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1. Name of registrant <i>Akin, Gump, Strauss, Hauer & Feld, L.L.P.</i>	2. Registration No. <i>3492</i>
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3. Nature of material (*A concise account of the nature of the propaganda material filed*)
Position paper on GATT tariff negotiations

4. Title of material, if any <i>The Appropriate Tariff Reduction for Monosodium Glutamate</i>	5. Name of foreign principal on whose behalf this material was transmitted. <i>Ajinomoto USA, Inc.</i>
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6. Means of transmission <i>Hand delivery</i>	7. Dates of transmission <i>March 23, 1993</i>	8. Total copies transmitted <i>Three</i>
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9. List addresses from which this material was transmitted: <i>N/A - Material generated at 1333 New Hampshire Avenue, N.W. Washington, D.C. 20036</i>	10. List states and territories of the United States to which material was transmitted: <i>Washington, D.C.</i>
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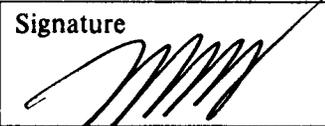
11. Types of recipients (<i>Give number of organizations in each group</i>) Libraries _____ Public officials <i>x (three)</i> _____ Newspapers _____ Press services of associations _____ Educational institutions _____ Civic groups _____ Other (<i>specify</i>) _____	12. List names and addresses of persons or organizations receiving 100 copies or more: <i>None</i>
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13. If the material transmitted was a film or radio or television script, furnish the following information:

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14. Have two copies of this material been filed with the Department of Justice? Yes No *Copies attached*

15. Has this material been labeled as required by the act? Yes No

Date of report <i>03/25/93</i>	Name and title <i>Laurence J. Hoffman, P.C. Partner with Power of Attorney</i>	Signature 
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THE APPROPRIATE TARIFF REDUCTION FOR MONOSODIUM GLUTAMATE:

THE SOLE U.S. PRODUCER BUILT ITS PLANT IN RELIANCE ON USTR'S COMMITMENT TO A LIMITED, GRADUAL TARIFF REDUCTION

Since 1984, no company has produced monosodium glutamate (MSG), a widely-used food flavor enhancer, in the United States. In May, 1993, Ajinomoto U.S.A., Inc., a leading global producer of MSG and amino acids, will complete a new, \$50 million MSG plant in Eddyville, Iowa. Ajinomoto went forward with building this plant only after receiving assurances from USTR in the fall of 1990 that the U.S. had removed MSG from the list of products whose tariffs would be reduced immediately to zero under the "pharmaceuticals zero-for-zero" proposal in the Uruguay Round GATT negotiations. USTR took this step after Ajinomoto explained that immediate MSG tariff elimination would render the proposed Eddyville plant unable to compete against foreign competition. When Ajinomoto announced plans in the spring of 1991 to begin construction of the plant, the company again contacted USTR and emphasized that the removal of MSG from the "zero-for-zero" list had been essential to ensuring that the new plant would be economically viable.

MSG now has been placed back on the pharmaceuticals zero-for-zero list.

A Devastating Impact on the Plant and the Eddyville Community

Ajinomoto established its MSG plant in the U.S. in order to serve the vast needs of the U.S. market from a domestic source, replacing imports. The company chose Iowa as the site for its plant because of the state's economic advantages, including its large supplies of corn, a principal MSG input.

The Eddyville plant will employ about 85 people in high-wage manufacturing jobs. The plant's annual payroll of over \$2 million and its annual purchase of over \$12 million in U.S. supplies will make a major contribution to the economy of Eddyville and the neighboring communities.

An immediate reduction to zero in the 12 percent U.S. MSG tariff would eliminate the prospect of profitability for the plant, and thus place in jeopardy not only Ajinomoto's \$50 million investment, but also the jobs and significant economic contributions of the plant to the Eddyville area.

MSG Tariff Reductions Should Come Only After Other Major Producing Nations Agree to Lower Their Tariffs

Ajinomoto pointed out to USTR that MSG had been placed on the zero-for-zero list at a time when no company produced MSG in the U.S., which made it an obviously good bargaining chip for the zero-for-zero negotiations. However, since Ajinomoto proposed to invest \$50 million in a new U.S. MSG plant, the company asked USTR to allow time for the new plant to achieve profitability.

Moreover, Ajinomoto understands that other major MSG producing countries, including Korea, Thailand, Indonesia and Taiwan have not agreed to participate in the zero-for-zero proposal for MSG. The MSG tariffs in all these countries exceed the U.S. tariff (except for Korea, whose tariff is 9 percent). If the zero-for-zero proposal is adopted in its current form, these countries will be granted open access to the U.S. market from behind their own protective tariffs. That unequal competitive relationship would only further undermine the possibility of profits for Eddyville plant, which would face a flood of cheap import competition and no potential to export to major, protected foreign markets.

Ajinomoto relied on USTR's express assurance that the U.S. removed MSG from the zero-for-zero list. Since Ajinomoto has gone forward and built its plant in reliance on this USTR assurance, it would be extremely unfair, as well as economically devastating, to the Eddyville plant, its employees, and the surrounding communities for MSG to remain on the zero-for-zero tariff reduction list.