

VICTOR ATIYEH  
GOVERNOR



OFFICE OF THE GOVERNOR  
STATE CAPITOL  
SALEM 97310

October 14, 1984

Kenneth H.C. Fung  
Joint Managing Director  
Fung Ping Fan & Company Limited  
Room 2705 Connaught Centre  
Connaught Road Central  
HONG KONG

Dear Kenneth:

You are very kind to write me a letter in regard to our breakfast meeting when I was so briefly in Hong Kong. I, too, want to tell you that I enjoyed that breakfast very much and will always remember the joy of it after a long trip to the Far East.

I truly appreciate your support of our efforts in Oregon and look forward to continuing relations with you, your brother, your father and the company. I have already started on some of the things we discussed and I do hope that you receive at least an initial booklet of material about our state. I have not forgotten your interest in a bank on the West Coast, nor your offer of assistance to someone that may wish to put up a hotel in the Hong Kong area.

Until the next time, my best wishes to you, to your brother Cyril, and give my best regards to your father.

Sincerely,

Victor Atiyeh  
Governor



# FUNG PING FAN & COMPANY LIMITED

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OCT - 8 1984

Governor's Office

October 1, 1984

His Excellency Victor Atiyeh  
Governor  
Office of the Governor  
State Capitol  
Salem, Oregon 97301  
U.S.A.

Dear Governor Atiyeh,

Cyril and I enjoyed our breakfast meeting with you at the Regent Hotel last Thursday, the 25th of September. How kind of you to spare your valuable time with us.

We are very impressed with your total dedication and commitment in transforming the State of Oregon into a fast reacting and dynamic state.

We also share your aspiration in making the State of Oregon the gateway to the United States.

If we or any of our business associates are looking for a base of operation in North America, you can be certain that we shall put your State on the top of our list

Looking forward to receiving more information on your State.

Yours sincerely,  
FUNG PING FAN & CO. LTD.

Kenneth H.C. Fung  
Joint Managing Director

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Governor's Office

**FUNG PING FAN & CO., LTD.**

Room 2705 Connaught Centre  
Connaught Road Central  
Hong Kong

*Governor*

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**SIR KENNETH PING-FAN FUNG**

C.B.E., LL.D., D.SOC.SC., J.P., K.ST.J.  
ORDER OF SACRED TREASURE (JAPAN)  
CHAIRMAN

Telephone: 5-220311 5-225081  
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EXPRESS

August 29, 1984

His Excellency  
Victor Atiyeh  
Governor  
Office of The Governor  
State Capitol  
SALEM 97310

Dear Governor Atiyeh:

Thank you for your very kind letter of July 26th with your personal and most appreciated invitation to visit you in your great State of Oregon.

My wife and I eventually got back home to Hong Kong at the beginning of August - since when I have been kept more than busy attending meetings and replying to the welter of correspondence piled high during my two months absence abroad.

May I say it was also a great pleasure for me to meet and talk with you and sit next to you at "Land of Happiness" piano recital by George Feyer whilst at the Bohemian Grove.

This morning, I had the pleasure to meet David Lutjen of Oregon's Economic Development Department together with two of my four sons, Kenneth H.C. Fung and Cyril H.C. Fung. I am most disappointed to learn that you are visiting Hong Kong on September 26th - unfortunately, Ivy, my wife and I will be leaving Hong Kong September 25th. I have a very busy schedule ahead of me attending Advisory Board Meeting of Sing Tao Newspapers Co. Ltd. in Toronto, American Can Company in New York and University of California Medical School Overseers in San Francisco. I eventually complete my tour of commitments attending a McDonalds Hamburger great celebration in Tokyo, and return home to Hong Kong end of October.

CHAIRMAN

Governor Atiyeh  
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When you come to Hong Kong, we will be very pleased if you could meet with my two sons, Kenneth and Cyril, and I have asked them to give you a call to arrange a breakfast meeting. I sincerely hope that they can be of service to you, especially in the promotion and development of trade between Oregon and Hongkong and the PRC.

I am looking forward tremendously to meeting you next year and to visit your dynamic and beautiful State. There is no doubt that there are great opportunities for the development of trade between West Coast and this area for we are natural trading partners, and I will be happy to discuss these in details with you when we meet.

Again, thank you for your very kind and charming letter, and for your very generous invitation and the warm compliments expressed. In the meantime, if there is anything I or my two sons can do for you here in Hong Kong - please do not hesitate to let me know.

With best regards,

Yours sincerely,



Kenneth Ping-fan Fung

cc: Kenneth H.C. Fung  
Cyril H.C. Fung

MEMORANDUM

TO: Governor Victor Atiyeh  
FROM: Oregon China Commission  
DATE: April 17, 1986  
RE: Fujian Relationship

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You have charged this commission with supervisory responsibility over the Oregon-Fujian relationship. Pursuant to that charge, and anticipating your upcoming trip to Fujian, we provide you with this summary of what has been done to date, what you might recommend to Governor Hu Ping be done, and what basic problems have interfered with the smooth accomplishment of business development opportunities.

**What Has Been Done so Far.**

Developments to date fall into these categories:

I. Exchanges.

A. Gubernatorial.

1. Governor Atiyeh and delegation visit Fujian Province September, 1984.
2. Governor Hu Ping and delegation visit Oregon, end of November and December, 1984.

B. Educational.

1. International Trade and Commerce Institute annually hosts two members of Fujian's Foreign Affairs Office in 1984-85 and in 1985-86.
2. Willamette University annually hosts two Xiamen faculty members for full academic year of advanced study, and one Xiamen faculty member for full academic year of teaching. Program is ongoing.
3. Oregon University Health Sciences Center hosts Fujian Medical College.
4. Now in plans: Willamette University and Xiamen University will cooperate in organizing business seminars in Xiamen, and will exchange books and publications.
5. Now in plans: further educational exchanges through International Trade and Commerce Institute.

6. Now in plans: Chancellor of Higher Education to lead major delegation to Fujian, spring 1986.
- C. Agriculture, government level:
    1. Agricultural delegation visited Oregon, studied particularly grass seed and cattle-raising industries, May 1985 (hosted by Oregon Department of Agriculture.)
  - D. Community Tours:
    1. Northwest Regional China Council organized tour to Fujian Province, 1985.
- II. Information Exchange and Information Dissemination.
- A. Northwest Regional China Council organized and hosted state-wide lecture series on Fujian Province.<sup>1</sup>
  - B. A library of books on Oregon, about Oregon, or by Oregon authors, is being gathered to be donated to the people of Fujian.<sup>2</sup>
  - C. Major seminar on doing business Fujian, hosted by International Trade and Commerce Institute, held February 1985.
- III. Business Exchanges
- A. General. Over 100 business contacts have been created between Oregon companies and Fujian Province since September, 1984, in industries ranging from agriculture to electronics.
  - B. Two Oregon companies, Nike, Inc. and IMI, Inc., have committed to build plants or source products at plants built to their design in Fujian Province.
  - C. Many Oregon companies, or companies brought to Fujian because of some Oregon connection, have reached or are now in the stage of serious business negotiations with Fujian province.<sup>3</sup>

As the list outlined above shows, people have been working very hard to make this sister state province relationship a success. We view the level of educational exchanges and purely not-for-profit exchanges as good, though we think there may be room for more such exchanges at more individual levels (scholarships for students from Oregon to Fujian and vice versa, for example). We also think more institutions might be interested in becoming involved, but believe that will grow.

### **The Frustrations.**

There have been frustrations in the business end of things. We think many of the frustrations arise out of these factors:

1. The need for better pragmatic understanding among our Fujianese friends of technology and its usefulness in Fujian, so that the suitability of competing proposals might be more knowledgably evaluated.
2. The need for more complete communication between Fujian organizations and Oregon companies about the purposes underlying, and the level of commitment to the details of, a request for a particular technology or product.
3. The need for consistency in stated requirements, and a Fujian source for developing understanding about those requirements, over the time necessary to assemble and negotiate a proposal.

All of these issues come down to one major concern: good communication.

### **Recommendation.**

We can do something about the inconsistency of communications between Oregon and Fujian, and would recommend the Governor take the following two-point discussion outline to Governor Hu Ping when he goes in April.

- I. Joint Fujian-Oregon Economic Development Committee:
  - A. The Governors of Oregon and Fujian should consider the creating and staffing of a Joint Economic Development Committee, composed of no more than four members from each state.
  - B. The Joint Economic Committee should meet twice a year, once in Oregon and once in Fujian. These meetings should be working meetings: major banquets, state dinners, limosine-escorted tours, and the like should be kept to a minimum, and actual work time to a maximum.
  - C. The charge of the Committee should be to assess the reasons for success of business relationships that have succeeded, the reasons for failure of business relationships that have failed, and the areas in which ongoing business negotiations are experiencing difficulties. The Committee should also work out procedures for removing causes of failure and enhancing possibilities of success.
  - D. The Joint Economic Development Committee should also assess, on a continuing basis, the long-term relationship between Fujian and Oregon and map out a strategy for forging closer links between the regions.

Governor Victor Atiyeh  
April 17, 1986  
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E. Funding for the Commission needs to be studied. We suggest the Oregon side should be funded through state funds, beginning with the next biennium.

II. Development of Business to Business Exchanges.

A. A business-to-business exchange program should be set up, under the auspices of the China Desk in the Department of Economic Development, under which Chinese officials with jurisdiction over or responsibility in particular industries would be invited to come (with their living expenses borne by Fujian) and undertake an internship program in companies involved in those same industries here in Oregon.

B. A similar program might be possible in reverse, with the aim being to learn more about how decisions are made and resources allocated inside Fujian Province and inside China.

We hope this material proves useful to you as you prepare for your upcoming return trip to Fujian Province.

THE OREGON CHINA COMMISSION

Allen B. Struthers, Chair

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#### FOOTNOTES

1. Lectures were held in approximately twenty of Oregon's cities and towns to teach about Fujian Province, its history, land, and people. Mr. Huang Jian Hua and his colleague, Mr. Lei, from the International Trade and Commerce Institute's exchange program participated.
2. Program was initiated by the Governor's China Committee, and is being carried forward using the resources of Northwest Regional China Council, Blackwell North America, and the Oregon State Librarian.
3. These include RBR International (cattle raising); Normarc (grass seed); Cascade Corporation (fork lift attachments), Energy Kinematics (low head hydro); Pierce Corporation (irrigation tubing and equipment); United States Trading Company (lumber mill and drying operations); Pacific Commercial, Inc. (lumber mill and drying operations, wood products); Northfield Lumber (lumber mill and drying operations); Honeywell, Inc. (sale of integrated circuit facility); Jeld-Wen (fiberboard plant), and others. Not all of these negotiations have resulted, or will result, in business.

E. L. KHOO, M.D.  
PHYSICIAN & SURGEON  
10303 N.E. WEIDLER  
PORTLAND, OREGON 97220  
TELEPHONE 256-0565

April 28, 1986

The Honorable Victor Atiyeh  
Governor, State of Oregon  
State Capitol  
Salem, Oregon 97310

Dear Governor Atiyeh:

Thank you for inviting me on your upcoming trade mission to Asia. I regret very much my inability to join you due to my schedule. I appreciate your offer to bring a message to Governor Hu Ping of Fujian. I have also enclosed some Chinese newspaper clippings (from San Francisco) of his state visit to Portland in November, 1984 plus some material on our Chinatown gateway project.

As a member of the Oregon China Commission and working closely with **the** OHSC, I wish to express through you to Governor Hu Ping that the visit of Fujian Medical college to OHSC last summer was a great success. Both sides exchanged the idea of cooperation but follow up has been rather slow and disappointing. Dr. Laster, the president of OHSC has repeatedly expressed to me that our medical and research facilities are available to scientists of Fujian Medical College. Initially, two young, promising scientists will be welcomed if their living expenses can be arranged. We fully intend to pay a return visit to Fujian Medical College in the future when invited and hope this will further strengthen the link and iron out some realistic program that can take place soon. OHSC has achieved significant advances in heart transplant and other fields since their visit. I sincerely hope that human exchanges in science and medicine will further enrich both states and nations along with political and economic exchanges.

Have a very pleasant and rewarding trip.

Truly yours,

  
Eng Lock Khoo, M.D.

ELK:gl  
CC: Dr. Laster  
Governor Hu Ping

*Overseas Access 011 -*

HOTEL INFORMATION - GOVERNOR'S TRADE MISSION - HONG KONG - P.R.C.

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— TEL: 522-0111  
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FAX: 011-852-529-7978

\* WEST LAKE GUEST HOUSE  
FUZHOU, FUJIAN PROVINCE

— TEL: 57008  
TELEX: 92154 WLQ CN

\* JINBAO HOTEL  
XIAMEN, FUJIAN PROVINCE

— TEL: 26888  
TELEX: 93034 JINBO CN

\* WILL REQUEST INTERPRETERS AT SWITCHBOARD WHILE DELEGATION IS  
STAYING AT THESE TWO HOTELS.