

GOVERNOR'S MISSION TO JAPAN - MEETING SHEET

MEETING #: 001

MEETING WITH: Alan Ota

DATE: May 11, 1985

TIME START: 7:00 pm

TIME FINISH: 7:30 pm

LOCATION: Imperial Hotel - Governor's Suite

FLOOR/ROOM #:

OREGON ATTENDEES: Governor Atiyeh & Tom Kennedy

SPOKESPERSON: Governor Atiyeh

JAPAN/OTHER ATTENDEES: None

BACKGROUND: Alan Ota is in Japan for a period of about one year on a Fulbright scholarship; he feeds stories to The Oregonian from time to time. Wants to have this initial interview and one later in the week.

MEETING AGENDA: None

HANDOUTS: None

GIFTS: None

NEXT MEETING: None

LOCATION: None

TRANSIT TIME: None

- THIS MEETING CONCLUDES TODAY'S SCHEDULED ACTIVITIES -

GOVERNOR'S SPRING MISSION TO JAPAN - MEETING SHEET

MEETING #: 002
MEETING WITH: Electro Scientific Industries
DATE: May 12, 1985
TIME START: 8:30 am
TIME FINISH: 9:30 am ~ 10:00 am
LOCATION: Imperial Hotel
Les Saisson Restaurant
FLOOR/ROOM #: Mezzanine Level
OREGON ATTENDEES: Governor Atiyeh, Tom Kennedy & David Lutjen
SPOKESPERSON: Governor Atiyeh
JAPAN/OTHER ATTENDEES: Doug Strain, Chairman
William Walker, President
Tim Crouse, Managing Director - Far East
and Pacific Rim

BACKGROUND: ESI maintains a sales and distribution operation here in Tokyo; they are only one of six or seven Oregon firms which have established an operation in Japan. They have encountered their fair share of problems opening up this market to their products but now seem to have reached a point where their efforts are beginning to pay off. Of particular interest will be their feelings on export licensing procedures in the U.S. which continue to hamper and delay the export of technology to established customers in friendly countries with a view that the Governor will raise this issue in his meeting with Ambassador Mansfield.

MEETING AGENDA: None
ACTION REQUESTED: None
HANDOUTS: None
GIFTS: Business card cases - 3
NEXT MEETING: 1200 - Noon
LOCATION: Imperial Hotel
TRANSPORTATION: N.A.

TRANSIT TIME:

N.A.

GOVERNOR'S SPRING MISSION TO JAPAN - MEETING SHEET

MEETING #: 003

MEETING WITH: Mr. H. Ushijima, Commercial Specialist
Commercial Section - American Embassy

DATE: May 12, 1985

TIME START: 1200 - Noon

TIME FINISH: 1:30 ~ 2:00 pm

LOCATION: Imperial Hotel
Les Saisson Restaurant

FLOOR/ROOM #: Mezzanine Level

OREGON ATTENDEES: Governor Atiyeh & Tom Kennedy

SPOKESPERSON: N.A.

JAPAN/OTHER ATTENDEES: None

BACKGROUND: N.A.

MEETING AGENDA: None

ACTION REQUESTED: N.A.

HANDOUTS: None

GIFTS: None

- THIS MEETING CONCLUDES TODAY'S SCHEDULED ACTIVITIES -

GOVERNOR'S SPRING MISSION TO JAPAN - MEETING SHEET

MEETING #: 004
MEETING WITH: NEC CORPORATION
DATE: May 13, 1985
TIME START: 9:00 am
TIME FINISH: 10:00 am
LOCATION: NEC Corporation Headquarters
FLOOR/ROOM #: Will be escorted
OREGON ATTENDEES: Governor Atiyeh, Tom Kennedy & David Lutjen
SPOKESPERSON: Governor Atiyeh
JAPAN/OTHER ATTENDEES: Dr. K. Kobayashi, Chairman of the Board
Mr. S. Shimizu, Executive Vice President
Mr. K. Nakamura, Vice President

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 hospitality and limousines
- thank NEC for their continued committment to Oregon stressing the importance of they're being the first to announce a major investment in Oregon
- inquire about progress of construction and start-up timing
- thank NEC for their part in supporting the recent Oregon Investment Mission with a tour of their Yokohama plant and providing a speaker, Dr. Kaneko, for the Osaka seminar
- 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. K. Kobayashi - paper weight
Mr. S. Shimizu - business card holder
Mr. K. Nakamura - business card holder

NEXT MEETING: Ambassador Mike Mansfield

LOCATION: U.S. Embassy

TRANSPORTATION: Kokusai Motorcar

TRANSIT TIME: 20 minutes

GOVERNOR'S SPRING MISSION TO JAPAN - MEETING SHEET

MEETING #: 005
MEETING WITH: Ambassador Mike Mansfield
DATE: May 13, 1985
TIME START: 10:30 am
TIME FINISH: ~11:00 am
LOCATION: American Embassy
FLOOR/ROOM #: Will be escorted
OREGON ATTENDEES: Governor Atiyeh, Tom Kennedy & David Lutjen
SPOKESPERSON: Governor Atiyeh
JAPAN/OTHER ATTENDEES:

BACKGROUND: Ambassador Mansfield continues to point to Governor Atiyeh and State of Oregon as examples of "how to do it right" when it comes to dealing with Japan when addressing incoming groups of business people. Ambassador Mansfield is a symbol of moderation in the escalating "war of words" between Tokyo and Washington with respect to trade friction; he remains, however, an outspoken critic of obvious trade barriers and examples of unfair meddling by the Japanese government in international commercial affairs. Ambassador Mansfield is highly respected by virtually all segments of Japanese society.

MEETING AGENDA: - thank the Ambassador for taking time to meet with us
- thank the Ambassador for the continuing high level of assistance the JRO receives from Commercial and Agricultural section staff
- update on the "Invest in Oregon" Investment Mission: almost 300 business people attended the seminars - 160 in Tokyo; 60 in Nagoya; and, 70 in Osaka
- how can Oregon continue to maintain good visibility and attract additional investments and increased trade?

ACTION REQUESTED: - express Oregon's concern for the effect of irresponsible rhetoric in Washington, D.C. on the trade and investment relations which we have so carefully developed between Oregon and Japan

- ask the Ambassador to continue to "keep up the measured pressure" on the Japanese government to increase access by U.S. firms into the Japanese market
- express the concern of our high technology industry with respect to onerous export licensing requirements; while the export licensing regulations may keep technology out of the wrong hands, the same regulations "hand-cuff" our efforts to sell to established customers in friendly countries
- "keep up the good work, Mr. Ambassador!"

HANDOUTS: "Oregon Investment Guide" {Japanese language}

GIFTS: Ambassador Mansfield - paper weight
Others - business card holders

NEXT MEETING: 12:00 - Noon

LOCATION: Marubeni Corporation

TRANSPORTATION: Kokusai Motorcar

TRANSIT TIME: 15 minutes

GOVERNOR'S SPRING MISSION TO JAPAN - MEETING SHEET

MEETING #: 006

MEETING WITH: MARUBENI CORPORATION

DATE: May 13, 1985

TIME START: 12:00 - Noon

TIME FINISH: 1:45 pm

LOCATION: Marubeni Corporation Headquarters

FLOOR/ROOM #: Will be escorted

OREGON ATTENDEES: Governor Atiyeh, Tom Kennedy, David Lutjen

SPOKESPERSON: Governor Atiyeh

OTHER ATTENDEES: Mineo "Mike" Yoshimatsu, Assistant Director
Port of Portland

JAPAN ATTENDEES: Mr. K. Shirahama, Managing Director
& Executive Officer, Agri-Marine Product
Group; Mr. Yasui, General Manager, Cereals,
Oilseeds, Feeds and Meat Division; Mr. T.
Sueki, Manager, Cereal Grain Section, Cereals
and Oil Seeds Department; and, Mr. Ikematsu,
Manager, America & Oceania Section

BACKGROUND: Marubeni Corporation is the operator of a large grain terminal located on Port of Portland Property; the company is the 3rd largest trading companies in Japan with annual sales approaching \$50 billion. Marubeni has maintained an office in Portland for many years and has been active in wood products and agricultural products trade. Marubeni is quite excited about this opportunity to meet with the Governor. A previous meeting between the Governor and Marubeni executives in Portland was cancelled, much to the disappointment of Marubeni.

MEETING AGENDA:

- thanks for their hospitality
- thanks for the high level of committment to Oregon shown by Marubeni
- while it may appear that Oregon is emphasizing high technology, we never cease to pay credit to those firms which have been instrumental in Oregon's economy during the past
- we want to continue the very highest level of commercial activity with Marubeni not only in agriculture and forestry but also in other

areas

ACTION REQUESTED:

- "how can we cooperate in the future?"
- "what can we do to help Marubeni now?"
- can they assist us in meeting with other divisions and departments in Marubeni.

HANDOUTS:

"Oregon Investment Guide" {Japanese language}

GIFTS:

Mr. K. Shirahama - paper weight
Mr. T. Yasui - business card case
Mr. T. Sueki - business card case
Mr. Ikematsu - business card case

NEXT MEETING:

2:00 pm

LOCATION:

JRO

TRANSPORTATION:

Kokusai Motorcar

TRANSIT TIME:

15 minutes

GOVERNOR'S SPRING MISSION TO JAPAN - MEETING SHEET

MEETING #: 007

MEETING WITH: ISHIDA-KOHKI

DATE: May 13, 1985

TIME START: 2:00 pm

TIME FINISH: ~ 2:05 pm

LOCATION: JRO

FLOOR/ROOM #: N.A.

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

SPOKESPERSON: Governor Atiyeh

JAPAN/OTHER ATTENDEES: Representative of Ishida-Kohki

BACKGROUND: Ishida-Kohki is a manufacturer of scales and weighing instruments. They are in a very early stage of investigating the possibility of establishing some type of a sales/distribution operation in the U.S. with a view to establishing a modest manufacturing plant in the future. Ishida-Kohki does not know that the Governor will be visiting the office. This is more a of "chance meeting" in which Motomura-san will introduce the Governor and the Governor and Ishida-Kohki representative can exchange pleasantries.

MEETING AGENDA: None - this is a "chance meeting"

ACTION REQUESTED: - we hope the JOR is being helpful in your study
- we certainly hope that they come to Oregon for a visit to sample our hospitality and experience the business climate first hand
- Governor would like to meet with them again in Oregon
- we are committed to providing whatever information and/or assistance required to help Ishida-Kohki

HANDOUTS: None - Motomura-san will take care of that

GIFTS: Business card holder

NEXT MEETING: 2:05 pm

LOCATION: JRO
TRANSPORTATION: N.A.
TRANSIT TIME: N.A.

GOVERNOR'S SPRING MISSION TO JAPAN - MEETING SHEET

MEETING #: 008

MEETING WITH: PRESIDENT MAGAZINE

DATE: May 13, 1985

TIME START: 2:05 pm

TIME FINISH: 2:35 pm

LOCATION: JRO

FLOOR/ROOM #: N.A.

OREGON ATTENDEES: Governor Atiyeh & Tom Kennedy

SPOKESPERSON: Governor Atiyeh

JAPAN/OTHER ATTENDEES: Mr. Ubukata & Ms. Y. Sato

BACKGROUND: OEDD has placed several advertisements in this publication during the past year. Magazine caters primarily to small- and medium-size businesses.

MEETING AGENDA: None - this is an interview which will be oriented toward investment climate in Oregon with the possibility of touching upon trade friction.

ACTION REQUESTED: None

HANDOUTS: "Oregon Investment Guide" {Japanese language} + other materials

GIFTS: None

NEXT MEETING: The Nomura Securities Company, Ltd.

LOCATION: Nomura Headquarters, Nihombashi

TRANSPORTATION: Kokusai Motorcar

TRANSIT TIME: 20 minutes

GOVERNOR'S SPRING MISSION TO JAPAN - MEETING SHEET

MEETING #: 009

MEETING WITH: THE NOMURA SECURITIES COMPANY, LTD.

DATE: May 13, 1985

TIME START: 3:00 pm

TIME FINISH: 3:45 ~ 4:00 pm

LOCATION: Nomura Headquarters

FLOOR/ROOM #: Headquarters Building - 2nd Floor

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

SPOKESPERSON: Governor Atiyeh

JAPAN/OTHER ATTENDEES: Mr. S. Tabuchi, 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, recently, 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. Mr. Tabuchi is one of the 6 or 7 Vice Chairmen of a group called Keizeidoyukai which, in influence, is on par with Keidanren. Keizeidoyukai is made up of corporation presidents and CEO's. His responsibilities in this organization will be "international affairs". Mr. Ishihara, Chairman of Nissan, is the Chairman of Keizeidoyukai - Governor Atiyeh met with Mr. Ishihara last Fall, I beleive. Nomura has been the most valuable advocate of Oregon during the past six months. At the root of their interest in Oregon is their goal of managing a portion of the PERS funds; a portion of which I understand is being managed by Daiwa Securities.

MEETING AGENDA: - thanks for the opportunity to meet
- thanks for past cooperation and assistance
-

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

- KEY IS FOR THE GOVERNOR TO BE AGGRESSIVE WITH RESPECT TO MEETING WITH POTENTIAL INVESTORS, MAKING "THINGS" HAPPEN WITHIN THE REGULATORY PROCESS AND LEAVE THE IMPRESSION THAT THE GOVERNOR IS, FIRST AND FOREMOST, A SUCCESSFUL BUSINESSMAN AS WELL AS A PRO-BUSINESS, PRO-FREE TRADE, PRO-JAPAN, PRO-INVESTMENT CHIEF EXECUTIVE OF THE STATE OF OREGON -

HANDOUTS: None

GIFTS: Mr. S. Tabuchi - "Oregon II", paper weight
Mr. M. Kurokawa - paper weight
Mr. Y. Gokita - business card case
Mr. T. Tanaka - business card case

NEXT MEETING: 4:30 pm

LOCATION: Ohtemachi Building

TRANSPORTATION: Kokusai Motorcar

TRANSIT TIME: 15 minutes

GOVERNOR'S SPRING MISSION TO JAPAN - MEETING SHEET

MEETING #: 010
MEETING WITH: KEIZEI KOHO CENTER
DATE: May 13, 1985
TIME START: 4:30 pm
TIME FINISH: 5:00 pm
LOCATION: Ohtemachi Building
FLOOR/ROOM #: 3rd Floor; Room #327
OREGON ATTENDEES: Governor Atiyeh, Tom Kennedy & David Lutjen
SPOKESPERSON: Governor Atiyeh
JAPAN/OTHER ATTENDEES: Mr. T. Ibayashi

BACKGROUND: This meeting is primarily for the purpose of congratulating Mr. Ibayashi on his promotion (he formerly was the Director of International Economic Affairs Department of Keidanren). Mr. Ibayashi has been a strong advocate for Oregon ever since his visit with Mr. Morita and Keidanren in June, 1984. Keizei Koho Center is the "public relations" arm of Keidanren and is, therefore, a key arm of that organization. Activities of Keizei Koho Center include sponsoring visits of foreign journalists and distribution of Keidanren committee position papers. Mr. Ibayashi's position title is not certain but we believe it is, or soon will be, "Director General".

MEETING AGENDA: - thanks for taking time to meet with us
- congratulations on you new position
- what are his new responsibilities
- we have appreciated our "special" relationship with Keidanren and trust that our relationship will prosper and grow

ACTION REQUESTED: - we look forward to close cooperation between Keizei Koho Center and Oregon in the future
- how can we cooperate?
- JRO, OEDD and Office of the Governor stand ready to assist Ibayashi-san and Keizei Koho Center

HANDOUTS: "Oregon Investment Guide" {Japanese language}

GIFTS: Paper weight

GOVERNOR'S SPRING MISSION TO JAPAN - MEETING SHEET

MEETING #: 011

MEETING WITH: NIHON KEIZEI SHIMBUN {"NIKKEI"}

DATE: May 14, 1985

TIME START: 8:45 am

TIME FINISH: 9:20 am

LOCATION: JRO

FLOOR/ROOM #: North Tower; #1213

OREGON ATTENDEES: Governor Atiyeh, Tom Kennedy & David Lutjen

SPOKESPERSON: Governor Atiyeh

JAPAN/OTHER ATTENDEES: Mr. Ohtani, Correspondent

BACKGROUND: Nihon Keizei Shimbun {"Nikkei"} is the most influential business-oriented newspaper in Japan. It is often referred to as Japan's Wall Street Journal. Mr. Ohtani is in charge of writing on subjects concerning high technology in the international trade and investment area.

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

HANDOUTS: "Oregon Investment Guide" {Japanese language}

GIFTS: Business card holder

NEXT MEETING: Ministry of Foreign Affairs

LOCATION: Kasumigaseki

TRANSPORTATION: Kokusai motorcar

TRANSIT TIME: 10 minutes

GOVERNOR'S SPRING MISSION TO JAPAN - MEETING SHEET

MEETING #: 012

MEETING WITH: MINISTRY OF FOREIGN AFFAIRS {to be confirmed}

DATE: May 14, 1985

TIME START: 10:00 am

TIME FINISH: 10:30 am

LOCATION: Ministry of Foreign Affairs Building
Kasumigaseki

FLOOR/ROOM #: Will be escorted

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

SPOKESPERSON: Governor Atiyeh

JAPAN/OTHER ATTENDEES: Mr. Shoichi Kuriyama, Director General
North American Bureau
Mr. Tanaka, Head
Passport Section

BACKGROUND: Meeting came about as a result of discussion
between Consul General Kamoshida and the Governor. The original
thinking was for the Governor to meet with Foreign Minister Abe but
Abe's schedule and absence from the country precluded such a meeting.
In attendance at this meeting will be Mr. Tanaka, who is scheduled to
replace Consul General Kamoshida in June, 1985.

MEETING AGENDA: - thanks for the opportunity to meet
- fine job performed by C.G. Kamoshida during
his tour of duty in Portland
- 52% of Oregon's trade is with Japan
- Japan and other countries in the Pacific Rim
are very important to the economy of the West
Coast of the United States
- conversely, we feel that the West Coast of
the U.S. will continue to play and even more
important role in the economy of Japan
- statement of Governor's position on free
trade and trade barriers
- express Oregon's hope for a speedy and
equitable resolution of the trade friction
issue
- it is to everyone's benefit, especially to
those states on the West Coast of the U.S., to

reduce trade friction and use every effort to cooperate in stimulating trade in a wide variety of product areas

ACTION REQUESTED:

- encourage MOFA to think of the West Coast of the U.S. as not only a traditional supplier of raw materials to Japan (forest products and agriculture) but also as a source of finished goods

HANDOUTS:

"Oregon Investment Guide" {Japanese language}

GIFTS:

Mr. Kuriyama - paperweight
Mr. Tanaka - business card case

NEXT MEETING:

Keidanren

LOCATION:

Keidanren Kaikan - Ohtemachi

TRANSPORTATION:

Kokusai Motorcar

TRANSIT TIME:

15 minutes

GOVERNOR'S SPRING MISSION TO JAPAN - MEETING SHEET

MEETING #: 013

MEETING WITH: KEIDANREN

DATE: May 14, 1985

TIME START: 11:00 am

TIME FINISH: 11:40 am

LOCATION: Keidanren Kaikan

FLOOR/ROOM #: Will be escorted

OREGON ATTENDEES: Governor Atiyeh, Tom Kennedy & David Lutjen

SPOKESPERSON: Governor Atiyeh

JAPAN/OTHER ATTENDEES: Mr. Inayama, Chairman, Keidanren
Mr. A. Morita, Sony Corporation & Chairman
Keidanren International Investment Committee

BACKGROUND: Keidanren aka Federation of Economic Organizations sent an Investment Study Mission to Oregon in June, 1984; the mission was led by Mr. Morita. The rest is well-known to us all. Since the opening of the JRO, we have kept in close contact with Keidanren and value the relationship very highly. Keidanren continues to provide support to our efforts in Japan.

MEETING AGENDA: - thanks to Inayama for the continuing good effects we feel from last summer's report of the Investment Study Mission
- thanks to Inayama for the support the JRO has received from Keidanren staff during the past 8 months
- thanks to Morita for his continuing support, both personally and on behalf of his committee assignment

ACTION REQUESTED: - we would welcome another visit from members of Mr. Morita's committee or from other committees from Keidanren
- 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

HANDOUTS: "Oregon Investment Guide" {Japanese language}

GIFTS: Mr. Inayama - paper weight & business card case
Mr. Morita - paper weight

NEXT MEETING: Lunch with Tokyo Bankers' Group

LOCATION: To be informed

TRANSPORTATION: Kokusai motorcar

TRANSIT TIME: 15 minutes

GOVERNOR'S SPRING MISSION TO JAPAN - MEETING SHEET

MEETING #: 014
MEETING WITH: TOKYO BANKERS' GROUP
DATE: May 14, 1985
TIME START: 12:00 - Noon
TIME FINISH: 1:10 pm
LOCATION: To be informed
FLOOR/ROOM #:
OREGON ATTENDEES: Governor Atiyeh, Tom Kennedy, 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. T. Fujiwara, Manager, Corporate Business Division, The Long-Term Credit Bank of Japan
- 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. Recently, they met with the members of the Oregon Investment Mission for lunch. Previous meeting with the Governor was a luncheon at the Sumitomo Guest House during the September, 1984 trade and investment mission.

MEETING AGENDA: - please to see them again
 - much has happened since our last meeting
 together including the announcement EPSON to
 invest in Oregon
 - now active in pursuing the "second wave" of
 investment
 - 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

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: None

GIFTS: Business card cases

NEXT MEETING: Fujitsu Limited

LOCATION: Marunouchi Center Building - Ohtemachi

TRANSPORTATION: Kokusai Motorcar

TRANSIT TIME: 15 minutes

GOVERNOR'S SPRING MISSION TO JAPAN - MEETING SHEET

MEETING #: 015

MEETING WITH: FUJITSU LIMITED

DATE: May 14, 1985

TIME START: 1:30 pm

TIME FINISH: 2:00 pm

LOCATION: Fujitsu Limited Headquarters
Marunouchi Center Building - Ohtemachi

FLOOR/ROOM #: Will be escorted *by Atiyeh & his secretary
at the Marunouchi Building 1st Fl.*

OREGON ATTENDEES: Governor Atiyeh, Tom Kennedy & David Lutjen

SPOKESPERSON: Governor Atiyeh

JAPAN/OTHER ATTENDEES: Mr. T. Yamamoto, President
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.

MEETING AGENDA: - thanks for meeting with us today
- thanks for their support of the Oregon Investment Mission; providing a speaker, Mr. Hirose, for the Tokyo seminar and arranging a tour of their Numazu plant for mission members
- 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

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?"

HANDOUTS: None

GIFTS: Mr. Yamamoto - paper weight
Mr. Iwai - paper weight

NEXT MEETING: Toshiba Ceramic

LOCATION: Shinjuku Nomura Building

TRANSPORTATION: Kokusai Motorcar

TRANSIT TIME: 40 minutes

GOVERNOR'S SPRING MISSION TO JAPAN - MEETING SHEET

MEETING #: 016
MEETING WITH: TOSHIBA CERAMICS CO., LTD.
DATE: May 14, 1985
TIME START: 3:00 pm
TIME FINISH: 3:45 ~ 4:00
LOCATION: Shinjuku Nomura Building
FLOOR/ROOM #: 7th Floor
OREGON ATTENDEES: Governor Atiyeh, Tom Kennedy & David Lutjen
SPOKESPERSON: Governor Atiyeh
JAPAN/OTHER ATTENDEES: Mr. F. Muramatsu, President
Mr. Hiyoshi, Vice President
Mr. M. Kurokawa {Nomura - poss.}
Mr. T. Tanaka {Nomura}

BACKGROUND: Firm belongs to the Toshiba Group. Primary line of business is fire brick and quartz glass but is enjoying excellent growth in the production of silicon wafers and other semiconductor-related fields. Firm is developing fiber optic materials. Mr. Muramatsu attended the Tokyo "Invest in Oregon" seminar. This is the first formal meeting between Oregon officials and representatives of Toshiba Ceramic. This meeting was arranged by Nomura.

MEETING AGENDA:

- thanks for taking time to meet with us
- we appreciate the efforts of Nomura in arranging this appointment
- we hope they found the "Invest in Oregon" seminar informative
- 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 Nomura

HANDOUTS: "Oregon Investment Guide" {Japanese language}
[note that Mr. Muramatsu received one at the seminar but they may need an additional copy]

GIFTS: Mr. Muramatsu - "Oregon II" & paper weight
Mr. Hiyoshi - paper weight

NEXT MEETING: Tokushu Denso

LOCATION: Imperial Hotel - Governor's Suite

TRANSPORTATION: Kokusai Motorcar

TRANSIT TIME: 40 minutes

GOVERNOR'S SPRING MISSION TO JAPAN - MEETING SHEET

MEETING #: 017
MEETING WITH: TOKUSHU DENSO
DATE: May 14, 1985
TIME START: 4:30 pm
TIME FINISH: ~ 5:00 pm
LOCATION: Imperial Hotel - Governor's Suite
FLOOR/ROOM #: #2620
OREGON ATTENDEES: Governor Atiyeh, Tom Kennedy & David Lutjen
SPOKESPERSON: Governor Atiyeh
JAPAN/OTHER ATTENDEES: Mr. Tsuya, Chairman
Mr. Itoh, General Manager
Mr. Watai {Nomura}

BACKGROUND: Tokushu Denso is a manufacturer of electrical components. Firm is at the earliest of stages in their investment study process. This meeting is simply an "aisatsu" but we are hopeful that there might be some substantive results. This meeting was arranged by Nomura.

MEETING AGENDA:

- thanks for taking time to meet with us
- we appreciate the efforts of Nomura in arranging this appointment
- we hope they found the "Invest in Oregon" seminar informative
- 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 Nomura

HANDOUTS: "Oregon Investment Guide" {Japanese language}
GIFTS: Mr. Tsuya - paper weight
Mr. Itoh - business card case
NEXT MEETING: Nomura Investment Management Company, Ltd.
LOCATION: Kane Danaka - Ginza
TRANSPORTATION: Kokusai Motorcar
TRANSIT TIME: 15 minutes

GOVERNOR'S SPRING MISSION TO JAPAN - MEETING SHEET

MEETING #: 018

MEETING WITH: NOMURA INVESTMENT MANAGEMENT CO., LTD.

DATE: May 14, 1985

TIME START: 6:30 pm

TIME FINISH: ~ 9:00 pm

LOCATION: ~~Kane-Danaka~~ Ginza Kocho - Shin Tokyo Bldg.

FLOOR/ROOM #: N.A. B2.

OREGON ATTENDEES: Governor Atiyeh, Tom Kennedy & David Lutjen

SPOKESPERSON: Governor Atiyeh

JAPAN/OTHER ATTENDEES: Mr. Aida, President, Nomura Investment Management Co., Ltd.
Mr. M. Kurokawa, Managing Director, The Nomura Securities Co., Ltd.
Mr. Kagami, Director, Nomura Investment Management Co., Ltd.
Mr. T. Tanaka, Manager, The Nomura Securities Co., Ltd.

BACKGROUND: Nomura Investment Management Co., Ltd. is a part of The Nomura Securities Company, Ltd. which 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, recently, 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. Nomura has been the most valuable advocate of Oregon during the past six months. At the root of their interest in Oregon is their goal of managing a portion of the PERS funds; a portion of which I understand is being managed by Daiwa Securities. Mr. Aida is proud of his English language ability and is considered an expert in the field of international business.

MEETING AGENDA:

ACTION REQUESTED:

- Aida must understand from the Governor that Nomura's work on behalf and in support of Oregon has been a critical element in our recent work in Japan
- 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

- KEY IS FOR THE GOVERNOR TO BE AGGRESSIVE WITH RESPECT TO MEETING
WITH POTENTIAL INVESTORS, MAKING "THINGS" HAPPEN WITHIN THE REGULATORY
PROCESS AND LEAVE THE IMPRESSION THAT THE GOVERNOR IS, FIRST AND
FOREMOST, A SUCCESSFUL BUSINESSMAN AS WELL AS A PRO-BUSINESS, PRO-FREE
TRADE, PRO-JAPAN, PRO-INVESTMENT CHIEF EXECUTIVE OF THE STATE OF
OREGON -

HANDOUTS: None

GIFTS: Mr. Aida - paper weight + business card case
 Mr. Kagami - paper weight

- THIS MEETING CONCLUDES TODAY'S SCHEDULED ACTIVITIES -

GOVERNOR'S SPRING MISSION TO JAPAN - MEETING SHEET

MEETING #: 019

MEETING WITH: Electric Industries Association of Japan
(EIAJ)

DATE: May 15, 1985

TIME START: 10:30 am

TIME FINISH: 11:00 am

LOCATION: Tokyo Chamber of Commerce & Industry Bldg.
Marunouchi

FLOOR/ROOM #:

OREGON ATTENDEES: Governor Atiyeh, Tom Kennedy & 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 last summer's 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: "Oregon Investment Guide" {Japanese language}

GIFTS: Mr. Takai - paper weight

NEXT MEETING: Japan-U.S. Parliamentarians' League's
Japan-U.S. Friendship Promotion Luncheon

LOCATION: Official Resident of the Chairman
House of Councillors
Nagata-cho

TRANSPORTATION: Kokusai Motorcar

TRANSIT TIME: 20 minutes

GOVERNOR'S SPRING MISSION TO JAPAN - MEETING SHEET

MEETING #: 020

MEETING WITH: JAPAN-U.S. PARLIAMENTARIANS' LEAGUE AND JAPAN
U.S. FRIENDSHIP PROMOTION LUNCHEON {Guests
include members of the American State Offices
Association}

DATE: May 15, 1985

TIME START: 12:00 - Noon

TIME FINISH: 1:30 pm

LOCATION: Congressman Tokusaburo Kosaka, Chairman
House of Councillors
Official Residence

FLOOR/ROOM #: N.A.

OREGON ATTENDEES: Governor Atiyeh, Tom Kennedy & David Lutjen

SPOKESPERSON: Governor Atiyeh

JAPAN/OTHER ATTENDEES: Senator Ishiji I. Ishii

BACKGROUND: This "stand-up" buffet luncheon is a function
of the Japan U.S. Parliamentarians' League of which Sen. Ishii is an
active member. Guests at this function include members of the
American State Offices Association. Attendance is expected to be in
the 200+ range. Sen. Ishii graduated from University of Oregon on a
Fulbright scholarship in 1964; has been very supportive of the
activities of our office. Sen. Ishii's hails from Hyogo Prefecture
which maintains sister-state ties with Washington.

MEETING AGENDA: N.A.

ACTION REQUESTED: - Governor will be asked to give a 2~3-minute
speech

HANDOUTS: None

GIFTS: Senator Ishii - paper weight

NEXT MEETING: Ryowa Cho-on

LOCATION: Minami-Aoyama, Minato-ku

TRANSPORTATION: Kokusai Motorcar

TRANSIT TIME:

20 minutes

GOVERNOR'S SPRING MISSION TO JAPAN - MEETING SHEET

MEETING #: 021

MEETING WITH: RYOWA CHO-ON

DATE: May 15, 1985

TIME START: 3:00 pm

TIME FINISH: ~ 4:00 pm

LOCATION: Minami-Aoyama, Minato-ku

FLOOR/ROOM #: Will be escorted

OREGON ATTENDEES: Governor Atiyeh, Tom Kennedy & David Lutjen

SPOKESPERSON: Governor Atiyeh

JAPAN/OTHER ATTENDEES: Mr. Zinno, 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 meeting was arranged by Nomura.

MEETING AGENDA:

- thanks for taking time to meet with us
- we appreciate the efforts of Nomura in arranging this appointment
- we hope they found the "Invest in Oregon" seminar informative
- 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 Nomura

HANDOUTS: "Oregon Investment Guide" {Japanese language}

GIFTS: Mr. Zinno - paper weight
Others - business card case

NEXT MEETING: Japan Office Machine Manufacturers' Association

LOCATION: No. 1 Mori Building - Shimbashi

TRANSPORTATION: Kokusai Motorcar

TRANSIT TIME: 20 minutes

GOVERNOR'S SPRING MISSION TO JAPAN - MEETING SHEET

MEETING #: 022

MEETING WITH: JAPAN OFFICE MACHINE MANUFACTURERS'
ASSOCIATION

DATE: May 15, 1985

TIME START: 4:30 pm

TIME FINISH: 5:00 pm

LOCATION: No. 1 Mori Building - Shimbashi

FLOOR/ROOM #: 7th Floor

OREGON ATTENDEES: Governor Atiyeh, Tom Kennedy & David Lutjen

SPOKESPERSON: Governor Atiyeh

JAPAN/OTHER ATTENDEES: Y. Kobayashi, Chairman, JOMMA & President,
Fuji-Xerox Co., Ltd. + association staff

BACKGROUND: The Japan Office Machine Manufacturers' Association is made up of office machine manufacturers from throughout Japan. The important figure in this instance is the association's Chairman, Mr. Kobayashi. Mr. Kobayashi was educated in the U.S. {at Wharton, I beleive} and is quite proud of this educational opportunity. He is also a very international-oriented individual; highly respected in the business community but far less brash than Mr. Morita of Sony. Mr. Kobayashi is, however, an outspoken proponent of overseas investment in production facilities by Japanese firms. It is felt that he can be depended upon to assist us in meeting with prospective cases from within JOMMA membership.

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 assist your association's member firms
- our JRO is here to help you
- with so many firms now coming to Oregon, there must be some very good reasons

ACTION REQUESTED: - appreciate their support of our efforts 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:

"Oregon Investment Guide" {Japanese language}

GIFTS:

Mr. Kobayashi - paper weight
others - business card case

NEXT MEETING:

NEC Dinner

LOCATION:

Senka-So {NEC Guest House}

TRANSPORTATION:

NEC-provided limousine

TRANSIT TIME:

N.A.

GOVERNOR'S SPRING MISSION TO JAPAN - MEETING SHEET

MEETING #: 023

MEETING WITH: NEC CORPORATION

DATE: May 15, 1985

TIME START: 6:45 pm

TIME FINISH: 9:00 pm

LOCATION: Senka-So {NEC Guest House}

FLOOR/ROOM #: N.A.

OREGON ATTENDEES: Governor Atiyeh, Tom Kennedy & David Lutjen

SPOKESPERSON: Governor Atiyeh

JAPAN/OTHER ATTENDEES: Dr. T. Sekimoto, President
Mr. S. Shimizu, Executive Vice President
Dr. H. Kaneko, Vice President
Mr. K. Nakamura, Vice President

BACKGROUND: N.A.

MEETING AGENDA: N.A.

ACTION REQUESTED: - thanks for NEC support of the Oregon
Investment Mission
- support included a tour of their Yokohama
plant and Dr. Kaneko was a speaker in Osaka

HANDOUTS: None

GIFTS: Dr. Sekimoto
Dr. Kaneko

- THIS MEETING CONCLUDES TODAY'S SCHEDULE -

GOVERNOR'S SPRING MISSION TO JAPAN - MEETING SHEET

MEETING #: 023

MEETING WITH: NEC CORPORATION

DATE: May 15, 1985

TIME START: 6:45 pm

TIME FINISH: 9:00 pm

LOCATION: Senka-So {NEC Guest House}

FLOOR/ROOM #: N.A.

OREGON ATTENDEES: Governor Atiyeh, Tom Kennedy & David Lutjen

SPOKESPERSON: Governor Atiyeh

JAPAN/OTHER ATTENDEES: Dr. T. Sekimoto, President
Mr. S. Shimizu, Executive Vice President
Dr. H. Kaneko, Vice President
Mr. K. Nakamura, Vice President

BACKGROUND: N.A.

MEETING AGENDA: N.A.

ACTION REQUESTED: - thanks for NEC support of the Oregon
Investment Mission
- support included a tour of their Yokohama
plant and Dr. Kaneko was a speaker in Osaka

HANDOUTS: None

GIFTS: Dr. Sekimoto
Dr. Kaneko

- THIS MEETING CONCLUDES TODAY'S SCHEDULE -

GOVERNOR'S SPRING MISSION TO JAPAN - MEETING SHEET

MEETING #: 024

MEETING WITH: SONY-TEKTRONIX

DATE: May 16, 1985

TIME START: 9:00 am {arrive at Hotel Pacific at 8:50 am}

TIME FINISH: 10:20 am

LOCATION: Hotel Pacific - Shinagawa

FLOOR/ROOM #: Fujinami Room

OREGON ATTENDEES: Governor Atiyeh, Tom Kennedy & David Lutjen

SPOKESPERSON: Governor Atiyeh

JAPAN/OTHER ATTENDEES: Numerous

BACKGROUND: This is the formal ceremony commemorating the 20th anniversary of the establishment of the Sony-Tektronix joint venture, Sony Corporation's first joint venture with a foreign company.

MEETING AGENDA: While exact agenda of the ceremony has not been provided, we know that Governor Atiyeh will be the last of four speakers and will be preceded, not necessarily in this order, by Mr. Kumakura, Earl Wantland and Mr. Morita. We also know that the Governor's speech will begin at about 9:30 am.

ACTION REQUESTED: - 10-minute speech

HANDOUTS: None

GIFTS: N.A.

NEXT MEETING: Nippon Sanso {Japan Oxygen}

LOCATION: Imperial Hotel - Governor's Suite

TRANSPORTATION: Kokusai Motorcar

TRANSIT TIME: 30 minutes

GOVERNOR'S SPRING MISSION TO JAPAN - MEETING SHEET

MEETING #: 024

MEETING WITH: SONY-TEKTRONIX

DATE: May 16, 1985

TIME START: 9:00 am {arrive at Hotel Pacific at 8:50 am}

TIME FINISH: 10:20 am

LOCATION: Hotel Pacific - Shinagawa

FLOOR/ROOM #: Fujinami Room

OREGON ATTENDEES: Governor Atiyeh, Tom Kennedy & David Lutjen

SPOKESPERSON: Governor Atiyeh

JAPAN/OTHER ATTENDEES: Numerous

BACKGROUND: This is the formal ceremony commemorating the 20th anniversary of the establishment of the Sony-Tektronix joint venture, Sony Corporation's first joint venture with a foreign company.

MEETING AGENDA: While exact agenda of the ceremony has not been provided, we know that Governor Atiyeh will be the last of four speakers and will be preceded, not necessarily in this order, by Mr. Kumakura, Earl Wantland and Mr. Morita. We also know that the Governor's speech will begin at about 9:30 am.

ACTION REQUESTED: - 10-minute speech

HANDOUTS: None

GIFTS: N.A.

NEXT MEETING: Nippon Sanso {Japan Oxygen}

LOCATION: Imperial Hotel - Governor's Suite

TRANSPORTATION: Kokusai Motorcar

TRANSIT TIME: 30 minutes

GOVERNOR'S SPRING MISSION TO JAPAN - MEETING SHEET

MEETING #: 025
MEETING WITH: NIPPON SANSO {Japan Oxygen}
DATE: May 16, 1985
TIME START: 11:00 am
TIME FINISH: 11:30 ~ 11:45 am
LOCATION: Imperial Hotel - Governor's Suite
FLOOR/ROOM #: #2620
OREGON ATTENDEES: Governor Atiyeh, Tom Kennedy & David Lutjen
SPOKESPERSON: Governor Atiyeh
JAPAN/OTHER ATTENDEES: Mr. Nozaki, Executive Managing Director
Mr. Tohyama, Assistant Manager
Mr. Tanaka, Nomura Securities Co., Ltd.

*C.A.
Nomura,
N.T.*

BACKGROUND: Firm is the largest oxygen manufacturer in Japan. Firm is expected to be "positive" for overseas expansion. Domestically, Nippon Sanso is planning to build plants nationwide to produce nitrogen to supply integrated circuit manufacturers. JRO has been supplying information to this firm first through the Embassy and now through Nomura. First meeting with the firm was during the visit of the Oregon Investment Mission. CAUTION: Firm has very little experience with overseas business and does not have an "international mindset" at this point. They only recently became interested in the possibility of establishing an operation overseas. They have not decided whether or not to establish an overseas operation. This firm should be handled delicately.

MEETING AGENDA:

- thanks for taking time to meet with us
- we appreciate the efforts of Nomura in arranging this appointment
- we hope they found the "Invest in Oregon" seminar informative
- 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 Nomura

HANDOUTS:

"Oregon Investment Guide" {Japanese language}

GIFTS:

Mr. Nozaki - business card case
Mr. Tohyama - business card case

NEXT MEETING:

Communications Industry Association of Japan

LOCATION:

Imperial Hotel

TRANSPORTATION:

N.A.

TRANSIT TIME:

N.A.

GOVERNOR'S SPRING MISSION TO JAPAN - MEETING SHEET

MEETING #: 025
MEETING WITH: NIPPON SANZO {Japan Oxygen}
DATE: May 16, 1985
TIME START: 11:00 am
TIME FINISH: 11:30 ~ 11:45 am
LOCATION: Imperial Hotel - Governor's Suite
FLOOR/ROOM #: #2620
OREGON ATTENDEES: Governor Atiyeh, Tom Kennedy & David Lutjen
SPOKESPERSON: Governor Atiyeh
JAPAN/OTHER ATTENDEES: Mr. Nozaki, Executive Managing Director
Mr. Tohyama, Assistant Manager
Mr. Tanaka, Nomura Securities Co., Ltd.

BACKGROUND: Firm is the largest oxygen manufacturer in Japan. Firm is expected to be "positive" for overseas expansion. Domestically, Nippon Sanso is planning to build plants nationwide to produce nitrogen to supply integrated circuit manufacturers. JRO has been supplying information to this firm first through the Embassy and now through Nomura. First meeting with the firm was during the visit of the Oregon Investment Mission. CAUTION: Firm has very little experience with overseas business and does not have an "international mindset" at this point. They only recently became interested in the possibility of establishing an operation overseas. They have not decided whether or not to establish an overseas operation. This firm should be handled delicately.

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ACTION REQUESTED:

- invite them to visit Oregon
- invite their inquiries and requests for
information
- we are pleased to work through Nomura

HANDOUTS:

"Oregon Investment Guide" {Japanese language}

GIFTS:

Mr. Nozaki - business card case
Mr. Tohyama - business card case

NEXT MEETING:

Communications Industry Association of Japan

LOCATION:

Imperial Hotel

TRANSPORTATION:

N.A.

TRANSIT TIME:

N.A.

GOVERNOR'S SPRING MISSION TO JAPAN - MEETING SHEET

MEETING #: 026
MEETING WITH: COMMUNICATIONS INDUSTRY ASSOCIATION OF JAPAN
DATE: May 16, 1985
TIME START: 12:00 - Noon
TIME FINISH: 1:15 ~ 1:30 pm
LOCATION: Imperial Hotel
FLOOR/ROOM #: 4th Floor; Katsurano-ma
OREGON ATTENDEES: Governor Atiyeh, Tom Kennedy & David Lutjen
SPOKESPERSON: Governor Atiyeh
JAPAN/OTHER ATTENDEES: Mr. H. Ozawa, President
Mr. K. Kurosaki, Assistant to the President
Dr. Kaneko, NEC Corporation
Mr. R. Iwai, 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.

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
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- I personally want to assist your association's member firms
- our JRO is here to help you
- with so many firms now coming to Oregon, there must be some very good reasons

ACTION REQUESTED: - appreciate their support of our efforts 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: "Oregon Investment Guide" {Japanese language}

GIFTS: Mr. Ozawa - paper weight
Mr. Kurosaki - business card case

NEXT MEETING: Toshiba Electric

LOCATION: Shibaura Minato-ku

TRANSPORTATION: Kokusai Motorcar

TRANSIT TIME: 20 minutes

GOVERNOR'S SPRING MISSION TO JAPAN - MEETING SHEET

MEETING #: 026
MEETING WITH: COMMUNICATIONS INDUSTRY ASSOCIATION OF JAPAN
DATE: May 16, 1985
TIME START: 12:00 - Noon
TIME FINISH: 1:15 ~ 1:30 pm
LOCATION: Imperial Hotel
FLOOR/ROOM #: 4th Floor; Katsurano-ma
OREGON ATTENDEES: Governor Atiyeh, Tom Kennedy & David Lutjen
SPOKESPERSON: Governor Atiyeh
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Mr. K. Kurosaki, Assistant to the President
Dr. Kaneko, NEC Corporation
Mr. R. Iwai, 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.

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- 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: "Oregon Investment Guide" {Japanese language}

GIFTS: Mr. Ozawa - paper weight
Mr. Kurosaki - business card case

NEXT MEETING: Toshiba Electric

LOCATION: Shibaura Minato-ku

TRANSPORTATION: Kokusai Motorcar

TRANSIT TIME: 20 minutes

GOVERNOR'S SPRING MISSION TO JAPAN - MEETING SHEET

MEETING #: 027
MEETING WITH: TOSHIBA ELECTRIC
DATE: May 16, 1985
TIME START: 2:30 pm
TIME FINISH: 3:15 ~ 3:30 pm
LOCATION: Shibaura, Minato-ku
FLOOR/ROOM #: 38th Floor
OREGON ATTENDEES: Governor Atiyeh, Tom Kennedy & David Lutjen
SPOKESPERSON: Governor Atiyeh
JAPAN/OTHER ATTENDEES: Mr. Watari, Vice President + others
Mr. M. Kurokawa, Nomura {poss.}
Mr. T. Tanaka, Nomura

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. Firm's primary underwriter is Nomura. This appointment was arranged by Nomura.

MEETING AGENDA:

- thanks for taking time to meet with us
- we appreciate the efforts of Nomura in arranging this appointment
- we hope they found the "Invest in Oregon" seminar informative
- 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,

GOVERNOR'S SPRING MISSION TO JAPAN - MEETING SHEET

MEETING #: 027
MEETING WITH: TOSHIBA ELECTRIC
DATE: May 16, 1985
TIME START: 2:30 pm
TIME FINISH: 3:15 ~ 3:30 pm
LOCATION: Shibaura, Minato-ku
FLOOR/ROOM #: 38th Floor
OREGON ATTENDEES: Governor Atiyeh, Tom Kennedy & David Lutjen
SPOKESPERSON: Governor Atiyeh
JAPAN/OTHER ATTENDEES: Mr. Watari, Vice President + others
Mr. M. Kurokawa, Nomura {poss.}
Mr. T. Tanaka, Nomura

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. Firm's primary underwriter is Nomura. This appointment was arranged by Nomura.

MEETING AGENDA:

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- we appreciate the efforts of Nomura in arranging this appointment
- we hope they found the "Invest in Oregon" seminar informative
- 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 Nomura

HANDOUTS:

"Oregon Investment Guide" {Japanese language}

GIFTS:

Mr. Watari - "Oregon II"
Others - business card cases

NEXT MEETING:

JETRO

LOCATION:

Toranomon

TRANSPORTATION:

Kokusai Motorcar

TRANSIT TIME:

20 minutes

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 Nomura

HANDOUTS:

"Oregon Investment Guide" {Japanese language}

GIFTS:

Mr. Watari - "Oregon II"
Others - business card cases

NEXT MEETING:

JETRO

LOCATION:

Toranomon

TRANSPORTATION:

Kokusai Motorcar

TRANSIT TIME:

20 minutes

Participants from Toshiba Corporation

Yuichi Yamada	Executive Vice President
Nobuo Ishizaka	General Manager, International Finance Division
Takeshi Okatomi	General Manager, International Operations -Electronic Products
Taizo Nishimuro	General Manager, International Operations -Electronic Components
Shunsuke Miyao	Assistant General Manager, Corporate Planning Division
Masayoshi Takeuchi	Assistant Manager, Administration and Marketing Department, International Operations -Producer Goods
Takefumi Masaki	Senior Manager, International Finance Division
Nobuteru Baba	Manager, International Finance Division

GOVERNOR'S SPRING MISSION TO JAPAN - MEETING SHEET

MEETING #: 028

MEETING WITH: JAPAN EXTERNAL TRADE ORGANIZATION

DATE: May 16, 1985

TIME START: 4:00 pm

TIME FINISH: 4:30 pm

LOCATION: Kyodo Building - Toranomom

FLOOR/ROOM #:

OREGON ATTENDEES: Governor Atiyeh, Tom Kennedy & David Lutjen

SPOKESPERSON: Governor Atiyeh

JAPAN/OTHER ATTENDEES: Mr. S. Miyamoto, Vice President

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.

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: "Oregon Investment Guide" {Japanese language}

GIFTS: Mr. S. Miyamoto + others - business card cases

NEXT MEETING: 5:00 pm

LOCATION: Imperial Hotel - Golden Lion Club
Mezzanine Level

TRANSPORTATION: Kokusai Motorcar

TRANSIT TIME: 20 minutes

GOVERNOR'S SPRING MISSION TO JAPAN - MEETING SHEET

MEETING #: 029

MEETING WITH: Former Ambassador to the U.S. Okawara

DATE: May 16, 1985

TIME START: 5:00 pm

TIME FINISH: 6:00 pm

LOCATION: Imperial Hotel - Golden Lion Club

FLOOR/ROOM #: Mezzanine Level

OREGON ATTENDEES: Governor Atiyeh

SPOKESPERSON: Governor Atiyeh

JAPAN/OTHER ATTENDEES: Mr. Okawara
Mr. S. Tanaka

BACKGROUND: Meeting arranged at the request of Governor Atiyeh

MEETING AGENDA: N.A.

ACTION REQUESTED: N.A.

HANDOUTS: N.A.

GIFTS: - ? -

NEXT MEETING: Sony-Tektronix Dinner Function

LOCATION: Hotel Pacific - Shinagawa

TRANSPORTATION: Kokusai Motorcar or Sony-Tek bus

TRANSIT TIME: 30 minutes

GOVERNOR'S SPRING MISSION TO JAPAN - MEETING SHEET

MEETING #: 028

MEETING WITH: JAPAN EXTERNAL TRADE ORGANIZATION

DATE: May 16, 1985

TIME START: 4:00 pm

TIME FINISH: 4:30 pm

LOCATION: Kyodo Building - Toranomom

FLOOR/ROOM #:

OREGON ATTENDEES: Governor Atiyeh, Tom Kennedy & David Lutjen

SPOKESPERSON: Governor Atiyeh

JAPAN/OTHER ATTENDEES: Mr. S. Miyamoto, Vice President

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- 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: "Oregon Investment Guide" {Japanese language}

GIFTS: Mr. S. Miyamoto + others - business card cases

NEXT MEETING: 5:00 pm

LOCATION: Imperial Hotel - Golden Lion Club
Mezzanine Level

TRANSPORTATION: Kokusai Motorcar

TRANSIT TIME: 20 minutes

GOVERNOR'S SPRING MISSION TO JAPAN - MEETING SHEET

MEETING #: 029

MEETING WITH: Former Ambassador to the U.S. Okawara

DATE: May 16, 1985

TIME START: 5:00 pm

TIME FINISH: 6:00 pm

LOCATION: Imperial Hotel - Golden Lion Club

FLOOR/ROOM #: Mezzanine Level

OREGON ATTENDEES: Governor Atiyeh

SPOKESPERSON: Governor Atiyeh

JAPAN/OTHER ATTENDEES: Mr. Okawara
Mr. S. Tanaka

BACKGROUND: Meeting arranged at the request of Governor Atiyeh

MEETING AGENDA: N.A.

ACTION REQUESTED: N.A.

HANDOUTS: N.A.

GIFTS: - ? -

NEXT MEETING: Sony-Tektronix Dinner Function

LOCATION: Hotel Pacific - Shinagawa

TRANSPORTATION: Kokusai Motorcar or Sony-Tek bus

TRANSIT TIME: 30 minutes

GOVERNOR'S SPRING MISSION TO JAPAN - MEETING SHEET

MEETING #: 030
MEETING WITH: SONY-TEKTRONIX
DATE: May 16, 1985
TIME START:
TIME FINISH:
LOCATION: Hotel Pacific - Shinagawa
FLOOR/ROOM #:
OREGON ATTENDEES: Governor Atiyeh, Tom Kennedy & David Lutjen
SPOKESPERSON: Governor Atiyeh
JAPAN/OTHER ATTENDEES: Sony-Tek personnel + domestic customers
BACKGROUND: The purpose of this dinner function is to have the opportunity for the Sony-Tek people to meet with domestic, Japanese, customers of Sony-Tek and in doing so, express thanks for 20 years of support.
MEETING AGENDA: N.A.
ACTION REQUESTED: N.A.
HANDOUTS: None
GIFTS: None

- THIS FUNCTION CONCLUDES THE DAY'S SCHEDULE -

GOVERNOR'S SPRING MISSION TO JAPAN - MEETING SHEET

MEETING #: 030
MEETING WITH: SONY-TEKTRONIX
DATE: May 16, 1985
TIME START:
TIME FINISH:
LOCATION: Hotel Pacific - Shinagawa
FLOOR/ROOM #:
OREGON ATTENDEES: Governor Atiyeh, Tom Kennedy & David Lutjen
SPOKESPERSON: Governor Atiyeh
JAPAN/OTHER ATTENDEES: Sony-Tek personnel + domestic customers
BACKGROUND: The purpose of this dinner function is to have the opportunity for the Sony-Tek people to meet with domestic, Japanese, customers of Sony-Tek and in doing so, express thanks for 20 years of support.
MEETING AGENDA: N.A.
ACTION REQUESTED: N.A.
HANDOUTS: None
GIFTS: None

- THIS FUNCTION CONCLUDES THE DAY'S SCHEDULE -

GOVERNOR'S SPRING MISSION TO JAPAN - MEETING SHEET

MEETING #: 031

MEETING WITH: Representatives of Oregon Business

DATE: May 17, 1985

TIME START: 7:30 am

TIME FINISH: ~ 8:45 am

LOCATION: Imperial Hotel

FLOOR/ROOM #: Ume Room

OREGON ATTENDEES: Govenor Atiyeh, Tom Kennedy, David Lutjen & Gordon Hocking

SPOKESPERSON: Governor Atiyeh

JAPAN/OTHER ATTENDEES: 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. 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
Alan Ota

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.

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: Business card cases

NEXT MEETING: 9:40 am
LOCATION: Science University of Tokyo
TRANSPORTATION: Kokusai Motorcar
TRANSIT TIME: 40 minutes

GOVERNOR'S SPRING MISSION TO JAPAN - MEETING SHEET

MEETING #: 032
MEETING WITH: SCIENCE UNIVERSITY OF TOKYO
DATE: May 17, 1985
TIME START: 9:40 am
TIME FINISH: 10:40 am
LOCATION: University Campus
FLOOR/ROOM #: Will be escorted and met by Z. Motomura
OREGON ATTENDEES: Governor Atiyeh, Tom Kennedy & David Lutjen
SPOKESPERSON: Governor Atiyeh
JAPAN/OTHER ATTENDEES: Dr. Kittaka, Chairman of the Board

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 student toward advanced degrees in the afternoon. A second phase would involved the exchange of professors between the University and OSSHE. A third phase would involve the establishment of a detached campus in Oregon; again, with the cooperation and involvement of OSSHE. [Note: Dr. John Moseley, University of Oregon, met with officials of the University while here with the investment mission through JRO introduction. It is felt that Dr. Moseley is treating this situation as personal to the U. of O. as opposed to representing possibilities for the OSSHE.]

MEETING AGENDA: - tour of facilities
- description of University activities
- possible video tape introducing the University
- Governor describe his close relationship with OSSHE and interest/committment to higher education

ACTION REQUESTED: - JRO is ready and willing to act as the conduit between the Unviersity and OSSHE on this project
- Governor is personally very interested in the progress of the project

HANDOUTS: None
GIFTS: Business card cases
NEXT MEETING: Sharp Corporation
LOCATION: Shinjuku
TRANSPORTATION: Kokusai Motorcar
TRANSIT TIME: 15 minutes

GOVERNOR'S SPRING MISSION TO JAPAN - MEETING SHEET

MEETING #: 033
MEETING WITH: SHARP CORPORATION
DATE: May 17, 1985
TIME START: 11:00 am
TIME FINISH: 11:30 am
LOCATION: Shinjuku
FLOOR/ROOM #: Will be escorted
OREGON ATTENDEES: Governor Atiyeh, Tom Kennedy & David Lutjen
SPOKESPERSON: Governor Atiyeh
JAPAN/OTHER ATTENDEES: Dr. T. Sasaki, Senior Executive Vice President
Mr. Y. Ikehata, Manager, Office of the Senior Vice President
Mr. H. Nakamura, Secretary to Mr. Sasaki

BACKGROUND: Sharp Corporation is a leading manufacturer of electric appliances and business machines. They did pioneer work in the area of electronic calculators. The manufacturer office automation systems including personal computers and word processors. They are expanding their influence in the area of LSIs and liquid crystals. Video tape recorders, office automation and electronic parts continue growing as a percentage of their business with growth in the overseas sales network stimulating exports. Remains active in capital investment; overseas production to include United Kingdom in February, 1985.

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: "Oregon Investment Guide" {Japanese language}

GIFTS: Dr. T. Sasaki - "Oregon II"
others - business card cases

NEXT MEETING: Bank of Tokyo

LOCATION: Bank of Tokyo Guest House - Azabu

TRANSPORTATION: Kokusai Motorcar

TRANSIT TIME: 30 minutes

GOVERNOR'S SPRING MISSION TO JAPAN - MEETING SHEET

MEETING #: 034

MEETING WITH: BANK OF TOKYO

DATE: May 17, 1985

TIME START: 12:00 - Noon

TIME FINISH: 1:30 pm

LOCATION: Bank of Tokyo Guest House - Azabu

FLOOR/ROOM #: Will be escorted

OREGON ATTENDEES: Governor Atiyeh, Tom Kennedy & David Lutjen

SPOKESPERSON: Governor Atiyeh

JAPAN/OTHER ATTENDEES: Mr. Kashiwagi, Chairman, Bank of Tokyo + others

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}. JRO maintains a bank account at the Yurakucho Branch of the Bank of Tokyo and is very pleased with the service connected with that account.

MEETING AGENDA: None

ACTION REQUESTED: - we value the relationship between BOT and Oregon
- appreciate their support in the community
- we like their General Manager, Mr. Kuzomaki
- we want to work closer in areas of investment and trade

HANDOUTS: "Oregon Investment Guide" {Japanese language}

GIFTS: Mr. Kashiwagi - Oregon wine
others - business card case

NEXT MEETING: Epson Corporation

LOCATION: Shinjuku

TRANSPORTATION: Kokusai Motorcar

TRANSIT TIME: 30 minutes

GOVERNOR'S SPRING MISSION TO JAPAN - MEETING SHEET

MEETING #: 035
MEETING WITH: EPSON CORPORATION
DATE: May 17, 1985
TIME START: 3:00 pm
TIME FINISH: 4:00 pm
LOCATION: Ginza - near Wako Dept. Store
FLOOR/ROOM #: Will be escorted
OREGON ATTENDEES: Governor Atiyeh, Tom Kennedy & David Lutjen
SPOKESPERSON: Governor Atiyeh
JAPAN/OTHER ATTENDEES: Mr. Ichiro Hattori, Chairman, Epson Corporation
Mr. Nakamura, President, Epson Corporation

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.

MEETING AGENDA: - thank Epson for their hospitality and
- thank Epson for their continued committment to Oregon
- inquire about start-up timing
- thank Epson for their part in supporting the recent Oregon Investment Mission providing a speaker, Mr. Tsuchihashi, for the Nagoya seminar
- thank Epson for their continued support of the JRO

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

HANDOUTS: "Oregon Investment Guide" {Japanese language}

GIFTS: Mr. Hattori -
Mr. Nakamura -

NEXT MEETING: Hokkaido Shimbun

LOCATION: JRO

TRANSPORTATION: Kokusai Motorcar

TRANSIT TIME: 40 minutes

GOVERNOR'S SPRING MISSION TO JAPAN - MEETING SHEET

MEETING #: 035 - A

MEETING WITH: T. Murashima

DATE: May 17, 1985

TIME START: 4:30 pm

TIME FINISH: 4:45 pm

LOCATION: JRO

FLOOR/ROOM #: Yurakucho Denki Bldg. - N-1213

OREGON ATTENDEES: Governor Atiyeh

SPOKESPERSON: Governor Atiyeh

JAPAN/OTHER ATTENDEES: None

BACKGROUND: Governor met with this person in his office recently and is familiar with the subject matter.

MEETING AGENDA: N.A.

ACTION REQUESTED: N.A.

HANDOUTS: N.A.

GIFTS: N.A.

NEXT MEETING: Hokkaido Shimbun

LOCATION: JRO

TRANSPORTATION: N.A.

TRANSIT TIME: N.A.

GOVERNOR'S SPRING MISSION TO JAPAN - MEETING SHEET

MEETING #: 036

MEETING WITH: HOKKAIDO SHIMBUN

DATE: May 17, 1985

TIME START: 5:00 pm

TIME FINISH: 5:30 pm

LOCATION: JRO

FLOOR/ROOM #: Yurakucho Denki Bldg. N-1213

OREGON ATTENDEES: Governor Atiyeh, Tom Kennedy & David Lutjen

SPOKESPERSON: Governor Atiyeh

JAPAN/OTHER ATTENDEES:

BACKGROUND:

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

HANDOUTS: "Oregon Investment Guide" {Japanese language}

GIFTS: Business card case

NEXT MEETING: 5:30 pm

LOCATION: JRO

TRANSPORTATION: N.A.

TRANSIT TIME: N.A.

GOVERNOR'S SPRING MISSION TO JAPAN - MEETING SHEET

MEETING #: 037

MEETING WITH: Alan Ota

DATE: May 17, 1985

TIME START: 5:30 pm

TIME FINISH: 6:00 pm

LOCATION: JRO

FLOOR/ROOM #: Yurakucho Denki Bldg. N-1213

OREGON ATTENDEES: Governor Atiyeh, Tom Kennedy & David Lutjen

SPOKESPERSON: Governor Atiyeh

JAPAN/OTHER ATTENDEES: None

BACKGROUND: Alan Ota is in Japan for a period of about one year on a Fulbright scholarship; he feeds stories to The Oregonian from time to time. This is the last of his three interviews during this visit of the Governor to Japan.

MEETING AGENDA: N.A.

HANDOUTS: N.A.

GIFTS: N.A.

NEXT MEETING: N.A.

LOCATION: N.A.

TRANSIT TIME: N.A.

MR. MORITA
KUMAKURA
JOHN GIBBY
ETRA (W/ PLAN)

DIALOGUE W/ BROTHERS
OF DEEDS.

HAPPY MARRIAGE "MADE FOR EACH OTHER"

BOTH HUMBLE BEGINNING - BOTH W/ GENIUS & VISION OF NEED & DEDICATION TO QUALITY

~~THE~~ THE WORLD WIDE RECOGNITION & RESPECT OLD PART 100 ONLY FROM 1970

BOTH HAD A DYNAMIC EFFECT SPREADING BOTH FROM WITHIN AND AS SPIN-OFFS CONSTANTLY NEW DEVELOPMENTS IN THE WORLD OF HIGH TECH

& BOTH HAD A SIGNIFICANT IMPACT ON THE ECONOMIC VITALITY OF OREGON

TEK: THE LIGHT FOR OUR HIGH-TECH INDUSTRY
(MY MEMORY OF OREGON)

300 HIGH-TECH RELATED COMPANIES

65 ASIA MEMBERS

POWERFUL INFLUENCE ON EDUCATION - CONSTANT PRESSURE

FOR BETTER QUALITY - FORAS FOR RESEARCH RESEARCHING TECHNIQUES
EXCLUSIVELY IN HIGH END RESEARCH

STANDARD FOR COMMUNITY CONCERN UNMATCHED

UP TO TEXAS - A QUIET FORCE IN OUR PROGRAM OF TAX REFORM

& BATTLE BY BATTLE FOR A GREAT STEP FORWARD IN ECONOMIC
FOR THE STATE

Sony - MR. MORITA LAST YEAR W/ RENOWNED (OUR 1ST MEETING & TRIP IN 1981
MEMBER - GOOD EXAMPLE OF
"STIMULUS ARE FRIENDS YOU HAVEN'T
MET YET")
ECONOMISTS IN AWARENESS OREGON TO JAPANESE TRADE
& SIMPLIFIED MY JOB IN REDUCE OR UNIFORM TAX
STORY OF VISIT - SPIT TEAM (MORITA / BEND / EXTENSIVE / METROPO / GOS PLAN)
TO MR. MORITA HOW I WOULD REPORT - ROOF ON ECONOMIC DEVELOP
HOUSE

SOFT VISIT & RENOWNED SEMINAR

CONTINUING SUPPORT AMONG HIS PEERS

SONY NAME & REPUTATION
TEK NAME & REPUTATION

PROUD OF GREAT STIMULUS
& PROVED STILL OF THE
TECHNICAL TOGETHER

TEK NAME IN TEXAS FOR 20 YRS.
THINKING SONY MUST NOW
HAVE NAME IN OREGON

EXCITING

CONTINUING SUPPORT AMONG HIS PEERS

Sony/Tektronix Show -- Party Schedule --

May 16, Thursday

- 5:00 p.m. Mr. T. Kumakura will pick up Gov. Atieh and Mr. Kennedy at the banquet lobby of the Imperial Hotel.
- 5:45 p.m. Arrive at Pacific Hotel
- 5:45 - 6:00 p.m. Waiting room of Fujinami
- 6:00 p.m. Party starts.
Speech by Mr. T. Kumakura, President of Sony/Tektronix
Mr. E. Wantland, President of Tektronix, Inc.
Mr. V. Atieh, Governor of Oregon
Flower presentation to Governor of Oregon
Presenter: Ms. Nana Kinomi, actress in TV drama
"Love from Oregon"
Conversation about Oregon memories between Ms. Kinomi
and the Governor of Oregon for 10 min.
(Simultaneous interpreter will be provided.)
- 6:30 p.m. Toast by Ms. Kinomi and the Governor of Oregon
- 6:40 p.m. Entertainments starts.
Japanese entertainer
- 8:00 p.m. Governor leaves.
- 8:05 p.m. Party closes.

22-24

AKIRA