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November 11, 1986

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2-4-4, Nishitemma,
Kitaku, Osaka 530
Japan

Governor's Office

Governor Victor Atiyeh
Office of the Governor
State Capitol Building
Salem, Oregon,
U.S.A.

Dear Governor Atiyeh:

Thank you for taking time from your busy schedule to meet with Mr. Ohtori and me on Friday, 31 October. Although we have been happy consumers of Oregon lumber for many years, we have never had such an opportunity to meet a high official of the State Government, and we very much appreciate the fact that you took the time to say "Welcome".

I have given your gift to our president, Mr. K. Hirota, and told him about our meeting. He also sends his greetings and thanks, and has instructed me to extend an invitation to you to visit our Tokyo office at some convenient future time and visit one of our homebuilding factories if your time allows.

As you may know, the Japanese consumer is world famous for his concern about quality. We at Sekisui are quite fortunate to enjoy the #1 spot in the Japanese prefabricated housing market in terms of consumer impression (reputation) for our quality of housing construction, so one could correctly say that we are #1 in the world's most discerning market. Of course a house, like a good meal, is only as good as the ingredients that go into it, and in this respect we really appreciate the careful quality control that Young and Morgan puts into our lumber. They have taken the time to study our needs carefully with the help of Mr. Gary Adams at Marketor Corporation, and we have been quite pleased with the stable price and consistent quality they have given to us.

We also extend our thanks to your Mr. Jim Thayer of the OEDD staff. He is quite bright and helpful, and we will certainly look forward to working with Jim-san in the event that future trends lead us toward increased investment in the USA.

Tokyo, November 11, 1986

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Again, thank you for taking the time to receive us, and please visit us in Japan in the future whenever your time allows.

Very truly yours,

SEKISUI CHEMICAL CO., LTD.


S. Yasutake, Director