

GOVERNOR'S MISSION TO EAST ASIA

GOVERNOR'S ITINERARY

September 7 - Friday

- 10:00 AM Trade Mission meets at Portland International Airport. Check in at United Airlines special counter. Go to Trade Conference Room.
- 11:00 AM Depart for Seattle, United Airlines Flight #1260
- 11:37 AM Arrive Seattle
- 1:20 PM Depart Seattle for Tokyo, United Airlines Flight #143

September 8 - Saturday

- 3:10 PM Arrive Narita Airport, Tokyo. To be met by Mr. Umakeeta (International Hospitality and Service Assn.) - Transfer to Imperial Hotel
- 1) Governor and John Anderson by Ministry of Foreign Affairs car
- 2) other mission members by bus
- Evening Open

September 9 - Sunday

- 10:00 AM Meet with U.S. Embassy Representative - Governor, Anderson, and Frengle
- Rest of Day Open

September 10 - Monday

- 8:40 AM Governor, Wolfard and Anderson depart Imperial Hotel by Ministry of Foreign Affairs car
- ★ 9:00-9:30 Private meeting with Ambassador Mansfield
- 9:30-9:45 Mansfield, Governor, Wolfard and Anderson join trade mission briefing in Embassy Auditorium
- 10:30-11:00 Vice Minister Watanabe, Ministry of Agriculture, Forestry and Fisheries - Governor, Wolfard, Anderson, Lutjen and Meier

- 11:30-1:30 Visit to Kamata Senior High School. Includes lunch and visit to English language class
- 2:00-2:30 Meet with Mitsubishi Corporation Headquarters - Mr. Yamada, Vice Chairman
- 3:00-4:00 Mr. Ishihara, President of Japan Auto Manufacturers Association (and President of Nissan Motors) and Mr. Nakamura, Executive Director - Governor, Wolfard, Anderson and Thayer
- 5:00-5:30 Press interview, Nihon Keisai Shinbun, Keidanren Cherry Room
- 5:45 PM Depart Hotel
- 6:00-8:00 Reception and dinner for Japanese Six Lines hosted by Port of Portland - Crescent Restaurant. In attendance: Governor, Anderson, Wolfard, Frengle and Fast

September 11 - Tuesday

- 10:00-11:00 Meeting with 8-10 members of Japanese Lumber Importers Association - Governor, Anderson, Frengle, Lutjen, K. Moore, Felkins, and Carlson
- 11:30-12:00 Deputy Minister Wakasugi, Ministry of International Trade and Industry - Governor, Wolfard, Anderson and Frengle
- 12:15-1:30 Luncheon hosted by C. Itoh & Co. - S. TOZAKI, CWR.
- 2:00-2:30 Crown Prince Akihito and Princess Michiko
- 3:30-4:00 Mr. Ohba, Deputy Minister, Ministry of Finance - Governor, Wolfard and Anderson
- 4:30-5:00 Mr. Akazawa, President JETRO - Governor, Wolfard, Anderson, Frengle, Thayer and Lutjen
- 6:00-6:45 Port of Portland reception for auto manufacturers at American Club - Governor, Wolfard, Anderson, Gaffney, Hanson and Honeyman
- 7:00-9:00 Dinner hosted by Ishimatsu Kitagawa, Parliamentary Vice Minister. Location: Minister's Official Residence - Governor, John C. Anderson, Larry Wolfard, Jim Gaffney, Wayne Hanson, Craig Honeyman - Stag Affair.

September 12 - Wednesday

- 9:00 AM Depart Imperial Hotel. Governor, Wolfard, Anderson by Ministry of Foreign Affairs car; others by bus
- ★ 9:30-11:00 Tour Sony Corp. headquarters. Briefing, showroom, meet A. Morita and Mr. Kodama, Chairman of Sony-Tektronix
- 11:00-3:30 Arrangements being made by Ministry of Foreign Affairs - MR. ABE
- 4:00-4:30 Courtesy call at Keidanren on Chairman Inayama and A. Morita. Governor, Wolfard and Anderson
- 4:30-5:30 Press conference at Keidanren (Room 1104)
- ★ 6:00-8:00 Oregon Reception at Imperial Hotel (200)
- 8:30-10:30 Dinner hosted by A. Morita at Maxim's Restaurant - Governor, Wolfard and Anderson
- 10:30-11:30 Meeting with friends of Morita - Governor, Wolfard and Anderson

September 13 - Thursday

- 9:00 AM Depart Imperial Hotel by reserved car
- 9:30-10:30 Industry appointment with corporation #1 (BLUE STAR)
- 12:00-1:30 Luncheon hosted by Banker (Fly-In) Group
- 2:00-2:30 Courtesy call on Communication Industries Assn. of Japan H. Ozawa, President
- ★ 3:00-4:00 Oregon briefing of Japanese Electronic Industries Association members
- 4:00-6:00 Attend Fuji T.V. premier showing of "From Oregon with Love" and Reception - Akasaka Prince Hotel - Governor, Wolfard, Anderson, Kennedy and Miles
- 7:00-9:00 Private Dinner

The proposed agenda for the Keidanren (September 14, 1984) seminar will be as follows:

<u>TIME</u>	<u>TOPIC</u>	<u>SPEAKER</u>
1:30-1:45	The Keidanren Perspective	Morita
1:45-2:00	Governor's Comments (Unitary Tax, etc.)	Governor Atiyeh
2:00-2:05	Oregon's Investor Assistance (OEDD's role)	John Anderson
2:05-2:30	Oregon Video	
2:30-2:40	Break	
2:40-2:55	The NEC Investment in Oregon	Ken Nakamura
2:55-3:00	The Investor's Guide to Oregon	Jim Thayer
3:00-3:20	The Northwest Energy Perspective	
	Natural Gas (NW Natural Gas Co.)	Craig Honeyman
	Electricity (PGE)	Jim Durham
3:20-3:30	Site Preparation and Construction	Wayne Hanson
3:30-3:40	Oregon Tax Overview (Arthur Andersen & Co.)	Jim Gaffney
3:40-3:45	Questions and Answers	
3:45	Closing Comments	Keidanren Repr.

September 14 - Friday

9:30-11:00 Industry appointment with corporation #2

★ 11:30-1:00 Luncheon hosted by Wood Products Industry. Press attendance. Palace Hotel

1:15 PM Arrive at Keidanren

★ 1:30-3:45 Investment Seminar at Keidanren - Cherry Room 10th floor

6:00-8:00 Dinner hosted by NEC - Governor, Wolfard, Anderson, Alterman, and Hanson

★ September 15 - Saturday

9:00 AM Depart for Kyoto by Shinkansen train  
(approx.)

11:53 AM Arrive Kyoto. Transfer to Miyako Hotel

2:00 PM Visit to Kiyomizu pottery factory, Silver Pavilion, bamboo-work factory, etc.

Rest of Day Open

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September 16 - Sunday

All Day Visit to Gold Pavilion, Nijo-jo Castle, and Ryuanji Temple

September 17 - Monday

9:00-10:00 Industry Appointment with corporation #3 (KYOCERA)

11:15-11:45 Courtesy call on Osaka Chamber of Commerce - Governor, Wolfard, Anderson and Thayer

12:00-1:15 Lunch hosted by Duskin Co. at Carnival Restaurant - Governor, Wolfard, Anderson, Thayer and Meier

2:40 PM Depart by Shinkansen for Tokyo

5:20 PM Arrive at Tokyo station

★ 6:00-6:45 Attend Tourism Reception at Imperial Hotel  
Words of welcome

Evening Free

I T I N E R A R Y

F O R

HON. MR. VICTOR ATIYEH  
GOVERNOR  
THE STATE OF OREGON  
THE UNITED STATES OF AMERICA

SEPTEMBER 8 - SEPTEMBER 18, 1984

Liaison Office:  
Overseas Public Relations Division,  
Ministry of Foreign Affairs.  
(Address: 2-2-1, Kasumigaseki, Chiyoda-ku, Tokyo;  
Tel. 581-3887)

Kazuhiro Tajika

Saturday, September 8

15:10 Arrive at New Tokyo International Airport by UA-143.

Proceed to the Imperial Hotel.  
(Address: 1-1-1, Uchisaiwai-cho, Chiyoda-ku, Tokyo;  
Tel. 504-1111 )

Sunday, September 9

10:00

MEETING WITH U.S. EMBASSY REPRESENTATIVE (GOV., JOHN, PLENGLE)

LATE A.M.

Free

MEETING WITH Z. MOTOMURA, SPECIAL ADVISOR TO THE JAPAN  
REPRESENTATIVE OFFICE (FORMER CONSUL-GEN OEB) (GOV., JOHN, DF)

Monday, September 10

08:45 Leave the hotel.

09:00 - 10:15 Call on His Excellency Mr. Michael J. Mansfield, Ambassador  
Extraordinary and Plenipotentiary of the United States of  
America.

10:30 - 11:00 Call on Mr. Goro Watanabe, Administrative Vice-Minister,  
Ministry of Agriculture, Forestry and Fisheries.  
(Address: 1-2-1, Kasumigaseki, Chiyoda-ku, Tokyo;  
Tel. 502-8111 )

11:45 - 13:30 Visit the Tokyo Metropolitan Kamata Senior High School  
and talk with teachers and students over lunch.  
(Address: 1-1-30, Kamatahonmachi, Ota-ku, Tokyo;  
Tel. 737-1331 )

14:00 - 14:30 Call on Mr. Keizaburo Yamada, Vice Chairman, Mitsubishi  
Corporation.  
(Address: 2-6-3, Marunouchi, Chiyoda-ku, Tokyo;  
Tel. 210-2121 )

15:00 - 16:00 Call on Mr. Takashi Ishihara, President, (President, Nissan  
Motor Co., Ltd.) and Mr. Toshio Nakamura, Senior Managing  
Director, Japan Automobile Manufacturers Association, Inc.,  
at the main office of the Nissan Motor Co., Ltd.  
(Address: 6-17-1, Ginza, Chuo-ku, Tokyo;  
Tel. 543-5523)

Monday, September 10 (Cont'd)

- 17:00 - 17:30 Interview with the Nihon Keizai Shimbun, at the Cherry Room of the Keidanren Kaikan.  
(Address: 1-9-4, Otemachi, Chiyoda-ku, Tokyo;  
Tel. 279-1411)
- 18:00 - 20:00 Dinner hosted by six merchant shipping companies at the restaurant "Cressent".

Tuesday, September 11

- 09:40 Leave the hotel.
- 10:00 - 11:00 Visit the Japan Lumber Import Association.  
(Address: 3-13-11, Nihonbashi, Chuo-ku, Tokyo;  
Tel. 271-0926)
- 11:30 - 12:00 Call on Mr. Kazuo Wakasugi, Vice-Minister for International Affairs, Ministry of International Trade and Industry.  
(Address: 1-3-1, Kasumigaseki, Chiyoda-ku, Tokyo;  
Tel. 501-1511)
- 12:15 - 13:30 Luncheon hosted by C. Ito & Co., Ltd.
- 14:00 - 14:30 Audience with Their Imperial Highness the Crown Prince Akihito and the Crown Princess Michiko.
- 15:30 - 16:00 Call on Mr. Tomomitsu Oba, Vice-Minister of Finance for International Affairs, at the room #269 of the Ministry of Finance.  
(Address: 3-1-1, Kasumigaseki, Chiyoda-ku, Tokyo;  
Tel. 581-4111)
- 16:30 - 17:00 Call on Mr. Shoichi Akazawa, President, Japan External Trade Organization (JETRO).  
(Address: 2-2-5, Toranomom, Minato-ku, Tokyo;  
Tel. 582-5511)
- 18:00 - 18:30 Reception held by the Port of Portland at the American Club.
- 19:00 - Dinner hosted by Mr. Ishimatsu Kitagawa, Vice-Minister for Foreign Affairs at the Iikura House.

Wednesday, September 12

- 08:45 Leave the hotel.
- 09:30 - 11:00 Visit the Sony Corporation.  
(Address: 6-7-35, Kita-shinagawa, Shinagawa-ku, Tokyo;  
Tel. 448-2111)

Wednesday, September 12 (Cont'd)

Call on H.E. Mr. Shintaro Abe, Minister for Foreign Affairs.

Meet with Mr. Hidesaburo Shoda, Honorary Chairman, Nisshin Flour Milling Co., Ltd., at the Imperial Hotel.

- 16:00 - 16:30 Call on Mr. Yoshihiro Inayama, President of the Federation of Economic Organizations (KEIDANREN), at the room #1105 of the Keidanren Kaikan.  
(Address: 1-9-4, Otemachi, Chiyoda-ku, Tokyo;  
Tel. 279-1411)
- 16:30 - 17:30 Press Conference at the room # 1105 of the Keidanren Kaikan.
- 18:00 - 20:00 Reception on the occasion of the Opening of the State of Oregon Japan Representative Office.
- 20:30 Dinner hosted by Mr. Akio Morita, Chairman and Chief Executive Officer of the Sony Corporation at the restaurant "Maxim de Paris"

Thursday, September 13

Leave the hotel.

- 09:30 - 10:30 Visit a company.
- 12:00 - 13:30 Luncheon hosted by major Japanese banks, at the Sumitomo Bank.
- 14:00 - 14:30 Visit the Communication Industries Association of Japan.  
(Address: Annex. Sankei Bldg., 1-7-2, Otemachi, Chiyoda-ku, Tokyo; Tel. 231-3156)
- 15:00 - 16:00 Visit the Electric Industries Association of Japan.  
(Address: Tosho Bldg., 3-2-2, Marunouchi, Chiyoda-ku, Tokyo  
Tel. 211-2765)
- 16:00 - 18:00 Preview of a film at the Fuji Telecasting Co., Ltd.  
(Address: 7 Kawata-cho, Ichigaya, Shinjuku-ku. Tokyo;  
Tel. 353-1111)

Friday, September 14

Leave the hotel.

- 09:30 - 11:00 Visit a company.
- 11:30 - 13:30 Luncheon hosted by the Wood Product Industry at the

Friday, September 14 (Cont'd)

- 13:30 - 15:45 Keidanren Seminar
- 18:00 - 20:00 Dinner hosted by NEC Corporation.

Saturday, September 15

- 08:00 Leave the hotel.
- 09:00 Leave Tokyo Station for Kyoto by Super Express Train Hikari No.23.
- 11:53 Arrive at Kyoto Station.
- Proceed to the Miyako Hotel.  
(Address: 1 Keage, Awataguchi, Higashiyama-ku, Kyoto;  
Tel.075-771-7111)
- Visit a Potter of Kiyomizu China Ware.
- Visit the Ginkaku-ji Temple.
- Visit an artist of traditional Japanese art.

Sunday, September 16

- Morning Sightseeing in Kyoto  
(Nijo Castle, Kinkaku-ji Temple, Ryoan-ji Temple)
- Afternoon Free

Monday, September 17

- Leave the hotel.
- 09:30 - 10:30 Visit a company.
- 11:15 - 11:45 Visit the Osaka Chamber of Commerce and Industry.  
(Address: 58-7, Hashizume-cho, Uchimoto-cho, Higashi-ku,  
Osaka; Tel. 06-944-6215)
- 12:30 -13:15 Luncheon hosted by Duskin Co., Ltd.
- 14:40 Leave Osaka Station for Tokyo by Super Express Train Hikari No.24.
- 17:20 Arrive at Tokyo Station.

Monday, September 17 (Cont'd)

18:00 Reception hosted by the State of Oregon.

Tuesday, September 18

11:50 Check out and leave the hotel.

14:50 Depart from New Tokyo International Airport by CA-926.

GOVERNOR' SCHEDULE

September 9, 1984 - Sunday

- 10:00 AM Meeting with U.S. Embassy representative  
(Governor, JCA, DF)
- Late AM Meeting with Z. Motomura, Special Advisor to  
the Japan Representative Office (Governor,  
JCA, DF)

REST OF DAY OPEN

September 10, 1984 - Monday

- 8:00 AM Governor, Wolfard and JCA depart hotel by MoFA  
car.
- 8:55 AM Arrive U.S. Embassy.
- 9:00-9:30 Governor only meets with Ambassador Mansfield.
- 9:30-9:45 Governor and Ambassador Mansfield join mission  
briefing in progress and Amb. Mansfield gives  
15 minute talk to the mission members.
- 10:15 Governor, Wolfard and JCA depart Embassy.
- 10:30-11:00 Meeting with Ministry of Agriculture,  
Forestry, and Fisheries, Vice Minister  
Watanabe (Governor, Wolfard, JCA, K. Meier, N.  
Coon and D. Lutjen).
- 11:45-1:30 Governor, Wolfard and JCA visit Kamata Senior  
High School (includes visit to English Class,  
Chat with students, lunch and tour)
- 2:15-2:45 Meeting with Mitsubishi Corp. Vice Chairman  
Yamada (Governor, Wolfard, JCA and Ben Tyran).
- 3:00-4:00 Meeting with Japan Automobile Manufacturers  
Association President Ishihara and Director  
Nakamura (Governor, Wolfard, JCA, JT and  
Yokota, interpreter)
- 5:00-5:30 Interview with Mr. Suda, Nihon Keizai Shimbun  
(Governor and Yokota).
- 5:45 Depart Hotel (Governor, Wolfard, JCA, DF and  
Fast)
- 6:00-8:00 Reception and Dinner for Japanese Six Lines  
hosted by Port of Portland at the Crescent  
Restaurant (Governor, Wolfard, JCA, DF and  
Fast)
- 8:00 Taxi back to Hotel.

September 11, 1984 - Tuesday

- 8:00 Gov. Suite - Briefing (Wolfard, Anderson, Kennedy, Fleming, Tishyue, Lutjen, Miles)
- 9:00-9:45 Meeting with Mr. T. Yamamoto, President  
Fujitsu, LTD (Governor, Wolfard, JCA, and

Kennedy)

- 9:45 Depart hotel.
- 10:00-11:00 Meeting with Japan Lumber Importer's Association (Governor, Wolfard, JCA, DF, DL, K. Moore, S. Felkins and L. Carlson)  
*Rob Morrow*
- 11:30-12:00 Meeting with MITI Deputy Vice Minister Wakasugi (Governor, Wolfard, JCA and DF).
- 12:15-1:30 Luncheon hosted by C. Itoh & CO. (Governor, Wolfard, JCA and Ben Tyran).  
*MR. ITOH, CNO - (Chn. of Is. of Hiroshi's VISITING Center # coll. of School, for RESISTIVE INSTITUTE)*
- 2:00-2:30 Meeting with Crown Prince Akihito and Princess Michiko (Governor, Wolfard, JCA).

Return to hotel.

- 3:15 Depart hotel.
- 3:30-4:00 Meeting with Ministry of Finance, Deputy Minister for International Affairs, Mr. Ohba (Governor, Wolfard, JCA).
- 4:30-5:00 Meeting with Mr. Akazawa, President of JETRO (Governor, Wolfard, JCA, DF, JT and DL).
- 5:45 Depart hotel.
- 6:00-6:45 Port of Portland Reception for Auto Manufacturers and Carriers at American Club (Governor, Wolfard, JCA, Gaffney, Hanson and Honeyman).
- 7:00-9:00 Dinner hosted by Ishimatsu Kitigawa, Parliamentary Vice Minister at Minister's Official Residence (Governor, Wolfard, JCA, Gaffney, Hanson and Honeyman).  
*WAMIE CH 24 Hill* *SONY N.W. Mt. Gas*

September 12, 1984 - Wednesday

- 8:45 Depart hotel.
- 9:30-11:00 Tour of Sony Corporation Headquarters. Briefing and meeting with A. Morita and Mr. Kodama, Chairman Sony-Tektronix. All mission members are encouraged to participate in this activity.
- 11:45 Return to hotel.

GOVERNOR'S SCHEDULE - SEPTEMBER 12, 1984 - WEDNESDAY

8:45 Depart Hotel. Governor, Wolfard and JCA by MOFA car; others by EWA bus.

9:30-11:00 Visit headquarters of Sony Corporation. Briefing and visit to showroom. Meet with A. Morita, Chairman and CEO and Mr. Kodama, Chairman of Sony-Tektronix.

11:45 Return to Hotel

12:00-12:45 Lunch - open

1:00-1:45 Visit to the Oregon Representative Office - walking (meet in lobby)

2:00-2:25 Meeting with Mr. H. Shoda (Father of Princess Michiko and Honorary Citizen of Oregon) Location: Governor's Suite

2:30 Depart Hotel by MOFA car. (Governor, Wolfard and JCA)

2:45-3:15 Meeting with Mr. Matsunaga, Vice Minister, Ministry of Foreign Affairs

3:15-3:30 Transit to Keidanren Kaikan

3:30-4:00 Open

4:00-4:30 Courtesy call at Keidanren on Chairman Y. Inayama and A. Morita (Governor, Wolfard and JCA)

4:30-5:30 Press conference in Room 1104, Keidanren Kaikan (Governor, Wolfard, Kennedy, Thayer and Lutjen - - plus S. Yoshikawa)

5:45 Arrive at Hotel

6:00-8:00 Oregon reception - Imperial Hotel - Hikari Room

8:30-10:30 Dinner hosted by A. Morita at Maxim's Restaurant (Governor, Wolfard and JCA)

10:30-11:30 Meeting with friends of A. Morita (Governor, Wolfard and JCA)

GOVERNOR'S SCHEDULE  
SEPTEMBER 13, 1984, Thursday

8:45 Depart Hotel by private car (Governor, Wolfard, JCA), Thayer, Kennedy to follow in taxi

9:30-10:30 Industry appointment with Blue Satr (Corporation #1) (Governor, Wolfard, JCA, Kennedy, Thayer)

11:15 Return to hotel

11:45 Depart hotel by MOFA car (Governor, Wolfard, JCA)

12:00-1:30 Luncheon hosted by banker group. (Governor, Wolfard, JCA, Kennedy, Thayer, Hanson, Honeyman, Durham, Alterman, Lutjen)

2:00-2:30 Courtesy call on Communications Industry Association of Japan (Governor, Wolfard, JCA, Kennedy, Lutjen)

2:50 Arrive at Electronics Industries Association of Japan

3:00-3:45 Oregon briefing to Electronics Industries Association of Japan (Governor, Wolfard, JCA, Kennedy, Thayer, Hanson, Honeyman, Durham, Nakamura, Alterman, Lutjen)

4:00 Depart Hotel by Fuji T.V. limousines (Governor, Wolfard, Anderson, Kennedy, Taylor, Miles)

4:30-6:00 Fuji T.V. Reception (Governor, Wolfard, Anderson, Kennedy, Taylor, Miles)

7:00 Free

- 11:45-3:30 Meeting with Foreign Minister, Shintaro Abe (Governor only?).  
This meeting is being arranged by MoFA; the exact time has not been set yet. Mr Abe is the former head of MITI and is quite powerful. Two other activities in this time period include a visit to the Oregon office and a request by Mr. Shoda to meet with the Governor - background on Shoda is available from D. Lutjen.
- 3:45 Depart hotel or previous meeting site.
- 4:00-4:30 Meeting with Keidanren Chairman Iniyama and A. Morita (Governor, Wolfard, JCA and Yokota).
- 4:30-5:30 Press Conference at Keidanren Kaikan Room 1104 (Governor, Wolfard, JCA, DF, JT, DL, T. Kennedy, Yokota and Oregon Press contingent.)
- 6:00-8:00 State of Oregon Reception - Hikari Room, Imperial Hotel (Governor, all mission members and Yokota).
- 8:30-10:30 Dinner hosted by A. Morita (Governor, Wolfard, JCA). Location - see addendum.
- 10:30-11:30 Meeting with friends of A. Morita (Governor, Wolfard, JCA). If exhaustion has taken hold, this meeting can be cancelled without hurt feelings!

September 13, 1984 - Thursday

- 8:45 Depart hotel by reserved car.
- 9:30-10:30 Industry appointment with corpoartion #1 (Governor, Wolfard, JCA, T. Kennedy and JT).
- 10:30 Return to hotel.
- 11:45 Depart hotel (Governor, Wolfard, JCA, T. Kennedy, JT, Hanson, Honeyman, Durham, and Alterman).
- 12:00-1:30 Luncheon hosted by banker (fly-in) group (Governor, Wolfard, JCA, T. Kennedy, JT, Hanson, Honeyman, Durham and Alterman). Location: Sumitomo Kaikan (across from the Okura).
- 2:00-2:30 Courtesy call on Communications Industry Association of Japan. Host is Haruo Ozawa, President of Association. They will provide an interpreter (Governor, Wolfard, JCA, T. Kennedy and JT).

9:30 LV. HOTEL  
 9:30-10:30 Industry appointment with corporation #3 MR. JAMISHI (BOXED MEDALLION)  
 (Governor, JCA, JT, F. Kennedy?).  
 DM DF TOJIKE  
 10:00 Drive to Osaka.  
 11:15-11:45 Courtesy call on Osaka Chamber of Commerce (LOOSE MEDALLION)  
 (Governor, Wolfard, JCA and JT).  
 DM DF TOJIKE  
 12:30-12:15 Lunch hosted by Duskin Company at Carnival (BOXED MEDALLION)  
 Restaurant (Governor, Wolfard, JCA, JT and K.  
 Meier). TOJIKE DM DF  
 STEVE CARTER - RAND - ZABORU  
 2:40 Depart for Tokyo by Shinkansen.  
 8:20 ARR. TOKYO  
 6:00-6:45 Attend Oregon Tourism reception at Imperial  
 Hotel. Words of Welcome.  
 Evening Free.

September 18, 1984 - Tuesday

12:00 Depart hotel for Narita.  
 2:50 Depart for Beijing, PRC. Flight: CAAC 926

37 PIECES OF JADE MADE IN CHINA  
 KANGADO

- 3:00-4:00 Oregon Briefing to Electronics Industries Association of Japan (Governor, Wolfard, JCA, T. Kennedy, JT, Hanson, Honeyman, Durham, K. Nakamura and Alterman).
- 4:00-6:00 Attend Fuji TV Premier showing of "From Oregon With Love" and reception. Akasaka Prince Hotel (Governor, Wolfard, JCA, T. Kennedy and Miles).
- 7:00-9:00 Private dinner - Open.

EISUKE FUKAO  
FUJI BANK - NEWSPAPER SPONSOR  
SEMINARS FOR OREGON

September 14, 1984 - Friday

- 9:00 Depart hotel (Governor, Wolfard, JCA and JT).
- 9:30-11:00 Industry appointment with corporation #2 (Governor, Wolfard, JCA and JT).
- 11:30-1:00 Luncheon hosted by wood products industry. Press attendance (Governor, Wolfard, JCA, DL and K. Moore) at the Palace Hotel.
- 1:00 Depart hotel.
- 1:15 Arrive at Keidanren.
- 1:30-3:45 Investment Seminar at Keidanren, room 1002 (10th floor).  
In attendance: Governor, Wolfard, JCA, T. Kennedy, JT, Hanson, Honeyman, Durham, Alterman, K. Nakamura and Gaffney).  
See Seminar schedule for details.
- 4:00 Return to hotel.
- 6:00-8:00 Dinner hosted by NEC at NEC guesthouse (Governor, Wolfard, JCA, Alterman and Hanson).

September 15, 1984 - Saturday

- 9:00 (approx) Depart for Kyoto by Shinkansen (bullet) train.
- 11:53 Arrive Kyoto; transfer to Miyako Hotel.
- 2:00 Visit to Kiyomizu Pottery Factory, Silver Pavilion, Bamboo-work Factory, Etc.
- Rest of day Sight-seeing.

September 16, 1984 - Sunday

- All day Visit to Gold Pavilion, Nijo-jo Castle and Ryouanji Temple.

September 17, 1984 - Monday

Memo

To: John Anderson

Re: Results of Governor's Mission to Japan

Date: 9/18

The Mission to Japan was very successful. Among the results achieved were:

1. Fujitsu Ltd. announced (jointly w/ Governor) two plants in Oregon.
2. Fuji TV announced the beginning of a 13-week television series called "From Oregon with Love".
3. The Mission was the largest Oregon trade mission ever assembled: 50 members (approximately) in three teams:
  1. Trade Mission - 77 appointments
  2. Tourism Mission - Oregon Fair in Shinjuku
    - 600,000 people a day attended weekend (9/15-16) fair
    - Featured logging and renaming of street to "Oregon Blvd."
  3. Investment Mission - was successful in achieving goals
    - One company (PLANTEK) had over 30 appointments
    - Main purpose of this "team" - to support Keidanren Seminar
4. Opened office in Tokyo.
5. Oregon Trade Mission in newspapers every day of Mission:
  - At least 15 articles in Japanese press

6. Fuji Bank wants to put on Oregon Seminar.
  - Will send Oregon II to selected clients
7. Osaka Chamber of Commerce wants a seminar.
8. Nomura Research (one of largest in Japan) wants to do a study on Oregon. Has scheduled visit to Oregon - soon.
9. Long Term Credit Bank will do study of Oregon with team - visit.
10. Tourism team also brought in:
  - 73 top tourism people to reception
  - 47 participants to tourism workshop
11. Tour package to Timberline Lodge already sold 4 x year (25 people).
12. USTTA (US Travel and Tourism Admin.) now scheduling tour operator familiarization tour in November and spring.
13. Communications Industry Assn. will distribute:
  - 3,000 articles on Oregon
14. Japan Automobile Manufacturers Assn. will distribute:
  - To 40 members
  - At Annual Mtg. Pres. Ishihara will give speech about Oregon
15. At Electronics Industry Assn. of Japan: they will brief 600 members.
16. Mtg. w/ Gov. Oklahoma: "Leave us Something".
17. Vice Chm. Mitsubishi - call Pres. of all Mitsubishi groups - add Oregon to all candidate site lists.
18. Keidanren Seminar - 65 attendees (full house).
  - Very successful by all accounts.

GOVERNOR'S MISSION TO JAPAN

Meeting with: Vice Minister Goro Watanabe,  
Administrative Vice-Minister, Ministry  
of Agriculture, Forestry and Fisheries.

Date: September 10

Time start: 10:30

Time finish: 11:00

Location: Ministry of Agriculture, Forestry and  
Fisheries. Address: 1-2-1,  
Kasumigaseki, Chiyoda-ku, Tokyo. Tel: 502-  
8111

Room/Floor: MoFA escort

Oregon attendees: Governor  
Wolfard  
Anderson  
Lutjen  
Meier

Spokesperson: Governor

Japanese attendees: Mr. Goro Watanabe, Administrative Vice-  
Minister

Meeting agenda:

Japan is a major market for Oregon.  
Office to promote and encourage trade in  
agricultural and wood products.  
Major export commodities: wheat, logs,  
wood chips and lumber.

Action requested: Continued trade  
Use of office by Japanese importers  
Oregon wants to remain a reliable  
supplier to Japan.

Handouts:

Brochure

Gifts:

Medallions.

From: US Embassy

How: MoFA car

To: Kamakata Senior High School

Transit time: 40 minutes

How: MoFA car

**GOVERNOR'S MISSION TO JAPAN**

**Meeting with: Kamata Senior High School.**

**Date: September 10**

**Time start: 11:45**

**Time finish: 1:30**

**Location: Tokyo Metropolitan Kamakata Senior High School.  
1-1-30, Kamatahonmachi, Ota-ku, Tokyo;  
Tel: 210-2121.**

**Room/Floor: By MoFA escort.**

**Oregon attendees:**

**Governor  
Wolfard  
Anderson**

**Spokesperson: Governor**

**Japanese attendees:**

**Principal  
Students  
MoFA escort**

**Meeting agenda:**

**Meeting with senior school officials  
View English class  
Lunch**

**Handouts: Medallions**

**Transit time: 40 minutes**

**From: Ministry of Agriculture, Forestry and Fisheries.**

How: MoFA car  
To: Mitsubishi Corporation  
Transit time: 40 minutes  
How: MoFA car

GOVERNOR'S MISSION TO JAPAN

Meeting with: **Mitsubishi Corporation.**

Date: September 10

Time start: 2:15

Time finish: 2:45

Location: Mitsubishi Corporation, 2-6-3,  
Marunouchi, Chiyoda-ku, Tokyo; tel: 210-  
2121.

Room/Floor:

Oregon attendees:

Governor  
Wolfard  
Anderson  
Tyran  
Frengle  
Lutjen

Spokesperson: Governor/Tyran

Japanese attendees:

**Vice-Chairman Yamada**

Meeting agenda:

Tyran to introduce Yamada to Governor.  
Governor to encourage further trade with  
Mitsubishi  
Office to encourage trade with Japan.

Action requested: Assistance with increased investment in Oregon  
Continued strong trade with Japan through Mitsubishi.

Handouts: Brochure

Gifts: Oregon Book.

Transit time: 40 minutes

From: Kamata High School

How: MoFA car

To: Main office of Nissan Motor Company

Transit time: 15 minutes

How: Mofa car

GOVERNOR'S MISSION TO JAPAN

Meeting with: Japan Automobile Assosiation (JAMA).

Date: September 10

Time start: 3:00

Time finish: 4:00

Location: Main office of Nissan Motor Co., Ltd. 6-17-1, Ginza, Chuo-ku, Tokyo; tel: 543-5523.

Room/Floor:

Oregon attendees: Governor  
Wolfard  
Anderson  
Thayer  
Yokota

Spokesperson: Governor

Japanese attendees: Mr. Takashi Ishihara, President, Nissan Motor Co., Ltd  
Mr. Toshio Nakamura, Senior Managing Director, Japan Automobile Manufacturers Association, Inc.,

Meeting agenda:

Inform JAMA of Oregon's suitability for an automobile manufactruing/assembly plant.  
Port of Portland operates the biggest import car processing plant for automobiles destined for the US market.  
Land is available immediately with ample land for expansion.  
Distribution sysytem is excellent with direct access to three rail lines, freeways, etc.  
For every car imported pumps \$200 into local economy

Action requested:

A JAMA study of Oregon as manufacturing/assembly site.  
Send JAMA representative to view facilities

Handouts: Brochure

Gifts: Pen set  
Transit time: 10 minutes  
From: Mitsubishi Building.

How: MoFA car  
To: Keidanren Bldg.  
Transit time: 10 minutes  
How: MoFA car.

GOVERNOR'S MISSION TO JAPAN

Meeting with: Nihon Keizai Shimbun, Mr. Suda  
(interview).

Date: September 10

Time start: 5:00

Time finish: 5:30

Location: Keidanren Kaikan, 1-9-4-, Otemachi,  
Chiyoda-ku, Tokyo; tel: 279-1411

Room/Floor: Cherry Room

Oregon attendees: Governor

Japanese attendees: Mr. Suda, reporter

Meeting agenda: interview  
Handouts: Brochure

Transit time: 10 minutes  
From: Nissan Motor Co., LTD - main building  
How: MoFA car  
To: Crescent Restaurant  
Transit time: 30 minutes (approximately).  
How: MoFA car.

JAPANESE SIX LINES DINNER

Crescent Restaurant

8-20, Shiba Park 1-chome, Minato-ku, Tokyo  
(03)436-3231

MONDAY, SEPTEMBER 10

6:00 p.m. Cocktails

6:30 p.m.

P. Norwood - Call to dinner

P. Norwood - Introductions

\* Oregon Trade Delegation

\* Port of Portland Delegation

\* Blake Hering, President, Port of Portland

B. Hering - Welcome

\* Introduction of Gov. Atiyeh

\* Additional comments later

P. Norwood

\* Introductions by Six Lines

\* Enjoy your dinner

6:45 p.m. Dinner

P. Norwood - Reintroduce Gov. Atiyeh

Gov. Atiyeh - After dinner comments

P. Norwood - Reintroduce Blake Hering

B. Hering

\* After dinner comments

\* Presentation of gifts (wallets) - GOVERNOR PRESENT FIRST GIFT TO MR. NISHIOKA

\* Presentation of refund check

to Mr. Nishioka, Mitsui O.S.K. Lines, as Portland Chairman

Mr. Nishioka - Response

P. Norwood - Closing comments and Good Night

AFTER DINNER COMMENTS BY GOV. VICTOR ATIYEH  
Japanese Six Lines Dinner

Especially pleased to address this group

- Japan is Oregon's No. 1 trade partner
- Your steamship services made Oregon trade possible
- Very important to shippers in our state

Work very closely with Port of Portland

- Appoint commissioners committed to maritime development
- Work together on important legislation
- Cooperate on economic development

*MARINE  
HOUSE  
COMM.*

Oregon is "Open for Business"

Oregon Trade Delegation

- Purpose
- Number of companies
- Specific activities

Unitary tax repeal

- Important development
- Specifics of legislation
- Will attract industry from Japan and other countries
- More business for Japanese Six Lines in future

Reemphasize, Six Lines very important to Oregon

- We will do everything to ensure your on-going success
- Look forward to your continued support

Thank you.

Governor Atiyeh

Mr. H. Takahashi  
N.Y.K. GM

Mr. K. Hattori  
Japan Line GM

Mr. L. Wolfard

Mr. T. Inada  
N.Y.K. AGM

Mr. T. Honjo  
Japan Line AGM

Mr. J. Anderson  
Oregon State

Mr. Y. Banno  
Y.S. Line GM

*UP*  
Mr. S. Kobayashi  
Japan Line MGR

Mr. B. Hering  
Port of Portland

Mr. G. Masuda  
Y.S. Line AGM

Mr. L. Forsgren  
Port of Portland

Mr. Y. Kida  
~~Mr. M. Eumoto~~  
K Line AGM

Mr. W. Fast  
Port of Portland

Mr. T. Hayashi  
K Line AGM

Capt. P. Norwood  
Port of Portland

Mr. I. Hama  
Showa Line GM

Mr. G. Nakata  
Port of Portland

Mr. Y. Kakegawa  
Showa Line AGM

Mr. D. Grigg  
Port of Portland

Mr. M. Nishioka  
M.O.L. GM

GM - General Manager  
AGM - Assistant Gen. Mgr.  
MGR - Manager

Mr. H. Watanabe  
Port of Portland

Mr. M. Kamada  
M.O.L. AGM

Mr. M. Yoshimatsu  
Port of Portland

(Dinner at Crescent 9/10/84)

Governor's Mission to East Asia.

Meeting with: Mr. Yamamoto, President Fujitsu Ltd.

Date: September 11, 1984

Time Start: 9:00

Time finish: 9:45

Location: Furukawa Sogou Bldg.  
Floor: 7th

Oregon Attendees: Governor  
Wolfard  
Anderson  
Kennedy

Spokesperson: Governor

Japanese Attendees: Mr. Yamamoto, President Fujitsu  
Ltd.  
Mr. Yoshikawa, Executive Director  
of the Board, Overseas Operations.  
Mr. Ninomiya, Executive Director of  
the Board, Information Processing  
Group.

Interpreter being provided.

Spokesperson: Mr. Yamamoto

Meeting Agenda:

Introductions and greetings.

Mr. Yamamoto: discussion of status of two cases -  
Fujitsu America & Fujitsu Microelectronics.

Mr. Yamamoto: announce decision by management committee  
to locate both plants in Oregon.

General discussion of decisions.

Discussion of press announcement at Wednesday Press  
Conference.

a. Overview of the mission.

B. Announcement of the Tokyo office.

C. Fujitsu announcement by Governor Atiyeh

D. Introduction of Mr. Yoshikawa.

Invitation to all the attend Oregon reception,  
Wednesday at 6:00 PM.

(Only Mr. Yoshikawa can attend, plus lower level  
managers)

Actions Requested: Please use the Governor's office,  
Action Council, and OEDD for  
assistance in land aquisition and  
entry into Oregon.

Gifts: Yamamoto: Medallion, or pin  
also for ninomiya and Yoshikawa.

Transit time: 10 minute to and from hotel. MoFA car will pick up from hotel.

## DETAILED MEETING AGENDA:

Meeting with: Japan Lumber Importers Assn

Date: Sept 11

Time start: 10-

Time Finish: 11:00

Location: Japan Lumber Importers Assn. 3-13-11, Ninonbashi, Chuo-ku, Tokyo

Room/Floor: Tel 271-0926  
- they will await us at the door.

## Oregon attendees (by rank):

1. Governor
2. Wolfard
3. ~~John~~ Anderson
4. Frenge
5. Lutjen
6. Ken Moore
7. S. Felkins
8. L. Carlson
- 9.

## Spokesperson:

Governor / Lutjen

## Japanese attendees (by rank):

(include title & phonetics)

1. MR. HIROSHI YAMADA
2. MR. A. Yoshioki, Chmn American Lumber Section (JLIA)
3. MR. K. Takahashi, MGR. North American Log Import Section, Mitsubishi Corp.
4. MR. S. Soji, MGR. North American Section, Nichimen Corp.
- 5.
- 6.
- 7.

## Meeting agenda:

1. To thank for importing Oregon Wood Products.
2. To encourage further trade.
- 3.
- 4.
- 5.
- 6.
- 7.

## ACTIONS:

1. CONTINUED TRADE WITH OREGON WOOD PRODUCT TRADERS.

## HANDOUT:

1. BROCHURE

## GIFTS:

1. GOVERNORS MEDALLIONS

TRANSIT: 15 MINUTES BY MOEA CAR FROM HOTEL  
TO MIFI BY MOEA CAR

## DETAILED MEETING AGENDA:

Meeting with: Ministry of International Trade and Industry

Date: Sept 11

Time start: 11:30

Time Finish: 12:00

Location: MITI Bldg

Room/Floor: - escorted by MOFA official, 15<sup>th</sup> floor, East 1 (Room)

## Oregon attendees (by rank):

1. Gov
2. Wolfard
3. Anderson
5. Frenge
- 6.
7. (Ms. Gacho will interpret)
- 8.
- 9.

## Spokesperson:

Governor

## Japanese attendees (by rank):

(include title & phonetics)

1. MR. WAKASUGI, Deputy Vice Minister
- 2.
- 3.
- 4.
- 5.
- 6.
- 7.

## Meeting agenda:

1. - encourage trade and investment in Oregon.
2. -
- 3.
- 4.
- 5.
- 6.
- 7.

## ACTION:

1. INVESTMENT FAMILIARIZATION TRIP TO OREGON

## HANDOUT:

1. BROCHURE

GIFTS - NONE

TRANSPORT - MOFA CAR

## DETAILED MEETING AGENDA:

Meeting with: C. Itoh

Date: Sept 11

Time start: 12:15

Time Finish: 1:30

Location: Kita-Aoyama 2-chome, Minato-ku, Tokyo

Room/Floor: 21<sup>st</sup> floor (lunch on 22<sup>nd</sup> floor)

## Oregon attendees (by rank):

1. Governor
2. Wolfard
3. Anderson
4. Tyran
5. Lutjen
- 6.
- 7.
- 8.
- 9.

## Spokesperson:

Governor/Tyran (introduction)

## Japanese attendees (by rank):

(include title &amp; phonetics)

1. MR. Seichi Tozaki, chairman C. Itoh
2. MR. Masaru Suzuki, Director General Manager Overseas Administration & Planning Dept.
3. MR. Yoshinori Takegawa, Assistant General Manager Overseas Administration & Planning Dept.
4. MR. Yukio Onuma, Manager Western Hemisphere Team, " " " "
5. X MR. Akishiko Yoshioka, Manager Softwood Dept.
- 6.
- 7.

## Meeting agenda:

1. MR. Tyran to introduce MR. Tozaki to Governor.
2. Thank C. Itoh for importing largest amount of Oregon lumber.
3. encourage C. Itoh to continue imports of Oregon lumber.
- 4.
- 5.
- 6.
- 7.

Hand-Out: Brochure

Gift: Pen Set to Chairman Tozaki  
medallions to others

Transportation by MOFA car.

## DETAILED MEETING AGENDA:

Meeting with: Crown Prince & Princess

Date: Sept 11

Time start: 2:00

Time Finish: 2:30

Location: Imperial

Room/Floor: (escorted)

## Oregon attendees (by rank):

1. Governor
2. Wolfard
3. Anderson
- 4.
- 5.
- 6.
- 7.
- 8.
- 9.

## Spokesperson:

Governor

## Japanese attendees (by rank):

(include title & phonetics)

1. Crown Prince, Akihito
2. Princess, Michiko
- 3.
- 4.
- 5.
- 6.
- 7.

## Meeting agenda:

1. Gifts
2. - GOBI FISH
- 3.
4. - TWO PICTURES - BY VALERIE WILLSON
5. " BRIDGE OF THE GODS - WUYEAST "
6. " BRIDGE OF THE GODS - KLICKITAT "
- 7.

## TRANSPORT:

1. BY MOFA CAR.

## DETAILED MEETING AGENDA:

Meeting with: Ministry of Finance

Date: Sept 11

Time start: 3:30

Time Finish: 4:00

Location: Ministry of Finance 1-3-1, Kasumigaseki, Chiyoda-ku, Tokyo

Room/Floor: tel. 501-1511  
escorted

## Oregon attendees (by rank):

1. Governor
2. Wolfard
3. Andersen
- 4.
- 5.
- 6.
- 7.
- 8.
- 9.

## Spokesperson:

## Japanese attendees (by rank):

(include title & phonetics)

1. Mr. Tomomitsu Oba
- 2.
- 3.
- 4.
- 5.
- 6.
- 7.

## Meeting agenda:

1. encourage Japanese banking in Oregon
2. Bank of Tokyo - oldest branch in USA.
3. encourage investment in Oregon
- 4.
- 5.
- 6.
- 7.

## HANDOUT:

1. BROCHURE

GIFTS: NONE

TRANSIT: IN ODA CAR

GOVERNOR'S DETAILED MEETING AGENDA

Date: September 12, 1984

Transit time to this meeting/vehicle: 45 minutes/MoFA car.

Meeting with: Sony Corporation, Tour of Headquarters.

Time start: 9:30

Time finish: 11:00

Location: Sony Corp. 6-7-35, Kita-shinagawa-ku, Tokyo; Tel. 448-2111

Room/floor: to be escorted

Oregon attendees: Governor Atiyeh

John Anderson

Larry Wolfard

Thayer

mission members electing to go.

Japanese attendees:

Akio Morita

Mr. Kodama, Chairman Sony-

Tektronix.

Agenda:

- ~~xxx~~ Personally invite Mr. Morita to the Oregon reception (he has informally agreed, but needs to be personally invited! The reception is at 6:00 PM in the Hikari Room at the Imperial Hotel)
- Thank him for the Keidanren report.
- Now that Oregon has done away with the Unitary tax, he needn't invest in Indiana anymore - Oregon is closer and nicer!
- Thank him for all his help with Keidanren sponsorship, etc.

Action(s) requested:

Consider Oregon for next investment.

Help us with contacts in Japan.

Return to Oregon soon.

~~Medallions to Morita's staff - 5 boxes.~~

~~No gift for Morita at this time - you will be seeing him twice more today.~~

Gifts: SEE GIFT LIST

MORITA - PEN  
KODAMA - PEN

Transit time to next meeting/vehicle: 45 minutes back to hotel/ MoFA car.

GOVERNOR'S DETAILED MEETING AGENDA

Date: September 12, 1984  
Transit time to this meeting/vehicle:  
on foot to Oregon office.

Inspection of new office.

Time start: 12:00  
Time finish: 12:45  
Location: Japan Representative Office  
State of Oregon  
Yurakucho Denki Building 1213  
1-7-1, Yurakucho, Chiyoda-ku,  
Tokyo 100; Tel. 213-3081  
Room/floor: 1213/12th floor  
Oregon attendees: Governor Atiyeh  
and whomever else you wish to take  
Doug Frengie  
Agenda: Inspect the office  
Admire the view  
Use the phone?

Transit time to next meeting/vehicle:  
15 minute walk back to hotel for  
2:00 appointmet with Mr. Shoda

GOVERNOR'S DETAILED MEETING AGENDA

Date: September 12, 1984

Transit time to this meeting/vehicle: in hotel.

Meeting with: Mr. Shoda, honorary citizen of Oregon.

Time start: 2:00

Time finish: 2:25

Location: Governor's suite.

Oregon attendees: Governor Atiyeh  
whomever else you wish to include

Japanese attendees: Mr. Shoda, Honorary citizen of Oregon

Agenda:

- also Princess Michiko's father
- Relate about your visit to his daughter.
- ~~comment on lumber business; he owns a sawmill~~
- invite to visit Oregon
- mention opening of office

Gifts:

Medallion (unless you gave him one last year - otherwise an Oregon II book.

Transit time to next meeting/vehicle: MoFA car will pick you up in front of the hotel at 2:30

GOVERNOR'S DETAILED MEETING AGENDA

Date: September 12, 1984  
Transit time to this meeting/vehicle: 15 minutes/ MoFA car  
Ms. Yishimi escorting.  
Meeting with: Vice Minister Matsunaga, Ministry  
of Foreign Affairs  
Time start: 2:45  
Time finish: 3:15  
Location: Ministry of Foreign Affairs.  
Room/floor: escorted  
Oregon attendees: Governor Atiyeh  
Larry Wolfard  
John Anderson  
Japanese attendees: Vice Minister Matsunaga  
Agenda: · Discuss Oregon's mission in Japan  
· Opening of office  
· Oregon's strong trade (over 52% of  
external trade with Japan)  
relation with his country  
· growing shift of business to West  
Coast as trade with Asia outstrips  
trade with Europe  
· importance of Japan to West  
Coast/Oregon economy  
· and visa versa: of 1984's expected  
GNP growth (in Japan) of 4.75% -  
2% is due to the strength of the  
US market (Economist Magazine).  
Action(s) requested: Encourage Japanese businesses to  
think of the Pacific  
Northwest/Oregon as a stable  
source of raw supplies-food, wood.  
Gifts: none ~~RAW SET~~ none  
Transit time to next meeting/vehicle: 15 minutes to  
Keidanren - gives you an opportunity to stretch your legs  
and walk around the business district for 30 minutes.

## GOVERNOR'S DETAILED MEETING AGENDA

Date: September 12, 1984  
Transit time to this meeting/vehicle: 15 minutes from MoFA,  
or less if you're just walking through the business district

Meeting with: Morita/Iniyama

Time start: 4:00

Time finish: 4:30

Location: Keidanren Kaikan, 1-9-4, Otemachi,  
Chiyoda-ku, Tokyo; Tel. 279-1411

Room/floor: to be escorted

Oregon attendees: Governor Atiyeh  
John Anderson  
Larry Wolfard  
Yokota (interpreter)

Japanese attendees: Mr. Akio Morita  
Mr. Iniyama, Chairman Keidanren

Agenda: Thank Mr. Iniyama for the  
Keidanren report  
• Thank Iniyama for all the support  
his organization has offered in  
putting on the seminar, press  
conference and for providing  
contacts  
• indicate that as a result of the  
study that we are now getting  
strong interest in Oregon  
• mention opening of office  
• invite to reception (already  
extended)

Action(s) requested: further visits to study Oregon  
maybe regional studies  
ask for support in providing  
contacts to our office  
ask for support for next mission?

Handouts: Brochure

Gifts: ~~pen set to Morita~~

Oregon II book to Iniyama FOR KEIDANREN.

Transit time to next meeting/vehicle: Walk to Press  
Conference in room 1104

REVISED

AGENDA OF THE OREGON RECEPTION

September 12, 1984

Imperial Hotel, Hikari Room

- 3:00-5:30 Romm set and guest packets prepared with a) fact brochure, 2) mission brochure and 3) gifts (paper weight)
- 5:55 Receiving line formed. JCA, Governor and Wolfard (First in line, 2nd, 3rd). Yokota, interpreter, stands behind Governor
- 6:00 Start receiving guests
- 6:25 Receiving line released
- 6:30 Anderson gives 1 minute address and introduces Governor (total 2 minutes after interpretation)
- 6:32 <sup>FUJI</sup> Governor's 3 minute presentation (6 minutes total)
- 6:38 Governor introduces <sup>DAVID</sup> Lutjen - Lutjen responds 2 minutes (four minutes total)
- 6:42 Governor introduces <sup>ZENJI</sup> Motomura - Motomura responds 1 minute (2 minutes total)
- 6:44 Governor introduces <sup>MORIKITA</sup> A. Morita - A. Morita speaks for 3 minutes (6 minutes total)
- 6:50 Governor makes announcement and introduces S. Yoshikawa - 2 minutes (4 minutes total) <sup>Fujitsu America, Inc.</sup>  
<sup>Fujitsu Micro-Electronics</sup>
- 6:54 S. Yoshikawa responds - 2 minutes (4 minutes total)
- 6:58 Anderson introduces Mr. Sharp, President of ACCJ - 30 seconds (1 minute total)
- 6:59 Mr. Sharp leads toast
- 7:00-7:15 People mingle <sup>Preview</sup>
- 7:15 Anderson introduces ~~Mr. Ishida, President of FUJI Tele-casting~~ - 30 seconds (1 minute total)
- ~~7:16 Mr. Ishida introduces preview~~
- 7:16-7:30 Preview of "From Oregon with Love"

7:30 Anderson introduces Mr. Ishida, President of Fiji Telecasting  
Mr. Ishida speaks and ~~to~~

7:31 ~~Anderson~~ introduces Mr. Nakamura, Producer - 30 seconds  
(1 minute total)

7:32 Nakamura speaks about Film and introduces actors and  
actresses

7:40 Program ends

7:40-~~8:00~~ People mingle . Reception continues.

~~8:00~~ Reception ends.

GOVERNOR'S DETAILED MEETING AGENDA

Press Conference with Japanese and Oregon Press.

Date: September 12, 1984  
Time start: 4:30  
Time finish: 5:30  
Location: Keidanren Kaikan, Room 1104  
Oregon attendees: Governor Atiyeh  
Larry Wolfard  
John Anderson  
Kennedy  
Lutjen  
Thayer  
Yokota (interpreter)  
Oregon Press delegation

Spokesperson: Governor Atiyeh

Japanese attendees: • Members of Keidanren Press Club -  
all major Japanese media  
• Mr. S. Yoshikawa, Executive  
Director Fujitsu LTD.  
• Mr. N. Yamaguchi, Manager Public  
Relations Fujitsu LTD.

Agenda: • Overview of the mission - purpose  
and participants  
(refer to mission brochure and  
press release)

• Announcement of opening and  
staffing of the Tokyo office  
(refer to press release)  
• David Lutjen, Acting Director  
(refer to his Bio)  
• Mr. Z. Motomura, Senior Advisor  
(refer to his Bio)  
• Ms. Suzuki, Secretary  
• Address: Japan Representative  
Office, State of Oregon  
Yurakucho ("your A ku-cho") Denki  
Bldg. 1213  
1-7-1 Yurakucho, Chiyoda-ku  
("chee-yoda-koo"), Tokyo 100  
Telephone: area code (Tokyo): 03  
213-3081  
Start date: September 25, 1984

• Announce Decision by Fujitsu LTD  
to locate two plants in Oregon  
(refer to press release and  
Company report)

Introduce Mr. S. Yoshikawa,  
Executive Director Fujitsu LTD.  
END

Handouts: (Press Kits)

Press Release-Overview of Mission  
Mission Brochure  
Press Release-Japan Office/Staff

(cont) →



**FUJITSU**

**FUJITSU LIMITED**

6-1, Marunouchi 2-chome, Chiyoda-ku, Tokyo 100, Japan  
Cable: "FUJITSULIMITED TOKYO" Telephone: (Tokyo) 03-216-3211 Telex: (Tokyo) J22833

CONTACT: Public Relations Dept.

Tokyo (03) 215-5236

FOR IMMEDIATE RELEASE

### FUJITSU TO ADVANCE INTO OREGON

TOKYO, September 12, 1984 -- Fujitsu Limited has decided to locate two manufacturing plants, one for magnetic disk drives and one for semiconductors, in the Portland area, Oregon, and informed Governor Victor Atiyeh of the decision yesterday. The plants will be operated respectively by Fujitsu America, Inc. (San Jose), and Fujitsu Microelectronics, Inc. (Santa Clara) which already has one semiconductor plant in San Diego.

Specific sites, scale of production and timing of construction are yet to be decided.

The reasons the Portland area has been chosen are:

1. The state and local governments are very anxious to promote incoming industrial enterprises.
2. The State of Oregon has taken the lead in repealing the unitary tax system.
3. The area is close both to Japan and the headquarters of Fujitsu's two U.S. companies.
4. The area is very suitable for immediate plant operation, with good utilities and transportation, housing facilities, and a pleasant natural environment.
5. Local labor is of high quality.

Fujitsu America, Inc. ( FAI )

Established: July, 1968

Headquarters: San Jose, California

President: Rinzo Iwai

Capitalized: \$52 million

Number of employees: 520

Main activities: Manufacturing and sale of communication equipment,  
sale of computer related equipment and electronic  
components

Plants: Dallas, Texas ( microwave and optical communication  
equipment )  
Palm Bay, Florida ( cables and power supplies for  
magnetic disk drive units )

Fujitsu Microelectronics, Inc. ( FMI )

Established: August, 1979

Headquarters: Santa Clara, California

President: Yutaka Sugiyama

Capitalized: \$25 million

Number of employees: 650

Main activities: Manufacturing and sale of semiconductors,  
sale of personal computers

Plant: San Diego, California ( semiconductors )



David Lutjen Bio.  
Mr. Z. Motomura Bio  
Press Release-Fujitsu LTD  
Fujitsu Company Reports  
Oregon Trade & Investment Facts  
brochure  
also available if desired: Oregon  
Investment Facts Binder - 60 pages  
of in-depth information

Transit time to next meeting/vehicle: 15 minutes to  
hotel/MoFA car.

## BIOGRAPHICAL SKETCH - DAVID D. LUTJEN

David D. Lutjen has been employed by the Oregon Economic Development Department's International Trade Division since 1980. He has held the position of International Trade Specialist. He received his B.S. degree from Portland State University in 1972. Prior to joining O.E.D.D., he was employed by Toyomenka (America), Inc., the U.S. subsidiary of a major Japanese trading company - Toyo Menka Kaisha, Ltd. While at Toyomenka from 1973 to 1980, he held the position of Regional Traffic Manager and in 1976-79, Vice President-Operations of a subsidiary company, Eureka Forest Products, Inc.

David Lutjen's trade development responsibilities with O.E.D.D. have centered on assisting small and medium-sized firms in developing an overseas market for their products. His efforts have been concentrated in the building materials industry and on the Japanese market. In the past three years, he has led three building materials trade missions to Japan and one to Europe and has completed on-site research on the wood products markets in Australia and the People's Republic of China.

30, Aug. 1984

Brief Background of  
Zenji MOTOMURA

1. Born on May 1, 1913.
2. Graduated from TAKAOKA Commercial College in 1934.
3. Entered the Foreign Office, Government of Japan, in 1936.
4. Served in Mainland China, Batavia (now Jakarta), Manila, Hanoi, in 1936 through 1945.
5. Served in Surabaya, Israel, Calcutta, San Francisco, Saudi Arabia, Ireland as a Consul or an Embassy Counsellor, in 1952 through 1975.
6. Served in Portland, Oregon, as a Consul General in 1975 through 1977.
7. Retired from diplomatic service in 1977.
8. Entered a ground engineering firm in Kyoto in 1977 and served as an executive adviser for overseas project.
9. After terminating the above service, entered the DRICO Ltd., of Tokyo as an executive adviser in charge of overseas project.

A handwritten signature in black ink, appearing to read "Zenji Motomura", is written in a cursive style at the bottom right of the page.



September 1984

Governor Victor G. Atiyeh of Oregon, the 10th largest state in the United States, is visiting Japan during his third international trade mission this year.

Atiyeh, 61, son of Syrian-born immigrant parents, was president of a family-owned business in Portland and a 20-year veteran of the Oregon Legislature before being elected governor in 1978. He was re-elected in 1982 by the largest margin of any Oregon governor in more than 30 years.

The longest-serving Oregon legislator ever to be elected Oregon governor, Atiyeh (pronounced "Ah-tee-ah") was a member of the legislative trade and economic development committee. Atiyeh is among a select group of executive-level officials recently appointed to the U.S. International Policy Advisory Committee on Trade, which is headed by Ambassador William E. Brock.

As governor, Atiyeh's highest priority is the diversification of Oregon's economy, especially through the aggressive promotion of Oregon's leadership in world trade.

Earlier this year, Atiyeh led successful Oregon trade missions to Egypt, Saudi Arabia and Israel, and to Taiwan and the Republic of Korea.

Atiyeh is committed to increasing trade with Japan, which already is Oregon's leading international trading partner. He also is working for increased tourism to Oregon, more trade through Oregon's seaports, and greater manufacturing investment in Oregon by companies worldwide.

Governor Atiyeh was responsible for Oregon's decision to open a permanent trade office in Tokyo this year.

He was the leader in Oregon's repeal on July 30 of the state's unitary tax formula. The Legislature, meeting in a one-day special session, approved the governor's plan without change, with 80 of the 89 voting legislators supporting repeal.

Under Atiyeh's leadership, Oregon also is aggressively promoting tourism, business through international trade shows, and investment by domestic and international business.

Today, Oregon's three primary industries are lumber and wood products, agriculture and tourism. However, high-technology industry has made stunning gains during the past decade.

(MORE/OVER)

"Oregon ranks among the top states for high-technology business and employment," Atiyeh says. "We offer an attractive combination of scenic beauty, support for industry, a healthy business environment, a moderate climate, and access to the major markets of California and the Pacific Rim."

Atiyeh, while helping existing Oregon businesses cope with a four-year economic recession, is attempting to recruit diversified business investment in Oregon. In recent years, Oregon has risen to ninth among U.S. states for the number of electronics and software firms, and fourth in the number of such companies per million residents. In August, a headline in The Wall Street Journal described Oregon as "a Mecca for High Tech."

An avid golfer and fisherman, Atiyeh wrote the state's tough laws on clean air and water and actively supports Oregon's long-standing commitment to the environment. The governor believes Oregon's attractiveness as a place to live is an essential ingredient in attracting business executives to live and work in Oregon. In a recent study by the State University of New York, Oregon claimed three of the top 25 U.S. cities in which to live.

Atiyeh also was responsible for streamlining Oregon's first-in-the-nation land-use laws. As a result, Oregon today is enforcing laws to promote orderly growth while also giving business more certainty in land-use decisions than can be found in any other state in the Union.

To assist business in locating suitable plant sites, the governor's administration established a sophisticated, computerized system to identify both sites and buildings. After less than a year in operation, it received an industry award as the fastest system of its kind in the United States.

Atiyeh also has worked hard to maintain a compact, responsive state government that is close to the people of Oregon and that listens to the needs of citizens and business. Governor Atiyeh himself regularly travels the state and is available at the State Capitol to meet with citizens.

Atiyeh also has been a friend of better education in Oregon, a state that boasts among the best-educated people in the United States. Oregon is tied for sixth in the percentage of high school graduates, and Oregon high school students rank second in the United States on a leading college admissions test.

The governor, a believer in tolerance and diversity, was the leader in making racial harassment a felony crime in Oregon. The state's tolerance has caused diverse groups of people to make Oregon their home. Oregon has Japanese schools, churches, restaurants and food stores, service organizations, a newspaper, study groups, cultural arts groups, sports, and a Saturday school at which Japanese youngsters may continue their study of Japanese. A growing number of Oregon high schools offer language instruction in Japanese.

"I have been eagerly looking forward to returning to Japan," said Atiyeh, who visited earlier in his term as governor. "Oregonians know the Japanese as Pacific Rim friends who are reliable, two-way trading partners."

GOVERNOR'S DETAILED MEETING AGENDA

Date: September 12, 1984  
Transit time to this meeting/vehicle:  
30 minutes/Mr. Morita will provide  
transportation.

Dinner with: Mr. Akio Morita

Time start: 8:30  
Time finish: 10:30  
Location: Maxim's Restaurant

Oregon attendees: Governor Atiyeh  
Larry Wolfard  
John Anderson

Japanese attendees: Mr. Akio Morita  
friends of Mr. Morita's.

Gifts: Large medallion for Mr. Morita?  
- see Denny.  
medallions for others (loose).

\*\*\*\*\*

Late evening meeting with select friends of Mr. Morita's.

Time start: 10:30  
Time finish: 11:30

GIFT LIST - SEPTEMBER 12, 1984 - WEDNESDAY

- 1). Sony Corporation - 2 pen sets - Messrs. Morita and Kodama
- 2). Mr. Shoda - 1 boxed medallion
- 3). ~~M.O.F.A. - 1 pen set - Mr. Matsunaga~~
- 4). Keidanren - 1 Oregon book - Mr. Inayama
- 5). Dinner with A Morita - 7 boxed medallions and/or flag pins

GOVERNOR'S DETAILED MEETING AGENDA

Date: September 13, 1984  
Transit time to this meeting/Vehicle: 45 minutes by company car; pick-up in front of hotel. Thayer and Kennedy to follow in taxi.

Meeting with: **Blue Star (Corporation #1.)**

Time start: 9:30  
Time finish: 10:30  
Location: Blue Star Corp., NS bldg, 2-4-1, Nishi Shinjuku, Shinjuku ku, Tokyo; Tel. 7121-348

Room/floor: 11th floor, escorted  
Oregon attendees: Governor Atiyeh  
Larry Wolfard  
John Anderson  
Kennedy  
Thayer

Japanese attendees: **Mr. Ichiro Hattori, Chairman of the Board Blue Star Corp.**  
**Mr. Mitsohiro Tsuchihashi, Managing Director Blue Star Corp.**  
**Mr. Toshio Kimura, General Manager International Marketing Dept., Blue Star Corp.**  
**Mr. Komori, Assistant to Mr. Kimura**

Agenda: 

- Thank Blue Star for considering Oregon.
- Ask about progress of their negotiations
- Can we be of further assistance -
- Thayer has been actively involved in the case for over a year.
- You (Governor) would like very much to make a joint announcement with the company.
- When do they foresee a formal announcement?
- Can we assist in this regard?

Action(s) requested: Formal announcement  
Joint statement.  
Role in orchestrating the announcement  
Brochure

Handouts:  
Gifts: **Book to Hattori**  
**Pen set to Tsuchihashi**  
**Medallions to Kimura and Komori**

Transit: Transit time to next meeting/vehicle: 45 minutes to hotel/Company car. You have 15 minutes (11:15-11:30) to rest before heading out to the banker's lunch.

DETAILED MEETING AGENDA

Date: September 13, 1984  
Transit time to this meeting/Vehicle: 15 minutes to Sumitomo Kaikan/MoFA car.  
Meeting with: **Banker's Luncheon**

Time start: 12:00  
Time finish: 1:30  
Location: Sumitomo Kaikan - transportation by MoFA car.  
Room/floor: to be escorted in.  
Oregon attendees: Governor Atiyeh  
Larry Wolfard  
John Anderson  
Kennedy  
Thayer  
Lutjen  
Hanson  
Honeyman  
Durham  
Alterman  
Japanese attendees: see attached list

Agenda: introductions  
small talk before seating  
Mr. Murai will discuss the visit to Oregon by the bankers  
(they were invited by PDC)  
He may then discuss the formation of an informal working group - whose main purpose is a "friends of Oregon group".  
(We have offered the services of our office & dept. to provide ties/contacts)  
He will then introduce Governor Atiyeh  
Short Speech:  
• Grateful for assistance and friendship  
• Welcomes close working relationship with financial network  
• Such ties beneficial to both sides  
• Would like to extend welcome to bankers should they return to Oregon  
• Encourage them to use the investment information services of the dept.  
• Encourage them to produce their own material for their clients - regional oriented investment studies, perhaps. (they will be meeting following the lunch to discuss the nature of their informal group  
(we suggested a more formal group producing regional studies. Their initial response was lukewarm.)  
• With the growth of Japanese investment in Ore. we would encourage a greater presence of Japanese banking.  
• Mention Office/Lutjen=Acting Director.  
• Thank for hospitality, welcome their group efforts and pledge support.

Handouts: Brochures

Gifts:

Book to Murai (host)

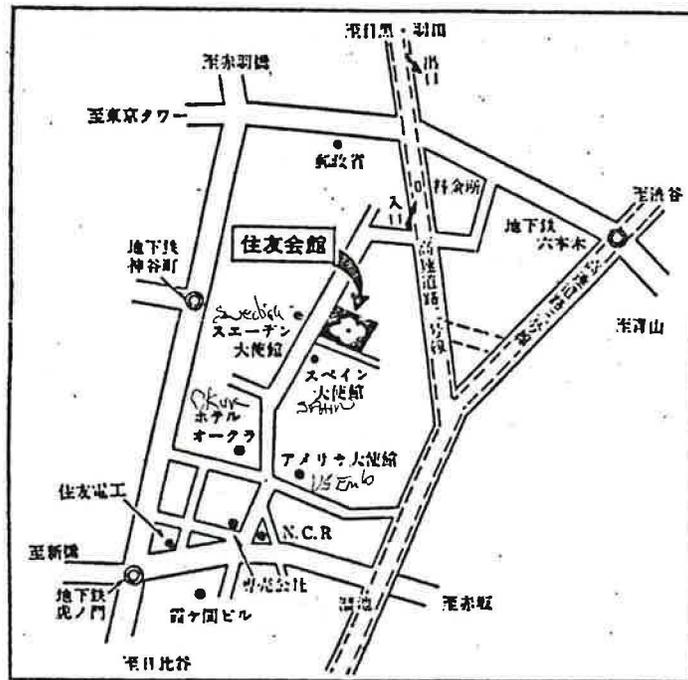
Medallions to 8 others.

Transit time to next meeting/vehicle:

15 minutes to Communications Industry Association of Japan/MoFA car.

— *Somitomo Kaikan*

### 東京住友会館案内図



東京都港区六本木1丁目5番11号  
電話 東京 (584) 4 5 6 1 (代表)

Attendees' List

September 13, Luncheon,  
At the SUMITOMO guest-house

(U.S. Side)

Victor ATIYEH : Governor,  
State of Oregon

John ANDERSON : Director,  
Oregon Economic Development Dept.

Tom KENNEDY : Deputy Director,  
Oregon Economic Development Dept.

Jim THAYER : Manager,  
International Investment Dept:

Larry WOLFARD : Vice President,  
Pacific Northwest Bell

Clifford ALTERMAN : Attorney at Law

Jim DURHAM : SVP Portland General Electric

Craig HONEYMAN : Director, Government Relations,  
Northwest Natural Gas Company

Wayne HANSON : Director, Advance Industrial Planning,  
CH2M HILL

David LUTJEN : State Officer

(Japanese Side)

Mutsuo MURAI : General Manager, Financial Service Dept.,  
THE BANK OF TOKYO, LTD.

Masaru OHNO : General Manager, Tokyo Foreign Business  
Dept., THE SUMITOMO BANK, LTD.

Eisuke FUKAO : Head of International Business  
Consulting Office, THE FUJI BANK, LTD.

Senzaburo TAGUCHI : Assistant General Manager & Head of Trade  
& Investment Consulting Office,  
THE DAI-ICHI KANGYO BANK, LTD.

Tateo FUJIWARA : Manager, Corporate Business Division 7,  
THE LONG-TERM CREDIT BANK OF JAPAN, LTD.

Toshio MORITA : Manager, Information & Business  
Development Office,  
MITSUBISHI BANK

Akira USHIKI : Manager,  
International Investment Service Dept.,  
THE INDUSTRIAL BANK OF JAPAN, LTD.

Junichi UMEDA : Staff Writer, THE JAPAN ECONOMIC JOURNAL,  
International Weekly Edition of THE  
NIHON KEIZAI SHIMBUN

Koichi OMURA : Assistant Director,  
Information Service Division,  
JAPAN EXTERNAL TRADE ORGANIZATION



GOVERNOR'S DETAILED MEETING AGENDA

Date: September 13, 1984  
Transit time to this meeting/Vehicle: 10 minutes by MoFA car-arrive by 2:50,  
Meeting with: Electronics Industry Association /Japan

Time start: 3:00  
Time finish: 3:45  
Location: Tosho Bldg., 3-2-2, Marunouchi, Chiyoda-ku, Tokyo; Tel.211-2765  
Room/floor: Sky Room/8th floor- You will be met by Mr. Harada

Oregon attendees: Governor Atiyeh  
Larry Wolfard  
John Anderson  
Kennedy  
Thayer  
Hanson  
Honeyman  
Durham  
Alterman

Japanese attendees: Toshio Takai, Executive Vice President of Electronics Industry Association of Japan  
Ken Nakamura, Vice President NEC

Agenda:

~~3:00 Takai: Opening Comments~~

3:05 Governor Atiyeh-Short Speech

1. Thanks for opportunity...
2. Thanks for Takai's Comments.
3. OR committed to Pac Rim Associations
4. Japan is especially important to us
5. Oregon = Silicon Forest
6. NEC "pioneered" in Oregon!!!!
7. Fujitsu = \$ 170 million investment
8. Unitary Tax
9. Keidanren report
10. Labor availability/ Livability
11. Lower costs for land, no sales tax on your capital investment in equipment
12. Ore. committed to work w/you all the way - any problems you encounter!

*10 MEMBERS OF TRADE MISSION*

*KABUKI USIT*

*Governor Atiyeh*

*No Simultaneous Translation - keep it short*

3:20 Anderson:

1. Professional team to help U locate
2. "We have a secret"- confidential!
3. Computerised land inventory system.
4. Tokyo office
5. Come visit and see OR & how we work for you

*Anderson*

Nakamura: NEC's Experience in Oregon

Handouts:

Brochures

Gifts:

Pen set - Takai  
Medallion - Nakamura

*Transit: 15 minutes by Fuji limo (3x) to Fuji reception!*

## DETAILED MEETING AGENDA:

Meeting with: **Fuji T. V. Reception**

Date: September 13, 1984 Thursday

Time start: 4:00PM Meet Mr. Hirose and interpreter at Bell Captain's Desk  
Main Lobby

Time Finish: 5:00PM 3 limousines

Location: Akasaka Prince Hotel

Room/Floor: Escorted by staff of Fuji TV

Oregon attendees (by rank):

1. Governor
2. Wolfard
3. Anderson
4. Kennedy
5. Taylor
6. Miles
- 7.
- 8.
- 9.

Spokesperson: Governor

Japanese attendees (by rank):

(include title & phonetics)

1. Mr. Ishida, President, Fuji TV
2. Mr. Nakamura, Producer, "Film Oregon With Love"
3. Many other Fuji TV officers and staff
- 4.
- 5.
- 6.
- 7.

Meeting agenda:

1. Arrive 4:30 PM (Premier showing will begin at 4:00 PM, end 5:30 PM)
2. 5:30 Reception begins
3. 5:40 Governor gives 1 minute speech (translation 1 minute)
4. 6:00 Depart for hotel
- 5.
- 6.
- 7.

**NOTE: No gift or Handouts**

Gifts for September 13, 1984

Blue Star:

Book - Hattori  
Pen set - Tsuchihashi  
Medallions - Kimura & Komori

Banker Luncheon:

Book - Murai  
Medallions - all others = 8

Communications Ind.

Osawa - pen set  
~~Kurosaki - penset~~  
Kurosaki - medallion

EIAJ

penset - Takai  
~~medallion~~ - Nakamura

Fuji

no gifts

GOVERNOR'S DETAILED MEETING AGENDA

Date: September 14, 1984  
Transit time to this meeting/Vehicle:  
45 minutes by company limosine

Meeting with: Corporation # 2 (Cancun)

Time start: 9:30  
Time finish: 11:00  
Location: escorted by company car  
Oregon attendees: Governor Atiyeh  
Larry Wolfard  
John Anderson  
Kennedy  
Thayer  
Hanson  
Alterman

Japanese attendees: Shozo Shimizu, Execdutive Vice  
President  
Ryuichi Murakami, Senior Vice President ] IN CHG. OF  
KENNEDY OPERATIONS  
Ken Nakamura, Vice President  
Yoichi Numata, General Manager, North  
American Business Development &  
Coordination Division  
Hiroshi Shigehara, General Manager,  
North American Network Assistance  
Division  
Isamu (Sam) Maejima, Manager North  
American Business Development &  
Coordination Division  
Kazuhiro Todokoro, Assistant Manager,  
North American Business Development and  
Coordination Division

Agenda: Thank Cancun for hospitality and  
limosines  
Thank Cancun for Pioneering in Oregon  
Although Cancun has many other plants  
in US, Oregon appreciates the impact  
that their first investment (by a  
Japanese firm) had on bringing further  
investment into oregon.  
It is importnat that Cancun realize  
that Oregon stands by them from here on  
- not just at the beginning.  
Oregon is a state of loyal people - not  
just get rich quick gold seekers!  
Cancun has a special place in Oregon  
history and they will nto be forgotten  
even though more firms may follow.  
Cancun and I share in a dream: to Make  
Oregon the high High tech center of the  
US.

Action(s) requested: We hope that you feel a part of Oregon and come to me if you have any problems.

My staff especially OEDD is dedicated to a long term relationship.

So far you have had your "first date" with Oregon

Before long you will realize that we want a long term relationship and like a good marriage the love will grow and strengthen both Cancun and Ore. We want you to grow in OR. and prosper!

Handouts:

Gifts:

Brochures

Snimizu - book

Murakami - penset

Nakamura - pen set

4 others - medallions

Transit time to next meeting/vehicle:

45 minutes by company car to Imperial Hotel for Wood Products Industry luncheon.

**AGENDA OF MEETING WITH GOVERNOR VICTOR ATIYEH**  
**AND HIS STAFF DELEGATION**

**DATE :** September 14th (Friday), 1984

**TIME :** 9:30 A.M. - 10:30 A.M.

**PLACE :** NEC Headquarters 21st Floor ( Decision Room )

**SCHEDULE :**

<b>9:30 A.M. - 9:45 A.M.</b>	Greetings by S. Shimizu (Executive Vice President)
<b>9:45 A.M. - 10:05 A.M.</b>	16 m/m Film (C & C World)
<b>10:05 A.M. - 10:30 A.M.</b>	General Discussion

**VISITORS :**

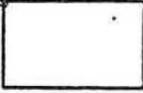
<b>Governor Victor Atiyeh</b>	Governor of State of Oregon
<b>Mr. Larry Wolfard</b>	Chairman of Oregon Economic Development Commission Vice President, Pacific Northwest Bell
<b>Mr. John C. Anderson</b>	Director of Oregon Economic Development Department
<b>Mr. Jim Thayer</b>	Manager of International Investments, Oregon Economic Development Department
<b>Mr. Clifford Alterman</b>	Attorney at Law with Firm of Kell, Alterman & Runstein
<b>Mr. E. Wayne Hanson</b>	Director, Advanced Industrial Planning, CH2M Hill
<b>Mr. Tom Kennedy</b>	Assistant Director of Oregon Economic Development Department

**NEC ATTENDANTS :**

<b>Shozo Shimizu</b>	Executive Vice President
<b>Ryuichi Murakami</b>	Senior Vice President
<b>Ken Nakamura</b>	Vice President
<b>Hiroshi Shigehara</b>	General Manager, North America Network Systems Division
<b>Yoichi Numata</b>	General Manager, North America Business Development and Coordination Division
<b>Isamu Maejima</b>	Manager, North America Business Development and Coordination Division

I. Maejima  
Mgr.

North America Business  
Development and  
Coordination Div.



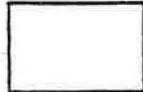
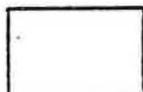
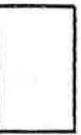
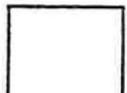
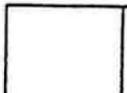
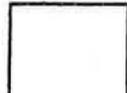
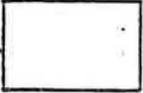
Y. Numata  
General Mgr

K. Nakamura  
V.P.

S. Shimizu  
E.V.P.

R. Murakami  
S.V.P.

H. Shigehara  
General Mgr



J. Thayer

T. Kennedy

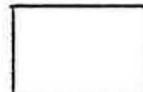
J. Anderson

Governor  
V. Attiyeh

L.L. Walford

C. Alterman

E.W. Hanson



Date : Sep. 14th

Time : 9:30 Am - 10:30 Am

Place : Decision Room (NEC Headquarters 21st Floor)

TTAILED MEETING AGENDA: Western Wood Products Association Press  
Conference Luncheon

Meeting with: W.W.P.A., J.L.I.A., Asahi Shimbun, Japan Economic Journal

Date: September 14, 1984

Time start: 11:45 am

Time Finish: 1:10 pm

Location: Imperial Hotel

Room/Floor: Matsu Room - Fourth Floor - Main Building

Oregon attendees (by rank):

1. Governor
2. Wolfard
3. JCA
4. Frengle
5. Lutjen
6. Ken Moore
7. Steve Felkins
8. Louis Carlson
- 9.

Spokesperson: Ikuo Yamaguchi, Japan Representative, Western Wood Products Assn.  
Governor Atiyeh

Japanese attendees (by rank):

(include title & phonetics)

1. A. Gunji, Japan American Lumber Conference (ret.)
2. H. Yamada, Japan Lumber Importers Association
3. A. Kajiyama, Japan 2x4 Home Builders Association
4. Ikuo Yamaguchi ("YAMI"), Japan Representative, W.W.P.A.
5. M. Cann Erickson Representative
6. Mr. Baskerville, Weyerhaeuser, SA
7. + 10 more

Meeting agenda: Controlled by W.W.P.A. but to include, at some point, a

1. short speech by Governor to promote Oregon as a source of high quality
2. building materials (both finished and unfinished) and the fine efforts of
3. Western Wood Products Assn. to promote the use of wood products in Japan.

- 4.
- 5.
- 6.
- 7.

NO GIFTS AT THIS FUNCTION

GOVERNOR'S DETAILED MEETING AGENDA

Date: September 14, 1984  
Transit time to this meeting/Vehicle:  
15 minutes by MoFA car

Meeting with: Keidanren Seminar

Time start: Arrive 1:15  
Seminar starts: 1:30

Time finish: 4:15+

Location: Keidanren Kaikan, 1-9-4, Otemachi,  
Chiyoda-ku, Tokyo; Tel. 279-1411

Room/floor: 1004/ 10th floor

Oregon attendees: Governor Atiyeh

Larry Wolfard

John Anderson

Kennedy

Thayer

Frengle

Lutjen

Hanson

Honeyman

Durham

Alterman

Gaffney

Japanese attendees: Morita  
Ibiyashi, Dir. Econ. Affairs Dept  
Keidanren  
Ken Nakamura, VP NEC

Agenda: 1:30 Ibiyashi - Opening Comments  
1:35 - Morita: Keidanren Mission, etc  
1:50 Governor Atiyeh (20 minutes)  
2:10 John Anderson  
2:15 Questions  
2:20 Oregon Video  
2:45 Coffee Break  
2:55 Thayer  
3:00 Nakamura  
3:15 Honeyman  
3:25 Durham  
3:35 Hanson  
3:45 Gaffney  
3:55 Alterman  
4:05 Questions  
4:10 Ibiyashi  
4:15 END

Handouts: Oregon Investment Facts - binders  
Trade and Investment Facts - brochure  
Mission Brochure  
2 Bank newsletters re: Oregon economy  
Arthur Anderson leaflet  
Plantek folder  
PGE brochure  
Comparative Electricity rates - leaflet

Gifts: Governor's business card holders.

List of Participants

16:00 - 16:30  
September 12, 1984  
at Keidanren Kaikan, 10th Floor, Cherry Room

\* \* \* \* \*

Guests:

Victor Atiyeh	Governor State of Oregon
Larry Wolfard	Chairman Economic Development Commission State of Oregon Vice President Oregon Pacific Northwest Bell Telephone
John C. Anderson	Director Oregon Economic Development Department

Hosts:

Yoshihiro Inayama	Chairman, Keidanren Honorary Chairman Nippon Steel Corporation
Akio Morita	Chairman Committee on International Investment & Technology Exchange, Keidanren Chairman & Chief Executive Officer Sony Corporation
Keijiro Koyama	Managing Director Keidanren
Tsuguio Ibayashi	Director International Economic Affairs Department Keidanren

The proposed agenda for the Keidanren (September 14, 1984) seminar will be as follows:

<u>TIME</u>	<u>TOPIC</u>	<u>SPEAKER</u>
1:30-1:45	The Keidanren Perspective	Morita
1:45-2:00	Governor's Comments (Unitary Tax, etc.)	Governor Atiyeh
2:00-2:05	Oregon's Investor Assistance (OEDD's role)	John Anderson
2:05-2:30	Oregon Video	
2:30-2:40	Break	
2:40-2:55	The NEC Investment in Oregon	Ken Nakamura
2:55-3:00	The Investor's Guide to Oregon	Jim Thayer
3:00-3:20	The Northwest Energy Perspective	
	Natural Gas (NW Natural Gas Co.)	Craig Honeyman
	Electricity (PGE)	Jim Durham
3:20-3:30	Site Preparation and Construction	Wayne Hanson
3:30-3:40	Oregon Tax Overview (Arthur Andersen & Co.)	Jim Gaffney
3:40-3:45	Questions and Answers	
3:45	Closing Comments	Keidanren Repr.

Keidanren Agenda

9/14/84

1:30	Ibiyashi	Opening Comments	"ORE. A SPECIAL CASE"
1:35	Morita	Keidanren Investment Mission Review	
1:50	Governor	Oregon Overview	
2:10	Anderson	How Oregon Helps Investors	
2:15		Questions & Answers	
2:20		Oregon Video	
2:45		Coffee Break	
2:55	Thayer	Introduction to Oregon Investment Facts	
3:00	Nakamura	NEC's Experience in Oregon	
3:15	Honeyman	Ore. Energy: Natural Gas	
3:25	Durham	Ore. Energy: Hydroelectric & Nuclear	
3:35	Hanson	Site Preparation and Construction	
3:45	Gaffney	Oregon Tax Perspective	
3:55	Alterman	Oregon's Investment Climate	
4:05		Questions & Answers	
4:10	Ibiyashi	Closing Comments	
4:15		END	

SPEECH BY GOVERNOR VIC ATIYEH  
KEIDANREN MEETING  
SEPTEMBER 14, 1984

PREPARED TEXT

I AM DELIGHTED TO BE WITH YOU TODAY.

I HAVE BEEN EAGERLY LOOKING FORWARD TO VISITING YOUR  
COUNTRY AGAIN.

I HAVE BEEN ESPECIALLY EAGER TO MEET WITH YOU SINCE THE  
PRODUCTIVE VISIT OF YOUR KEIDANREN TEAM TO OREGON ~~SEVERAL WEEKS~~<sup>NOT TOO LONG</sup>  
AGO.



JAPAN AND OREGON HAVE BEEN VERY GOOD FRIENDS ... PERHAPS  
THAT IS BECAUSE WE HAVE SO MUCH IN COMMON.

OREGON, AS YOU KNOW, IS LOCATED ON THE 45TH PARALLEL ...  
DIRECTLY ACROSS THE PACIFIC OCEAN FROM YOUR CITY OF HOKKAIDO.

LIKE OREGON, YOUR LAND IS A BEAUTIFUL ONE.

LIKE OREGON, YOUR PEOPLE ARE FRIENDLY AND INDUSTRIOUS.

LIKE OREGON, YOU ARE A PEOPLE WITH YOUR EYE ON THE  
FUTURE.

---

WE ARE PEOPLE WHO MEASURE OUR SUCCESSES NOT ONLY FOR TODAY ... BUT ALSO IN HOW THEY PREPARE US FOR OUR FUTURE.

---

OUR PEOPLE HAVE WORKED TOGETHER IN PARTNERSHIP FOR GENERATIONS.

IT WAS IN 1791 THAT THE FIRST SAILING SHIPS FROM THE NORTHWEST OF AMERICA ... SHIPS BELIEVED TO HAVE BEEN CARRYING FURS ... ENTERED JAPANESE WATERS.

SINCE THAT TIME, THE TRADE BETWEEN US ... AND OUR APPRECIATION FOR EACH OTHER AS RELIABLE BUSINESS PARTNERS ... HAS GROWN STEADILY AS WE HAVE CEMENTED OUR FRIENDSHIP.

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TODAY, JAPAN'S TRADE WITH OREGON ACCOUNTS FOR MORE THAN HALF OF MY STATE'S COMMERCE WITH THE NATIONS OF THE WORLD.

WE IN OREGON VALUE JAPAN'S ROLE AS OUR NUMBER-ONE TRADING PARTNER.

WE VALUE OUR COMMON OBJECTIVES IN INCREASING TRADE AMONG NATIONS OF THE PACIFIC RIM... A REGION THAT IN 25 YEARS IS EXPECTED TO BE HOME TO HALF THE WORLD'S POPULATION.

---

IN RECOGNITION OF THE IMPORTANCE OF TRADE TO OREGON... OREGON IS STEADFASTLY COMMITTED TO FREE TRADE AMONG NATIONS.

SOME OF YOU KNOW OREGON BECAUSE YOU HAVE VISITED US.

MORE OF YOU KNOW OREGON BECAUSE THE LEGISLATURE IN MY STATE RECENTLY VOTED TO REPEAL THE UNITARY METHOD OF TAXING MULTINATIONAL CORPORATIONS.

I TOOK LEADERSHIP TO REPEAL THE SO-CALLED "UNITARY TAX" BECAUSE OF MY COMMITMENT TO THE CREATION OF NEW INDUSTRY IN MY STATE.

BUT THE UNITARY TAX IS WHAT OREGON DOES <sup>NOT</sup> NOT HAVE.

YOU KNOW ABOUT THAT.

TODAY I WANT TO TELL YOU ABOUT WHAT MY STATE DOES HAVE.

OREGON'S COMMITMENT TO THE FUTURE IS TO ATTRACT AND RETAIN INCREASED INVESTMENT BY RESPONSIBLE COMPANIES THAT ARE LOOKING FOR A HEALTHY ENVIRONMENT IN WHICH TO DO BUSINESS.

IT IS OREGON'S HEALTHY BUSINESS CLIMATE THAT HAS ATTRACTED THE ATTENTION OF RESPECTED COMPANIES SUCH AS N-E-C AMERICA ... AND WHICH PROMPTED N-E-C AMERICA TO ELECT TO LOCATE A NEW FIBER OPTICS PLANT IN OREGON, <sup>PIONEERING JAPAN'S VENTURE</sup> INTO MY STATE & JUST ~~YESTERDAY~~ <sup>YESTERDAY</sup> BEFORE YESTERDAY FUJITSU, LTD ANNOUNCED ~~THE~~ PLANTS IN OREGON.

IT IS THAT HEALTHY CLIMATE FOR BUSINESS THAT HAS ATTRACTED HIGH-TECHNOLOGY COMPANIES TO MAKE SIZABLE INVESTMENTS IN OREGON.

---

IN OREGON, WE TALK ABOUT OUR "SILICON FOREST."

WHEN WE SPEAK OF OUR "SILICON FOREST," WE ARE SPEAKING OF COMPANIES SUCH AS INTEL, HEWLETT-PACKARD, WACKER SILTRONIC, TEKTRONIX AND OTHERS THAT ALREADY DO BUSINESS IN OREGON.

WHEN WE SPEAK OF OREGON'S "SILICON FOREST," WE ARE TALKING ABOUT A STATE THAT RANKS NINTH IN THE UNITED STATES IN THE NUMBER OF ELECTRONICS AND COMPUTER SOFTWARE FIRMS.

WHEN WE SPEAK OF OREGON'S "SILICON FOREST," WE ARE TALKING ABOUT A STATE THAT RANKS FOURTH IN THE NUMBER OF HIGH-TECHNOLOGY FIRMS PER MILLION RESIDENTS.

WE ARE TALKING ABOUT A STATE THAT IS AHEAD OF THE NATIONAL AVERAGE IN THE NUMBER OF HIGH-TECHNOLOGY EMPLOYEES PER THOUSAND RESIDENTS.

WHEN WE TALK ABOUT THE RAPID GROWTH OF OREGON'S "SILICON FOREST," WE ARE TALKING NOT ONLY ABOUT THE SIGNIFICANT DECISIONS OF COMPANIES SUCH AS N-E-C AMERICA ~~AND~~ FUJITSU, LTD.

WE ALSO ARE TALKING ABOUT THE GROWING COMMITMENT OF COMPANIES SUCH AS INTEL AND WACKER SILTRONIC THAT ARE ADDING HUNDREDS OF EMPLOYEES IN OREGON.

AND WE ARE TALKING ABOUT THE HEALTHY ENTHUSIASM AND THE ENTREPRENEURIAL CONFIDENCE OF THE MANY NEW COMPANIES THAT HAVE CHOSEN TO DO BUSINESS IN OREGON.

THESE COMPANIES HAVE CHOSEN TO OPERATE, TO GROW AND TO PROSPER IN OREGON BECAUSE OREGON OFFERS A SOPHISTICATED ENVIRONMENT IN WHICH TO DO BUSINESS.

THE IRONY IS SOME PEOPLE ... EVEN IN THE UNITED STATES ... STILL BELIEVE WESTERN STATES SUCH AS OREGON ARE INHABITED MOSTLY BY COWBOYS WHO FREQUENT WILD-WEST SALOONS, RIDE HORSES IN CATTLE ROUNDUPS AND STROLL ON WOODEN SIDEWALKS.

NOTHING COULD BE FURTHER FROM THE TRUTH.

WHEN YOU DECIDE TO DO BUSINESS IN OREGON'S "SILICON FOREST," YOU NEED FEEL NO ANXIETY ABOUT BECOMING LOST IN AN ISOLATED WILDERNESS.

OREGON HAS THE SERVICES COMPANIES REQUIRE ... SERVICES SUCH AS ROADS AND HIGHWAYS ... SUCH AS SUPPLIERS, SERVICE INDUSTRIES AND DISTRIBUTION CAPABILITIES ... AND SUCH AS A TRAINED AND HARD-WORKING LABOR FORCE.

CORPORATE EXECUTIVES TELL ME ONE REASON THEY CAN OPERATE PROFITABLY IN OREGON IS THEIR EMPLOYEES WORK HARD ... THEIR ABSENTEEISM IS LOW ... AND THEY BELIEVE IN A GOOD DAY'S WORK FOR A FAIR DAY'S PAY.

WORK STOPPAGES BY OREGON WORKERS ARE BELOW THE NATIONAL AVERAGE.

OUR PEOPLE IN OREGON RANK AMONG THE BEST-EDUCATED IN THE UNITED STATES.

AMONG THE 50 STATES, OREGON IS TIED FOR SIXTH IN THE PERCENTAGE OF HIGH SCHOOL GRADUATES.

ON COLLEGE-ENTRANCE EXAMINATIONS, OREGON STUDENTS RANK SECOND IN THE NATION.

---

OREGON IS PROUD OF ITS SOPHISTICATED, COMPUTERIZED SYSTEM TO HELP COMPANIES QUICKLY IDENTIFY SERVICED SITES ON WHICH THEY MAY WISH TO LOCATE.

OREGON OFFERS AN ATTRACTIVE LIFESTYLE THAT COMPARES FAVORABLY WITH WHAT YOU ENJOY HERE IN JAPAN.

A QUALITY WE CALL "LIVABILITY" MEANS OREGON IS A DESIRABLE LOCATION FOR EXECUTIVES AND MANAGERS TO LOCATE.

YOU WILL CONFRONT NO DIFFICULTY FINDING EXCELLENT PEOPLE WHO WANT TO WORK IN OREGON.

OREGON DOES NOT SUFFER FROM THE RAVAGES OF VIOLENT CRIME THAT FRIGHTENS PEOPLE IN URBAN AREAS INTO TAKING EXTRAORDINARY PRECAUTIONS JUST TO PROTECT THEIR FAMILIES.

IN OREGON WE DO NOT HAVE FRUSTRATING TRAFFIC CONGESTION ON OUR FREEWAYS AND CITY STREETS.

OUR POPULATION DENSITY IN OREGON IS ONLY 10.3 PEOPLE PER SQUARE KILOMETER.

IN FACT, THE TYPICAL OREGONIAN SPENDS NO MORE THAN 10 TO 15 MINUTES COMMUTING TO WORK.

THE RELATIVELY SMALL POPULATION IN OREGON ALSO RESULTS IN A STATE GOVERNMENT THAT IS SMALLER, MORE COMPACT, MORE STREAMLINED ... A STATE GOVERNMENT THAT IS MORE RESPONSIVE TO THE NEEDS OF ITS CORPORATE AND PRIVATE CITIZENS.

MORE THAN EIGHT-THOUSAND OF OREGON'S CITIZENS ARE JAPANESE WHO LIVE, WORK AND REAR THEIR FAMILIES AS OUR NEIGHBORS IN OREGON. WE VALUE THEIR INGENUITY, THEIR INDUSTRIOUSNESS ~~AND~~ THEIR FRIENDSHIP, <sup>RESPONSIBLE</sup> THEIR LONG TRADITION OF CONTRIBUTION TO OUR STATE. ~~AND~~ I PERSONALLY HAVE KNOWLEDGE OF THIS BECAUSE <sup>IN MY YOUNGER YEARS</sup> ~~AS I WAS~~ ~~GOING TO SCHOOL~~ JAPANESE AMERICANS WERE MY SCHOOL MATES.

IN OREGON, WE HAVE JAPANESE SCHOOLS ... INCLUDING THE SATURDAY SCHOOL WHERE STUDENTS MAY CONTINUE INSTRUCTION IN THE JAPANESE LANGUAGE.

IN OREGON, WE HAVE JAPANESE CHURCHES ... JAPANESE CULTURAL ARTS GROUPS ... JAPANESE SERVICE ORGANIZATIONS AND JAPANESE STUDY GROUPS.

IN OREGON, WE HAVE JAPANESE RESTAURANTS AND FOOD STORES ... A JAPANESE NEWSPAPER ... AND THE BEAUTIFUL JAPANESE GARDENS IN OUR CITY OF PORTLAND.

PORTLAND IS HOME OF THE OLDEST BRANCH OF THE BANK OF TOKYO TO BE FOUND IN THE UNITED STATES.

OREGON ALSO CAN MAKE YOU FEEL AT HOME WITH OUR SUPERB GOLF COURSES AND OUR MATSUTAKE MUSHROOMS.

OREGON'S FISHERMEN ANNUALLY CATCH MILLIONS OF DOLLARS WORTH OF SEAFOOD SUCH AS SALMON, ALBACORE TUNA, CRAB, CLAMS AND OYSTERS.

OUR FERTILE LAND FOR GROWING FOOD IS SO ABUNDANT OREGON IS THE WORLD'S LEADING SUPPLIER OF SOFT WHITE WHEAT.

RECENTLY, A SWEDISH COMPANY PURCHASED LAND IN OREGON TO PRODUCE FOOD FOR EXPORT INTERNATIONALLY TO COUNTRIES SUCH AS JAPAN.

AS GOVERNOR OF OREGON, I AM PROUD OF THE BUSINESS OPPORTUNITIES MY STATE CAN OFFER YOUR COMPANIES.

WE CAN OFFER YOU CLOSE PROXIMITY TO CALIFORNIA MARKETS WITHOUT ASKING YOU TO PAY THE HIGH PRICE OF CRIME, CONGESTION, AND POLLUTION.

~~OREGON LEVIES NO SALES TAX.~~

*By my efforts,*

OREGON HAS PUT EFFECTIVE LIMITS ON THE GROWTH OF LOCAL PROPERTY TAXES.

OREGON DOES NOT SUFFER FROM INFLATED LAND OR HOUSING PRICES.

WE ARE BLESSED WITH CLEAN AIR ... WITH CLEAN WATER ... AND WITH INEXPENSIVE HYDROPOWER.

OREGON IS PROUD TO HAVE WRITTEN THE MOST ADVANCED LAND-USE LAWS IN THE UNITED STATES.

AND YET WE ALSO HAVE STREAMLINED THESE LAWS TO ENFORCE ORDERLY GROWTH WHILE ALSO GIVING BUSINESS GREATER CERTAINTY IN LAND-USE DECISIONS THAN IS OFFERED BY ANY OTHER AMERICAN STATE.

---

IN OREGON, WE ALSO FULLY UNDERSTAND THE COMPLEMENTARY ROLES OF HIGH-TECHNOLOGY INDUSTRY AND HIGH-TECHNOLOGY RESEARCH AND EDUCATION.

OREGON IS PROUD OF ITS GROWING COMMITMENT TO HIGH-TECHNOLOGY RESEARCH ON THE CAMPUSES OF OUR STATE-SUPPORTED UNIVERSITIES.

SOME OF THE MOST RESPECTED RESEARCHERS IN THE UNITED STATES CAN BE FOUND WORKING IN THE LABORATORIES AND TEACHING IN THE CLASSROOMS OF OREGON'S COLLEGES AND UNIVERSITIES.

WE ARE PROMOTING RESEARCH THAT CAN BE APPLIED TO PRODUCTS FOR INDUSTRY.

I AM PREPARING A PLAN TO INCREASE THE COMMITMENT OF RESOURCES IN THIS VITAL AREA.

WE IN OREGON ARE TAKING EVERY OPPORTUNITY TO MAKE OUR STATE A CRUCIBLE OF HIGH-TECHNOLOGY INDUSTRY AND OF HIGH-TECHNOLOGY RESEARCH.

IN EVERY AREA OREGON IS DEDICATED TO MAKING A  
COMPREHENSIVE EFFORT THAT WILL PRODUCE SUCCESSFUL RESULTS.

WE HAVE THE PEOPLE ... WE HAVE THE RESOURCES ... AND WE  
HAVE THE COMMITMENT TO GET THOSE RESULTS.

WE HAVE SHOWN MANY TIMES WE CAN DO WHAT WE SET OUT TO  
DO.

OREGON HAS BEEN IN THE FOREFRONT WITH PROGRESSIVE  
LEADERS... WITH PROGRESSIVE IDEAS... AND WITH PROGRESSIVE  
LEGISLATION THAT HAS PRESERVED OREGON AS AN ENVIABLE PLACE TO  
LIVE WHILE ALSO ADVANCING OUR REPUTATION AS AN EXCELLENT PLACE TO  
DO BUSINESS.

WHAT OREGON IS TODAY ... AND WHAT OREGON HAS TO OFFER  
YOUR COMPANIES... WE ARE PROUD TO TELL YOU ABOUT.

WE WILL SHOW IT TO YOU WHEN YOU VISIT... AS WE SHOWED  
YOUR KEIDANREN REPRESENTATIVES SEVERAL WEEKS AGO.

WE CAN ASK YOU TO TALK WITH PEOPLE ALREADY DOING  
BUSINESS IN OUR STATE.

WE WILL SHOW YOU WE HAVE A COMFORTABLE CLIMATE IN WHICH  
TO CONTINUE NURTURING OREGON'S BUSINESS CLIMATE.

WE VIEW THIS AS A CONTINUING PROCESS.

AS GOVERNOR OF OREGON, I AM PREPARED TO WORK WITH YOU  
... TO HELP YOU HOWEVER I CAN ... TO SHOW YOU WHY OREGON IS AN  
EXCELLENT LOCATION FOR YOUR CORPORATIONS TO DO BUSINESS  
PROFITABLY.

ONCE WE HAVE CONVINCED YOU, WE WILL DO EVERYTHING  
POSSIBLE TO HELP YOU FIND SUITABLE SITES ... TO HELP YOU WORK  
WITHIN OUR LAWS AND REGULATIONS ... AND TO HELP YOU FEEL AT HOME  
IN OREGON.

WE HAVE BEEN LONG-TIME FRIENDS.

WE ARE NEIGHBORS ON THE PACIFIC RIM ... WITH ALL OF THE  
COMMON OBJECTIVES THAT IMPLIES.

WE CAN NOW STRENGTHEN OUR BENEFICIAL PARTNERSHIP IN  
TRADE AND MANUFACTURING.

WE SEE OUR FUTURE AS A STATE ... AND OUR DESTINY AS A  
PEOPLE ... AS WE LOOK OUT OVER THE PACIFIC.

WE HAVE COMPLEMENTARY OBJECTIVES WITH THE PEOPLE OF  
JAPAN.

WE WANT TO ASSIST YOU ... AS CORPORATE LEADERS ... BY  
MAKING YOU A PART OF OUR HEALTHY CLIMATE FOR THE PROFITABLE  
OPERATION OF YOUR BUSINESSES.

THIS IS AN OPPORTUNITY FOR CORPORATE LEADERS FROM JAPAN  
TO DO BUSINESS PROFITABLY IN THE WESTERN UNITED STATES.

THIS IS AN OPPORTUNITY FOR THE STATE OF OREGON TO  
DIVERSIFY ITS ECONOMY.

BOTH OF US WILL BENEFIT FROM BROADENING OUR PARTNERSHIP.



I APPRECIATE THE OPPORTUNITY WE HAVE TODAY TO TELL YOU  
MORE ABOUT OREGON.

I INVITE YOU TO TAKE A CLOSE LOOK AT MY STATE OF  
OREGON... TO CONSIDER HOW OREGON CAN FIT INTO YOUR CORPORATE  
PLANNING... AND TO ASK US EVERY QUESTION YOU HAVE.

I AM PROUD OF OREGON.

YOU WILL BE PROUD OF YOUR DECISION TO DO BUSINESS IN  
OREGON.

I AM LOOKING FORWARD TO WORKING CLOSELY WITH YOU.

# # #

*and in conclusion I would like to say ~~~~~*

THANK YOU FOR THIS VERY SPECIAL HONOR TO MY STATE. I

WELCOME YOU WARMLY TO OREGON SO THAT WE BOTH

MAY SHARE OUR EXCITING FUTURE.

KONO YONA TOKUBETSUNO MEIYO-WO WAREWARENO  
SHOU-NI ATAE~~RARE~~RETA KOTO-WO KANSHA SHIMASU.

WARE-WARE GA KIBOH-AFURERU SHORAI-WO

WAKACHI. AUTAMENI OREGON YE

IRASSHARU KOTO-WO KOKORO-KARA KAN-GEI  
SHIMASU.

~~THANK YOU~~  
~~THANK YOU~~  
THANK YOU

Gifts - September 14, 1984

Cancun                    1 books  
                              2 pen sets  
                              4 medallions

Wood Products Lunch        no gifts

Cancun dinner               3 books  
                              2 pen sets  
                              2 medallions

Keidanren                 75 business card holders

GOVERNOR'S DETAILED MEETING AGENDA

Date: September 14, 1984  
Transit time to this meeting/Vehicle:  
45 minutes by company limosine - to and  
from.

Meeting with: Cancun Dinner

Time start: 6:00  
Time finish: 8:00  
Location: Cancun guesthouse  
Oregon attendees: Governor Atiyeh  
Larry Wolfard  
John Anderson  
Kennedy  
Thayer  
Alterman  
Hanson

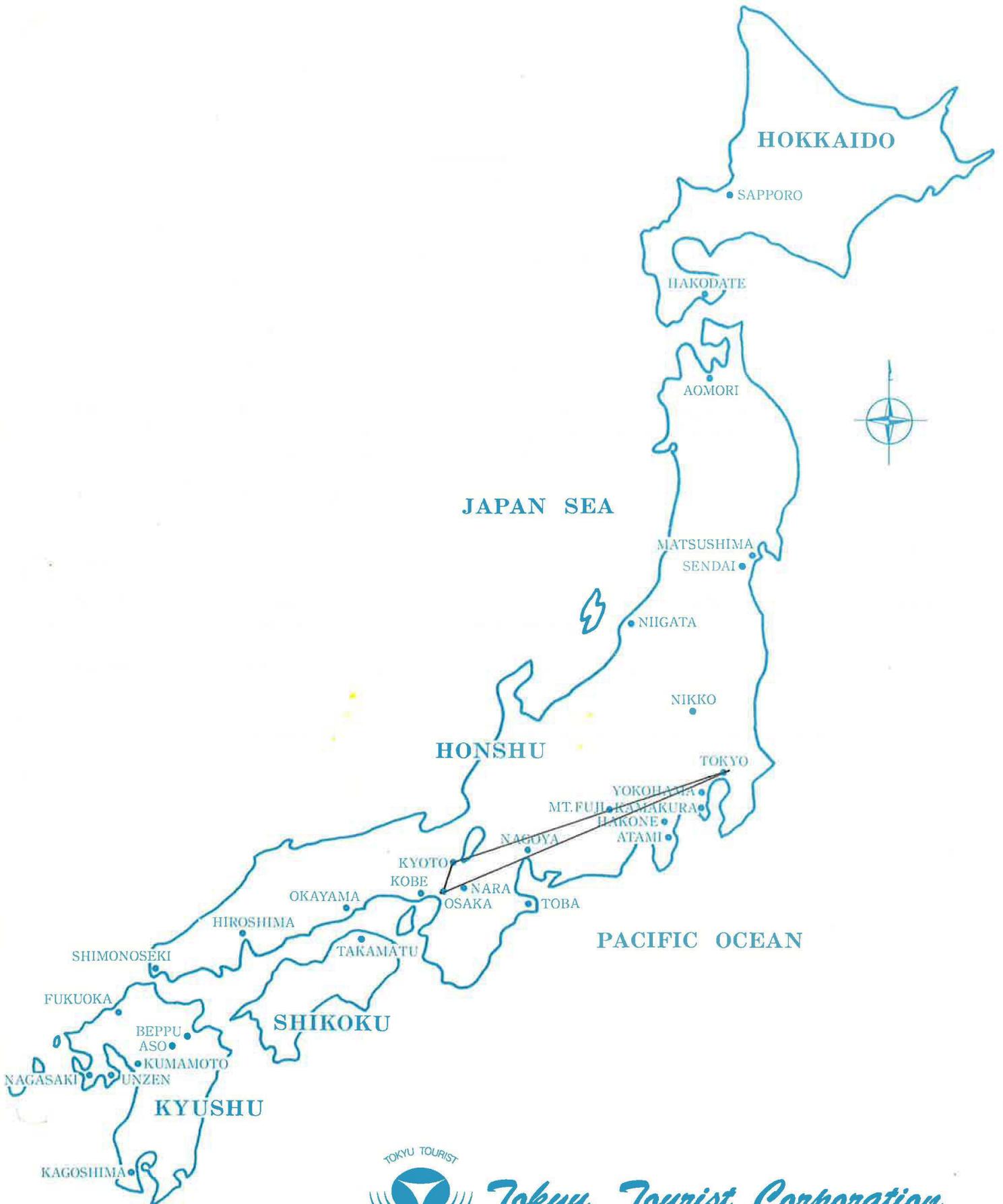
Japanese attendees: Dr. Sekimoto, President Cancun ??  
Ryuichi Murakami, Senior VP  
Ken Nakamura, VP  
Hisashi Kaneko, VP  
Takashi Myazaki, VP  
Kenji Yoda, VP  
Hiroshi Shigehara, Gnrl Mgr No Am  
Ntework Assistance Division

Agenda: Dinner  
Introductions  
Praise Cancun for being First in Oregon  
Pledge continous assistance  
Thank for gracious hospitality

Gifts: Sekimoto?? - book  
PEN Murakami - book  
PEN MED. Nakamura - book  
Shigehara - pen set  
Kaneko - medallion  
Myazaki - medallion  
Yoda - pen set

Transit time to this meeting/Vehicle:  
It's 45 minutes to the hotel and the  
week is OVER. Relax Governor, the  
weekend is a cinch!

# ITINERARY



# Governors Detailed Agenda

September 17 1984

9:00 Leave hotel (by MOFA car + taxi for THAYER & Frenge)

9:30 Arrive Corporation #3 (KYOCERA)

meeting: Mr. Jonishi

MR. OHBA

Oregon  
attendees: GOVERNOR  
MILES  
FRENGLÉ  
THAYER

Hand-outs: Brochures

Gifts : medallions to { Jonishi  
Ohba

AGENDA:

1. Congratulate over plant location in Vancouver
2. Now that Oregon doesn't have Unitary tax Kyocera can expand into Oregon
3. Oregon is interested in any further expansion plans.

10:30 Leave Corp. #3 for Osaka  
1. company provided car (Thayer + Frenge)  
1. MOFA car (Governor + Miles)

11:15 Arrive Osaka Chamber of Commerce  
Courtesy call with officers of Chamber of Commerce  
Agenda: Explain Oregon's interest in KANZAI companies interested in expanding into U.S. markets.  
Gift: Optional to President

11:45 Leave for Carnival Restaurant

1:30 Leave Carnival for Train Station  
2:10 Train leaves.

# ITINERARY

SEP.17 (MON)

KYOTO - TOKYO

-- For the person who return to Tokyo directly --

09:00 You will be transferred to Kyoto Station by motorcoach to board JNR Bullet Train bound for Tokyo.

10:01 Lv. Kyoto ) JNR BULLET TRAIN "HIKARI#522"

12:56 Ar. Tokyo

Upon arrival at Tokyo, you will be transferred to your hotel by motorcoach.

-- For the person who return to Tokyo via Osaka --

08:30 You will leave the hotel for your official program.

09:30 Visit and meeting in Kyoto -- CORPORATION #3

/  
10:30

11:15 Visit to Osaka Chamber of Commerce and Industry.

/  
11:45

12:30 Luncheon meeting at the restaurant "Carnival Plaza".

/  
13:15

14:10 Lv. Shin-osaka ) JNR BULLET TRAIN "HIKARI#24"

17:20 Ar. Tokyo

Upon arrival at Tokyo, you will be transferred to your hotel by taxi.

Accommodation at IMPERIAL HOTEL

# STATE OF OREGON GOVERNOR'S TRADE MISSION TO JAPAN

September 8-18, 1984



24

米国オレゴン州  
訪日貿易使節団

1984年9月8日~18日

ビクター・アタイエー	2
ラリー・ウォルフアード	4
ジョン・C. アンダーソン	6
E. ウェイン・ハンソン	7
マシアス・ケメニー	8
J. L. ケーンズ	9
ケネス・C. ムーア	10
ウィリアム・C. キャンベル	11
ルイス・カールソン	12
ノーマン・クーン	13
ロドニー・スタップス	14
ラリー・キャンベル	15
スティーブ・フェルキンス	16
ウィリアム・ファースト	17
マイク・ラウス	18
B. N. タイラン	19
トーマス・ケネディ	20
デニー・マイルス	21
ケン・マイヤー	22
ダグラス・フレングル	23
ビル・テイラー	24
ジム・セイヤー	25
デイビッド・D. ルーチェン	26
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Victor Atiyeh  
Governor  
State of Oregon

State Capitol  
Salem, Oregon 97310  
Phone: (503)378-3111

## ごあいさつ

オレゴン州市民を代表して、ごあいさつさせていただきます。オレゴン州と日本が太平洋を越えて互いに通商関係を享受してきた両国の特別のきずなを記念して、日本にこの貿易使節団を送ることになったことは大変に喜ばしいことです。

オレゴン州は北海道を直接横断して45度の緯度に位置するため、製品や資源、文化の相互に利益的な交流が育まれてきました。オレゴン州の対外貿易の半分以上は日本とおこなわれています。この競争力ある製品の交易により、両国とも豊かになります。しかし、太平洋周辺国民の将来は、我々の製品や技術、資本、人間が妨げられることなく自由に移動できるか否かにかかっていることを忘れてはなりません。

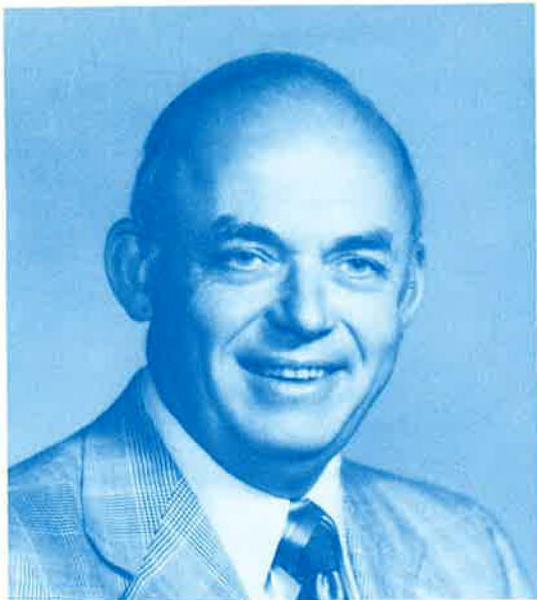
この5月に、私は盛田昭夫氏の率いる経団連の投資調査使節団を招きました。オレゴン州がいかに多様な州であるか日本の実業界の皆様にご覧いただくために、13人の経営者の方々にオレゴン州の5カ所の地区に出かけていただきました。これらの経営者たちは、オレゴン州から多くを学ばれたばかりでなく、私も彼等から重要な教訓を学びました。それから2カ月後に、多くの外国企業や投資家が懸念している合算課税を廃止するために特別使節団を個人的に招集しました。

オレゴン州代表事務所開設を契機に、私はオレゴン州の産業に対する日本企業の参加をオレゴン州が希望していることを申しあげたいと思います。NECなどの日本のメーカーがオレゴン州で事業を開始する上で支援を与えることにより技術や製品、資本取引の典型的な成功例を両国間に作りあげていくことができます。

その意味で、オレゴン州の東京代表事務所の永久的設置をお知らせできることは私にとって大きな満足です。オレゴン州の業者の長期滞在に加え、オレゴン州経済開発局は、貿易の発展を助長するとともに、日本の観光客のオレゴン州誘致、オレゴン州に工場を設立するための資本投下に関する援助などをおこなう代表事務所を運営することになります。

オレゴン州は太平洋周辺にある国々と益々強力な提携関係を発展させていきたいと考えています。日本とオレゴン州は、太平洋周辺国の将来の経済協力と成長にとって、模範的な例となる機会を与えられたことになります。

オレゴン州知事  
ビクター・アタイエー



Larry Wolfard  
Chairman

Oregon Economic Development Commission

595 Cottage Street, N.E.  
Salem, Oregon 97310  
Phone: (503)373-1200

パシフィック・ノースウェスト・ベル・テレフォン・カンパニーは、オレゴン州とワシントン州とアイダホ州の西海岸3州で事業をおこなっています。同社は、250万の電話加入数を持ち、資産37億ドル、従業員16,500人、1983年の売上高18億ドルという規模を誇る企業です。

また、同社は、地域電話サービス、州内長距離電話サービス、長距離電話会社各社に対するネットワーク連結サービスをおこなっています。さらに、米国および世界の声とデータとビデオ送信に地域社会の顧客を結びつけるのに重要な役割を果たしています。

コロラド州デンバーを本拠とするU.S.ウェスト社は、パシフィック・ノースウェスト・ベル・テレフォン・カンパニーの親会社です。

ウォルファード氏は、1932年5月10日にオレゴン州のユージン市に生まれました。コテージ・グローブ・ハイ・スクールとオレゴン大学に学び、教育学の学士号を取得しました。1955年1月から1957年1月まで米国陸軍中尉を務めました。ゴルフと水泳、海辺の住居での家族との行楽を楽しみとしています。

同氏は、1957年2月18日にパシフィック・ノースウェスト・ベル社に入社し、各部門で幾つかの職位を担当した後、1969年4月にマーケティング部門のマネジャーに昇進し、さらに、1970年7月には法制部門の副社長補佐に、1978年5月にはオレゴン州担当副社長となりました。

また同氏は、オレゴン州経済開発委員会の会長であり、また、大統領直属の米国ボーイ・スカウト・コロンビア・パシフィック委員会とオレゴン大学の経営諮問委員会のメンバーでもあります。



John C. Anderson  
Director

Oregon Economic Development Department  
595 Cottage Street, NE  
Salem, Oregon 97310  
Phone : (503) 373-1205

アンダーソン氏は、米国海軍アカデミー、ウィスコンシン大学およびユタ大学で学んだ後、3年間、米国空軍の情報担当官として勤務しました。その後、ナショナル・エンジニアリング・カンパニーの社長補佐として、公私にわたり活躍しました。

経済開発の分野においても、同氏は、オレゴン・パシフィック・エコノミック・ディベロプメントのビジネス・ディベロプメント・ディレクターおよびプレジデントとして、パジェット・サウンドの経済開発審議会と共に重要な位置を占めてきました。

また、国際貿易の分野においても、同氏は、カー・パシフィック・コーポレーションの社長をはじめ、ワシントン州国際貿易投資部門のマネージング・ディレクター等を務めてきました。これと同時に、ワシントン州知事特別貿易補佐官としても活躍してきました。

アンダーソン氏は、1983年10月に、オレゴン州経済開発部のディレクターに就任しています。



E. Wayne Hanson  
Director

Advance Industrial Planning  
CH<sub>2</sub>M Hill International  
2020 S.W. Fourth Avenue, 2nd Floor  
Portland, Oregon 97201  
Phone : (503) 224-9190

CH<sub>2</sub>M・ヒル社は、エンジニア、プランナー、経済学者および科学者等による国際的なコンサルタント会社です。当社は、35年以上にわたって、革新的なテクノロジーと専門的なサービスを結合して、公共機関および民間企業のニーズに応じるよう努めてきました。

2,100名以上の従業員1人1人が、自ら所有する会社という意識をもち、40カ所以上の営業所に分かれて、各地の実情を十分に把握した上で、すぐれたサービスを提供しているのがCH<sub>2</sub>M・ヒル社です。

当社は、環境の質、水資源、かんがい、食品、工業プラント、運輸システム、企画、経済機構、エネルギー・システム、調査、写真測定、土地技術サービス、建設、その他多岐にわたる特別な問題解決等の分野でリーダーシップの地位を確立しています。

ハンソン氏は、高度な工業企画を専門とし、大気の本質の管理部門の責任者です。環境保護庁および産業界でエンジニアとしても豊富な経験をもち、大気の本質、規則認可、工業立地等のあらゆる方面で技術上の専門的意見をもってアドバイスしています。

エレクトロニクス産業への環境および大気の本質にかかわる事業としては、ワッカー・シルトロニック社の新しいポートランド工場、ユニオン・カーバイド社のクリスタル工場、ナショナル・セミコンダクターの現在の工場をテキサス州アーリントンの新規工場およびIBM社のマナサスおよびイースト・フィッシュキル工場等があります。



Matthias Kemeny  
President

Color & Design Exhibits International Inc.  
3625 N. Mississippi Avenue  
Portland, Oregon 97227  
Phone: (503) 249-0400

カラー・アンド・デザイン社は、今から25年以前に、太平洋北西部地域におけるトレード・ショウを組織するために設立された会社です。その後、ますますの発展によって、1980年に60,000平方フィートの産業複合団地の中の現在の場所に移転してきました。現在、男女65名の熟練の従業員が一体となって、顧客サービスに務め、順調な発展を続けてきました。

当社は、1974年にケメニー氏によって設立された展示設計および制作会社であるIDC社によって、1979年に買収されました。IDC社は、国内外の科学技術博物館等の顧客を有し、需要の高い展示設計制作の専門分野で活躍してきました。

また、会社の買収と同時に、総合的な、かつゆきとどいたサービスによって今日の基礎を築いてきたカラー・アンド・デザイン・エグジビット・インターナショナル社と合併しました。



J. L. Carnes  
President & General Manager

International Seeds, Inc.  
820 First Street  
Halsey, Oregon 97348

インターナショナル・シード社は、1972年に設立され、現在では、飼料芝生の種子の先駆的な開発販売会社に数えられています。当社は、全世界の顧客のために役立ち、現在では、日本飼料種子協会のために各種飼料の種子を生産しています。

当社が所有している種子は、ロサンゼルス・オリンピック大会、ミュンヘン・オリンピック大会のような威信のあるイベント、また、スーパー・ボール、ローズ・ボール、オレンジ・ボール等のフット・ボール場やオーストラリアおよびヨーロッパのサッカーやクリケットのピッチにも使用されています。

インターナショナル・シード社の飼料は、現在、日本、アルゼンチン、コロンビア、エクアドル、メキシコ、オーストラリアおよびEEC諸国にも輸出されています。

J. L. “ジム” ケーンズ氏は、インターナショナル・シード社の社長兼ジェネラル・マネジャーで、種子産業界で35年以上の豊富な経験をもっています。元オレゴン州種子取引協会の会長および米国種子取引協会の西部副会長も務めました。現在、米国種子取引協会の国際委員会の会長、FIS（国際種子連盟）の牧草用種子部門の代表を務めています。

ケーンズ氏は、日本、韓国、香港、フィリピン、オーストラリア、ニュージーランド、チリー、アルゼンチン、ブラジル、コロンビア、ベネズエラ、南アフリカ、ケニア、ナイジェリア、スペイン、EEC諸国、ユーゴスラビア、ハンガリー等への貿易使節団にも参加しています。



Kenneth C. Moore  
International Sales Manager

JELD-WEN, Inc.  
P. O. Box 1329  
Klamath Falls, Oregon 97601  
Phone : (503) 882-3451

ポート・オブ・クーズ・ベイは、オレゴン州の代表的な港湾の一つで、木材製品をはじめ、農産品、水産品、石炭などの積み出し港となっています。当港湾から日本へも多くのオレゴン州産品が輸出されており、常に活況を呈しています。



William C. Campbell  
Attorney at Law

Lindsay, Hart, Neil & Weigler  
Suite 700, Columbia Square  
111 S. W. Columbia  
Portland, Oregon 97201  
Phone : (503) 226-1191

リンゼイ・ハート・ニール・アンド・ワイグラーは、法人組織の法律事務所で、50年以上にわたって豊富な経験を有しています。50人の弁護士が常勤していて、顧客優先のポリシーを貫いています。そして、財務、税務、証券、不動産、運輸、輸出入規制、貿易、独占禁止、政府関係、エネルギー、そして勿論、法律等の広範な分野における専門家として活躍しています。

ウィリアム・C、キャンベル氏は、エール大学およびエール・ロー・スクールで法律を学び、1979年に法学博士号を習得しました。また、エール・ロー・ジャーナルの編集長を務めたこともあります。

キャンベル氏が、リンゼイ・ハート・ニール・アンド・ワイグラーに参加したのは、1979年のことでした。キャンベル氏の実際の活動内容は、オレゴン州の企業と太平洋に面した各国の商取引相手企業との種々の国際取引、輸出入規制に関する法律問題、一般の会社法および商業仲裁および訴訟等です。



Louis Carlson  
President

Port of Morrow  
P. O. Box 200  
Boardman, Oregon 97818

ポート・オブ・モローは、オレゴン州北部のモロー地域の総合経済開発を推進するため、1959年に創立され、コロンビア川に近接した4,000エーカーの土地を所有して開発し、大手の食品加工会社の設立、農産物、木材および工業製品等の物流のための港湾施設の開発等で成功をおさめています。

ポート・オブ・モローを流通する主な製品の中には、ポテト（フレンチ・フライ、スターチ等）、製紙用木材チップ、燃料用木材ペレット、輸出用丸太、フィードコーンおよび輸出用のアルファルファ・キューブ等があります。

ルイス・カールソン氏は、オレゴン州北部のモロー地区出身の小麦および牧畜のランチャーで、これまでモロー地域で農業を営んできました。現在、ポート・オブ・モローの社長を務め、また、最近まで、オレゴン州小麦栽培業者連盟の会長を務めました。

現在、カールソン氏は、米国小麦栽培協会の運輸委員会会長で、太平洋北西部から世界市場への小麦の出荷に関与しています。



Norman Coon  
Commissioner

Oregon Wheat Commission  
1008 N. E. Multnomah Street  
Portland, Oregon 97232  
Phone : (503) 280-6017

オレゴン州小麦委員会は、1947年にオレゴン州議会によって設立されました。同委員会の主な業務は、小麦の利用を促進するための調査および市場開発活動に参画することです。

オレゴン州の農家が、ブッシェル当たり\$0.02を負担することによって、同委員会の事業に資金投下しているわけです。

ノーマン・クーン氏は、30年以上にわたって、オレゴン州で農業を営んでおり、これまで、オレゴン州小麦協会のコミッショナーを務めてきました。また、現在、米国小麦協会の理事でもあります。

クーン氏は、既婚で4人の子供がありますが、4人ともオレゴン州ウィラメット・バレーで、小麦の生産に携わっています。



**Rodney R. Stubbs**  
President & Chief Executive  
Officer

Plantek, Inc.  
P. O. Box 2007  
Salem, Oregon 97308  
Phone : (503) 585-0020

プランテック社は、オレゴン州セーラムに本社を置く情報資料管理会社で、立地条件の研究、政府の開発認可手続き等を専門としています。また、企業の意志決定過程に必要な最新の情報を含む多国籍企業のデータを保持しています。当社は、次の分野で活動を続けています。

市場および人口統計要因; 労働力、賃金および生産; 運輸制度; 政府の税制および奨励策; 物質、供給業務および役務; 下水および排水システム; 生活の質的要因; 教育制度; 用地の資料等。

プランテック社は、産業開発調査審議会の専門調査協会会員で、この審議会は、300社以上の多国籍企業の法人不動産と施設計画関連の代表者による専門家の団体です。

ロドニー・R、スタップス氏は、プランテック社の社長および最高経営責任者で、特別プロジェクト、立地分析、戦略ならびに工場施設検討等の責任者です。スタップス氏は、1964年オレゴン州立大学で天然資源（地理学）で学士号を習得しています。

また、同氏は、施設計画、経営、土地利用法、産業用開発等も専攻しています。さらに、オレゴン州の州都セーラムのダウントウン再開発の主要計画のプロジェクト・ディレクターを務めました。

スタップス氏は、情報資料管理会社であるプランテック社を設立する以前、パシフィック・インダストリアル・パーク社およびウェストバック・リサーチ・アンド・ビジネス・パーク社の経営上のパートナーでした。



**Larry D. Campbell**  
Vice-President & Chief  
Financial Officer

Plantek, Inc.  
P. O. Box 2007  
Salem, Oregon 97308  
Phone : (503) 585-0020

ラリー・D、キャンベル氏は、プランテック社の副社長兼財務担当で、業務、情報資料管理システムのマーケティングおよびセールスの責任者です。

また、キャンベル氏は、オレゴン大学およびオレゴン州立大学で学び、販売管理およびマーケティングも専攻しています。

さらに、キャンベル氏は、大規模農業事業の開発および経営政策等を含むベンチャー・ビジネスの取得、経営等の経験も豊富です。1982年に、ロドニー・スタップス氏と共にプランテック社を設立しました。



Steve Felkins  
Director

Port of Astoria  
No. 1 Portway  
Astoria, Oregon 97103  
Phone : (503) 325-4521

アストリア港は、英国の毛皮商が1800年代の初期に建設した北西太平洋の最古の港です。アストリアは、コロンビア川の河口に位置しており、今日では、林業船業およびアイダホ州のような東部の上流の各港まで直行の貨物の輸送業を専業としています。

アストリア港のダイレクターであるステーブ・フェルキンス氏は、オレゴン大学の出身で、船積、荷役、港湾行政等で30年以上の経験を有しています。

アストリアの港湾ディレクターとして現在の職責に就任する以前、同氏はオレゴン州のクーズ・ベイのディレクターを務めました。



William M. Fast  
Commissioner

Port of Portland  
c/o Marine Engineers Beneficial Association  
421 S. W. Fifth Avenue, Room 401  
Portland, Oregon 97204  
Phone : (503) 228-2009

ウィリアム・M・ファースト氏は、過去38年間にわたって、チーフ・エンジニアとして仕事を続け、18年間、マリーナ・エンジニアーズ・ベネフィシャル・アソシエーションの代表を務めてきました。

ファースト氏は、現在、ポート・オブ・ポートランドのコミッショナーで、過去3年間にわたって、コミッショナーのメンバーを務めてきました。

また、ファースト氏は、知事のマリタイム・コミティの委員でもあります。



Michael Rouse  
President

Waste Recovery, Inc.  
dba Waste By-Products in Oregon  
8501 N. Borthwick  
Portland, Oregon 97217  
Phone : (503) 283-2261

ウエスト・リカバリー (WRI) 社は、1971年から、スクラップ・タイヤの加工業をおこなってきており、1976年から、紙パルプおよびセメント工業用に、タイヤから抽出した良質の燃料 (TDF) を生産しています。

WRI社は、海外市場へのTDFおよびゴムくずの輸出を通じて、市場基盤および企業活動の拡大を図ろうとしています。また、TDFの生産工程およびコンバスターへの投入測定は特許になっているため、資料は提供できません。しかしながら、WRI社は、同社の特許タイヤ技術のライセンス使用について、これに関心のある企業と話し合うことに関心をもっています。

また、同社は、日本の企業からライセンス・ベースでガス化技術を導入することにも関心をよせています。



Benjamin N. Tyran  
Owner

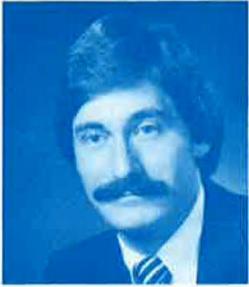
Tyran Consultants, Ltd.  
P. O. Box 922  
Ashland, Oregon 97520  
Phone : (503) 482-1200

タイラン・コンサルタント社は、ベンジャミン・N. タイラン氏が1973年に設立したコンサルタント会社で、外国貿易、国際金融取引等の分野で豊富な経験をもった米国企業のエグゼクティブ数人がこれに参画しています。

同社の営業種目は、米国と相手国の企業間の商取引、輸出入、代理業、請負業、コンサルタント等です。

タイラン氏は、日本市場向けに、木材、フルーツ・ジュース、濃縮果実粉末、冷凍野菜等を提供することが出来ます。

同氏は、オレゴン州内の売却のための工場、ビル用地所有者の代理も務めています。



Thomas F. Kennedy  
Deputy Director

Oregon Economic Development Department  
595 Cottage Street, NE,  
Salem, Oregon 97310  
Phone : (503) 378-6334

トーマス・F・ケネディ氏は、開発計画部の部次長で、オレゴン州経済開発局では、観光、国際貿易、商業、地域開発等の各部門の責任者として、幅広く活動しています。

また、ケネディ氏は、国際貿易部門の東京代表事務所を通じておこなわれる同局の国際活動を監督する立場にあります。



Denny Miles  
Administrative Assistant to the  
Governor for Communications

State Capitol  
Salem, Oregon 97310  
Phone : (503) 378-3121

デニー・マイルズ氏は、1944年10月24日、オレゴン州ポートランドの生まれ。タコマ市のパシフィック・ルーテル派のグラント・ハイ・スクールからオレゴン州立大学へ進み、サイエンスで学士号を習得しました。

現在、マイルズ氏は、知事のアドミニストレイティブ・アシスタントで、コミュニケーションを担当し、知事に関する全てのメディア・リレーションズおよびパブリック・リレーションズの責任者です。



Ken Meier  
Assistant Director

Oregon Department of Agriculture  
635 Capitol Street  
Salem, Oregon 97310

オレゴン州農務局は、農業市場開発部を通じて、海外市場開発計画を強力に推進しています。また、オレゴン州産の農産物を輸入しようとする日本企業のために、お役に立ちたいとしています。

ケン・マイヤー氏は、過去10年以上にわたって、日本およびオレゴン州間のビジネス開発に努めてきました。また、同氏は、多数の訪日の経験があり、オレゴン州の農業に関する豊富な知識を通して、オレゴン州の多数の高品質の農産品の調査に関心のある日本企業に対して、大いに役立ちたいと考えています。



Douglas V. Frengle  
Manager

International Trade Division  
Oregon Economic Development Department  
921 S. W. Washington, Room 425  
Portland, Oregon 97205  
Phone : (503) 229-5625

ダグラス・V・フレングル氏は1973年にオレゴン州経済開発局の国際貿易部の開設と同時に同部に所属し、過去6年間にわたって、同部のマネジャーを務めてきました。

フレングル氏は、ポートランドの州立大学およびアメリカン・グラデュエイト・スクール・オブ・インターナショナル・マネージメント（サンダーバード）を卒業しており、以前のビジネス経験は、国際金融の分野でした。

フレングル氏は、オレゴン州の貿易促進のため同局の計画策定に広く関与し、責任を負ってきました。また、フレングル氏の最近のプロジェクトとしては、東京におけるオレゴン州代表事務所の設立があります。



David D. Lutjen  
International Trade Specialist

International Trade Division  
Oregon Economic Development Department  
921 S. W. Washington, 4th Floor  
Portland, Oregon 97205  
Phone : (503) 229-5625

デイビッド・D. ルーチェン氏は、過去4年間、国際貿易部のトレード・スペシャリストとして活躍してきました。ルーチェン氏が、オレゴン州経済開発局で責任を負っている基本的な任務は、特に中小企業のための海外市場開発を支援することです。

ルーチェン氏は、特に大手の日本の商社で働いた経験を持ち、その時期に学んだ木材製品に関する強力なバックグラウンドを生かして、木材製品および建築資材の分野で活躍し、過去3年間に、3回に及ぶ木材製品貿易使節団を率いて来日しています。

最近では、経団連の投資研究使節団のオレゴン州受け入れ側のプロジェクト・マネジャーを務めました。ルーチェン氏は、1972年にポートランドの州立大学を卒業しています。



James B. Gaffney  
Certified Public Accountant &  
Attorney at Law

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111 S. W. Columbia Street  
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ジェームス・B. ギャフニー氏は、アーサー・アンダーセン・アンド・カンパニーで8年にわたる経験を持ち、ポートランド・オフィスでタックス・マネジャーを務めています。

ギャフニー氏は、サンタ・クララ大学から、1971年に学士号を、また、1975年に法学博士号を習得しています。

同氏は、国際および州税務の専門家で、オレゴン州公認会計士協会および米国エレクトロニクス協会オレゴン支部を通じて、州および地方税務の分野で活躍しています。

最近では、カリフォルニア弁護士協会のメンバーとなり、また、オレゴン州公認会計士協会およびエドワード・センター・オブ・アロハの理事を務めています。



Craig S. Honeyman  
Manager

Economic Development  
Northwest Natural Gas  
220 N. W. Second Avenue  
Portland, Oregon 97209

クレイグ・S・ハニーマン氏は、ノースウェスト・ナチュラル・ガス会社経済開発部のマネジャーで、地域経済開発を担当しています。

ノースウェスト・ナチュラル・ガス会社は、1859年以来、顧客へガスを供給しており、その範囲は、住宅用、商業用、工業用等で、オレゴン州西部地域およびワシントン州南西部地域が含まれます。



James W. Durham  
Senior Vice President

Portland General Electric Company  
121 S. W. Salmon  
Portland, Oregon 97204

ジェームス・W・ダーハム氏は、ポートランド・ジェネラル・エレクトリック・カンパニーの筆頭副社長として、電力産業界で活躍しています。

ポートランド・ジェネラル・エレクトリック・カンパニーは、ポートランドおよびセーラムを含む3,000平方マイルの地域における一般家庭、商工業等の50万戸に電力を供給しています。

同社の大口顧客としては、紙パルプ工場、木材製品工場等のほか、エレクトロニクスおよび関連のハイテクノロジー企業、さらには金属関連工場等があります。

水力発電をはじめ、原子力、石炭、石油、天然ガス等の発電所を有する同社の電力は、米国平均の3分の2の価格で供給されています。



**Clifford Alterman**  
Attorney at Law

**Kell, Alterman & Runstein**  
1330 Bank of California Tower  
Portland, Oregon 97205

クリフォード・アルターマン氏は、ハーバード大学およびエール大学ロー・スクールを卒業し、オレゴン州およびニューヨーク州での弁護士活動をおこなう資格を得ているほか、米国最高裁判所判事の資格があります。

ケル・アルターマン・ランスタイン法律事務所は、一般および商業関連分野の専門家として活動しています。

—MEDIA DELEGATION—

Dewey A. Rand, Publisher  
Barbara Rand, Photographer  
Capitol Press Agricultural Weekly  
P. O. Box 2048  
Salem, Oregon 97308

Bob Zagorin, Senior Reporter  
Theodore Shorack III, Photographer  
KEZI-Television  
P. O. Box 7009  
Eugene, Oregon 97401

Judy Rooks, Reporter  
Dean Barron, Photographer

KOIN-Television  
222 S.W. Columbia Street  
Portland, Oregon 97201

Steven N. Carter, Business Editor  
The Oregonian Newspaper  
1320 S.W. Broadway  
Portland, Oregon 97201

Suzanne G. Hill, Reporter  
Statesman-Journal Newspaper  
280 Church Street, N.E.  
Salem, Oregon 97309

—SPECIAL RECOGNITION OF  
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Many organizations, both public and from private industry, have been active supporters of increased development of international trade and investment on behalf of the State of Oregon. The following organizations are noteworthy in this respect:

CH<sub>2</sub>M HILL INTERNATIONAL  
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Portland, Oregon 97201  
C. Leslie Wierson, President

FLOATING POINT SYSTEMS, INC.  
3601 S.W. Murray Boulevard  
Beaverton, Oregon 97005  
C. N. Winningstad, Chairman & CEO

NORTHWEST NATURAL GAS COMPANY  
220 N. W. 2nd Avenue  
Portland, Oregon 97209  
Ronard T. Miller, President & CEO

PACIFIC NORTHWEST BELL TELEPHONE  
COMPANY  
421 S.W. Oak Street  
Portland, Oregon 97204  
L. L. Wolfard, Vice President-Oregon

PORT OF PORTLAND  
700 N.E. Multnomah Street  
Portland, Oregon 97232  
Lloyd Anderson, Executive Director

PORTLAND GENERAL ELECTRIC  
121 S. W. Salmon Street  
Portland, Oregon 97204  
Robert Short, President

UNITED AIRLINES  
7000 N.E. Airport Way  
Portland, Oregon 97218

The generous support of these organizations through their commitment of time, materials and services has made a substantial contribution to the Governor's Trade Mission to Japan on the occasion of the opening of Oregon's Japan Representative Office.



## 米国オレゴン州政府駐日代表事務所

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有楽町電気ビル北館1213区  
電話：03-213-3081