

UNCLE

Expertise in International Business Relations

*Tsujikawa bldg.
8-5, 2 chome Akatsuka
Itabashi-ku, Tokyo 175, Japan
telex: 03-5997-0312*

Fax Transmission

TO: Victor Atiyeh & Co.
ATTN: Governor Atiyeh
Fax #: 1-503-224-3209

DATE: August 30th, 1997
PAGES: 1
FROM: Fukuju Yamada

Dear Governor Atiyeh,

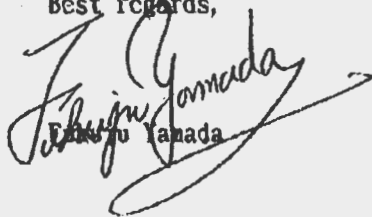
I met with Mr. Yukio Ishibashi and Ms. Naoko Miura of Import Housing Group yesterday, and I would like to inform you of the results.

Unfortunately, we found that there is a large difference in thought towards this project. Mr. Ishibashi explained his concern about risk in this project and the cooling of the market for import housing in Japan. He mentioned that if they were to move forward with this project they would be more comfortable working jointly with JR East, but this is not a possibility at this time.

Therefore, I would like to confirm Parr's continuing interest in working on this project and see if Parr would like to work with Sumitomo Realty & Development.

I look forward to any further questions you or Parr may have.

Best regards,


Fukuju Yamada

P.S. I am still working on the Christmas tree project and am researching partner companies. I did find a buyer that will need one 30 meter tall Christmas tree. Please inform me of a possible supplier for this as soon as possible. Thank you very much.

VICTOR ATIYEH
GOVERNOR
1979-1987



INTERNATIONAL
CONSULTANT & TRADE

FACSIMILE TRANSMISSION

TO: DENNY MILES
FROM: VICTOR ATIYEH
DATE: SEPTEMBER 15, 1997
RECEIVER'S FAX NUMBER: (503) 363-8898
REPLY TO FAX (503) 224-3209
Number of pages 1 (including this cover page)
(In case of incomplete transmission, please call 503-222-2244)

Denny,

Here is the request from my associate in Tokyo re the Christmas tree:

Regarding the Christmas tree, I can confirm that the customer is looking for a tree between 90-100 ft. tall. This will be an outdoor display. I understand that transportation of such a large tree may be difficult, would you also please research this point.

It was good to talk to you.....& CONGRATULATIONS!!!!!!

A handwritten signature in blue ink, appearing to be "Victor Atiyeh".

VICTOR ATIYEH
GOVERNOR
1979-1987



INTERNATIONAL
CONSULTANT & TRADE

FACSIMILE TRANSMISSION

TO: FUKUJU YAMADA
FROM: VICTOR ATIYEH
DATE: SEPTEMBER 17, 1997
RECEIVER'S FAX NUMBER: 011-81-3-5997-0312
REPLY TO FAX (503) 224-3209
Number of pages 1 (including this cover page)
(In case of incomplete transmission, please call 503-222-2244)

Dear Mr. Yamada,

I do not yet have all the information in respect to the 90-100 foot Christmas tree, but this will be an interim report.

The tree itself will not be a problem to locate, it is all which will come after that we have to clarify. We do know that from our current practice with similar size trees in various malls in Oregon and around the country that the lower limbs have to be cut off and bracketed back on after the tree arrives at its destination. We can provide instructions for that. We do not yet know the requirements of the shipping company as to the preparation of the tree and the cost of transportation.

I will have answers to all of this and just wanted to assure you that we are taking action at this end and will get back to you as soon as possible.

Sincerely,

A handwritten signature in blue ink, appearing to read "Victor Atiyeh", written over a light blue rectangular background.

Victor Atiyeh

UNCLE

Expertise in International Business Relations

Tsujikawa bldg.
8-5, 2 chome Akatsuka
Itabashi-ku, Tokyo 175, Japan
tel/fax: 03-5997-0312

Fax Transmission

TO: Victor Atiyeh & Co.
ATTN: Governor Atiyeh
Fax #: 1-503-224-3209

DATE: September 18, 1997
PAGES: 1
FROM: Fukuju Yamada

Dear Governor Atiyeh,

Thank you for your fax of September 17th regarding the large Christmas tree.

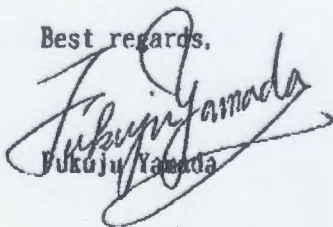
I was just informed that the budget for the group wanting the tree is quite limited and they are worried about costs.

Therefore, before too much attention is given to the details, if you could inform of the general price range for the tree and transportation to give me a reasonable idea of the costs involved, I would be able to report the information to the group to see if they are still interested.

I will also approach the group to see if a smaller tree would be sufficient. If you would please receive a general quotation for a 60 ft. tree as well, it may be interesting for them.

I look forward to hearing from you.

Best regards,


Fukuju Yamada

VICTOR ATIYEH
GOVERNOR
1979-1987



INTERNATIONAL
CONSULTANT & TRADE

FACSIMILE TRANSMISSION

TO: FUKUJU YAMADA
FROM: VICTOR ATIYEH
DATE: SEPTEMBER 25, 1997
RECEIVER'S FAX NUMBER: 011-81-3-5997-0312
REPLY TO FAX (503) 224-3209
Number of pages 1 (including this cover page)
(In case of incomplete transmission, please call 503-222-2244)

Dear Mr. Yamada,

I now have some information for you about the Christmas tree. However, because you indicated that your client has become a little nervous about cost, I have asked my sources to give me estimates rather than go through a more definitive process of pricing. Based on what I now know your client has a right to be nervous about the project.

The tree—60-90 or 100 feet—is not the major item. The price begins to accumulate by workers cutting limbs to be eventually attached to the tree, cranes to keep the tree upright during cutting and then loading on a truck, transportation to the port of embarkment and freight to Japan. There are other elements but those are the major ones.

From all that I now understand, the cost could easily be \$15,000 or probably even more. This does not take into account the transportation of the tree to its destination in Japan, setting it up securely and decorating it which is an estimate that you can more accurately judge.

I will admit that such a project would get a great deal of excited attention by your citizens. Your client, however, has to decide if the result would be worth the cost. If they do want to continue with this project I will then ask my sources to give me an exact price. Please let me know their reactions.

Thank you for the copy of a fax sent to Ms. Clothier. I am most pleased that you now recognize the capacity of Parr International and feel comfortable in dealing with them. As I mentioned before, I felt assured by recommending them to you.

Sincerely,

Victor Atiyeh

UNCLE

Expertise in International Business Relations

Tsujikawa bldg.
8-5, 2 chome Akatsuka
Itabashi-ku, Tokyo 175, Japan
teifax: 03-5997-0312

Fax Transmission

TO: Victor Atiyeh & Co.
ATTN: Governor Atiyeh
Fax #: 1-503-224-3209

DATE: September 29th, 1997
PAGES: 1
FROM: Fukuju Yamada

Dear Governor Atiyeh,

Thank you for your fax of September 25th regarding the Christmas tree.

The tree will be displayed at Odaiba, which is the area that you stayed at earlier this year with the Nikko Hotel and Fuji Television Headquarters. It is an area that still has a lot of construction planned, and is a very nice area for Tokyo.

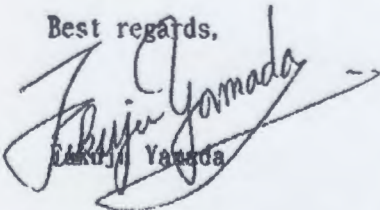
As you mentioned, the price of the tree is not the problem, the problem will be the transportation and handling costs.

The main point is that a similar tree cut in Japan will probably cost much more than in Oregon because of the inflated labor and machinery costs in Japan, as well as the more expensive cost of the Japanese tree itself.

Therefore, I would like to ask you to receive an estimate of the transportation and handling costs from Oregon to Tokyo, including the inland charges in Oregon. Then I will be able to take this to my contact and we will be able to see if the organization is still interested.

I look forward to hearing from you.

Best regards,


Fukuju Yamada

P.S. Regarding the Parr International / Sumitomo project, I will fax a rough plan in the coming days, please wait a little while longer as I am still waiting for some information from Sumitomo.

VICTOR ATIYEH
GOVERNOR
1979-1987



INTERNATIONAL
CONSULTANT & TRADE

FACSIMILE TRANSMISSION

TO: FUKUJU YAMADA
FROM: VICTOR ATIYEH
DATE: SEPTEMBER 25, 1997
RECEIVER'S FAX NUMBER: 011-81-3-5997-0312
REPLY TO FAX (503) 224-3209
Number of pages 1 (including this cover page)
(In case of incomplete transmission, please call 503-222-2244)

Dear Mr. Yamada,

In response to your fax of September 29th, here are the elements that I am checking on to get an exact price for you to give to your client:

- Locate proper tree (60 to 90 feet tall)
- Hire crew to collect limbs (several days of work)
- Fabricate brackets used to attach limbs
- Arrange for stand for tree
- Hire crane company to hold tree erect during cutting and to load on truck
- Hire trucking company to deliver tree to dock
- Find ship will to transport tree to Tokyo

All the items mentioned above except inserting "deliver to site" rather than "deliver to dock" and the last one are those known here that have been experienced in similar situations over many years.

As soon as I have prices on each and have put them together (along with our return) I will let you know but it may take several days to get them. I know, however, that time is of the essence so will not delay.

Additionally, your client has to add cost at your end which will include:

- Pick up tree at dock and transport to Odaiba
- Crane to lift tree erect
- Cable it safely upright
- Bracket limbs to tree (we will provide instructions on this)
- Decorate tree

Of course you will hear from me again as soon as possible.

Sincerely,


Victor Atiyeh

P.S. I have noted the information in the fax to Vanport and your request on wheat in the 30th fax.

VICTOR ATIYEH
GOVERNOR
1979-1987



INTERNATIONAL
CONSULTANT & TRADE

FACSIMILE TRANSMISSION

TO: FUKUJU YAMADA
FROM: VICTOR ATIYEH
DATE: OCTOBER 7, 1997
RECEIVER'S FAX NUMBER: 011-81-3-5997-0312
REPLY TO FAX (503) 224-3209
Number of pages 1 (including this cover page)
(In case of incomplete transmission, please call 503-222-2244)

Dear Mr. Yamada,

I just read the copy of a fax you sent to Mr. McGregor and am puzzled. There is no question in my mind that you are working hard to complete a transaction with Sumitomo but every time you come back to them with offers or reduced offers they seem to find an excuse to put you off. It does appear to me that Vanport Canada came up with a good offer at your recommendation and it seems to me that coming at them again to lower even that is asking an awful lot. I will not, however, let them know of my views that I am expressing only to you and we will see how they respond.

In regard to the Christmas tree, I had one quote for shipping the tree of \$12,000 for one that is 80 foot or less but have subsequently checked around and believe we can get a price of \$7-8,000. I am still waiting to find out who will provide the tree so I can tell the crane and trucking company who then can give me a quotation that relates to their time and distance of travel.

I have not forgotten your wheat request. That will take a little time to gather information especially with your client's request that the product be chemical free.

I will try to get as much done as possible before I leave on a trip to Beirut, Lebanon which begins Friday, October 10th. It will be a short one for I will return to the U.S. October 18th. Hopefully before the 10th I can get all the Christmas tree information for you.

Sincerely,



Victor Atiyeh

P.S. I just wonder if we press Vanport Canada too hard they may have to cut back on our commission which is a consideration we should not overlook.

VICTOR ATIYEH
GOVERNOR
1979-1987



INTERNATIONAL
CONSULTANT & TRADE

FACSIMILE TRANSMISSION

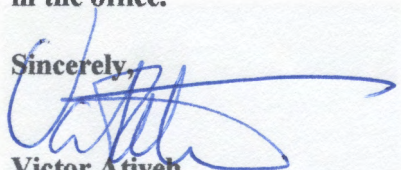
TO: FUKUJU YAMADA
FROM: VICTOR ATIYEH
DATE: OCTOBER 9, 1997
RECEIVER'S FAX NUMBER: 011-81-3- 5997-0312
REPLY TO FAX (503) 224-3209
Number of pages 1 (including this cover page)
(In case of incomplete transmission, please call 503-222-2244)

Dear Mr. Yamada,

Although we have not yet located a tree yet, I have used some assumptions and based on that have had conversion with the crane and trucking company. As mentioned before, I have talked with someone about estimating shipping costs. Without yet including the cost of the tree, contingency in the event something unexpected comes up and our profit the figure I estimated in my September 25th fax of \$15,000 looks reasonable safe. I think 10% for a contingency would be fair and I will let you decide the amount of our profit because you know your client and their ability. The cost of the tree should not be great and probably would be safe within our contingency amount.

The only remaining costs would be the brackets to reattach the limbs, transportation to the location once it gets to Japan, setting up the tree and decorating it. Incidentally, to lower our shipping costs the shipping company we believe unloads in Yokohama.

This is the best I can do at this moment. The figure I have come up with I believe is pretty good but it all comes from "estimates" not quoted prices. Tomorrow (10/10) I will be leaving for Lebanon but I will have someone checking the faxes. If, however, you can wait until Monday the 20th I will be back in the office.

Sincerely,

Victor Atiyeh

Re. Christmas tree for Tokyo:

Rick Sheaffer (Lefty Page) @ 636-6564
John Barkley @ 266-3704

SHIPPING TO YOKOHAMA @ 6-7,000 (10/7/97)

Westwood Shipping (Weyerhueser): ^{CLIFF BENSON} (Arnefinn Giske) (Rick Davis) 206-924-7900
Star Shipping, Coos Bay

1354
WIND TO OVF
PC-SHIMMER

BEST DELIVERED ON
"FLAT RACK" (40ft)

(Westwood alternates Fridays between Longview & Seattle----Star Shipping from Coos Bay)

Campbell Crane 283-3111 - Tony Steelman
Wilhelm Trucking 227-0561 - Bob Wilhelm, Jr.

October 9, 1997

Cutting limbs:
3 Men - 7 Days @ \$12.00 per hr. = \$2,000.

Campbell Crane:
8 Hrs. @ \$170. per hr. = \$1,360.

Wilhelm Trucking:
80 Ft. tree = \$1,000. (Based on tree
50 mile radius of Portland & delivered
to Greys Harbor, Wash.)

-----244-----
10/02/97 12:16P
-----244-----
10/02/97 12:16P
To: GOVERNOR ATIYEH
From: CLIFF BENSON
#: 253-924-4214
Re: X-MAS TREE TO JAPAN
OCEAN FRIEGHT \$12,000. DELIVERED UNDER
HOOK SEATTLE PREPARED FOR LIFTING LESS
THAN 80FT GREATER THAN 80FT PRICE IS
HIGHER. INSPECTION ON ARRIVAL TO JAPAN
-----244-----

Shipping	\$7/8,000. (to Yokohama)
Cut Limbs	2,000.
Crane	1,360.
Trucking	<u>1,000.</u>
	<u>\$12,360.</u>

(Does not include contingency, our profit brackets, transportation in Japan, setting up tree & decoration)

FAX

Date: Monday, October 27, 1997

Time: 10:16:00 PM

1 **Pages**

To: Vic Atiyeh

From: K.C.VanNatta
VanNatta Bros

Fax: 2243209

Fax: 1 503 556 0854

Voice:

Voice: 1 503 556 5503

*New.
17th*

Comments:

Christmas tree on your truck ,70 to 75 ft tall
 extra limbs in your 20ft container
 230.00 Ag inspection 30.00+ 45/hr
 324.00 Pic and drop container here and return Portland
 600.00 Crane to pick and load tree 120/hr
 1500.00 Three men three days cut and load limbs tie and
 cover tree here
 300.00 cost of tree
 600.00 three plus days for K.C.
 250.00 plastic wrap and rope
 570.00 15% for the unexpected or profit

 4375.00

CHRISTMAS TREE PROJECT FOR JAPAN

Purchase tree	\$ 600.
Crew & gathering limbs	1500. (cut & load in container & plastic cover tree)
Agricultural inspection	230.
Pick, drop and return container	324.
Crane, pick & load tree	600.
Plastic wrap & rope	250.
Suppliers contingency & profit	1170.
Lease of container	1000. (Est.)
Cost of brackets for limbs	250. (Est.)
Trucking to embarkation point	1000. (Est.)
Shipping to Japan	7/8000.(Est.)

10/31 GLEN HARBOR, WASH @ 6,000
to UCKOMANT

Unload in Japan
Transport to location
Crane to set up tree
Set tree safely in place
Bracket limbs to tree
Decorate tree

UNCLE/Atiyeh contingency
UNCLE/Atiyeh profit

November 31, 1997

Re. Christmas tree for Tokyo:

Rick Sheaffer (Lefty Page) @ 636-6564
John Barkley @ 266-3704 (BRACKETS & INSTRUCTIONS)

~~Westwood Shipping (Weyerhueser): Arnefinn Giske (Rick Davis) 206-924-7900~~
~~Star Shipping, Coos Bay~~

~~(Westwood alternates Fridays between Longview & Seattle----Star Shipping from Coos Bay)~~

Campbell Crane 283-3111
Wilhelm Rudie 653-1501 (45-53 foot flatbed truck)

VICTOR ATIYEH
GOVERNOR
1979-1987



INTERNATIONAL
CONSULTANT & TRADE

FACSIMILE TRANSMISSION

TO: FUKUJU YAMADA
FROM: VICTOR ATIYEH
DATE: OCTOBER 30, 1997
RECEIVER'S FAX NUMBER: 011-81-3-5997-0312
REPLY TO FAX (503) 224-3209
Number of pages 1 (including this cover page)
(In case of incomplete transmission, please call 503-222-2244)

Dear Mr. Yamada,

I have been waiting for several days to send you definitive information on the Christmas tree project but do not want to wait any longer to give you an update. I will tell you that if I was willing to accept some ridiculous prices to pass on to you we would have been ahead timewise. However, there always is the matter of being fair and using good judgement and so far we are moving in the right direction of reasonable pricing.

Right now I would say to you that we still are in the vicinity of the \$15,000 I mentioned in my fax of October 9th (the quotes I had earlier and rejected would be twice that much). It might be a little more but not a great deal. Adding 10% for contingency and our profit which I would like you to figure, you can at least tell your client about a fair estimate.

This has been a project much more complex than appears on the surface and has consumed your time and mine more than anticipated. But we took it on and will see it through to some kind of conclusion.

Right now I need to get a firm price for shipping, the cost of leasing a container and the trucking cost to the dock. My estimate above figures each of these but without firm quotes. You will hear from me again and hopefully no later than tomorrow.

Sincerely,

Victor Atiyeh

UNCLE

Expertise in International Business Relations

Tsujikawa bldg.
8-5, 2 chome Akatsuka
Itabashi-ku, Tokyo 175, Japan
teifax: 03-5997-0312

OCT 31 1997
Governor Atiyeh

FAX TRANSMISSION

To: Victor Atiyeh & Co.
Attn.: Governor Atiyeh
Re:

Date: Oct. 31. 1997
No. of Pages: 1
From: Fukuju Yamada

Dear Governor Atiyeh,

Thank you for your fax of October 30th.

Sunitomo

Recently, I have been talking with Sunitomo about what kind of terms will be necessary for them to proceed with Parr. As you know the poor market conditions in Japan have not improved. However, Sunitomo seems to be viewing this as an opportunity to improve its building business and has some aggressive plans. I still am viewing this situation very positively and will report to you soon regarding the project. Please ask Ms. Clothier to wait a little while longer.

Christmas Tree

I agree with you that this project is certainly more complicated than I had imagined. However, I think the information you have provided will be helpful for the client, and should allow for us to check the feasibility of this project for the coming years when we will have less time constraints.

I look forward to hearing from you.

Best regards.

Fukuju Yamada
Fukuju Yamada

VICTOR ATIYEH
GOVERNOR
1979-1987



INTERNATIONAL
CONSULTANT & TRADE

FACSIMILE TRANSMISSION

TO: FUKUJU YAMADA
FROM: VICTOR ATIYEH
DATE: OCTOBER 31, 1997
RECEIVER'S FAX NUMBER: 011-81-3-5997-0312
REPLY TO FAX (503) 224-3209

Number of pages 1 (including this cover page)
(In case of incomplete transmission, please call 503-222-2244)

Dear Mr. Yamada,

I must say that your words of "check the feasibility of this project for the coming years" was a most kind way of calling any further effort to a halt. Please do not think I am offended but just observant of how thoughtful you are in what you say. The only thing I need to know if this comes up in the future is was the amount of this project economically feasible for a possible purchaser?

I shall convey your message to Ms. Clothier in regard to Sumitomo. Is their current position the same for lumber from Vanport as for housing from Parr International?

My warmest best wishes to you.

Sincerely,

A handwritten signature in blue ink, appearing to read "Victor Atiyeh", written over a light blue background.

Victor Atiyeh

VICTOR ATIYEH
GOVERNOR
1979-1987



INTERNATIONAL
CONSULTANT & TRADE

FACSIMILE TRANSMISSION


TO: FUKUJU YAMADA
FROM: VICTOR ATIYEH
DATE: OCTOBER 31, 1997
RECEIVER'S FAX NUMBER: 011-81-3-5997-0312
REPLY TO FAX (503) 224-3209
Number of pages 1 (including this cover page)
(In case of incomplete transmission, please call 503-222-2244)

Dear-Mr. Yamada,

This is a follow-up of my earlier fax. As I was putting away the papers on the Christmas tree project I thought you might like to file for your records most of the elements I went through. All of these involve nine different suppliers in the U.S.; and, as you can see from the list, there are more to work with once the tree arrives in Japan. After this I guess that we can qualify as "experts" on tall Christmas trees for Japan!

Again, my best to you.

Sincerely,



Victor Atiyeh

CHRISTMAS TREE PROJECT FOR JAPAN

Purchase tree
Crew & gathering limbs
Agricultural inspection
Pick, drop and return container
Crane, pick & load tree
Plastic wrap & rope
Suppliers contingency & profit
Lease of container
Cost of brackets for limbs
Trucking to embarkation point
Shipping to Japan

Unload in Japan
Transport to location
Crane to set up tree
Set tree safely in place
Bracket limbs to tree
Decorate tree

UNCLE/Atiyeh contingency
UNCLE/Atiyeh profit

November 31, 1997

UNCLE

Expertise in International Business Relations

Tsujikawa bldg.
8-5, 2 chome Akatsuka
Itabashi-ku, Tokyo 175, Japan
te/fax: 03-5997-0312

NOV 04 1997
Governor Atiyeh

FAX TRANSMISSION

To:	Victor Atiyeh & Co.	Date:	November 4, 1997
Attn.:	Governor Atiyeh	No. of Pages:	2
Fax No.:	1-503-224-3209	From:	Fukuju Yamada

Dear Governor Atiyeh.

Thank you very much for both your faxes of October 31st.

CHRISTMAS TREE PROJECT

I would like to thank you for your frankness, and apologize for not informing you very clearly about the situation as it developed.

It is now November and Christmas decorating is already starting in Odaiba and other places in Japan. There is no waiting until after Thanksgiving Day as is done in the U.S.--as there is no celebration of the U.S. Thanksgiving day in Japan. Also, many retailers are looking to jump-start sales by promoting Christmas earlier than in the past, due to the slow economy.

It is unfortunate that we are too late for this project at Odaiba. However, I would like to thank you so kindly for all of the information you have received and my client has still found the information valuable and mentioned that it may be possible in the future if we allow for time. So I think that the time invested will not have been wasted.

I will also vigorously check some other sales routes that may have potential, and will post some information on my home page on the internet regarding our knowledge. As you come across any more detailed cost information for the American side regarding this project please inform me, specifically the loosely estimated transportation costs from Oregon to the Port of Tokyo.

VANPORT INTERNATIONAL

I am now preparing for another meeting with Sunitomo's Housing Materials top administrator, Mr. Nakamura in which I will aggressively ask for an order. I will inform you as I have more news regarding this meeting. I am also waiting for Mr. Spiess to inform me when he will be in Japan this month as I would like to have him with me to promote Vanport.

VICTOR ATIYEH
GOVERNOR
1979-1987



INTERNATIONAL
CONSULTANT & TRADE

FACSIMILE TRANSMISSION

TO: FUKUJU YAMADA
FROM: VICTOR ATIYEH
DATE: NOVEMBER 4, 1997
RECEIVER'S FAX NUMBER: 011-81-3-5997-0312
REPLY TO FAX (503) 224-3209
Number of pages 1 (including this cover page)
(In case of incomplete transmission, please call 503-222-2244)

Dear Mr. Yamada,

I appreciate your fax of the 4th in regard to our Christmas tree project as well as Sumitomo's possible decisions on Vanport and Parr International. I know you are working thoughtfully and hard on the latter two.

Although I put in a considerable amount of time and effort on the Christmas tree venture this is not the first time such an event has taken place with no result. You are right in that it might all pay off in the long run so we will continue to be optimistic.

For future reference, the price for the tree delivered to Yokohama harbor would have been close to the earlier figure of \$15,000 USD that I spoke of earlier. This, of course, is in today's dollars and time could change that a little. I only had a couple of elements actually quoted but I know that we are close enough on the others and I have added a 10% contingency. The only cost that you must now add are all those once the tree arrives in Japan; which, of course, would include our profit.

As we begin to approach the Holiday Season, I wish you only the very best.

Sincerely,

A handwritten signature in blue ink, appearing to read "Victor Atiyeh", written over a light blue rectangular background.

Victor Atiyeh