

ATIYEH



**JAPAN-WESTERN U.S. ASSOCIATION**

**THE 23RD MEETING OF THE  
SENIOR EXECUTIVE MEETING**

**Schedule and  
List of Participants**

**Hotel Sendai Plaza  
Sendai Prefecture, Japan  
September 17-19, 1987**

\* ATIYEH \*

(As of 9/2/87)

23RD JWA SENIOR EXECUTIVE MEETING  
Hotel Sendai Plaza, Sendai City, Miyagi Prefecture  
Tel: (022) 262-7111/Fax: (022) 262-8169  
September 17-19, 1987

PROGRAM AND AGENDA

Thursday, September 17

10:00 a. m. - 2:00 p. m. Registration (at Hotel Sendai Plaza)

\*12:30 p. m. - 1:50 p. m. Luncheon

2:00 p. m. - 5:00 p. m. Opening Plenary Session

(2:00-2:40) Playing of National Anthems

Opening Remarks

Akio Morita  
Chairman  
Sony Corporation

James C. Morgan  
President & CEO  
Applied Materials, Inc.

Welcome:

Governor Sohichiro Yamamoto  
Miyagi Prefecture

\*\* (2:40-3:00) Western Governor's Association's  
International Program

Speaker:

Governor Booth Gardner  
Washington State

\*\* (3:00-3:50) U. S. -Japan Relations

o Overview of Bilateral Relations

Japanese speaker: Jiro Ushio  
Chairman  
Ushio Inc.

o Development of U. S. Trade  
Legislation

U. S. speaker: Aurelia Brazeal  
Minister-Counselor for  
Economic Affairs  
American Embassy

(3:50-4:05)

Coffee Break

(4:05-4:45)

Exchange Rate Stabilization and  
Capital Flows

U. S. speaker:

Harold J. Meyerman  
President & CEO  
First Interstate Bank of California

Japanese response:

Takeshi Ohta  
Deputy Governor for International  
Relations  
The Bank of Japan

(4:45-5:00)

Report on JWA Professional Committee

Don Davis  
Senior Partner  
Fenwick, Davis & West

Kenji Tamiya  
Director of the Board & Senior  
General Manager of International  
Consumer Sales Group  
Sony Corporation

\*6:30 p. m. - 8:30 p. m.

Reception and Dinner (at the hotel)

Greeting: Ryo Ishii  
Mayor of Sendai City

Guest speech: Desaix Anderson  
Minister-Counselor and  
Deputy Chief of the  
Mission  
American Embassy

Friday, September 18

9:00 a.m. - 12:00 noon Concurrent Session

GROUP A: Investment-Related Issues

Co-chairmen:

U. S. : Rexford L. Coleman  
Senior Partner  
The Pacific Law Group

Japan: Toshiaki Ogasawara  
Chairman  
The Japan Times

- Macro-view of Investment Incentives  
for Foreign Firms

Seiichi Kosai  
Member of the Board of Governor's  
of ACCJ

- Tohoku Regional Investment Incentives

Toshio Tamagawa  
President  
Tohoku Economic Federation

- U. S. Investment in Japan:  
Company Experience

Jim Morgan  
President & CEO  
Applied Materials, Inc.

- Japanese Investment in U. S. :  
Company Experience

Masato Kitagawa  
Director & Senior General Manager  
Business Development  
Chiyoda Chemical Engineering  
& Construction Co., Ltd.

GROUP B: Import/Export Promotion Programs

Co-chairmen:

U. S. : Donald R. Davis  
Senior Partner  
Fenwick, Davis & West

Japan: Motoo Kaji  
Professor in Economics  
The University of the Air

- New Government Import Programs  
Noboru Hatakeyama  
Director-General  
International Trade Administration  
Bureau  
MITI
- Import Promotion Efforts of Japanese  
Companies  
Yoshio Taniguchi  
Vice President  
Mitsubishi Corporation
- Export Promotion Efforts of U. S.  
Companies  
Dave Bossen  
President and CEO  
Measurex Corporation

\*12:00 noon - 5:00 p. m.

Cultural Tour in Sendai Area

(12:15)

Coach leaves the hotel  
(lunch in the coach)

Tour to historic spots in Miyagi  
Prefecture, including "Chuson-ji  
Temple" and "Motsu-ji Temple"

(Around 5:00)

Return to the hotel

\*6:30 p. m. - 9:00 p. m.

Reception and dinner (at the hotel)

Saturday, September 19

9:00 a. m. - 12:00 noon

Closing Plenary Session

(9:00-9:50)

Improving U. S. Business in Japan  
(including the issues related to  
recruitment of Japanese managers)

Japanese speakers:

Hideo Yoshizaki  
Chairman  
Texas Instruments Japan, Ltd.

Yotaro Kobayashi  
President  
Fuji Xerox Co., Ltd.

Questions & Answers

(9:50-10:20)

Community Relations and Employment  
Issues for Japanese Firms in the U. S.

U. S. speaker:

John C. Anderson  
Director  
Washington State Dept. of Trade &  
Economic Development

Questions & Answers

(10:20-10:40)

Coffee Break

(10:40-11:20)

High Technology Cooperation and  
Security Issues

Japanese speaker: Kazuo Inamori  
Chairman  
Kyocera Corporation

U. S. response:

Richard M. Seppa  
Director  
Office of Export Licensing  
U. S. Department of Commerce

\*\* (11:20-11:40)

Report on Discussion of the Concurrent  
Sessions

Concurrent session Co-chairmen

\*\* (11:40-12:00)

Closing Remarks

Akio Morita  
James C. Morgan

\*12:00 noon- 1:30 p. m.

Luncheon

Adjournment

\* Spouses are invited

\*\* Optional program for spouses

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LADIES PROGRAM  
(Tentative)

Thursday, September 17

4:00 p. m. -5:00 p. m. Tea Party (Hotel Sendai Plaza)  
o Folk art exhibition

\*6:30 p. m. -8:30 p. m. Reception/Dinner

Friday, September 18

\*12:15 p. m. -5:00 p. m.  
12:15 p. m. Lv. Hotel (by coach bus)  
o Visit to Chusonji Temple  
Motsuji Temple

5:00 p. m. Ar. Hotel

\*6:30 p. m. -9:00 p. m. Reception/Dinner (at Hotel)

Saturday, September 19

9:30 a. m. -11:00 a. m.  
9:30 p. m. Lv. Hotel (by coach bus)  
Sightseeing in Sendai city  
(Zuihoden Temple, Aoba Castle, etc.)

\* Joint program

(As of 9/3/87)

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September 17-19, 1987

JAPANESE DELEGATIONS

\*Akio Morita (CHAIRMAN) (and Yoshiko)  
Chairman of the Board  
Sony Corporation

Masanori Morioka  
Director  
C. Itoh & Co., Ltd.

Yoshiro Araki  
Chairman  
The Fuji Bank, Ltd.

Ryusho Nagai  
Director  
Kyocera Corporation

Hideo Aruga  
Director  
Nisshin Flour Milling Co., Ltd.

Toshio Nakamura  
Former Chairman  
The Mitsubishi Bank, Ltd.

Reinosuke Hara  
President  
Seiko Instruments Inc.

\*Toshiaki Ogasawara (and Haruko)  
Chairman & Publisher  
The Japan Times, Ltd.

Shigeyoshi Hiroe  
Senior Managing Director  
Nippol Kokan K.K.

\*Kohsaburo Ohteki (and keiko)  
Adviser to the President  
Sumitomo Metal Industries, Ltd.

\*Kazuo Inamori (and Asako)  
Chairman of the Board  
Kyocera Corporation

\*Haruo Okinobu (and Kimiko)  
President - Chief Execitove Officer  
Yamatake-Honeywell Co., Ltd.

\*Kunio Ishida (and Masako)  
Director  
Mitsui & Co., Ltd.

Tadashi Shibuichi  
Director & General Manager  
Administrative Division  
Ushio Inc.

Yoshizane Iwasa  
Counsellor  
The Fuji Bank, Ltd.

Kenji Tamiya  
Director of the Board and Senior  
General Manager of International  
Consumer Sales Group  
Sony Corporation

Motoo Kaji  
Professor in Economics  
The University of the Air

Masabumi Tanabe  
Executive Director & General Manager  
Operation & Development - 1  
Tokyu Hotels International

\*Masato Kitagawa (and Kazuko)  
Board Director & Senior General  
Manager  
Chiyoda Chemical Engineering  
& Construction Co., Ltd.

Yoshio Taniguchi  
Executive Vice President  
Mitsubishi Corporation

Yotaro Kobayashi  
President  
Fuji Xerox Co., Ltd.

Jiro Tokuyama  
Special Adviser  
Mitsui Research Institute



Choji Tomita  
Senior Vice President, International  
Affairs  
Japan Air Lines Co.

Hiroshi Ueda  
President  
The Seiyu, Ltd.

\*Jiro Ushio (and Haruko)  
Chairman, Chief Executive Officer  
Ushio Inc.

Tadayoshi Yamada  
President  
The World Trade Center of Japan, Inc.

Hideo Yoshizaki  
Chairman  
Texas Instruments Japan, Ltd.

#### OBSERVERS

Yoshio Bito  
Deputy General Manager  
The Fuji Bank, Ltd.

Eiji Fujita  
General Manager  
Overseas Planning & Administration  
Dept.  
NISSHO IWAI Corporation

Hidehiko Ide  
Special Assistant to the Chairman  
The Fuji Bank, Ltd.

Makoto Katagiri  
Assistant Manager  
The Americas & Oceania Team  
Marketing & Coordination Dept.  
Mitsubishi Corporation

Takeo Kishimoto  
Manager, Business Development Division  
Chiyoda Chemical Engineering  
& Construction Co., Ltd.

Hirohisa Mitsuchi  
Deputy General Manager  
Overseas Department  
Sumitomo Corporation

Minoru Ohyama  
Deputy General Manager  
Americas Division  
The Mitsubishi Bank, Ltd.

Kunio Okabe  
General Manager-International Affairs  
Nippon Steel Corporation

Kihachiro Okamoto  
Assistant General Manager  
Corporate Planning Division  
Mitsui & Co., Ltd.

Kei Sakaguchi  
Industry and Government Relations  
External Corporate Affairs  
Sony Corporation

Taisuke Shimizu  
General Manager  
Overseas Division  
The Bank of Tokyo, Ltd.

Yoshitoshi Shoubu  
Senior Deputy General Manager  
International Dept.  
The Industrial Bank of Japan, Ltd.

Hideya Taida  
Deputy General Manager  
International Dept.  
Marubeni Corporation

Yoji Takesaki  
Assistant to the President  
Fuji Xerox Co., Ltd.

Shigeki Tsutsui  
Manager  
Western Hemisphere Section  
Overseas Administration & Planning  
Department  
C. Itoh & Co., Ltd.

Hiro Uyei  
General Manager-Import Trade Division  
The Seiyu, Ltd.

Sadami Wada  
Vice President  
Sony Corporation of America

\* accompanied by spouse

GUESTS :

Governor Sohichiro Yamamoto  
Miyagi Prefecture

Ryo Ishii  
Sendai City Mayor

Toshio Tamagawa  
President  
Tohoku Economic Federation

Noboru Hatakeyama  
Director-General  
International Trade Administration  
Bureau  
MITI

Takeshi Ohta  
Deputy Governor for International  
Relations  
The Bank of Japan

S T A F F :

Hideo Mochida  
Executive Secretary  
Japan-Western U. S. Association

Susumu Yoshida  
Deputy Executive Secretary  
Japan-Western U. S. Association

Yuko Hanano  
Japan-Western U. S. Association

Yasuko Itagaki  
Japan-Western U. S. Association

INTERPRETERS :

Masumi Muramatsu  
Chairman  
Simul International, Inc.

Mitsuko Sumita  
Simul International, Inc.

Yoshimi Nishimura  
Simul International, Inc.

Keiko Murasaki  
Simul International, Inc.