

GOVERNOR'S FALL MISSION TO JAPAN - MEETING SHEET

MEETING WITH: NEC CORPORATION

DATE: November 11, 1985

TIME START: 8:30 8:30 am (meet Todokoro-san in Imperial Hotel lobby for NEC-supplied car)

TIME FINISH: 9:00 am

LOCATION: NEC Corporation Headquarters

FLOOR/ROOM #: Will be escorted

OREGON ATTENDEES: Governor Atiyeh, Tom Kennedy, Rick Schulberg, Charles Swindells & David Lutjen

SPOKESPERSON: Governor Atiyeh

JAPAN/OTHER ATTENDEES: Dr. T. Sekimoto, President  
Mr. Y. Kaito, Senior Vice President  
Dr. H. Kaneko, Assistant Senior Vice President  
Mr. K. Nakamura, Vice President  
Mr. Y. Numata, General Manager

BACKGROUND: NEC Corporation made the first Japan-origin announcement of a high technology investment in Oregon in May, 1984; this announcement was made prior to the visit of Keidanren. NEC provided a speaker for the Osaka "Invest in Oregon" seminar and arranged a plant tour and special courtesies at the Tsukuba Expo '85 for mission members.

MEETING AGENDA: *HIGHER ED/OCATE*

- thank NEC for their continued commitment to Oregon stressing the importance of they're being the first to announce a major investment in Oregon
- thank NEC for their part in supporting the efforts of Oregon to plan and develop the Oregon Pavilion at Expo '86 in Vancouver, B.C.
- thank NEC for their continued support of the JRO

ACTION REQUESTED: - we continue to be committed to a long-term relationship with NEC  
- we want to assist NEC actively in the future  
- we want to assist NEC-affiliated companies in the future

HANDOUTS: None

GIFTS: Dr. T. Sekimoto - Framed Indian rubbing  
Others - not necessary by pre-arrangement

NEXT MEETING: Interview with Yomiuri Shimbun

*Planned Golf @ P.G.C.  
w/ ~~MR~~ MURDOGA (S/GAVE  
H/M ATTOR)*

LOCATION:

JRO

TRANSPORTATION:

Provided by NEC

TRANSIT TIME:

20 minutes

GOVERNOR'S FALL MISSION TO JAPAN - MEETING SHEET

MEETING WITH: YOMIURI SHIMBUN

DATE: November 11, 1985

TIME START: 9:30 am

TIME FINISH: 10:10 am

LOCATION: JRO

FLOOR/ROOM: 12th; N-1213

OREGON ATTENDEES: Governor Atiyeh & Tom Kennedy

SPOKESPERSON: Governor Atiyeh

JAPAN/OTHER ATTENDEES: Mr. J. Nakamura, News Correspondent

BACKGROUND: The Yomiuri Shimbun is one of the most widely read news dailies in Japan.

INTERVIEW SUBJECTS: - direct investment activities by Japanese firms in Oregon  
- investment incentives  
- Governor's views on the U.S.-Japan trade friction situation  
- trade between Japan and Oregon  
- future economic relationship between Japan and Oregon  
*- Highlighted & OCATS*

HANDOUTS: Revised edition of the "Oregon Investment Guide" {Japanese language}

GIFTS: Letter opener

NEXT MEETING: NOMURA SECURITIES CO., LTD.

LOCATION: Nomura Securities - HQ - Nihonbashi

TRANSPORTATION: Kokusai Motorcar

TRANSIT TIME: 20 minutes

*INVESTMENT MGR.*

GOVERNOR'S FALL MISSION TO JAPAN - MEETING SHEET

MEETING WITH: THE NOMURA SECURITIES COMPANY, LTD.  
DATE: November 11, 1985  
TIME START: 10:30 am  
TIME FINISH: 11:15 am  
LOCATION: Nomura Headquarters  
FLOOR/ROOM #: Headquarters Building - 2nd Floor  
OREGON ATTENDEES: Governor Atiyeh, Tom Kennedy, Rick Schulberg,  
Charles Swindells and David Lutjen  
SPOKESPERSON: Governor Atiyeh  
JAPAN/OTHER ATTENDEES: Mr. Tabuchi, Executive Vice President  
Mr. M. Kurokawa, Managing Director  
Mr. Y. Gokita, Deputy General Manager  
Mr. T. Tanaka, Manager

BACKGROUND: The Nomura Securities Company, Ltd. is the largest securities firm in Japan and the primary underwriter for most of the major corporations in Japan. OEDD relationship with Nomura began about one year ago and culminated in their strong support of the Oregon Investment Mission "Invest in Oregon" seminar series; the results of which were unprecedented for any similar activity in Japan. At the root of their interest in Oregon is their goal of managing a portion of the PERS funds; a portion of which is currently being managed by Daiwa Securities.

ACTION REQUESTED: - Oregon greatly appreciates the efforts of Nomura and we hope that the close cooperation of the Nomura Group and Oregon will continue  
- we recognize that Nomura has certain goals in addition to assisting their Japanese client companies with their investment decisions  
- while the Office of the Governor must remain neutral in decisions affecting the investment of PERS funds, we recognize the very high value of professional management of those funds  
- with the very high interest of Oregonians in Japan and in doing business with Japan, I will certainly lend my support to your efforts to cooperate with the PERS administrators  
- we are deeply grateful to Nomura and very impressed with your performance on our behalf; since Oregon represents a "quality investment climate" it is only natural that we seek the highest level of management performance with respect to the PERS funds



HANDOUTS:

None

GIFTS:

Mr. Tabuchi - M.W PR. WGT & CARD CASE  
Mr. M. Kurokawa -  
Mr. Y. Gokita - ] MYRTLE WOOD  
Mr. T. Tanaka - ] PAPER WGT

NEXT MEETING:

Luncheon with Communications Industries  
Association of Japan

LOCATION:

Apicius Restaurant

TRANSPORTATION:

Kokusai Motorcar

TRANSIT TIME:

15 minutes

GOVERNOR'S FALL MISSION TO JAPAN - MEETING SHEET

MEETING WITH: COMMUNICATIONS INDUSTRY ASSOCIATION OF JAPAN  
DATE: November 11, 1985  
TIME START: 12:00 - Noon  
TIME FINISH: 1:15 ~ 1:30 pm  
LOCATION: Apicius Restaurant (1/2 block from JRO)  
OREGON ATTENDEES: Governor Atiyeh, Tom Kennedy, Rick Schulberg,  
Charles Swindells & David Lutjen  
SPOKESPERSON: Governor Atiyeh  
JAPAN/OTHER ATTENDEES: \*Mr. H. Ozawa, President  
\*Mr. K. Kurosaki, Assistant to the President  
Mr. Y. Numata, NEC Corporation  
Mr. Hirose, Fujitsu Limited

BACKGROUND: During the Governor's Mission to Japan in September, 1984, mission members made a presentation before a group of this association's members. This association stated, during a meeting with the Governor during that same mission, that they would like to organize a mission comprised of association members for the purpose of visiting potential investment sites in the U.S. including Oregon. Governor Atiyeh's picture was a prominent feature of their newsletter last fall. The association had been planning to send a mission this Spring but has now decided to hold off until at least Fall, 1985. During the Governor's visit to Japan in May, 1985, CIAJ hosted a luncheon in the Imperial Hotel. Later this month, November, 1985, Messrs. Ozawa and Kurosaki will be visiting Texas and Washington, D.C. While the JRO has extended an informal invitation for them to visit Oregon, an invitation from the Governor would be warmly received.

ACTION REQUESTED: *- HIGHLIGHTED COPY*  
- appreciate their support of our efforts in the future  
- Oregon has a quality product and we want to remain in the lead  
\* - INVITE MESSRS. OZAWA AND KUROSAKI TO OREGON DURING THEIR UPCOMING VISIT TO THE U.S.  
\* - invite the Association to organize a mission comprised of firms which are studying the feasibility of investing in the U.S. and to visit Oregon

HANDOUTS: New version of the "Oregon Investment Guide"

GIFTS: Mr. Ozawa -  
Mr. Kurosaki -

NEXT MEETING: Bank of Tokyo schedule

GOVERNOR'S FALL MISSION TO JAPAN - MEETING SHEET

MEETING WITH: BANK OF TOKYO

DATE: November 11, 1985

TIME START: 2:00 pm

TIME FINISH: 2:30 pm

LOCATION: Bank of Tokyo HQ - Nihonbashi

FLOOR/ROOM #: Will be escorted

OREGON ATTENDEES: Governor Atiyeh, Tom Kennedy, Rick Schulberg,  
Charles Swindells & David Lutjen

SPOKESPERSON: *WNOUE* Governor Atiyeh

JAPAN/OTHER ATTENDEES: Mr. R. Takata, Managing Director  
Mr. Shichijo, General Manager, North America  
and Oceania Division  
Mr. M. Murai, General Manager, Financial  
Services Division

BACKGROUND: Bank of Tokyo is the only Japanese bank which  
maintains an office in Oregon {other than Bank of California which is  
owned by Mitsubishi Bank}. Bank of Tokyo and the JRO have cooperated  
in arranging a series of meetings which will be discussed, briefly,  
during this particular meeting.

ACTION REQUESTED: - we value the relationship between BOT and  
Oregon  
- appreciate their support in the community  
- we like their General Manager, Mr. Kuzomaki  
- we appreciate the opportunity to meet with  
several of their selected customers

HANDOUTS: Revised edition of the "Oregon Investment  
Guide" {Japanese language}

GIFTS: Mr. R. Takata - Framed Indian rubbing  
Others - Paperweights

NEXT MEETING: MITSUBISHI METAL

LOCATION: Bank of Tokyo HQ

TRANSPORTATION:

Kokusai Motorcar

GOVERNOR'S FALL MISSION TO JAPAN - MEETING SHEET

MEETING WITH: MITSUBISHI METAL  
DATE: November 11, 1985  
TIME START: 2:30  
TIME FINISH: 3:30 pm  
LOCATION: Bank of Tokyo HQ - Nihonbashi  
FLOOR/ROOM #: Will be escorted  
OREGON ATTENDEES: Governor Atiyeh, Tom Kennedy. Rick Schulberg,  
Charles Swindells & David Lutjen  
SPOKESPERSON: Governor Atiyeh  
JAPAN/OTHER ATTENDEES: Mr. Kawata, Director

BACKGROUND: Mitsubishi Metal has been investigating the possibility of investing in the U.S. for a long period of time. Initially introduced to the JRO through Nomura Securities, Mitsubishi Metal's envisioned operation in the U.S. would be responsible for the production of polycrystalline ingots. The timing of such an investment has been temporarily put on hold as a result of the current market conditions in the semiconductor industry. An important feature of this investment case is that while Mitsubishi Metal will supply raw materials to its "sister" company located in North Carolina and would probably be best advised to locate its plant closer to North Carolina, one of the firms primary customers is Fujitsu Microelectronics. Regardless of location, MM would have it sister operation in N.C. as a captive customer while close proximity to the Fujitsu operation in the Gresham area is viewed as being critical to maintaining the Fujitsu-MM relationship. With the delay in construction announced by Fujitsu, MM follows Fujitsu's lead by postponing their internal site selection process. It is known, however, that Oregon is a preferred site due, in part, to the great amount of information compiled by Mitsubishi Electronics during its site selection process wherein Salem was the #2 choice.

MEETING AGENDA:

- thanks for taking time to meet with us
- we appreciate the efforts of the Bank of Tokyo in arranging this appointment
- present chronology of events leading up to this visit; from Governor taking office and emphasizing change in investment climate
- when you deal with Oregon, you are dealing with professionals - I, as Governor, make sure of that
- I personally want to be involved in assisting your firm
- our JRO is here to help you



- with so many firms now coming to Oregon,  
there must be some very good reasons

**ACTION REQUESTED:**

- invite them to visit Oregon
- invite their inquiries and requests for information
- we are pleased to work through the Bank of Tokyo

**HANDOUTS:**

Revised edition of the "Oregon Investment Guide" {Japanese language}

**GIFTS:**

Mr. Kawata - Paperweight

**NEXT MEETING:**

JOHN SWIRES & SONS (JAPAN), LTD.

**LOCATION:**

Bank of Tokyo HQ

*Yasuki Miyazaki*

GOVERNOR'S FALL MISSION TO JAPAN - MEETING SHEET

MEETING WITH: JOHN SWIRE~~S~~ & SONS (JAPAN), LTD.  
DATE: November 11, 1985  
TIME START: 3:30 pm  
TIME FINISH: 4:40 pm  
LOCATION: Bank of Tokyo HQ - Nihonbashi  
FLOOR/ROOM #: Will be escorted  
OREGON ATTENDEES: Governor Atiyeh, Tom Kennedy, Rick Schulberg, Charles Swindells & David Lutjen  
SPOKESPERSON: Governor Atiyeh  
JAPAN/OTHER ATTENDEES: Mr. Kuniyoshi, Director & General Manager  
BACKGROUND: The information available on this firm is sketchy, at best. The company is a part of the Swire Group, headquartered in Hong Kong. The Swire Group has maintained a controlling interest in Cathay Pacific Airways virtually since Cathay's founding. The Bank of Tokyo indicates that this firm is involved in the distribution business but is taking a serious look at diversification into the electronics field.  
MEETING AGENDA: - thanks for taking time to meet with us  
- we appreciate the efforts of the Bank of Tokyo in arranging this appointment  
- present chronology of events leading up to this visit; from Governor taking office and emphasizing change in investment climate  
- when you deal with Oregon, you are dealing with professionals - I, as Governor, make sure of that  
- I personally want to be involved in assisting your firm  
- our JRO is here to help you  
- with so many firms now coming to Oregon, there must be some very good reasons  
ACTION REQUESTED: - invite them to visit Oregon  
- invite their inquiries and requests for information  
- we are pleased to work through the Bank of Tokyo  
HANDOUTS: Revised edition of the "Oregon Investment Guide" {Japanese language}  
GIFTS: Mr. Kuniyoshi - Paperweight

*INDUSTRIAL TRAINING*  
*Being discussed with*  
*INDUSTRIAL PROCESS CONSULTING*  
*TELECOMMUNICATIONS*

NEXT MEETING: NISSHIN FLOUR MILLING CO., LTD.  
LOCATION: Nisshin Flour Milling Co., Ltd. - Nihonbashi  
TRANSPORTATION: Kokusai Motorcar  
TRANSIT TIME: 10 minutes

GOVERNOR'S FALL MISSION TO JAPAN - MEETING SHEET

MEETING WITH: NISSHIN FOUR MILLING CO., LTD.

DATE: November 11, 1985

TIME START: 5:00 pm

TIME FINISH: ~ 5:30 pm

LOCATION: Nisshin Flour Milling Co., Ltd. - Nihonbashi

OREGON ATTENDEES: Governor Atiyeh

SPOKESPERSON: Governor Atiyeh

JAPAN/OTHER ATTENDEES: Mr. Hidesaburo Shoda, Honorary Chairman  
Director

BACKGROUND: Contact is an honorary citizen of Oregon and a  
personal friend of Governor Atiyeh.

MEETING AGENDA: N.A.

ACTION REQUESTED: N.A.

HANDOUTS: N.A.

GIFTS: Framed Indian rubbing

NEXT MEETING: NEC Dinner Function (commences at 6:30 pm)

LOCATION: Senka-sou (NEC Guest House)

TRANSPORTATION: Kokusai motorcar will transport Governor  
Atiyeh directly from Nisshin meeting to NEC  
dinner location at Senka sou.

For TK, RS, CS & DL, NEC will provide  
transportion (meet Todokoro-san in Imperial  
Hotel lobby at 6:00 pm)

TRANSIT TIME: For Governor: 45 minutes  
For others: 25 minutes

GOVERNOR'S FALL MISSION TO JAPAN - MEETING SHEET

MEETING WITH: NEC CORPORATION

DATE: November 11, 1985

TIME START: 6:30 pm (All except Governor Atiyeh meet  
Todokoro-san in Imperial Hotel lobby at 6:00  
pm for NEC-supplied car)

TIME FINISH: 8:30 pm

LOCATION: Senka-So {NEC Guest House}

OREGON ATTENDEES: Governor Atiyeh, Tom Kennedy, Rick Schulberg,  
Charles Swindells & David Lutjen

SPOKESPERSON: Governor Atiyeh

JAPAN/OTHER ATTENDEES: Mr. S. Shimizu, Executive Vice President  
Dr. H. Kaneko, Assistant Senior Vice President  
Mr. Y. Kuzushima  
Mr. Y. Numata  
Mr. K. Kawakami  
Mr. I. Maejima

GIFTS: Mr. S. Shimizu - Paperweight  
Dr. H. Kaneko - Modest item  
Mr. Y. Kuzushima - Modest item  
Mr. Y. Numata - Modest item  
Mr. K. Kawakami - Modest item  
Mr. I. Maejima - Modest item

*CTR. OPENERS*

- THIS MEETING CONCLUDES TODAY'S SCHEDULE -



GOVERNOR'S FALL MISSION TO JAPAN - MEETING SHEET

MEETING WITH: NEC CORPORATION

DATE: November 11, 1985

TIME START: 8:30 am (meet Todokoro-san in Imperial Hotel lobby for NEC-supplied car at 8:10 am)

TIME FINISH: 9:00 am

LOCATION: NEC Corporation Headquarters

FLOOR/ROOM #: Will be escorted

OREGON ATTENDEES: Governor Atiyeh, Tom Kennedy, Rick Schulberg, Charles Swindells & David Lutjen

SPOKESPERSON: Governor Atiyeh

JAPAN/OTHER ATTENDEES: Dr. T. Sekimoto, President  
Mr. Y. Kaito, Senior Vice President  
Dr. H. Kaneko, Assistant Senior Vice President  
Mr. K. Nakamura, Vice President  
Mr. Y. Numata, General Manager

BACKGROUND: NEC Corporation made the first Japan-origin announcement of a high technology investment in Oregon in May, 1984; this announcement was made prior to the visit of Keidanren. NEC provided a speaker for the Osaka "Invest in Oregon" seminar and arranged a plant tour and special courtesies at the Tsukuba Expo '85 for mission members.

MEETING AGENDA: - thank NEC for their continued committment to Oregon stressing the importance of they're being the first to announce a major investment in Oregon  
- thank NEC for their part in supporting the efforts of Oregon to plan and develop the Oregon Pavilion at Expo '86 in Vancouver, B.C.  
- thank NEC for their continued support of the JRO

ACTION REQUESTED: - we continue to be committed to a long-term relationship with NEC  
- we want to assist NEC actively in the future  
- we want to assist NEC-affiliated companies in the future

HANDOUTS: None

GIFTS: Dr. T. Sekimoto - Framed Indian rubbing  
Others - not necessary by pre-arrangement

NEXT MEETING: Interview with Yomiuri Shimbun

GOVERNOR'S FALL MISSION TO JAPAN - MEETING SHEET

MEETING WITH: OTSUKA PHARMACEUTICAL  
DATE: November 12, 1985  
TIME START: 11:00 am  
TIME FINISH: 11:30 am  
LOCATION: Otsuka Pharmaceutical HQ - Osaka  
FLOOR/ROOM #: Will be escorted  
OREGON ATTENDEES: Governor Atiyeh, Tom Kennedy, Rick Schulberg, Charles Swindells & David Lutjen  
SPOKESPERSON: Governor Atiyeh  
JAPAN/OTHER ATTENDEES: Mr. S. Kawaguchi, Director & General Manager - American Projects  
Mr. T. Yahiro, Manager, Office of American Projects

BACKGROUND: Otsuka Pharmaceutical is most widely known for its isotonic sports beverage, "POCARI SWEAT". The firm also manufactures a line of sports-related dietary aids and medical products. The firm's first operation in the U.S. was a research facility in Maryland - the site was chosen ostensibly because it would be easier to satisfy FDA drug testing requirement if the facility was in close proximity to FDA facilities. Recently, the firm opened a second research facility in the Seattle, Washington area. Otsuka chose Washington for three reasons: The existence of the University of Washington Medical School and the adjoining Hutchinson Institute (bio-technology research); the absence of unitary tax; and, the fact that other than California, the Seattle, Washington area is generally quite familiar to Japanese. The firm's interest continues to be in the area of bio-technology while Mr. Kawaguchi, following recent test marketing of "PS" in San Diego, is most interested in possible production of Otsuka's products in the U.S. Mr. Kawaguchi will be leaving Japan on November 25 to direct all North American operations - including future investments - for Otsuka Pharmaceutical.

MEETING AGENDA:

- Oregon's long-standing trading relationship with Japan
- Oregon's future is tied to the Pacific Rim
- Oregon welcomes investment from Japan
- Oregon's great heritage as a leader in government, business and sports
- thanks for taking time to meet with us
- present chronology of events leading up to this visit; from Governor taking office and emphasizing change in investment climate
- when you deal with Oregon, you are dealing with professionals - I, as Governor, make sure

*Handwritten notes:*  
NIKE / ORE. OLYMPICS  
SPORTS, FITNESS & HEALTH  
20th BIO-TECHNOLOGY  
HSC / O-O  
OGC  
FUTURE  
UNIONS / SERVICE  
NO B&O TAX  
PUBS  
WATER

of that

- I personally want to be involved in assisting your firm
- our JRO is here to help you
- with so many firms now coming to Oregon, there must be some very good reasons

**ACTION REQUESTED:**

- invite them to visit Oregon
- invite their inquiries and requests for information

**HANDOUTS:**

Revised edition of the "Oregon Investment Guide" {Japanese language}

**GIFTS:**

Mr. Kawaguchi - Framed Indian rubbing  
Mr. Yahiro - paperweight

**NEXT MEETING:**

MATSUSHITA ELECTRIC TRADING CO., LTD.

**LOCATION:**

Matsushita Electric Trading HQ  
Minamisemba, Minami-ku, Osaka

**TRANSPORTATION:**

Kokusai Motorcar

**TRANSIT TIME:**

20-25 minutes (meet in Royal Hotel lobby at 1:30)



GOVERNOR'S FALL MISSION TO JAPAN - MEETING SHEET

MEETING WITH: MATSUSHITA ELECTRIC ~~TRADING~~ CO., LTD.  
DATE: November 12, 1985  
TIME START: 2:00 pm  
TIME FINISH: 4:00 pm  
LOCATION: Matsushita Elec. Trading - HQ  
FLOOR/ROOM #: Will be escorted  
OREGON ATTENDEES: Governor Atiyeh, Tom Kennedy, Rick Schulberg,  
Charles Swindells & David Lutjen  
SPOKESPERSON: Governor Atiyeh

MR. TAJAKA  
NOMURA  
JUST ON TIME  
Primary Orgs

JAPAN/OTHER ATTENDEES: Minoru (Mark) Yasuda, General Manager  
Kazutami (Kevin) Ishijima, Supervisor  
Regional Operations Department  
North America Division

BOTTOM LINE  
GROSS TAX  
NO STATE TAX  
ELECTRONIC  
NEW YORK  
SALES PD  
WEST

4 PLANTS  
116  
TODAY 2

BACKGROUND: Recent policy decisions in the firm have dictated that 50% of the firm's sales should be made and sold in Japan; 25% of the sales should be exported from Japan; and 25% of sales should be made and sold in overseas markets.

145,000  
61,000

According to this policy, 50% of Matsushita's U.S. sales should be from products produced in the U.S. The current level is 15%. For 1985, total U.S. sales for the Matsushita group will amount to about \$4 billion. The firm now has 7,000 employees in the U.S., 500 in Canada and 500 in Puerto Rico.

Internally, the manufacturing divisions will make the concrete plans for what products can be manufactured overseas while the Electric Trading end of the firm is charged with implementing the investment. Last October, the group functions within the organization changed. Prior to that time, Electric Trading was primarily responsible for the movement of goods both from within the firm and in connection with business with outside companies/3rd country business. In October, 1984, Electric Trading became primarily responsible for overseas production. At that time, Yasuda and Ishijima were transferred from Electric to Electric Trading to spearhead the changeover.

The firm has not reached a decision on what will be produced in the U.S. as of yet; they have production plans in hand from all the various divisions. In addition to VCRs and ICs, contacts indicated that many other products could and should be manufactured in the U.S. In the next five years, "more than several" factories will be established in the U.S.

MEETING AGENDA: - thanks for taking time to meet with us

- we want to be involved in assisting Matsushita Electric Trading wherever possible
- our JRO is here to help you
- with so many firms now looking to Oregon, there must be some very good reasons

**ACTION REQUESTED:**

- invite them to visit Oregon again and to consider Oregon as a site for future expansion
- invite their inquiries and requests for information

**HANDOUTS:**

Revised edition of the "Oregon Investment Guide" {Japanese language}

**GIFTS:**

Mr. Yasuda - Framed Indian rubbing

**NEXT MEETING:**

OREGON FOOD SHOW

**LOCATION:**

Kokusai (International) Hotel

**TRANSPORTATION:**

Kokusai motorcar

**TRANSIT TIME:**

20 minutes



GOVERNOR'S FALL MISSION TO JAPAN - MEETING SHEET

MEETING WITH: WAKUNAGA PHARMACEUTICAL CO., LTD.  
DATE: November 12, 1985  
TIME START: 4:30 pm  
TIME FINISH: 5:00 pm  
LOCATION: Wakunaga Pharmaceutical HQ  
FLOOR/ROOM #: Will be escorted  
OREGON ATTENDEES: Governor Atiyeh, Tom Kennedy, Rick Schulberg, Charles Swindells & David Lutjen  
SPOKESPERSON: Governor Atiyeh (MIKE CORRIGAN-L.A.)  
JAPAN/OTHER ATTENDEES: Mr. Y. Kusai, Executive Vice President  
BACKGROUND: Firm participated in the April, 1985 Oregon Investment Seminar which was held in Osaka.---  
MEETING AGENDA: - thanks for taking time to meet with us  
- present chronology of events leading up to this visit; from Governor taking office and emphasizing change in investment climate  
- when you deal with Oregon, you are dealing with professionals - I, as Governor, make sure of that  
- I personally want to be involved in assisting your firm  
- our JRO is here to help you  
- with so many firms now coming to Oregon, there must be some very good reasons  
ACTION REQUESTED: - invite them to visit Oregon  
- invite their inquiries and requests for information  
- we are pleased to work directly or through through Nomura  
HANDOUTS: Revised edition of the "Oregon Investment Guide" {Japanese language}  
GIFTS: Mr. Kusai - Framed Indian rubbing  
NEXT MEETING: Opening Ceremonies - "Oregon Food Show"  
LOCATION: International Hotel  
TRANSPORTATION: Kokusai Motorcar

NOMURA  
WITNEY TOM  
MAY 20 11-12-85  
MISSION VESTED, CALIF.  
PUBLISHED 5/14/85

★ (AG ADVISED)  
Re ODE. Form signed  
Said Exhibit from JRO  
(CORRIGAN MEMO L.A.)  
FOLKX100  
O.S. 110

Brief personal history  
of  
late Dr. Eugen Schnell

Nationality: German

Born: September 10, 1883 at Wertherburg, city of Erlangen  
as the seventh son of Prof. Dr. Schnell, Ruprecht-  
Karl-Universitaet Heidelberg

Died: May 12, 1974 in Kobe city, Hyogo Pref., Japan

Religion: Catholic

Education: 1898-1907 Ruprecht-Karl-Universitaet Heidelberg  
and Fachhochschule Karlsruhe  
1924-1928 Friedrich-Wilhelms-Universitaet zu Berlin

Research: Fundamental chemistry, Pharmacy, Pharmacology,  
Pharmacognosy, Bacteriology, Physics, Anatomy,  
Toxicology, Pathology, General medical chemistry.

Profession: 1908-1916 successively served the following societies  
as a society assistant

Robert Koch Society (Berlin)

Central Africa, Equatorial Africa, South Africa  
and South Sea Colonies Research Society

Ship Tropical Diseases Society (Hamburg & Colonies)

Tuberculosis & Cancer Research Academy (Berlin)

- \* Professor of Medical Chemistry and Pharmacy,  
Freidrich-Wilhelms-Universitaet zu Berlin
- \* Special Adviser, Public Welfare Bureau, Ministry of  
Internal Affairs, German Government
- \* A member of Royal Academy of Science
- \* supplied medical products to Health Insurance  
Association of great Berlin district.
- \* 1923, Chairman of Decitin Medical Research Institute  
(manufacturing Decitin ointment)
- \* manufactured specific medicines at Iege Medical  
Research Institute
- \* 1934, invited to Japan by Sumitomo Chemical Industries  
(former Nippon Dyes Industries) on the occasion of the  
construction of Torishima plant and for nine years  
since then devoted himself to accomplish the manufactur-  
ing method of the medicines which could not be manufac-  
tured in Japan at that time (Pyramidon, for instance).

TRANSIT TIME:

20 minutes (ribbon-cutting ceremony begins at  
6:00 pm)

GOVERNOR'S FALL MISSION TO JAPAN - MEETING SHEET

MEETING WITH: ~~THE BANK OF TOKYO, LTD.~~ OSAKA CHAMBER OF COMMERCE

DATE: November 13, 1985

TIME START: 10:00 am

TIME FINISH: 10:15 am

LOCATION: Bank of Tokyo - Osaka Head Office

FLOOR/ROOM #: Will be escorted

OREGON ATTENDEES: Governor Atiyeh, Tom Kennedy, Rick Schulberg, Charles Swindells & David Lutjen

SPOKESPERSON: Governor Atiyeh

JAPAN/OTHER ATTENDEES: To be informed

BACKGROUND: The Bank of Tokyo has arranged for the Governor to meet with representatives of Osaka Titanium after this courtesy meeting.

MEETING AGENDA: - thanks for assisting us with an appointment with Osaka Titanium  
- provide some background information on Oregon's connection with Japan - trade, investment, etc.  
- our JRO was the 23rd state representative office and is here to help local firms  
- with so many firms now coming to Oregon, there must be some very good reasons

ACTION REQUESTED: None

HANDOUTS: Revised edition of the "Oregon Investment Guide" {Japanese language}

GIFTS: Framed Indian rubbing

NEXT MEETING: OSAKA TITANIUM CO., LTD.

LOCATION: Amagasaki City

TRANSPORTATION: Kokusai motorcar

TRANSIT TIME: Unknown

GOVERNOR'S FALL MISSION TO JAPAN - MEETING SHEET

MEETING WITH: ROHM CO., LTD.

DATE: November 13, 1985

TIME START: 10:00 am

TIME FINISH: 11:00 am

LOCATION: Rohm Co., Ltd. - HQ - Kyoto

FLOOR/ROOM #: Will be escorted

OREGON ATTENDEES: Rick Schulberg & David Lutjen

SPOKESPERSON: Rick Schulberg & David Lutjen

JAPAN/OTHER ATTENDEES: To be informed

BACKGROUND: Rohm Co., Ltd. is one of the leading manufacturers of custom linear integrated circuits with strengthening gate array and microprocessor divisions. Other products include transistors, diodes, resistors and other electronic components. Firm currently is exporting about 17% of its production and while not openly mentioned as an obvious investment prospect, medium-term potential is quite good.

MEETING AGENDA: - thanks for taking time to meet with us  
- present chronology of events leading up to this visit;  
- when you deal with Oregon, you are dealing with professionals  
- our JRO is here to help you  
- with so many firms now coming to Oregon, there must be some very good reasons

ACTION REQUESTED: - invite them to visit Oregon  
- invite their inquiries and requests for information  
- we are pleased to work directly or through through Nomura

HANDOUTS: Revised edition of the "Oregon Investment Guide" {Japanese language}

GIFTS: Paperweights

NEXT MEETING: KYOCERA

LOCATION: Yamashina-ku, Kyoto

TRANSPORTATION: Taxi

TRANSIT TIME: 30 minutes



GOVERNOR'S FALL MISSION TO JAPAN - MEETING SHEET

MEETING WITH: *★* OSAKA TITANIUM CO., LTD.

DATE: November 13, 1985

TIME START: 10:15 am

TIME FINISH: 12:00 - noon

LOCATION: Osaka Titanium - HQ - Amagasaki City

FLOOR/ROOM #: Will be escorted

OREGON ATTENDEES: Governor Atiyeh, Tom Kennedy & Charles Swindells

SPOKESPERSON: Governor Atiyeh

JAPAN/OTHER ATTENDEES: *willow class* *HOUSE* *W/James* *Doc* *BACK OF TOKYO* *(SUMITOMO GRP MR. HARR)* Mr. Satouchi, Senior Managing Director

BACKGROUND: Osaka Titanium is the world's largest manufacturer of metallic titanium and a maker of high-purity silicon. The firm is engaged in the production of silicon wafers through a subsidiary. The firm is currently considering a joint venture together with the Sumitomo Group. Representatives of both Osaka Titanium and Sumitomo Shoji visited Oregon October 16-22. Firm attended the Oregon Investment Seminar in Osaka during April, 1985.

MEETING AGENDA:

- thanks for taking time to meet with us
- we want to be involved in assisting Osaka Titanium wherever possible
- ★* - we are pleased that Osaka Titanium feels that their visit to Oregon was worthwhile
- our JRO is here to help you
- with many firms now looking to Oregon, there must be some very good reasons
- invite them to visit Oregon again and to consider Oregon as a site for future expansion
- invite their inquiries and requests for information

ACTION REQUESTED:

HANDOUTS: Revised edition of the "Oregon Investment Guide" {Japanese language}

GIFTS: Framed Indian rubbing

NEXT MEETING: KYOCERA CORPORATION

LOCATION: KYOCERA CORPORATION - HQ - KYOTO

TRANSPORTATION: Shinkansen and Kokusai motorcar

TRANSIT TIME: 1 hour

*STABILITY*  
*"GIVE THEM 2"*  
*LAND USE*  
*PLANNING*  
*WATER*  
*PAID*  
*COMMUNITY vs.*  
*ENVIRONMENT*  
*3 MORE GOLF*  
*HOLDS TO*  
*PLANNING*  
*1 COMPANY ONLY*  
*OUTSTANDING ISSUES*

*3 BUREAU MEMBERS*  
*2 SALEM*  
*1 MEMPHIS*  
*3 BOSTON*

GOVERNOR'S FALL MISSION TO JAPAN - MEETING SHEET

MEETING WITH: KYOCERA CORPORATION

DATE: November 13, 1985

TIME START: 1:30 pm

TIME FINISH: 2:00 pm

LOCATION: Kyocera Corporation - HQ

FLOOR/ROOM #: Will be escorted

OREGON ATTENDEES: Governor Atiyeh, Tom Kennedy, Rick Schulberg,  
Charles Swindells & David Lutjen

SPOKESPERSON: Governor Atiyeh

JAPAN/OTHER ATTENDEES: Mr. Arthur Johnishi, Senior Advisor

BACKGROUND: Kyocera Corporation is a pioneer in the development and production of ceramic integrated circuit packages. The firm currently controls 70% of the world market in this field. Firm has an operation in Vancouver, Washington; site selection for which was made prior to Oregon's repeal of the unitary tax. Firm has been in the news in Japan lately for illegally distributing artificial limbs and cordless telephones - share prices have fallen substantially.

MEETING AGENDA: - thanks for taking time to meet with us  
- I personally want to be involved in assisting your firm  
- our JRO is here to help you  
- with so many firms now coming to Oregon, there must be some very good reasons

ACTION REQUESTED: - invite them to visit Oregon and to consider Oregon as a site for future expansion  
- invite their inquiries and requests for information

HANDOUTS: Revised edition of the "Oregon Investment Guide" {Japanese language}

GIFTS: Mr. Johnishi - Framed Indian rubbing

NEXT MEETING: NIKKAN KOGYO SHIMBUN (Daily Industrial News)

LOCATION: Imperial Hotel - Governor's suite

TRANSPORTATION: Shinkansen and taxi

TRANSIT TIME: 3 hours, 35 minutes

GOVERNOR'S FALL MISSION TO JAPAN - MEETING SHEET

MEETING WITH: NIKKAN KOGYO SHIMBUN (Daily Industrial News)

DATE: November 13, 1985

TIME START: 8:15 pm

TIME FINISH: 9:00 pm

LOCATION: Imperial Hotel

FLOOR/ROOM #: Governor's Suite

OREGON ATTENDEES: Governor Atiyeh & Tom Kennedy

SPOKESPERSON: Governor Atiyeh

JAPAN/OTHER ATTENDEES: Mr. E. Nakamura, International Division

BACKGROUND: The Daily Industrial News is a widely-read commercial, business and industry-oriented newspaper which enjoys wide circulation among medium-size enterprises in Japan.

INTERVIEW SUBJECTS: - direct investment activities by Japanese firms in Oregon  
- investment incentives  
- Governor's views on the U.S.-Japan trade friction situation  
- Oregon's ties with Japan

HANDOUTS: Revised edition of the "Oregon Investment Guide" {Japanese language}

GIFTS: Letter opener

- THIS MEETING CONCLUDES TODAY'S SCHEDULE -

GOVERNOR'S FALL MISSION TO JAPAN - MEETING SHEET

MEETING WITH: H. USHIJIMA, Commercial Specialist  
U.S. Embassy

DATE: November 14, 1985

TIME START: 7:30 am

TIME FINISH: 8:30 am

LOCATION: Imperial Hotel

FLOOR/ROOM #: Cycles Coffee Shop

OREGON ATTENDEES: Governor Atiyeh & Tom Kennedy

SPOKESPERSON: Governor Atiyeh

JAPAN/OTHER ATTENDEES: H. Ushijima, Commercial Specialist

BACKGROUND: Governor Atiyeh and TK are familiar with Mr. Ushijima. Mr. Ushijima is planning to visit Oregon after the first of the year. Mr. Ushijima is the JRO's primary contact at the U.S. Embassy relative to investment matters.

MEETING AGENDA: None

ACTION REQUESTED: None

HANDOUTS: Revised edition of the "Oregon Investment Guide" {Japanese language}

GIFTS: Framed Indian rubbing or paperweight

NEXT MEETING: SONY CORPORATION

LOCATION: Hotel Okura - Bekkan - Suzuran Room

TRANSPORTATION: Kokusai Motorcar

TRANSIT TIME: 15 minutes

GOVERNOR'S FALL MISSION TO JAPAN - MEETING SHEET

MEETING WITH: SONY CORPORATION  
DATE: November 14, 1985  
TIME START: 9:00 am  
TIME FINISH: 10:00 am  
LOCATION: Hotel Okura - Bekkan  
FLOOR/ROOM #: 2nd Floor; Suzuran Room  
OREGON ATTENDEES: Governor Atiyeh, Tom Kennedy, Rick Schulberg,  
Charles Swindells & David Lutjen  
SPOKESPERSON: Governor Atiyeh  
JAPAN/OTHER ATTENDEES: Mr. A. Morita, Chairman & CEO  
Mr. Tohyama, Manager, External Corporate  
Affairs Department

BACKGROUND: The man and firm are quite familiar to Oregon attendees. Most recent and continuing tarnish in Sony's performance picture, video tape recorder field, is making a strong comeback with the firm gaining a 40% market share in the 8mm video tape recorder market. Firm was one of the last major Japanese firms to market its production of electronic components outside of the the company. Sony recently announced it intention to purchase the interest of CBS in a CBS-Sony digital disc production facility in the mid-West. JCA-Western States Association (Mr. Morita is Chairman) Executive Committee meeting will be held in Oregon at Salishan. This is the first time this group has met outside of Japan or California.

MEETING AGENDA: Open  
ACTION REQUESTED: - invite them to visit Oregon and to consider Oregon as a site for future expansion  
- invite their inquiries and requests for information  
HANDOUTS: Revised edition of the "Oregon Investment Guide" {Japanese language}  
GIFTS: Mr. Morita - Framed Indian rubbing  
Mr. Tohyama - Paperweight  
NEXT MEETING: NIPPON YUSEN K.K.  
LOCATION: NYK Offices - Marunouchi  
TRANSPORTATION: Kokusai Motorcar  
TRANSIT TIME: 20 minutes

GOVERNOR'S FALL MISSION TO JAPAN - MEETING SHEET

MEETING WITH: NIPPON YUSEN K.K.

DATE: November 14, 1985

TIME START: 10:30 AM

TIME FINISH: 11:00 AM

LOCATION: Nippon Yusen K.K. - HQ - Marunouchi

FLOOR/ROOM #: Meet H. Watanabe in building lobby

OREGON ATTENDEES: Governor Atiyeh, Tom Kennedy, Rick Schulberg,  
Charles Swindells & David Lutjen

SPOKESPERSON: Governor Atiyeh

JAPAN/OTHER ATTENDEES: Mr. K. Miyaoka, President

BACKGROUND: NYK is the world's largest shipping company with well-managed operations in liner service, tankers and tramp vessels. Firm has been steadily diversifying into and now is very strong in international intermodal transportation, consumer travel business, air cargo, real estate and foreign financing. Additional background material provided by the Port of Portland.

MEETING AGENDA: - thanks for taking time to meet with us  
- we pleased that NYK has been a strong supporter of the economy of the state of Oregon through its regular service to Portland

ACTION REQUESTED: None

HANDOUTS: None

GIFTS: Mr. Miyaoka - Framed Indian rubbing

NEXT MEETING: SOFTNOMICS CENTER

LOCATION: Mori Bldg. #34 - Toranomom

TRANSPORTATION: Kokusai Motorcar

TRANSIT TIME: 15 minutes



GOVERNOR'S FALL MISSION TO JAPAN - MEETING SHEET

MEETING WITH: SOFTNOMICS CENTER  
DATE: November 14, 1985  
TIME START: 11:30 am  
TIME FINISH: 12:00 Noon  
LOCATION: Mori Bldg. #34 - Toranomom  
FLOOR/ROOM #: Will be escorted  
OREGON ATTENDEES: Governor Atiyeh, Tom Kennedy, Rick Schulberg,  
Charles Swindells & David Lutjen  
SPOKESPERSON: Governor Atiyeh  
JAPAN/OTHER ATTENDEES: Mr. Kusaka, Senior Managing Director

BACKGROUND: The subject organization was formed for the promotion of "softnomics" which was a proposal by MITI in 1983. The role of the Softnomics Center is to clarify the structural changes in both the society and the economy and to carry out general studies on what type of fiscal and monetary policies should be pursued and on what the economic policies should be in view of the structural changes identified.

A team of five from this organization has departed for the U.S. on October 30. As a group, they will be visiting New York, Connecticut, Washington, D.C. and Pennsylvania. Following this group schedule, Messrs, Yui and Fujisaki will be visiting Alabama and Oregon. They will be arriving in Oregon in the evening of November 20 and will be able to spend three days with control of their schedule fully in the hands of OEDD. They will be in Oregon Thursday, Friday and Saturday, the 21st, 22nd and 23rd of November. The purpose of their trip is, primarily, to prepare a report on the features of the states which are of potential interest to the Center's 200 member companies. In addition, these two individuals are planning to develop a program for next year which would include a visit to the U.S. by a study group organized by Softnomics Center. Finally, Mr. Kusaka is retired from Long-Term Credit Bank and is a well-known author.

MEETING AGENDA: - thanks for taking time to meet with us  
- our JRO is here to help you  
- with so many firms now coming to Oregon, there must be some very good reasons  
- we are pleased that they have sent a team to the U.S. and are more than pleased that Mr. Yui and Mr. Fujisaki will be visiting Oregon

ACTION REQUESTED: - invite them to organize a study mission comprised of member companies to visit the U.S. and Oregon

LONG RANGE  
PLANS  
(SERVICE INDUSTRY STUDY)

- invite their inquiries and requests for information

**HANDOUTS:**

Revised edition of the "Oregon Investment Guide" {Japanese language}

**GIFTS:**

Mr. Kusaka - Framed Indian rubbing

**NEXT MEETING:**

Rep. Nikaido & Sen. Ishii

**LOCATION:**

Akasaka Prince Hotel

**TRANSPORTATION:**

Kokusai Motorcar

**TRANSIT TIME:**

20 minutes

GOVERNOR'S FALL MISSION TO JAPAN - MEETING SHEET

MEETING WITH: LIBERAL DEMOCRATIC PARTY

DATE: November 14, 1985

TIME START: 1:00 pm

TIME FINISH: 2:00 pm

LOCATION: Akasaka Prince Hotel

FLOOR/ROOM #: 15th Floor; Room #1510

OREGON ATTENDEES: Governor Atiyeh, Tom Kennedy, Rick Schulberg,  
Charles Swindells, Z. Motomura & David Lutjen

SPOKESPERSON: Governor Atiyeh

JAPAN/OTHER ATTENDEES: S. Nikaido, Vice President &  
Member of the House of Representatives  
Y. Hayashi, Deputy Chairman, Special Committee  
International Economic Affairs  
Member of the House of Representatives  
I. Ishii, Deputy Director-General,  
International Bureau  
Member, House of Councillors  
T. Kuromiya, International Bureau  
Liberal Democratic Party  
W. Hirazumi

BACKGROUND: Representative Nikaido is the leader of the largest faction of LDP and is a very likely contender for Prime Minister when PM Nakasone's term ends. His position could be described as virtually the same as that of Vice President Bush eg. if Prime Minister Nakasone becomes incapacitated, Rep. Nikaido would become the Prime Minister. He and a group of other members of the LDP recently visited the U.S. to get a firsthand look at the protectionist sentiment. JRO met with Rep. Nikaido and others several weeks ago and prior to his trip to the U.S. Perhaps most important point to come out of this luncheon meeting was Nikaido's feeling that in order to increase understanding between the U.S. and Japan, an approach other than that contained and limited by the Tokyo-Washington D.C. connection would be useful in the future. It was Nikaido's wish that the Governors of the various states could somehow get together periodically to meet with leading/influential MPs in Japan and/or the U.S. in order to further understanding and defuse trade friction, etc. JRO has arranged this meeting with the thought that Governor Atiyeh is in a position to exchange opinions with Rep. Nikaido and if there appears to be promise/merit in taking the results of this discussion/proposals to WGA or NGA, it would enhance the position of Rep. Nikaido, reinforce Governor Atiyeh's image in Japan and provide a leadership platform within WGA and/or NGA.

[NOTE: Rep. Nikaido does not meet with Governors here in Japan; he recently met with the Governor of Indiana while in the U.S. - the fact that this meeting will take place was recently reported in the Asahi Shimbun]

**MEETING AGENDA:**

- thanks for taking time to meet with us
- overview of Governor's thoughts on protectionism, free trade and trade deficits
- future of the U.S. West Coast is tied to the Pacific Rim countries; Japan being foremost among those countries
- overview of the position(s) of WGA and NGA with respect to international trade and commerce (if it fits the purpose)
- summary of the Governor's leadership roles in WGA and NGA as it relates to international trade and commerce

**ACTION REQUESTED:**

- Governor will report to appropriate WGA and NGA committees on the results of this meeting
- Governor will use his leadership to insure that a meaningful and continuing dialogue will result
- express general agreement that Governors are a most valuable resource but whose potential contributions to the Japan-U.S. relationship have largely been under-utilized

**HANDOUTS:**

None

**GIFTS:**

Rep. Nikaido - Framed Indian rubbing  
Others - paperweights or letter openers

**NEXT MEETING:**

SCIENCE UNIVERSITY OF TOKYO

**LOCATION:**

Akasaka Prince Hotel

**TRANSPORTATION:**

None required

**TRANSIT TIME:**

-0-

GOVERNOR'S FALL MISSION TO JAPAN - MEETING SHEET

MEETING WITH: SCIENCE UNIVERSITY OF TOKYO  
DATE: November 14, 1985  
TIME START: 2:15 pm  
TIME FINISH: 2:45 pm  
LOCATION: Akasaka Prince Hotel  
FLOOR/ROOM #: 15th Floor; Room #1510  
OREGON ATTENDEES: Governor Atiyeh, Tom Kennedy, Rick Schulberg,  
Charles Swindells, Z. Motomura & David Lutjen  
SPOKESPERSON: Governor Atiyeh  
JAPAN/OTHER ATTENDEES: Dr. Kittaka, Chairman of the Board  
+ others to be advised

BACKGROUND: Our office first met with Dr. Kittaka and members of the Board several months ago during a breakfast meeting arranged through the Association of Private Universities & Colleges {Mr. Harano}. The University is planning on constructing a detached campus on Hokkaido which will feature dormitories, a unique concept in Japan. To compliment this unique advance, they would like to have foreign students, preferably from Oregon, who could teach conversational English in the mornings and study toward advanced degrees in the afternoon. A second phase would involve the exchange of professors between the University and OSSHE. The purpose of this meeting is for the Governor and Dr. Kittaka to execute the subject agreement which calls for at least two student teachers to be selected by the OSSHE for placement on the staff of S.U.T.

MEETING AGENDA:

- Governor describe his close relationship with OSSHE and interest/commitment to higher education
- Governor has been personally very interested in the progress of this project
- Governor is pleased that this first step could be taken
- Governor will report on today's proceedings to the representatives of the Oregon State System of Higher Education
- Both sides hope that this will be the beginning of a mutually beneficial relationship

ACTION REQUESTED: - Governor signs agreement

HANDOUTS: None

GIFTS: Dr. Kittaka - Framed Indian rubbing



Others - paperweights or letter openers

NEXT MEETING:

RYOWA CHO-ON

LOCATION:

Minami-Aoyama

TRANSPORTATION:

Kokusai Motorcar

TRANSIT TIME:

10 minutes

GOVERNOR'S FALL MISSION TO JAPAN - MEETING SHEET

MEETING WITH: RYOWA CHO-ON

DATE: November 14, 1985

TIME START: 3:00

TIME FINISH: 3:45 pm

LOCATION: Minami-Aoyama, Minato-ku

FLOOR/ROOM #: Will be escorted

OREGON ATTENDEES: Governor Atiyeh, Tom Kennedy, Rick Schulberg, Charles Swindells & David Lutjen

SPOKESPERSON: Governor Atiyeh

JAPAN/OTHER ATTENDEES: Mr. Chikashige, President  
Mr. Jinno, Executive Managing Director + others  
Mr. H. Watai {Nomura}

BACKGROUND: Ryowa Cho-on is a manufacturer of "clean rooms" which are widely used in the semiconductor industry. By this time, Ryowa Cho-on has visited Oregon (about May 5). This is the Governor's second visit to Ryowa Cho-on. Firm continues to study the potential of investing in the Portland area and appears to be to the point at which they are examining the finer points of the process. The firm is closely aligned with Shimizu Construction Company which will be doing the engineering and construction for the RCA/Sharp plant. We know that Portland is right at the top of their list and are trying limit their interest to Portland as opposed to "Portland area".

MEETING AGENDA:

- thanks for taking time to meet with us
- we appreciate the efforts of Nomura in arranging this appointment
- present chronology of events leading up to this visit; from Governor taking office and emphasizing change in investment climate
- when you deal with Oregon, you are dealing with professionals - I, as Governor, make sure of that
- I personally want to be involved in assisting your firm
- our JRO is here to help you
- with so many firms now coming to Oregon, there must be some very good reasons

ACTION REQUESTED:

- invite their inquiries and requests for information
- ask them about time lines and schedules and what we can do to assist them

HANDOUTS: Revised edition of the "Oregon Investment Guide" {Japanese language}

GIFTS: Mr. *CHIKASHIGE* - Framed Indian rubbing  
Others - paperweights or letter openers

NEXT MEETING: KAJIMA INTERNATIONAL, INC.

LOCATION: Moto-Akasaka

TRANSPORTATION: Kokusai Motorcar

TRANSIT TIME: 15 minutes

GOVERNOR'S FALL MISSION TO JAPAN - MEETING SHEET

MEETING WITH: KAJIMA INTERNATIONAL, INC.  
DATE: November 14, 1985  
TIME START: 4:15 PM  
TIME FINISH: 5:00 PM  
LOCATION: Moto-Akasaka  
FLOOR/ROOM #: Will be escorted  
OREGON ATTENDEES: Governor Atiyeh, Tom Kennedy, Rick Schulberg,  
Charles Swindells & David Lutjen  
SPOKESPERSON: Governor Atiyeh *Mr HIRAIZUMI*  
JAPAN/OTHER ATTENDEES: Mr. S. Kajima, President  
Mr. Akimoto, Deputy General Manager

BACKGROUND: Mr. Akimoto visited Georgia, Texas, California, Oregon and Washington during September. Kajima is doing the Toyo Kogyo (Mazda) plant at Flat Rock, Michigan. Parts suppliers to Mazda have asked Kajima to scout potential sites for the parts manufacturing. It is known that SMK and Tokushu Denso are on Kajima's list of potential customers. Mr. Akimoto, upon his return, did note that the cost for property in Oregon seemed a little high when compared to some interior states but also added that firms which have located in Kentucky always have difficulty in keeping their Japanese employees happy. Note that Kajima International attended the Oregon Investment Seminar in Tokyo last April.

MEETING AGENDA: - thanks for taking time to meet with us  
- we are pleased that Kajima made the committment to visit Oregon  
- I personally want to be involved in assisting your firm  
- our JRO is here to help you  
- we are most anxious to assist Kajima's clients  
- we are pleased with Kajima's presence in Oregon and trust that their involvement will increase

ACTION REQUESTED: - invite their inquiries and requests for information

HANDOUTS: Revised edition of the "Oregon Investment Guide" {Japanese language}

GIFTS: Mr. Kajima - Framed Indian rubbing  
Mr. Akimoto - paperweight

NEXT MEETING: FUJITSU LIMITED  
LOCATION: Marunouchi Center Building  
TRANSPORTATION: Kokusai Motorcar  
TRANSIT TIME: 20 minutes

GOVERNOR'S FALL MISSION TO JAPAN - MEETING SHEET

MEETING WITH: FUJITSU LIMITED

DATE: November 14, 1985

TIME START: 5:30 pm

TIME FINISH: 6:00 pm

LOCATION: Fujitsu Limited Headquarters  
Marunouchi Center Building - Ohtemachi

FLOOR/ROOM #: Will be escorted

OREGON ATTENDEES: Governor Atiyeh, Tom Kennedy, Rick Schulberg,  
Charles Swindells & David Lutjen

SPOKESPERSON: Governor Atiyeh

JAPAN/OTHER ATTENDEES: Mr. R. Iwai, Managing Director

BACKGROUND: Fujitsu Limited announced the decision to invest in two locations in Oregon during the September, 1984 trade and investment mission. The decisions were made by two units of Fujitsu Limited, Fujitsu (America), Inc. and Fujitsu Microelectronics, Inc. Further, Mr. Iwai was the President of Fujitsu (America), Inc. and visited Oregon with Mr. Date as a part of the Keidanren Investment Study Mission. Messrs. Iwai and Date visited Eugene during the Keidanren's visit. Recent developments in the semiconductor market has forced FMI to postpone construction of their plant in Gresham.

MEETING AGENDA:

- thanks for meeting with us today
- we point with pride to the Fujitsu decision to make a commitment to Oregon
- inquire about their schedule for construction schedule for the two Oregon plants - in particular, the Gresham Fujitsu Microelectronics plant

ACTION REQUESTED:

- make use of the Office of the Governor, OEDD and the JRO if we can be of assistance - "How can we help you?"
- "How can we assist your suppliers and subcontractors?"
- we would like some sort of indication that the Gresham plant will remain an Oregon project and would not be lost to another state or region

HANDOUTS: None

GIFTS: Mr. Iwai - Framed Indian rubbing

NEXT MEETING: FUJI-TV8



LOCATION: La Promenade Restaurant  
TRANSPORTATION: On foot  
TRANSIT TIME: 5 minutes from Imperial Hotel

GOVERNOR'S FALL MISSION TO JAPAN - MEETING SHEET

MEETING WITH: FUJI BROADCASTING NETWORK

DATE: November 14, 1985

TIME START: 7:00 pm

TIME FINISH: 9:00 pm

LOCATION: La Promenade Restaurant

FLOOR/ROOM #: Will be escorted

OREGON ATTENDEES: Governor Atiyeh, Tom Kennedy, Rick Schulberg, Charles Swindells, Z. Motomura & David Lutjen

SPOKESPERSON: Governor Atiyeh

JAPAN/OTHER ATTENDEES:

BACKGROUND: "From Oregon With Love"

MEETING AGENDA: - thanks for taking time to meet with us  
- we continue to profit from the fine work which was done in Oregon more than one year ago  
- the special two hour sequel exceeded the rating of the Yomiuri Giants baseball game which was on a rival channel  
- Oregon wants FUJI to continue to come back to our state; it is good for FUJI's ratings and good for Oregon's image; and good for the image of the U.S. in general

ACTION REQUESTED: - invite them to consider Oregon as a site for future expansion projects  
- invite their inquiries and requests for information

HANDOUTS: None

GIFTS: All - Paperweights

NEXT MEETING: The Japan Times

LOCATION: Imperial Hotel - Governor's suite

TRANSPORTATION: On foot

TRANSIT TIME: 5 minutes

GOVERNOR'S FALL MISSION TO JAPAN - MEETING SHEET

MEETING WITH: THE JAPAN TIMES  
DATE: November 14, 1985  
TIME START: 9:30 pm  
TIME FINISH: 10:00 pm  
LOCATION: Imperial Hotel  
FLOOR/ROOM: Governor's Suite  
OREGON ATTENDEES: Governor Atiyeh & Tom Kennedy  
SPOKESPERSON: Governor Atiyeh  
JAPAN/OTHER ATTENDEES: Clay Chandler, News Correspondent

BACKGROUND: The Japan Times is Japan's most important English-language daily newspaper. On October 30, a story featuring the JRO and a picture of the office appeared in the paper. The article was written by Mr. Chandler.

INTERVIEW SUBJECTS: - direct investment activities by Japanese firms in Oregon  
- investment incentives  
- Governor's views on the U.S.-Japan trade friction situation  
- trade between Japan and Oregon  
- future economic relationship between Japan and Oregon

HANDOUTS: "Oregon Investment Guide" {Japanese language}

GIFTS: Letter opener

- THIS MEETING CONCLUDES TODAY'S SCHEDULE -

GOVERNOR'S FALL MISSION TO JAPAN - MEETING SHEET

MEETING WITH: Representatives of Oregon Business

DATE: November 15, 1985

TIME START: 7:30 am

TIME FINISH: ~ 8:45 am

LOCATION: Imperial Hotel

FLOOR/ROOM #: 4th Floor; Umenoma Room

OREGON ATTENDEES: Govenor Atiyeh, Tom Kennedy, Rick Schulberg,  
Charles Swindells, M. Kawasaki, Z. Motomura &  
David Lutjen

SPOKESPERSON: Governor Atiyeh

INVITEES: Mr. M. Kojima, Far East Manager, Floating  
Point Systems  
Mr. Griffith Frost, President, Frost  
International  
Mr. T. Suzuki, President, Mentor Graphics  
Japan  
Mr. Gary Kurtz, Chairman, NIKE Japan  
Mr. H. Watanabe, Director, Port of Portland  
Mr. M. Yoshimatsu, Assistant Director, Port of  
Portland  
Russ Fillinger, Corporate Representative to  
Sony-Tektronix  
Bob Bratland, Western Wheat Associates  
Ikuo Yamaguchi, Japan Representative, Western  
Wood Products Association  
Dr. Fred Kramer, Concordia College  
Ms. Yoko McLain, OSSHE Representative, Waseda  
University  
Mr. Yasukawa, Jones-Oregon Stevedoring Co.  
Ms. Hiroko Kawamura, Shinzen Productions

BACKGROUND: This meeting was conceived as a way to "cover"  
a number of calls which, if the Governor's time were unlimited, would  
be fit into a greatly expanded schedule. This format was first used  
during the Governor's May, 1985 visit to Japan and was warmly received  
by the local business community.

MEETING AGENDA: None

ACTION REQUESTED: - proud of what the firms are doing here  
- if JRO can assist, please call on them  
- if Office of the Governor can assist, either  
you or your people in Oregon should feel free  
to call on me

**HANDOUTS:** None  
**GIFTS:** Letter openers  
**NEXT MEETING:** 9:45 am  
**LOCATION:** Imperial Hotel - Governor's Suite  
**TRANSPORTATION:** N.A.  
**TRANSIT TIME:** N.A.

GOVERNOR'S FALL MISSION TO JAPAN - MEETING SHEET

MEETING WITH: JAPAN AVIATION ELECTRONICS INDUSTRY CORP.  
DATE: November 15, 1985  
TIME START: 9:45 am  
TIME FINISH: 10:00 am  
LOCATION: Imperial Hotel  
FLOOR/ROOM #: Governor's Suite  
OREGON ATTENDEES: Governor Atiyeh & Z. Motomura  
SPOKESPERSON: Governor Atiyeh  
JAPAN/OTHER ATTENDEES: Mr. H. Kawai, Senior Advisor

BACKGROUND: Japan Aviation Electronics is an NEC subcontractor which specializes in connectors and aerospace electronics. The firm is Japan's largest maker of industrial-use connectors. They are considered a major force in the field of inertial navigation equipment. The firm recently started an operation in Taiwan which is expected to employ about 100 by the end of fiscal 1985. Their profit picture is not as bright as one year ago with connectors for the data processing industry and office automation field slackening in concert with the world-wide downturn now affecting high technology industries. On a personal note, Mr. Kawai's home town is Kakegawa, sister city of Eugene. Mr. Kawai has visited Eugene on one occasion in the past. It is felt that as long as Mr. Kawai is active with the firm, the Eugene-Springfield area has a good chance to be considered when JAEI decides to expand their production into the U.S.

MEETING AGENDA: - thanks for taking time to meet with us  
- I personally want to be involved in assisting your firm  
- our JRO is here to help you  
- with so many firms now coming to Oregon, there must be some very good reasons

ACTION REQUESTED: - invite Mr. Kawai to visit Oregon and to consider Oregon as a site for future expansion  
- invite their inquiries and requests for information

HANDOUTS: Revised edition of the "Oregon Investment Guide" {Japanese language}

GIFTS: Mr. Kawai - Framed Indian rubbing

NEXT MEETING: ELECTRONICS INDUSTRIES ASSOCIATION OF JAPAN



LOCATION: Tokyo Chamber of Commerce & Industry Building  
Marunouchi

TRANSPORTATION: Kokusai motorcar

TRANSIT TIME: 10 minutes

GOVERNOR'S FALL MISSION TO JAPAN - MEETING SHEET

MEETING WITH: ELECTRONIC INDUSTRIES ASSOCIATION OF JAPAN  
(EIAJ)

DATE: November 15, 1985

TIME START: 10:30 am

TIME FINISH: 11:00 am

LOCATION: Tokyo Chamber of Commerce & Industry Bldg.  
Marunouchi

FLOOR/ROOM #: 5th Floor; Room #510

OREGON ATTENDEES: Governor Atiyeh, Tom Kennedy, Rick Schulberg &  
David Lutjen

SPOKESPERSON: Governor Atiyeh

JAPAN/OTHER ATTENDEES: Mr. T. Takai, Executive Vice President

BACKGROUND: This association is one of the major industrial associations in Japan today. The Chairman of the association is Mr. A. Morita of Sony Corporation. Mr. Takai was one of the members of the Keidanren Investment Study Mission which visited Oregon in June, 1984.

MEETING AGENDA: - thanks to Takai for the continuing good effects we feel from the report of the Investment Study Mission  
- thanks to Association Chairman Morita for his continuing support, both personally and on behalf of this important association

ACTION REQUESTED: - we would welcome another visit from Mr. Takai to Oregon in the near future  
- appreciate their continuing support of our efforts  
- there is much more to do in the future; Oregon has a quality product and we want to remain in the lead  
- invite the Association to organize a mission comprised of firms which are studying the feasibility of investing in the U.S. and to visit Oregon

HANDOUTS: Revised edition of the "Oregon Investment Guide" {Japanese language}

GIFTS: Mr. Takai - Framed Indian rubbing

NEXT MEETING: EPSON SEIKOSHA

LOCATION: Gin Yon Building - Ginza  
TRANSPORTATION: Kokusai Motorcar  
TRANSIT TIME: 15 minutes

GOVERNOR'S FALL MISSION TO JAPAN - MEETING SHEET

MEETING WITH: <sup>SEIKO</sup> EPSON ~~SEIKOSHA~~ CORPORATION  
DATE: November 15, 1985  
TIME START: 11:30 am  
TIME FINISH: 12:00 - noon  
LOCATION: Gin-Yon Building  
FLOOR/ROOM #: 8th Floor - will be escorted  
OREGON ATTENDEES: Governor Atiyeh, Tom Kennedy, Rick Schulber & David Lutjen  
SPOKESPERSON: Governor Atiyeh  
JAPAN/OTHER ATTENDEES: Mr. Ichiro Hattori, Chairman, Epson Seikosha Corporation

*MAS TOMITA, MGR*

BACKGROUND: Epson Corporation was the last of three major Japanese investment announcements in Oregon during 1984. Their's was also the smallest investment. In preparation for this meeting, it was initially felt that a visit by the Governor to Suwa would be indicated based upon the presentation of Mr. Tsuchihashi at the Nagoya "Invest in Oregon" seminar. At that seminar, Mr. Tsuchihashi told the audience that once Epson makes a foothold in an area, it is inclined to pour additional investment into that area in order to gain a degree of synergism. This is what happened in Nagano Prefecture where the Suwa-Seikosha group of companies has six or more manufacturing facilities. Epson has been report in Japanese press as saying that the plant in Oregon will start with printer production but will eventually produce personal computers and been their world-wide center for research and development. Concerns have arisen lately regarding the slowdown of demand for dot-matrix printers and how this might affect the start-up of the Oregon facility. The JRO and OEDD have been working with EPSON SEIKOSHA for some time now to assist them in sending an engineer to Oregon State Unversity to study data processing hardware-related subjects.

MEETING AGENDA: - thank Epson for their hospitality  
- thank Epson for their continued committment to Oregon  
- inquire about start-up timing

ACTION REQUESTED: - we continue to be committed to a long-term relationship with Epson  
- we want to assist Epson actively in the future  
- we want to assist Epson-affiliated companies in the future

*NAKATA (EPSON PLANT)*

HANDOUTS: Revised edition of the "Oregon Investment Guide" {Japanese language}

GIFTS: Mr. Hattori - Framed Indian rubbing

NEXT MEETING: TOKYO BANKERS' LUNCHEON

LOCATION: Imperial Hotel

TRANSPORTATION: Kokusai Motorcar

TRANSIT TIME: 15 minutes

GOVERNOR'S FALL MISSION TO JAPAN - MEETING SHEET

MEETING WITH: TOKYO BANKERS' GROUP

DATE: November 15, 1985

TIME START: 12:00 - Noon

TIME FINISH: 1:15 pm

LOCATION: Imperial Hotel

FLOOR/ROOM #: 4th Floor; Kusanoma Room

OREGON ATTENDEES: Governor Atiyeh, Tom Kennedy, Rick Schulberg, David Lutjen & Z. Motomura

SPOKESPERSON: Governor Atiyeh

JAPAN/OTHER ATTENDEES: Final list not available but invitees include:

- Mr. S. Taguchi, Assistant to the General Manager, Corporate Planning Div., Dai-Ichi Kangyo Bank, Ltd.
- Mr. T. Morita, Manager, Information and Business Development Office, Mitsubishi Bank
- Mr. M. Ohno, General Manager, Tokyo Foreign Business Department, The Sumitomo Bank, Ltd.
- Mr. A. Ushiki, Manager, International Investment Services Department, The Industrial Bank of Japan, Ltd.
- Mr. M. Murai, General Manager, Financial Services Department, The Bank of Tokyo, Ltd.
- Mr. K. Ohmura, Assistant Director, Information Service Division, JETRO
- Mr. J. Umeda, Staff Writer, Nihon Keizei Shimbun
- Mr. E. Fukao, Managing Director, Tabai Espec Co., Ltd.

BACKGROUND: The Tokyo Bankers' Group, commonly referred to as the "Oregon Mafia" first visited Oregon as a group in the summer of 1984 as a part of the PDC "Fly-In". The group remains essentially intact and meets from time to time. In April, they met with the members of the Oregon Investment Mission for lunch. Previous meetings with the Governor was a luncheon at the Sumitomo Guest House during the September, 1984 trade and investment mission and in May, 1985 with Messrs. Murai, Ohmura and Umeda.

MEETING AGENDA:

- pleased to see them again
- now active in pursuing the "second wave" of investment and it is proving to be quite challenging in light of the current market conditions worldwide to high technology products and services



- Oregon continues to be aggressive and responsive to the needs of potential investors
- Oregon's popularity has not faded in Japan and the reasons for considering Oregon are better now than ever
- Oregon remains a quality product

**ACTION REQUESTED:**

- request their continued support in being Oregon "experts" in their respective organizations
- request they call upon the JRO and use the JRO as a resource in their work and in the work of their organizations

**HANDOUTS:**

Revised edition of the "Oregon Investment Guide {Japanese language}

**GIFTS:**

Letter openers

**NEXT MEETING:**

OKI ELECTRIC INDUSTRY CO., LTD.

**LOCATION:**

Oki Electric - HQ - Toranomom

**TRANSPORTATION:**

Kokusai Motorcar

**TRANSIT TIME:**

15 minutes

MEMO TO FILE: OKI DENKI

OKI DENKI MEETING--BACKGROUND REPORT

Oki Denki or Oki Electric produces Information Processing Systems (50%); Telecommunication Systems (25%); and Electronic Devices (25%). The President's name is Namio Hashimoto. The Exec. V.P. is Mr. Kosugi and the Senior Managing Director and President of the Electronic Devices Group is Mr. Y. Masuda. The other Senior Managing Director is Mr. C. Mitsuyasu.

Oki has a total of 13,000 employees worldwide. Their reputation is for high quality. The company was founded in 1881 by Mr. Oki who built Japan's first telephones. The company has since diversified into areas such as fiber optics and semiconductors.

The company has adopted a medium range plan called the "1990 scenario" which calls for doubling sales which are currently \$1.7 billion. Oki has formed joint ventures with such companies as Intel and National Semiconductor.

Information Processing: The company is proud of its "microline" series of computer printers which were the first in the world to be produced by robots.

Telecommunications Systems: The company is proud of their sophisticated cellular mobile telephones.

Electronic Devices: Oki is aiming to totally automate its production facilities to provide a competitive edge in this highly competitive market.

Oki Denki has a U.S. subsidiary called Oki America which has three groups: Okidata which is headquartered in Hackensack, N.J. and produces computer printers; Oki Semiconductor which is headquartered in Sunnyvale, California; and Oki Telecom which produces mobile cellular telephones and is located near Atlanta in Norcross, Georgia.

OKIDATA: Economic Development is currently working with Okidata which is currently conducting a feasibility study for new printer facilities on the West Coast. Currently, Okidata is only assembling and packaging printers in the US. The Okidata project could include a new assembly location in Oregon; a new production and assembly; or, conceivably, a new corporate headquarters as well a production and assembly. Apparently, the company feels it may be out of the action on the east coast. Epson is Okidata's biggest competitor.

In EDD, Schulberg has worked directly with Okidata's Manager of Strategic Planning, Mr. Wes Hughes, who is located in Mt. Laurel, NJ. Schulberg met with Hughes during a visit to Okidata's assembly facility in Fremont, California in August, 1985. In September, 1985, Hughes visited the Portland area with EDD making all arrangements. Hughes was suitably impressed and suggested that a meeting with Oki Denki be arranged when the Governor was in Japan.

OKI SEMICONDUCTOR: A contact was established with the president of this company following a telephone call by Governor Atiyeh based upon a tip by Casey Powell who is a personal friend of the President of Okisemiconductor, Jerry Crowley. This contact was made in early October, 1985 and in late October, Schulberg visited the semiconductor facility in Sunnyvale, California. At the meeting was Jerry Crowley, President; Mr. Tatsuo Ishihara, Exec. V.P.; Mr. Larry Chalfan, Sr. V.P.; and Mr. Ikuo Anada, General Manger of Design Technology, Electric Devices Group of Oki Electric, Japan. The first meeting went very well and everyone agreed that a Japan side meeting with the parent company would be good.

Therefore, we are talking about two potential investments that are currently under study: Okidata which would produce printers and Oki Semiconductor. Timeline on both projects is generally expected to be not lengthy. Despite tough times in the industry, both subsidiaries are doing well in the US.

#### RECOMMENDED BRIEFING POINTS:

1. Oregon has been selected by top quality Japanese companies, we would like Oki to join.
2. Oregon is a highly desirable location for both assembly type manufacturing, semiconductor production as well as corporate headquarters. Relevant factors are well trained and hardworking labor force, abundant water, inexpensive electricity, good colleges, high quality of life and excellent transportation particulary to such areas as Silicon Valley.
3. Oregon is a hot high tech area that is becoming a quality location. Relevant facts are in the Oregon USA Profile.
4. Oregon offers special advantages to a company like Oki since Oki's aggressive expansion plans will be conveniently and well served by an Oregon location on the west coast (time zones, etc.).
5. Invite company to visit Oregon. Speak to confidentiality and the ability of Oregon's government to quickly move to meet their timetable.

# Board of Directors



Namio Hashimoto



Nobumitsu Kosugi



Yoshio Masuda and Chikatomo Mitsuyasu.

**President and Chief Executive Officer**  
Namio Hashimoto

**Executive Vice President**  
Nobumitsu Kosugi

**Senior Managing Directors**  
Yoshio Masuda  
Chikatomo Mitsuyasu

**Managing Directors**  
Toshiro Takahashi  
Jun Jinguji  
Shuzo Ohwaku  
Akinori Watanabe  
Masao Nogami  
Shiko Sawamura

**Directors**  
Masatoshi Yokoo  
Nobutada Nakajima  
Susumu Ichinose  
Shigehisa Nakaya  
Mitsuhiro Kondo  
Mamoru Ikegame  
Hiroaki Atagi  
Tadao Higashi  
Chihiro Suzuki  
Hiromu Tanimoto

**Statutory Auditors**  
Hisato Izumi  
Yoshiaki Niimi  
Shigeru Akimoto



Seated, from left: Jun Jinguji, Toshiro Takahashi, and Shuzo Ohwaku.  
Standing, from left: Masao Nogami, Akinori Watanabe, and Shiko Sawamura.

GOVERNOR'S FALL MISSION TO JAPAN - MEETING SHEET

MEETING WITH: OKI ELECTRIC INDUSTRY CO., LTD.

DATE: November 15, 1985

TIME START: 2:00 pm

TIME FINISH: 3:00 pm

LOCATION: Oki Electric HQ - Toranomom

FLOOR/ROOM #: Will be escorted

OREGON ATTENDEES: Governor Atiyeh, Tom Kennedy, Rick Schulberg & David Lutjen

SPOKESPERSON: Governor Atiyeh

JAPAN/OTHER ATTENDEES:

BACKGROUND: Oki Electric is a leading manufacturer of communications equipment; the firm is particularly noted for its terminal equipment while their exports consist primarily of dot-matrix printers, office automation equipment and semiconductors. The firm has enjoyed substantial order backlogs but profitability will take a sharp turn downward due to an end to high-technology tax incentives. OEDD has been working with the U.S. unit of Oki Electric - it is common knowledge that the firm is planning on producing semiconductors in the U.S. at some point in the near future.

MEETING AGENDA: - thanks for taking time to meet with us  
- I personally want to be involved in assisting your firm  
- our JRO is here to help you  
- with so many firms now coming to Oregon, there must be some very good reasons

ACTION REQUESTED: - invite them to visit Oregon and to consider Oregon as a site for future expansion  
- invite their inquiries and requests for information

HANDOUTS: Revised edition of the "Oregon Investment Guide" {Japanese language}

GIFTS: - Framed Indian rubbing

NEXT MEETING: JAPAN ELECTRON OPTICS LABORATORIES, LTD.

LOCATION: JEOL - HQ - Akishima City

TRANSPORTATION: Kokusai motorcar

TRANSIT TIME: 1 hour +

GOVERNOR'S FALL MISSION TO JAPAN - MEETING SHEET

MEETING WITH: JAPAN ELECTRON OPTICS LABORATORIES  
DATE: November 15, 1985  
TIME START: 4:30 pm  
TIME FINISH: 5:00 pm  
TECHNICAL TOUR: Starts at 5:00 and will end at 6:00  
LOCATION: JEOL - HQ - Akishima City  
FLOOR/ROOM #: Will be escorted  
OREGON ATTENDEES: Governor Atiyeh, Tom Kennedy, Rick Schulberg & David Lutjen  
SPOKESPERSON: Governor Atiyeh  
JAPAN/OTHER ATTENDEES: Mr. T. Takeuchi, Managing Director  
Mr. A. Mori, Assistant General Manager,  
Overseas Operations Division  
Mr. Y. Kobayashi, General Manager  
Import Products  
Domestic Sales Division

BACKGROUND: Japan Electron Optics Laboratories is the world's leading manufacturer of electron microscopes with a market share of 35%. The firm boasts a considerable order backlog in spite of the current depressed condition of the semiconductor market - many of their products have applications in semiconductor defect detection. Recent issue of Nihon Keizei Shimbun reported that JEOL would be locating a facility in the U.S. and the correspondent assumed that the production facility would be close to JEOL's only U.S. operation which is located in Massachusetts. The decision has not yet been made with respect to location - there is a possibility that one of the firm's directors could be visiting Oregon during the latter portion of November.

MEETING AGENDA:

- thanks for taking time to meet with us
- present chronology of events leading up to this visit; from Governor taking office and emphasizing change in investment climate
- when you deal with Oregon, you are dealing with professionals - I, as Governor, make sure of that
- there will be no change in the "rules of doing business in Oregon with respect to land use planning, reimposition of unitary, etc.
- I personally want to be involved in assisting your firm
- our JRO is here to help you
- with so many firms now coming to Oregon,



there must be some very good reasons

**ACTION REQUESTED:**

- invite their inquiries and requests for information
- we want them to make Oregon their "home"
- invite them to visit Oregon and to consider Oregon as a site for future expansion

**HANDOUTS:**

Revised edition of the "Oregon Investment Guide" {Japanese language}

**GIFTS:**

Mr. Takeuchi - Framed Indian rubbing  
Other - paperweights or letter openers

**NEXT MEETING:**

JEOL-hosted Dinner

**LOCATION:**

Ukai Tei Restaurant - Hachioji

**TRANSPORTATION:**

Kokusai motorcar

**TRANSIT TIME:**

30 minutes

- DINNER MEETING WITH JEOL CONCLUDES TODAY'S SCHEDULE -

GOVERNOR'S FALL MISSION TO JAPAN

NOVEMBER 9 - 19, 1985

\* DAILY SCHEDULE \*

NOVEMBER 17, 1985 - SUNDAY {no interpreter required}

9:30 - 10:30 am      Interview with NIHON KEIZEI SHIMBUN  
ATTENDING:    Governor Atiyeh, TK & RS

GOVERNOR'S FALL MISSION TO JAPAN - MEETING SHEET

MEETING WITH: JAPAN ECONOMIC JOURNAL  
DATE: November 17, 1985  
TIME START: 9:30 am  
TIME FINISH: 10:30 am  
LOCATION: Imperial Hotel or JRO  
FLOOR/ROOM: Governor's Suite or 12th; N-1213  
OREGON ATTENDEES: Governor Atiyeh & Tom Kennedy  
SPOKESPERSON: Governor Atiyeh  
JAPAN/OTHER ATTENDEES: To be informed

BACKGROUND: The Japan Economic Journal is the "sister" publication of the Nihon Keizei Shimbun and is the most widely read English language weekly business and economic newspaper in Japan.

The purpose of this meeting would be to help promote Oregon as a potential site for a visit by about 20 Japanese firms which are interested in (a) visiting with venture capital firms; (b) visiting with manufacturers and service firms which have technology they may wish to license, sell or co-venture; and (c) visiting agencies and institutions which contribute to the "incubator effect" for emerging firms in Oregon. Nomura Securities is one of the entities which is supporting this trip.

INTERVIEW SUBJECTS: - direct investment activities by Japanese firms in Oregon  
- investment incentives  
- Governor's views on the U.S.-Japan trade friction situation  
- trade between Japan and Oregon  
- future economic relationship between Japan and Oregon

HANDOUTS: Revised edition of the "Oregon Investment Guide" {Japanese language}

GIFT: Letter opener

- THIS MEETING CONCLUDES TODAY'S SCHEDULE -

GOVERNOR'S FALL MISSION TO JAPAN - MEETING SHEET

MEETING WITH: CONCORDIA COLLEGE  
INTERNATIONAL EDUCATION RESEARCH and  
ANALYSIS CORPORATION (INTERAC)

DATE: November 18, 1985

TIME START: 8:45 am

TIME FINISH: 9:15 am

LOCATION: Imperial Hotel

FLOOR/ROOM #: Governor's Suite

OREGON ATTENDEES: Governor Atiyeh, Tom Kennedy & David Lutjen

SPOKESPERSON: Governor Atiyeh

JAPAN/OTHER ATTENDEES: Dr. Frederick D. Kramer, Vice President for  
Pacific Rim Operations - Concordia College  
Mr. Y. Niiyama, President, INTERAC

BACKGROUND: Concordia College is a liberal arts college located in a residential area of Northeast Portland; it was founded in 1905. INTERAC was founded at the conclusion of WW II as an agency to provide English instruction to Japanese business executives. At this point, INTERAC and Time-Life are the two largest English language instruction entities in Japan - last year, INTERAC provided English instruction to more than 30,000 Japanese business people. Concordia College has proposed to INTERAC to serve as a site for providing English instruction and instruction in American business techniques. Concordia College would provide home-stays for Japanese business people; provide intensive English instruction in its English Language School; and, provide seminars in U.S. business and management techniques. In addition to providing revenue to Concordia, the program would provide an opportunity for numerous Japanese business people to be exposed to commercial community in the Portland-Metro area.

MEETING AGENDA:

- thanks for taking time to meet
- I personally want to be involved in assisting any parties who are interested in learning about, learning in and living in Oregon
- Governor explains the scope of the various ties between Japan and Oregon eg. business, educational (SUT), cultural, etc.
- our JRO is here to help you
- with so many Japanese students now attending colleges and universities in Oregon, there must be some very good reasons

- education is one of the greatest assets of Oregon; the educational opportunities in the state are quite impressive  
- this type of a program, aimed at Japanese business people, is ideally suited to Oregon

**ACTION REQUESTED:**

- suggest that INTERAC seriously consider visiting Oregon to see firsthand what their "students" would experience  
- suggest that such a program would likely be well-supported in the business community

**HANDOUTS:**

None

**GIFTS:**

Paperweights or letter openers

**NEXT MEETING:**

Interview with Travel Times

**LOCATION:**

JRO

**TRANSPORTATION:**

On foot

**TRANSIT TIME:**

10 minutes

GOVERNOR'S FALL MISSION TO JAPAN - MEETING SHEET

MEETING WITH: TRAVEL TIMES  
DATE: November 18, 1985  
TIME START: 9:15 am  
TIME FINISH: 9:35 am  
LOCATION: JRO  
FLOOR/ROOM: 12th; N-1213  
OREGON ATTENDEES: Governor Atiyeh & Tom Kennedy  
SPOKESPERSON: Governor Atiyeh  
JAPAN/OTHER ATTENDEES: Mr. Y. Saito, Editor-in-Chief

BACKGROUND: The Travel Times is a major weekly magazine published for the travel industry in Japan. Mr. Saito has visited Oregon many times and is currently planning a trip late this month to Oregon in order to gather material for a series of articles in the magazine on golf in Oregon.

INTERVIEW SUBJECTS: - Governor's views on the salable features of Oregon  
- tourism trade between Japan and Oregon  
- future economic relationship between Japan and Oregon and tourism

ACTION REQUESTED: - attempt to highlight those unique "events" in Oregon which are difficult to duplicate elsewhere:

Mt. Hood Jazz Festival  
Portland Marathon  
Ashland Shakespearean Festival  
Seaside Marathon  
Rose Festival/Rose Cup CART Auto Race  
Other that come to mind

HANDOUTS: None  
GIFTS: Paperweight or letter opener  
NEXT MEETING: KEIDANREN  
LOCATION: Keidanren Kaikan  
TRANSPORTATION: Kokusai Motorcar  
TRANSIT TIME: 15 minutes

GOVERNOR'S FALL MISSION TO JAPAN - MEETING SHEET

MEETING WITH: HITACHI, LTD.

DATE: November 18, 1985

TIME START: 9:15 am

TIME FINISH: 10:00 am

LOCATION: New Marunouchi Building

FLOOR/ROOM #: To be informed

OREGON ATTENDEES: Rick Schulberg & David Lutjen

SPOKESPERSON: RS/DL

JAPAN/OTHER ATTENDEES: Dr. T. Takasuna, Director & General Manager  
Corporate Research & Development  
Coordination Department  
Mr. Y. Matsuda, Project Planning Manager  
Research & Development Promotion Ctr.  
Corporate Research & Development  
Coordination Department

BACKGROUND: Hitachi, Ltd. is the largest electric and  
electronic manufacturing concern in Japan.

MEETING AGENDA: - thanks for taking time to meet with us  
- we want to be involved in assisting Hitachi  
wherever possible  
- we are pleased that Hitachi feels that their  
visit to Oregon was worthwhile  
- our JRO is here to help you  
- with so many firms now looking to Oregon,  
there must be some very good reasons

ACTION REQUESTED: - invite them to visit Oregon again and to  
consider Oregon as a site for future expansion  
- invite their inquiries and requests for  
information

HANDOUTS: Revised edition of the "Oregon Investment  
Guide" {Japanese language}

GIFTS: Paperweights

NEXT MEETING: ELECTRONICS INDUSTRY ASSOCIATION OF JAPAN

LOCATION: Tokyo Chamber of Commerce & Industry Building

TRANSPORTATION: On foot

TRANSIT TIME: 10 minutes



GOVERNOR'S MISSION TO JAPAN - MEETING SHEET

MEETING WITH: KEIDANREN  
<Federation of Economic Organizations>

DATE: November 18, 1985

TIME START: 10:00 am

TIME FINISH: 10:30 am

LOCATION: Keidanren Kaikan

OREGON ATTENDEES: Governor Atiyeh, Tom Kennedy, Rick Schulberg,  
Charles Swindells & David Lutjen

SPOKESPERSON: Governor Atiyeh

JAPAN/OTHER ATTENDEES: Mr. Okawara, Special Advisor

BACKGROUND: Governor Atiyeh is quite familiar with  
Keidanren and has met with Mr. Okawara, former Ambassador to the  
United States from Japan, in the past. Mr. Okawara, upon retirement  
from the Foreign Ministry, has assumed the most senior advisory role  
in the Keidanren organization.

MEETING AGENDA: N.A.

ACTION REQUESTED: N.A.

HANDOUTS: N.A.

GIFTS: Mr. Okawara -

NEXT MEETING: JAPAN AIRLINES

LOCATION: Japan Airlines - HQ - Marunouchi

TRANSPORTATION: Kokusai Motorcar

TRANSIT TIME: 10 minutes

GOVERNOR'S FALL MISSION TO JAPAN - MEETING SHEET

MEETING WITH: JAPAN AIRLINES

DATE: November 18, 1985

TIME START: 11:00 am

TIME FINISH: 11:30 am

LOCATION: Japan Airlines - HQ - Marunouchi

FLOOR/ROOM #: Mr. H. Watanabe will meet us in building lobby

OREGON ATTENDEES: Governor Atiyeh, Tom Kennedy, Rick Schulberg,  
Charles Swindells & David Lutjen

SPOKESPERSON: Governor Atiyeh

JAPAN/OTHER ATTENDEES: Mr. T. Hashizume, Senior Managing Director  
Mr. S. Suto, General Manager  
Mr. M. Eguchi, Deputy General Manager,  
International Relations Department

BACKGROUND: Provided by Port of Portland

MEETING AGENDA: Provided by Port of Portland

ACTION REQUESTED: Provided by Port of Portland

HANDOUTS: Revised edition of the "Oregon Investment  
Guide" {Japanese language}

GIFTS: Mr. T. Hashizume - Framed Indian rubbing  
Mr. S. Suto - Paperweight or letter opener  
Mr. M. Eguchi - Same as Suto-san

NEXT MEETING: DAIWA SECURITIES CO., LTD.

LOCATION: Hotel Okura

TRANSPORTATION: Kokusai motorcar

TRANSIT TIME: 20 minutes

GOVERNOR'S FALL MISSION TO JAPAN - MEETING SHEET

MEETING WITH: DAIWA SECURITIES CO., LTD.

DATE: November 18, 1985

TIME START: 12:00 - noon

TIME FINISH: 1:30 pm

LOCATION: Hotel Okura - Bekkan

FLOOR/ROOM #: Restaurant Belle Epoque

OREGON ATTENDEES: Governor Atiyeh, Tom Kennedy, Rick Schulberg,  
Charles Swindells & David Lutjen

SPOKESPERSON: Governor Atiyeh

JAPAN/OTHER ATTENDEES: <sup>HASEI, V.P.</sup> Mr. Y. ~~Chino~~, Chairman  
Mr. T. Karigane, General Manager,  
Daiwa Securities International Investment  
Services Department  
Mr. Y. Fujisaki, President, <sup>(BUT NOT WORK WITH)</sup>  
Daiwa International Capital Management Co.

BACKGROUND: Daiwa is one of the "Big 4" securities firms  
in Japan. They are said to excel in foreign securities transactions  
and other international business; firm is currently taking the  
initiative in forming international merchant banks. Daiwa currently  
is responsible for management of a portion of Oregon PERS funds.

MEETING AGENDA: None

ACTION REQUESTED: - determine which department at Daiwa would be  
most helpful to JRO in our efforts to attract  
Japanese investment to Oregon

HANDOUTS: Revised edition of the "Oregon Investment  
Guide" {Japanese language}

GIFTS: Mr. Y. Chino - Framed Indian rubbing  
Others - Paperweights

NEXT MEETING: AMERICAN EMBASSY

LOCATION: Same

TRANSPORTATION: On foot

TRANSIT TIME: 10 minutes

GOVERNOR'S FALL MISSION TO JAPAN - MEETING SHEET

MEETING WITH: AMERICAN EMBASSY

DATE: November 18, 1985

TIME START: 2:15 pm

TIME FINISH: 2:45 pm

LOCATION: American Embassy

FLOOR/ROOM #: Will be escorted

OREGON ATTENDEES: Governor Atiyeh, Tom Kennedy, Rick Schulberg,  
Charles Swindells & David Lutjen

SPOKESPERSON: Governor Atiyeh

JAPAN/OTHER ATTENDEES: Desaix L. Anderson, Minister-Councillor

BACKGROUND: Ambassador Mansfield is in the United States  
on home leave and is not expected to return to Japan until late  
November or early December. Minister Anderson is the second in  
command at the American Embassy, the DCM.

MEETING AGENDA: - thanks for taking time to meet with us  
- provide some background information on  
Oregon's connection with Japan - trade,  
investment, etc.  
- our JRO was the 23rd state representative  
office and is here to help local firms  
- with so many firms now coming to Oregon,  
there must be some very good reasons

ACTION REQUESTED: None

HANDOUTS: Revised edition of the "Oregon Investment  
Guide" {Japanese language}

GIFTS: Paperweight

NEXT MEETING: JAPAN EXTERNAL TRADE ORGANIZATION

LOCATION: KYODO Building

TRANSPORTATION: On foot

TRANSIT TIME: 5 minutes

GOVERNOR'S FALL MISSION TO JAPAN - MEETING SHEET

MEETING WITH: JAPAN EXTERNAL TRADE ORGANIZATION  
DATE: November 18, 1985  
TIME START: 3:00 pm  
TIME FINISH: 3:30 pm  
LOCATION: Kyodo Building - Toranomom  
FLOOR/ROOM #: 8th Floor  
OREGON ATTENDEES: Governor Atiyeh, Tom Kennedy, Rick Schulberg,  
Charles Swindells & David Lutjen  
SPOKESPERSON: Governor Atiyeh  
JAPAN/OTHER ATTENDEES: Mr. Akazawa, Chairman

BACKGROUND: The Japan External Trade Organization (JETRO) is an arm of the Ministry of International Trade and Investment (MITI) and, until recent years, was primarily engaged in assisting Japanese firms develop overseas markets for their products. JETRO services today include assisting in the area of international investment, import trade and domestic investment. JETRO was one of the co-sponsors of the Oregon Investment Mission's "Invest in Oregon" seminar series. JETRO's Mr. Kusajima was a member of the Keidanren Investment Study Mission; in September, 1985, Governor Atiyeh met with Mr. Akazawa; and, in May, 1985, Governor Atiyeh met with Mr. Miyamoto.

MEETING AGENDA: - thanks for the opportunity to meet  
- thanks for past cooperation and assistance  
- Oregon greatly appreciates the efforts of JETRO and we hope that the close cooperation of the JETRO Group and Oregon will continue  
- we are deeply grateful to JETRO and very impressed with your performance on our behalf; since Oregon represents a "quality investment climate" it is only natural that we seek the cooperation of a knowledgeable organization like JETRO.

ACTION REQUESTED: - we hope to continue future cooperation

HANDOUTS: Revised edition of the "Oregon Investment Guide" {Japanese language}

GIFTS: Mr. Akazawa - Framed Indian rubbing  
Others - Paperweights or letter openers

NEXT MEETING: TOSHIBA CORPORATION

LOCATION: Shibaura

**TRANSPORTATION:**

**Kokusai Motorcar**

**TRANSIT TIME:**

**30 minutes**

GOVERNOR'S FALL MISSION TO JAPAN - MEETING SHEET

MEETING WITH: TOSHIBA CORPORATION  
DATE: November 18, 1985  
TIME START: 4:00 pm  
TIME FINISH: 5:00 pm  
LOCATION: TOSHIBA CORPORATION HQ - Shibaura  
FLOOR/ROOM #: 38th Floor  
OREGON ATTENDEES: Governor Atiyeh, Tom Kennedy, Rick Schulberg,  
Charles Swindells & David Lutjen  
SPOKESPERSON: Governor Atiyeh  
JAPAN/OTHER ATTENDEES: Mr. H. Yoshida, Managing Director of the Board  
Consumer Products Business Group  
+ others as appropriate

BACKGROUND: Toshiba Electric is Japan's second largest general electric machinery manufacturer. The firm is #1 in the area of office automation equipment. Toshiba has had close historical ties with General Electric; noted for nuclear power plant technology and high overall level of technology in a broad range of applications. Yen 103,000,000,000 (~\$412,000,000) is to be invested in new semiconductor plant construction in addition to the six plants started/announced in 1983. Corporate intention is to expand its share of electronics and communications items to 48% of sales by 1986. Company's semiconductor facility in Sunnyvale, California is described by company officials as being "less than adequate" to meet future requirements in addition to problems associated with the location. Firm is concerned with future "even-handed" treatment by state and local governments citing examples in California in which many firms - U.S. and foreign - were enticed to California only to find that the rules of the game (taxes, environmental controls, etc.) changed at some point after the investment had been made. Will Oregon follow the same path? Two groups from Toshiba have visited Oregon within the past 5 months; one from the semiconductor unit and another from the consumer products unit. Firm's primary underwriter is Nomura.

MEETING AGENDA: - thanks for taking time to meet with us  
- present chronology of events leading up to this visit; from Governor taking office and emphasizing change in investment climate  
- when you deal with Oregon, you are dealing with professionals - I, as Governor, make sure of that  
- there will be no change in the "rules of doing business in Oregon with respect to land use planning, reimposition of unitary, etc.  
- I personally want to be involved in



assisting your firm  
- our JRO is here to help you

ACTION REQUESTED: - invite their inquiries and requests for  
information  
- we want them to make Oregon their "home"

HANDOUTS: None

GIFTS: Mr. H. Yoshida -  
Others -

NEXT MEETING: DAI-NIPPON INK

LOCATION: Nihonbashi

TRANSPORTATION: Kokusai Motorcar

TRANSIT TIME: 30 minutes

GOVERNOR'S FALL MISSION TO JAPAN - MEETING SHEET

MEETING WITH: DAI-NIPPON INK & CHEMICALS

DATE: November 18, 1985

TIME START: 5:30 pm

TIME FINISH: 6:00 pm

LOCATION: Dai-Nippon Ink - HQ - Nihonbashi

FLOOR/ROOM #: Will be escorted

OREGON ATTENDEES: Governor Atiyeh, Tom Kennedy, Rick Schulberg,  
Charles Swindells & David Lutjen

SPOKESPERSON: Governor Atiyeh

JAPAN/OTHER ATTENDEES: Mr. S. Kawamura, President  
Mr. K. Fujiyama, General Manager,  
Packaging Film & Sheet Division

BACKGROUND: Dai-Nippon recently led a group of about 25 customers and subcontractors on tour of several states. Oregon was on their itinerary. While the actual goal of the group is less than clear, it is known that they are looking for potential sites with a view to encouraging subcontractors to follow. The purpose of this meeting is to allow the President of the company an opportunity to thank Oregon for the warm reception the group received.

MEETING AGENDA: - thanks for taking time to meet with us  
- I personally want to be involved in providing assistance to your firm  
- we are pleased that Dai-Nippon feels that their visit to Oregon was worthwhile  
- our JRO is here to help you  
- with so many firms now coming to Oregon, there must be some very good reasons

ACTION REQUESTED: - invite them to visit Oregon again and to consider Oregon as a site for future expansion  
- invite their inquiries and requests for information

HANDOUTS: Revised edition of the "Oregon Investment Guide" {Japanese language}

GIFTS: Mr. Kawamura - Framed Indian rubbing  
Mr. Fujiyama - Paperweight or letter opener

NEXT MEETING: NOMURA INVESTMENT MANAGEMENT CO., LTD.

LOCATION: To be informed

TRANSPORTATION: To be informed

TRANSIT TIME: To be informed

GOVERNOR'S FALL MISSION TO JAPAN - MEETING SHEET

MEETING WITH: NOMURA INVESTMENT MANAGEMENT CO., LTD.  
DATE: November 18, 1985  
TIME START: 7:30 pm  
TIME FINISH: 9:30 pm  
LOCATION: To be informed  
FLOOR/ROOM #: To be informed  
OREGON ATTENDEES: Governor Atiyeh, Tom Kennedy, Rick Schulberg,  
Charles Swindells & David Lutjen  
SPOKESPERSON: Governor Atiyeh  
JAPAN/OTHER ATTENDEES: To be informed  
BACKGROUND: None  
MEETING AGENDA: None  
ACTION REQUESTED: None  
HANDOUTS: None  
GIFTS: Mr. Aida - Framed Indian rubbing  
Others - Paperweights

- THIS MEETING CONCLUDES TODAY'S SCHEDULE -

GOVERNOR'S FALL MISSION TO JAPAN - MEETING SHEET

MEETING WITH: MR. M. KAWASAKI

DATE: November 10, 1985

TIME START: 9:30 am

TIME FINISH: 10:00 ~ 10:30 am

LOCATION: JRO

FLOOR/ROOM #: 12th Floor; N-1213

OREGON ATTENDEES: Tom Kennedy, Rick Schulberg & David Lutjen

SPOKESPERSON: Open

JAPAN/OTHER ATTENDEES: Mr. M. Kawasaki

BACKGROUND: Mr. Kawasaki is the individual identified by the JRO as one who would be well-qualified to assist in the areas of trade development, investment (probably limited to food processing, production and allied fields) and, to a lesser extent, tourism and education.

MEETING AGENDA: No formal agenda - this is an opportunity for TK to meet Mr. Kawasaki

ACTION REQUESTED: TK's approval

HANDOUTS: None

GIFTS: None

- THIS MEETING CONCLUDES TODAY'S SCHEDULE -

JAPAN 4-7 APP. TS.

GOVERNOR'S FALL MISSION TO JAPAN

NOVEMBER 9 - 19, 1985

\* DAILY SCHEDULE \*

NOVEMBER 11, 1985 - MONDAY { Ms. Nao Muramatsu, Interpreter }

8:10 am Transfer to NEC CORPORATION courtesy of NEC (Meet Mr. Todokoro, NEC, in Imperial Hotel lobby)

8:30 - 9:00 am Meeting with NEC CORPORATION (Dr. Sekimoto, Mr. Kaito, Dr. Kaneko, Messrs. Nakamura and Numata)  
ATTENDING: All

9:00 am Transfer to JRO courtesy of NEC

9:30 - 10:10 am Interview with YOMIURI SHIMBUN; Mr. Nakamura  
ATTENDING: Tom Kennedy

10:10 am K-M transfer to NOMURA SECURITIES - HQ

10:30 - 11:15 am Meeting with NOMURA SECURITIES CO., LTD. (Mr. Tabuchi and Messrs. Kurokawa, Gokita and Tanaka)  
ATTENDING: All

11:15 am K-M transfer to JRO

11:50 am Transfer to Apicius Restaurant on foot

12:00 - 1:30 pm Luncheon meeting with COMMUNICATIONS INDUSTRY ASSOCIATION OF JAPAN (Mr. Ozawa and Messrs. Numata {NEC}, Hirose {FUJITSU} and Kurosaki)  
ATTENDING: All

1:30 pm K-M transfer to BANK OF TOKYO

2:00 - 2:30 pm Meeting with BANK OF TOKYO, LTD. (Mr. Takata and Messrs. Shichijo and Murai)  
ATTENDING: All

2:30 - 3:30 pm Meeting with MITSUBISHI METAL (Mr. Kawata)  
ATTENDING: All

3:30 - 4:30 pm Meeting with JOHN SWIRES & SONS (JAPAN), LTD. (Mr. Kuniyoshi)  
ATTENDING: All

4:45 K-M transfer to NISSHIN FLOUR MILLING CO., LTD.

5:00 - 5:30 pm Meeting with NISSHIN FLOUR MILLING CO., LTD. (Mr. Shoda)

ATTENDING: Governor Atiyeh

5:30 pm K-M transfer of Governor Atiyeh to NEC CORPORATION dinner at Senka-sou

6:00 pm Transfer to Senka-sou courtesy of NEC for TK, RS, CS & DL

6:30 - 8:30 Dinner meeting with NEC CORPORATION (Mr. Shimizu, Dr. Kaneko and Messrs. Kuzushima, Numata, Kawakami and Maejima)

ATTENDING: All

8:30 pm Transfer to Imperial Hotel courtesy of NEC



GOVERNOR'S FALL MISSION TO JAPAN

NOVEMBER 9 - 19, 1985

\* DAILY SCHEDULE \*

NOVEMBER 12, 1985 - TUESDAY { Ms. Keiko Hasebe, Interpreter }

6:25 am Assemble in Imperial Hotel lobby

6:30 am K-M transfer from Imperial Hotel to Tokyo Station

7:17 am Depart Tokyo Station for Osaka via Shinkansen  
Hikari #261 - Green Car

7:36 am Shinkansen Hikari arrives Shin-Yokohama Station  
{DL joins}

10:30 am Arrive Shin-Osaka Station; Ms. Keiko Hasebe meets  
party on Shinkansen platform

10:40 am K-M transfer from Shin-Osaka Station to OTSUKA  
PHARMACEUTICAL

ATTENDING: All

11:00 - 11:30 am Meeting with OTSUKA PHARMACEUTICAL (Mr. S.  
Kawaguchi and Mr. T. Yahiro)

11:30 am K-M transfer to Hotel Royal; check in

12:00 - noon Luncheon meeting with Mr. T. Takeguchi

ATTENDING: TK, RS & DL

1:30 pm \* K-M transfer from Hotel Royal to MATSUSHITA  
ELECTRIC TRADING CO., LTD.

2:00 - 4:00 pm Meeting with MATSUSHITA ELECTRIC TRADING CO., LTD.  
(Mr. Yasuda and Mr. Ishijima) followed by tour of  
facilities

4:10 pm K-M transfer to WAKUNAGA PHARMACEUTICAL CO., LTD.

4:30 - 5:00 pm Meeting with WAKUNAGA PHARMACEUTICAL CO., LTD.  
(Mr. Y. Kusai)

5:00 pm K-M transfer to Hotel Royal

5:30 pm K-M transfer to Kokusai (International) Hotel for  
opening ceremony for "ALL OREGON FOOD PRODUCTS  
SHOW"

6:00 - 8:00 pm

Opening ceremony and reception for "ALL OREGON  
FOOD PRODUCTS SHOW"

ATTENDING: All

8:00

Transfer by taxi to Hotel Royal

DINNER @ OSAKA CAROUSEL REST.

GOVERNOR'S FALL MISSION TO JAPAN

NOVEMBER 9 - 19, 1985

\* DAILY SCHEDULE \*

NOVEMBER 13, 1985 - WEDNESDAY { Ms. Keiko Hasebe, Interpreter }

FOR GOVERNOR ATIYEH, TK & CS

9:45 am Check out and assemble in Hotel Royal lobby

~~9:30 am K-M transfer to BANK OF TOKYO, LTD.~~

~~10:00 - 10:15 am Meeting with BANK OF TOKYO, LTD.~~

*MR. SUKAMOTO  
OSAKA CHAMBER  
OF COMMERCE*  
~~ATTENDING: Governor Atiyeh, TK & CS~~

10:05 am K-M transfer to OSAKA TITANIUM CO., LTD.

10:30 - 12:00 noon Meeting with OSAKA TITANIUM CO., LTD. (Dr. Satouchi)

ATTENDING: Governor Atiyeh, TK & CS  
Attend

12:00 - noon K-M transfer to Shin-Osaka Station

12:45 pm Depart Shin-Osaka Station for Kyoto via Shinkansen Hikari

1:00 pm Arrive Shin-Kyoto Station; K-M transfer to KYOCERA CORPORATION

1:30 - 2:00pm Meeting with KYOCERA CORPORATION (Mr. Arthur Johnishi and Mr. David Rearwin, American Consulate - Osaka)

FOR RS & DL ONLY + Tanaka-san

7:55 am Check out and assemble in lobby

8:00 am Transfer by taxi to Shin-Osaka Station

8:45 am Depart Shin-Osaka Station for Kyoto via Shinkansen Hikari

9:00 am Arrive Shin-Kyoto Station; transfer by taxi to ROHM

10:00 - 11:00 am Meeting with ROHM

11:00 Transfer by taxi to Shin-Osaka Station

12:45 pm Meet arriving Shinkansen Hikari carrying Governor Atiyeh, TK & CS; transfer by taxi to KYOCERA CORPORATION

1:30 - 2:00 pm Meeting with KYOCERA CORPORATION (Mr. Arthur Johnishi and Mr. David Rearwin, American Consulate - Osaka)

2:00 pm K-M/taxi transfer to Shin-Kyoto Station

~~3:30~~ pm <sup>3:04</sup> Depart Shin-Kyoto Station for Tokyo via Shinkansen Hikari

6:43 pm Arrive Tokyo Station; transfer by taxi to Imperial Hotel

3:15 - 9:00 pm Interview with NIKKAN KOGYO SHIMBUN, Mr. Nakamura, International Division

ATTENDING: Governor Atiyeh, TK, RS & CS

GOVERNOR'S FALL MISSION TO JAPAN

NOVEMBER 9 - 19, 1985

\* DAILY SCHEDULE \*

NOVEMBER 14, 1985 - THURSDAY { Ms. Nao Muramatsu, Interpreter }

7:30 - 8:30 am Breakfast meeting with Mr. H. Ushijima, Commercial Specialist, American Embassy  
ATTENDING: Governor Atiyeh & TK

9:35 am K-M transfer to Hotel Okura

9:00 - 10:00 am Meeting with SONY CORPORATION (Mr. Morita and Mr. Tohyama)

10:10 am K-M transfer to NYK headquarters - Marunouchi

10:30 - 11:00 am Meeting with NIPPON YUSEN K.K. (Mr. Miyaoka)  
ATTENDING: Governor Atiyeh, TK, RS, CS & DL

11:10 am Transfer to SOFTNOMICS CENTER - Toranomon

11:30 - 12:00 - noon Meeting with SOFTNOMICS CENTER (Mr. Kusaka)  
ATTENDING: Governor Atiyeh, TK, RS, CS & DL

12:10 pm Transfer to Akasaka Prince Hotel

1:00 - 2:00 pm Meeting with representatives of the Liberal Democratic Party (Rep. Nikaido, Rep. Hayashi, Rep. Hirazumi, Sen. Ishii and Mr. Kuromiya)  
ATTENDING: Governor Atiyeh, TK, RS, CS, ZM & DL

2:15 - 2:45 pm Meeting with SCIENCE UNIVERSITY OF TOKYO (Dr. Kittaka)  
ATTENDING: Governor Atiyeh, TK, RS, CS, ZM & DL

2:50 pm K-M transfer to RYOWA CHO-ON

3:00 - 3:45 pm Meeting with RYOWA CHO-ON (Mr. Chikashige & Mr. Zinno) + (Mr. Watai - Nomura)  
ATTENDING: Governor Atiyeh, TK, RS, CS & DL

3:55 pm K-M transfer to KAJIMA INTERNATIONAL

4:15 - 5:00 pm Meeting with KAJIMA INTERNATIONAL (Mr. Kajima and Mr. Akimoto)



ATTENDING: Governor Atiyeh, TK, RS, CS & DL

5:05 pm

Transfer to FUJITSU LIMITED

5:30 - 6:00 pm

Meeting with FUJITSU LIMITED (Mr. Iwai)

ATTENDING: Governor Atiyeh, TK, RS, CS & DL

6:00 pm

K-M transfer to Imperial Hotel

6:50 pm

Assemble in Imperial Hotel lobby; proceed on foot to La Promenade Restaurant

7:00 - 9:00 pm

Dinner meeting with FUJI BROADCASTING NETWORK

:00 pm

Return to Imperial Hotel on foot

~~9:30 - 10:00 pm~~

~~Interview with THE JAPAN TIMES (Clay Chandler)~~

GOVERNOR'S FALL MISSION TO JAPAN

NOVEMBER 9 - 19, 1985

\* DAILY SCHEDULE \*

8  
NOVEMBER 15, 1985 - FRIDAY {Ms. Nao Muramatsu, Interpreter}

7:30 - 8:45 Breakfast meeting with representatives of Oregon business  
ATTENDING: Governor Atiyeh, TK, RS, DL, Z. Motomura & M. Kawasaki

9:15 - 10:00 am Meeting with JAPAN AVIATION ELECTRONICS INDUSTRY CORP. (Mr. H. Kawai)  
ATTENDING: Governor Atiyeh & TK

10:15 am K-M transfer to EIAJ

10:30 - 11:00 am Meeting with ELECTRONIC INDUSTRIES ASSOCIATION OF JAPAN (Mr. T. Takai)  
ATTENDING: Governor Atiyeh, TK, RS & DL

11:10 am K-M transfer to EPSON SEIKOSHA

11:30 ~ 12:00 noon Meeting with EPSON SEIKOSHA (Mr. I. Hattori)  
ATTENDING: Governor Atiyeh, TK, RS

~ 12:00 noon K-M transfer to Imperial Hotel

12:00 - 1:15 pm Luncheon meeting with TOKYO BANKER'S  
ATTENDING: Governor Atiyeh, TK, RS & DL

1:40 pm K-M transfer to OKI ELECTRIC

2:00 - 3:00 pm Meeting with OKI ELECTRIC (to be informed)  
ATTENDING: Governor Atiyeh, TK, RS & DL

3:00 pm Transfer to JAPAN ELECTRON OPTICS LABORATORIES, LTD.

4:30 - 5:00 pm Meeting with JAPAN ELECTRON OPTICS LABORATORIES, LTD. (Messrs. Takeuchi, Mori and Kobayashi)  
ATTENDING: Governor Atiyeh, TK, RS & DL

6:00 - 8:00 pm Dinner meeting with JAPAN ELECTRON OPTICS LABORATORIES, LTD.



GOVERNOR'S FALL MISSION TO JAPAN

NOVEMBER 9 - 19, 1985

\* DAILY SCHEDULE \*

NOVEMBER 18, 1985 - MONDAY {Ms. Nao Muramatsu, Interpreter}

8:45 - 9:15 am Meeting with CONCORDIA COLLEGE and INTERNATIONAL EDUCATION RESEARCH AND ANALYSIS CORPORATION (INTERAC)

ATTENDING: Governor Atiyeh, TK, RS, CS & DL

We will try to start this meeting at about 8:35 am but the meeting sheet lists an 8:45 am start

9:10 am Transfer on foot to JRO

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RS AND DL ONLY

9:15 - 10:00 Meeting with HITACHI, LTD. {Dr. Takasuna and Mr. Matsuda

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9:15 - 9:35 am Interview with TRAVEL TIMES

ATTENDING: Governor Atiyeh & TK

9:40 am K-M transfer to KEIDANREN

10:00 - 10:30 am Meeting with KEIDANREN (Ambassador Okawara)

ATTENDING: Governor Atiyeh, TK & CS

10:40 am K-M transfer to Japan Airlines

11:00 - 11:30 am Meeting with JAPAN AIRLINES {Messrs. Hashizume, Suto and Eguchi}

ATTENDING: Governor Atiyeh, TK, RS, CS & DL

11:35 am K-M transfer to Hotel Okura

12:00 - 1:30 Luncheon meeting with DAIWA SECURITIES CO., LTD. {Messrs. Chino, Karigane & Fujisaki}

2:00 pm Transfer to U.S. EMBASSY on foot

2:15 - 2:45 pm Meeting with U.S. EMBASSY (Desaix L. Anderson)

2:45 pm Transfer to JAPAN EXTERNAL TRADE ORGANIZATION on foot

3:00 - 3:30 pm Meeting with JAPAN EXTERNAL TRADE ORGANIZATION {Mr. Akazawa}

3:35 pm K-M transfer to TOSHIBA CORPORATION

4:00 - 5:00 pm Meeting with TOSHIBA CORPORATION {Mr. H. Yoshida + others as appropriate}

5:05 pm K-M transfer to DAI-NIPPON INK & CHEMICALS

5:30 - 6:00 pm Meeting with DAI-NIPPON INK & CHEMICALS {Mr. Kawamura and Mr. Fujiyama}

6:05 pm K-M transfer to Imperial Hotel

7:30 - 9:30 pm Dinner meeting with NOMURA INVESTMENT MANAGEMENT CO., INC. {Mr. Aida + other as appropriate}