



STATE OF
OREGON

GOVERNOR'S TRADE MISSION

俄勒冈州

贸易代表团

BUSINESS MEMBERS OF MISSION

代表团成员



**Governor Victor Atiyeh
State of Oregon**

State Capitol
Salem, Oregon 97310

Tel: (503) 378-3111
Tlx: 821481

Governor Atiyeh is a native Oregonian. He was President and Director of a family-owned rug business in Portland before becoming Oregon's top elected official. The Governor has conducted four successful trade missions in the last few years, which resulted in increased business investment, jobs, increased trade and tourism for the State.

阿蒂耶州长在俄勒冈州出生。他成为俄勒冈州州长之前，是设在波特兰的家庭拥有的地毯公司的总裁和董事。近几年来，阿蒂耶州长曾成功地率领四个贸易代表团，为俄勒冈州增加商业投资、就业及发展贸易和旅游业。



**Oregon Economic
Development Department**

595 Cottage Street, NE
Salem, Oregon 97310

Tel: (503) 373-1205
Tlx: 821481 ORECONDEV

Thomas F. Kennedy
Director

Personal Background — Mr. Kennedy holds a Bachelor of Science Degree from Eastern Oregon State College and a Master of Science Degree from Oregon State University. Mr. Kennedy has been with the department since early 1984 and Governor Atiyeh appointed him director in 1985. He was with the Greater Portland Convention and Visitor's Association for four years prior to this as the primary representative in the development and marketing of tourism to the United States and overseas.

Company Background — The Oregon Economic Development Department was created in 1973 and is responsible for the formulation of a program of economic development in the State. The Department's activities are organized into 10 operating divisions including — administrative services, business information, communications division, financial services, ports, business recruitment, film and video, international trade, regional development, and tourism.

个人简历：肯尼迪先生在州立东俄勒冈学院获得理学学士学位，在俄勒冈州立大学获得硕士学位。肯尼迪先生从1984年初开始在俄勒冈州经济发展部工作。阿蒂耶州长于1985年任命他为该部主任。担任此职务之前，他在大波特兰大会和旅游者协会工作四年，担任向美国各地和海外推广旅游事业的首席代表。

机构简史：俄勒冈州经济发展部于1973年设立，负责制定该州的经济计划。该部的业务分为10个分部，包括：管理服务、商业信息咨询、通信、财务服务、港口、商业招聘人员、电影片和电视录象、国际贸易、地区发展和旅游业。

**Oregon Economic
Development
Department International
Trade Division**

1500 SW First Avenue, Suite 620
Portland, Oregon 97201

Tel: (503) 229-5625
Tlx: 821481 ORECONDEV

Douglas Frengle
Manager

Personal Background — Mr. Frengle is a graduate of Portland State University and the American Graduate School of International Management. Before joining the Oregon Economic Development Department, he worked in International Banking at the World Headquarters of the Bank of America. He has managed the State's International Trade Division for seven years. Mr. Frengle is the mission director.

Company Background — The International Trade Division of the Oregon Economic Development Department is the State Agency responsible for overall trade development in Oregon. In addition to organizing trade missions and participating in international trade exhibitions, the division assists Oregon and international firms alike in establishing trade contacts.

Business Objective — Interested in meeting with government agencies and firms interested in developing trade contacts in Oregon.

个人简历：弗伦格尔先生在州立波特兰大学和美国国际管理学院研究院毕业。他在俄勒冈州经济发展部工作之前，曾在美国银行世界总部从事国际银行业务。他负责俄勒冈州国际贸易部达七年。弗伦格尔先生是此次代表团的团长。

机构简史：俄勒冈州经济发展部的国际贸易部是一个州政府的机构，负责俄勒冈州的全面贸易发展工作。除了组织贸易代表团和参加国际贸易展览会外，该部门还协助俄勒冈州和世界各国的公司建立贸易联系。

业务目标：希望会见有兴趣在俄勒冈州发展贸易联系的政府机构和公司。



**Oregon Economic
Development Department**
1500 SW First Avenue, Suite 620
Portland, Oregon 97201

Tel: (503) 229-5625
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Fax: (503) 222-5050

Elain Tan
China Trade Coordinator

Background Information: Elaine Tan, China Trade Coordinator, State of Oregon, is a graduate of Portland State University. Her former positions were with Tektronix and most recently she was the China Liaison Manager for Nike, Inc. Elaine speaks fluent Mandarin and Cantonese and has travelled to China in a business capacity many times.

个人简历: Ms. Elaine Tan负责俄勒冈州的中国贸易统筹工作，毕业于州立波特兰大学。她曾在特克特罗尼克斯公司任职。就任现职之前担任奈克公司的中国联络部经理。Ms. Tan 会讲流利的普通话和广东话，并曾多次前往中国进行商务访问。



**U.S. National Bank of
Oregon
International Banking
Division**

P.O. Box 4412
Portland, Oregon 97208

Mrs. Maria Chen Fulkerson
Assistant Vice President &
International Account Officer

Personal Background — Mrs. Fulkerson has a Master's Degree in Education from the University of Minnesota and Iowa State University graduate study in Education Administration. She will act as interpreter for Governor Atiyeh in Fujian Province.

个人简历: 富尔克森夫人获得明尼苏达大学教育硕士学位，并在依阿华州立大学教育管理研究院专业毕业，她将担任阿蒂耶州长访问福建省的译员。

**Atiyeh International, Inc.**

519 SW Park, Suite 208
Portland, Oregon 97205

Tel: (503) 224-3201
Tlx: 4949883 AIL UI

Mr. Thomas J. Atiyeh
President

Personal Background — Mr. Atiyeh attended the University of Oregon, where he studied Business Administration and Arts. He has travelled frequently around the world and has had extensive export and import experience. From 1978 to 1985, Mr. Atiyeh worked in his family business, in charge of buying old and new rugs, marketing, and long range planning. He is the son of Oregon's Governor Victor Atiyeh.

Company Background — The firm is a new corporation, having been formed in 1985. Atiyeh International, Ltd. specializes in importing and marketing products for the design trade. Products include oriental rugs, bodiless silk, lacquerware and arts and crafts. Services also include market research, product development and consulting.

Business Objectives — Fujian: To meet with exporters or manufacturers of kiln dried pine and oak furniture, manufacturers of lacquered furniture and exporters of milled kiln dried lumber. Is interested in immediate purchasing, sample production and exclusive marketing in the U.S. of furniture, arts and crafts, lacquerware, stone, lumber, rugs and carpets, and textiles.

个人简历: 托马斯·阿蒂耶先生曾就读俄勒冈大学, 学习商业管理和艺术。他经常周游世界, 有丰富的进出口经验。从1978年到1985年间, 阿蒂耶先生在家庭经营的生意中负责采购新旧地毯、推销及制订长期计划。他是俄勒冈州州长维克托·阿蒂耶的儿子。

公司简介: 阿蒂耶国际有限公司是1985年成立的一家新公司, 专营进口和销售设计装饰产品, 包括东方小地毯、丝绸、漆器和工艺品。提供的服务也包括市场研究、产品开发和咨询。

业务目标: 福建省: 会见人工干燥松木和栎木家具的出口商或制造厂商、油漆家具制造厂商和加工的人工干燥木材出口商。他对家具、工艺品、漆器、石材、木材、小地毯和地毯和纺织品的立即采购、样品制造和在美国独家销售有兴趣。

**Bernard, Charles and Paige, Inc.**

P.O. Box 2927
Portland, Oregon 97208

Tel: (503) 235-9430
Tlx: 151159 BCP INC

Mr. Burl B. Meals
President

Personal Background — Mr. Meals attended both Oregon State University and Portland State University. He received a Bachelor of Science Degree in Psychology. He worked for King Broadcasting Company for twelve years in various sales and management positions. For the past five years, Mr. Meals has been involved in investment banking and international trade.

Company Background — Bernard, Charles and Paige, Inc. is a newly formed Oregon corporation specializing in investment banking and trade, with a primary emphasis on the People's Republic of China.

Business Objectives — Hong Kong/Fujian Province: To meet with agents, exporters and distributors in the area of consumer products to discuss joint venture manufacturing, export/import.

个人简历: 米尔斯先生曾就读俄勒冈州立大学和州立波特兰大学。他获得心理学学士学位。他曾在金广播公司工作十二年, 担任销售和管理方面各种职务。近五年来, 他一直从事投资银行业务和国际贸易。

公司简介: 伯纳德、查尔斯和佩奇公司是在俄勒冈州新成立的一家公司, 专门经营投资银行业务和贸易, 尤其着重对华贸易。

业务目标: 在香港和福建省: 会见经营消费品的代理行、出口商和经销商, 洽谈合资经营、制造、进出口业务。



Jeld-Wen
P.O. Box 1329
Klamath Falls, Oregon 97601
Tel: (503) 882-3451
Tlx: 151425

Mr. Ken Moore
International Sales Manager

Personal Background — Mr. Moore has been with Jeld-Wen for more than 25 years in various capacities. He is a member of Oregon's International Trade Committee, EXPO 86 Commission, and the newly formed Oregon China Commission.

Company Background — Jeld-Wen was incorporated in 1960 and began production with 15 employees. The company presently employs 1800 people in 22 plants located throughout the U.S.A. They export building products throughout the world.

Business Objectives — Hong Kong: to meet with agents, distributors and importers of building materials to determine the market potential for firm's products. Fujian Province: To meet with agents or government officials to expose the firm's products to the marketplace and to explore areas of mutual cooperation and assistance.

个人简历: 穆尔先生在 Jeld-Wen 公司工作超过25年, 曾担任多种职务。他是俄勒冈州国际贸易委员会、86年博览会组织委员会、以及新成立的俄勒冈州中国委员会成员。

公司简史: Jeld-Wen 公司于1960年成立, 生产时有15名雇员。该公司目前在全美22座工厂内雇用1,800人员。该公司向全世界出口建筑产品。

业务目标: 香港: 会见建筑材料代理行、经销商和进口商, 了解该公司产品在本地市场的潜力。福建省: 会见代理行或政府官员, 向福建省介绍该公司的产品, 并探索相互合作和协助的领域。



**Ore/Pac Marketing, Ltd.,
International**
474 Willamette Street, Suite 202
Eugene, Oregon 97401
Tel: (503) 344-2200
(503) 345-2582
Tlx: 910-459-2027 EUG

Mr. Jay A. West
President

Personal Background — Mr. West has an extensive background in broadcasting, business development, marketing and electronic banking. He owned and operated a radio station for eight years and held positions of Senior Vice President of Marketing, Director and National Marketing Director for two publicly held companies. Mr. West has also been co-owner of a stock brokerage firm, and worked as a communications and business development consultant.

Company Background — Ore/Pac Marketing, Ltd., is a business development company owned by Jay A. West and Peter L. Townsend of Eugene, Oregon. Ore/Pac established the first economic development project after the signing of the sister state-province relationship between Fujian and Oregon. Ore/Pac originated the project to develop a comprehensive beef export industry in Fujian, and is a partner with RBR International in the venture.

Business Objectives — Hong Kong: To meet with banking and financial institutions, and importers and distributors of meat, aquatic products, processed-packaged foods, and hand tools. Fujian: To meet with government officials in areas of animal husbandry, aquaculture, forestry, fisheries, economics and trade, to discuss the exchange of products and technology.

个人简历: 韦斯特先生在广播、商业开发、市场开拓和电子银行业务方面有丰富经验。他拥有一家无线电台并经营达八年。他曾担任两家股票上市公司的市场拓展高级副总裁、董事和负责全国市场拓展的董事等职位。韦斯特先生也是一家股票经纪公司东主之一, 并担任通信和商业发展顾问。

公司简史: ORE/PAC 销售有限公司是一家商业开发公司, 由俄勒冈州尤金市的韦斯特和汤森两人拥有。在福建省和俄勒冈州建立姊妹省关系之后, 第一个经济开发项目就是 ORE/PAC 公司建立起来的, ORE/PAC 公司发起这个开发福建省综合牛肉出口的综合项目, 并与 RBR 国际合资经营。

业务目标: 香港: 会见银行和财务机构, 以及肉类、水产、加工包装食品和手动工具的进口商和经销商。福建省: 会见畜牧业、农业、水产业、林业、渔业、经济和贸易机构, 洽谈产品和技术交流。



**Pacific Corridor
International, Inc.**
9400 SW Barnes Road, Suite 309
Portland, Oregon 97225

Tel: (503) 297-7656
Tlx: 360269 PCI-PTL

Mr. Howard Page, Jr.
President

Personal Background — Mr. Page has over 30 years' experience in the lumber and plywood industry, concentrating on the export of lumber and plywood. He also owns a plywood plant and sawmills manufacturing for the export market.

Company Background — Pacific Corridor International is four years old and represents several lumber and plywood mills who export. They have exclusive representation of montmore timber products and lumber sawmill green veneer mill and plywood plant serving the export market.

Business Objectives — Wish general exposure in Hong Kong and Fujian Province to determine how to best sell their lumber and plywood products in the market.

个人简历：佩奇先生在木材和胶合板工业方面有30多年的经验，主要经营木材和胶合板的出口。他还拥有一座胶合板厂和若干座锯木厂，专门制造出口产品。

公司简介：Pacific Corridor International公司创立已四年，担任几家出口木材和胶合板产品的工厂代理。它独家代理 Montmore 木材产品和锯木厂、单板厂和胶合板厂的出口业务。

业务目标：希望在香港和福建省进行一般性的接触，以便确定如何在这些市场上最有效地销售木材和胶合板产品。



Port of Astoria
1 Portway
Astoria, Oregon 97103
Tel: (503) 325-4521
Tlx: 296393 PORT UR

Mr. Theodore T. "Ted" Bugas
Administrative Director

Personal Background — Mr. Bugas spent 20 years in the fish processing industry. For seven years, he owned and operated his own company where he bought, processed and marketed salmon, sturgeon, shad and roe from all these species. His firm also processed shrimp, crab and various species of ocean fish.

Company Background — The Port of Astoria is a publicly owned port. Of the twenty-three ports in Oregon, the Port of Astoria is one of the three largest and busiest. Wood products and fishery products are the major items being shipped through the port.

Business Objectives — Hong Kong/Fujian Province: Mr. Bugas would like to explore possibilities for increasing the flow of imports and exports through the port of Astoria, especially for fisheries products, logs and finished wood products. Would like to meet with importers, exporters, officials and fish processing plant managers.

个人简历：布加斯先生曾从事鱼类加工业达20年。其中七年，他拥有自己经营的公司，从事采购、加工及销售鲑鱼、鲟鱼、河鲑和这些鱼类的鱼子。他的公司还加工虾、蟹和各种海鱼。

机构简介：阿斯托里亚港是一个公共拥有的港口。在俄勒冈州二十三个港口中，它是三个最大最繁忙的港口之一。从这个港口付运的主要货物有木材产品和渔业产品。

业务目标：香港和福建省：布加斯先生希望探讨增加阿斯托里亚港的进出口量的可能性，尤其是渔业产品、原木和木材制品。他准备会见进口商、出口商、官员和鱼类加工厂经理入。



Sunrise Shipping Agency, Inc.

1515 SW Fifth Avenue,
Suite 1050
Portland, Oregon 97201

Tel: (503) 227-2631

Tlx: 227-340 RCA

Mr. Horace Harrison, Jr.
Chief Executive Officer of
International Shipping Co.

Personal Background — Mr. Harrison received his degree from Vanderbilt University in Nashville, Tennessee. He attended graduate school at the London School of Business and Economics and the Sorbonne University in Paris, France. He worked for General Steamship Corporation from 1967-1973 in various management positions. In 1973 he became manager of the Pacific Northwest for the Harper Group. He founded Sunrise Shipping Agency in 1980.

Company Background — Sunrise Shipping Agency is an Oregon-Based corporation serving the Northwest. The company represents a major steamship line with container service to the Far East and breakbulk service to Australia. The company has experienced a successful growth rate and are also agents for number of tramp vessel owners and charterers.

Business Objectives — In Hong Kong, the company hopes for immediate sales and general exposure. They will be testing the market in Fujian Province, and would like to meet with shipowners, charterers, port authorities, and firms dealing with cargo between P.R.C. and U.S. Pacific Northwest.

个人简历：哈里森先生获田纳西州纳什维尔市范德比尔特大学学位。后来进卢顿商业和经济学院和法国巴黎的神学院修读研究生学位。从1967至1973年，他在通用轮船公司担任各种管理工作。1973年担任哈珀集团太平洋西北公司的经理。1980年创设日出轮船公司。

公司简介：日出轮船公司总部设在俄勒冈州，为美国西北部提供服务的一家公司。该公司是一家主要的轮船公司，为远东地区提供集装箱服务，及为澳大利亚提供散装货服务。该公司成长迅速，并担任若干不定期货轮东主和租船者的代理。

业务目标：在香港，该公司希望能直接达成商业交易，并与本地工商业建立了解。在福建，他们将了解市场情况，并希望会见船东、租船人、港务当局，以及在中国与美国太平洋西北地区之间有货物来往的公司。



Vicwood (USA) Corp.

1-23 McCormick Pier
910 NW Front
Portland, Oregon 97209

Tel: (503) 228-2492

Tlx: 151116 VICWOODUSA PTL

Mr. Henry Y. Tsui
Vice President

Personal Background — Mr. Tsui was born in China. He is very experienced in Far East business, specializing in international trade.

Company Background — Vicwood Corp. is an experienced international trading firm in bulk materials for over 30 years. The company is heavily involved in timber and timber products in the Northwest and owns plywood mills in the P.R.C.

个人简历：Mr. Tsui在中国出生。他对远东地区的商业富有经验，专门从事国际贸易。

公司简介：Vicwood Corp.是一家具有30多年经验的散装材料国际贸易公司。该公司在美国西北部经营大宗的木材和木材产品，并在中华人民共和国拥有胶合板厂。