



FOR IMMEDIATE RELEASE

**ACCJ outlines principles for USTR negotiations in
U.S.-Japan Trade Agreement talks**

December 13, 2018 [Tokyo] – In oral testimony to the Office of the United States Trade Representative (USTR) on negotiating objectives for a U.S.-Japan Trade Agreement, Ambassador Christopher LaFleur, Chairman of The American Chamber of Commerce in Japan (ACCJ) expressed the ACCJ's strong support for the launch of bilateral trade negotiations and recommended four guiding principles for USTR negotiators.

Specifically, Ambassador LaFleur called for a U.S.-Japan Trade Agreement to not only address existing market access issues but also follow the Chamber's recommendation of four principles:

1. Preserve and enhance the market opportunities which leading U.S. industries have worked to build in Japan;
2. Negotiators should focus on both goods and services;
3. The U.S. should seek a model agreement that raises the global bar; and,
4. The agreement should reinforce pro-growth reform in Japan.

In his testimony on behalf of the ACCJ's nearly 3,500 members representing U.S. companies conducting billions of dollars of business annually with Japan, Ambassador LaFleur said, "We commend the U.S. Government for pursuing this new bilateral agreement and ask the Administration to continue seeking private sector inputs throughout the negotiation. The ACCJ stands ready to offer its expertise on every issue."

Ambassador LaFleur also discussed how the U.S. should prioritize issues to enhance growth in the services sector, where the ACCJ believes U.S. competitiveness is strongest and can drive future export growth.

Throughout his testimony, Ambassador LaFleur provided cross-cutting perspectives on recent reforms by the Abe government in Japan to enhance growth, increase transparency, and promote a competitive marketplace. The Ambassador outlined how a constructive trade dialogue can complement these efforts to mutual benefit in the U.S. and Japan, and discussed some of the immediate, lingering market access issues that should be addressed, including those related to autos, pharmaceuticals & healthcare, and agriculture.

The ACCJ's submission on U.S.-Japan Trade Agreement Objectives can be viewed on the Regulations.gov website at:
<https://www.regulations.gov/document?D=USTR-2018-0034-0033>

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About ACCJ

The American Chamber of Commerce in Japan (ACCJ) was established in 1948 by representatives of 40 American companies and has grown into one of the most influential business organizations in Japan. Consisting mainly of executives from American companies, currently the ACCJ has members representing over 1,000 companies with offices in Tokyo, Nagoya, and Osaka. Working closely with the governments of the United States and Japan, business organizations, and others, the ACCJ promotes activities that help achieve its mission of further developing commerce between the United States and Japan, promoting the interests of U.S. companies and members, and improving the international business environment in Japan. The ACCJ's more than 60 committees represent a variety of industries and make policy recommendations through advocacy tools such as viewpoints, public comments and white papers. The ACCJ holds approximately 500 events and seminars a year, many of which focus on government policy and economic trends. The ACCJ is also committed to its responsibilities in the community, promoting charitable events and CSR activities.

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