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MEMORANDUM TO: IMDI Associates with a Special Interest in Japan

SUBJECT:

Questionnaire From Japan Economic Research Institute (JERI) Inviting Your Views on U.S.-Japan Relations

June 17, 1985

If you have a strong interest in Japan as competitor, as customer, or as colleague, it could be useful if you or a member of your company would complete the enclosed JERI questionnaire and return it to us for forwarding to JERI's headquarters in Tokyo. Several points by way of background:

- IMDI is not responsible for this questionnaire. It is not prepared in IMDI's format; but it is candid and frank -- beginning with question number one, which invites "your image of Japan."
- 2. A report and assessment of questionnaire results will be made available by JERI to all survey respondents.
- IMDI will be giving increasing emphasis to Japan and the newly industrialized countries (NICs) of Asia as a powerful politicaleconomic force which we all can ignore only at great cost. We now have four outstanding Japanse companies on our Corporate Associate team and this will expand to eight or ten in the future.
- JERI is a prestigious Japanese institute which has been described to us as similar to the Conference Board and/or Business Roundtable. We are in early stages of exploring what we might be able to do together.
- We are suggesting that our Associates with a strong interest in Asia note on their calendars our Board/Council Meeting on October 8 in the National Press Club; an advance copy of the agenda is enclosed.

Your response to the enclosed questionnaire can help all of us focus more accurately on the frictions, the opportunities, and possible next steps leading towards improved relationships and expanding business opportunities for all IMDI Board/Council Members. Please return your completed questionnaire to us by July 15.

Enclosure