the summit level to ensure that both sides took the issues seriously. By doing so, however, the Framework increased the risk that failure to achieve results would sour the entire relationship.

With the completion of the auto and auto parts agreement in 1995, most trade issues in the Framework had been completed. The Clinton Administration closed the books on the Framework. In its place, it got Japan to agree in June 1997 to another, more loosely shaped format, the Enhanced Initiative on Deregulation and Competition Policy (the Enhanced Initiative). This format did not have the results-oriented elements of the previous Framework. It was a mechanism for exchanging views on some of the fundamental aspects of the Japanese economy that limited competition and were likely preventing Japan from emerging from the economic malaise that had set in. These issues had not received as much attention in previous negotiations. The United States focused on getting Japan to change regulations and competition policies affecting telecommunications, medical devices and pharmaceuticals, and financial services, as well as more generic issues such as competition policy and regulation transparency.<sup>28</sup>

The Enhanced Initiative marked a turning point in the overall U.S.-Japan relationship as economic relations became less prominent. While negotiators continued to meet to exchange views and monitor progress under the Initiative and previous agreements, the issues did not have the importance at the summit level they once had. National security issues had become more dominant in the bilateral relationship.

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<sup>28</sup> Edward J. Lincoln, *Troubled Times: U.S.-Japan Trade Relations in the 1990s* (Washington, D.C., Brookings Institution Press, 1999), pp. 158-166.