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Atiyeh-led trade delegation in Tokyo to sell Oregon

TOKYO (AP) — A trade delegation of 32 Oregon officials and businessmen arrived here Saturday both to sell the state's wares and encourage foreign investment.

Gov. Vic Atiyeh was met at the airport by a representative of the Ministry of Foreign Affairs and taken by limousine to delegation headquarters at the Imperial Hotel.

The Oregon trade delegation is split into export development and investment groups. The first is trying to sell Oregon products and the second will try to advertise the state as a good location to build manufacturing plants.

The trade delegation will be augmented by a third group trying to promote Oregon as a tourism destination.

Atiyeh told reporters on the flight from Seattle to Tokyo the trip could yield new foreign investment for Oregon. He said he is meeting with officials of three Japanese electronics companies in Tokyo.

"I think there's at least a 50 percent chance, which is something I don't normally say," he said.

The governor wouldn't name the companies he is wooing, but said there were several prospects among relatively large Japanese electronics companies.

The delegation will also visit China, Hong Kong and other points.

Atiyeh is leading his fifth trade mission as governor, but this is the first with a heavy focus on encouraging foreign investment in Oregon. While in Tokyo, the delegation will attend an investment se-

minar co-sponsored by an alliance of Japanese industrialists.

John Anderson, director of the state's Department of Economic Development, said the seminar will tell the Japanese about Oregon's tax climate, its industrial sites, construction companies, business laws and energy situation.

The governor said he has been a salesman for 35 years and learned you can't sit in an office and wait for orders to come in. Atiyeh said the imminent opening of an Oregon state trade office in Tokyo will give the state a necessary permanent presence in Japan.