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# Oregon has opportunities in China

By JERRY RUST

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Fujian is a province of 26 million people of the People's Republic of China. As Governor Atiyeh's entourage touches down there this week, it is well that we get to know this land which may become Oregon's sister province.

Located on the South China Sea across the Strait of Taiwan, from Taiwan, Fujian is mountainous and heavily forested. Major cities include Fuzhou, the capital, Quanzhou, a large

ancient port, the largest in the world at the time of Marco Polo, and Xiamen, the island city/deep port, formerly known as Amoy. Fujian has three universities. It is rich agriculturally. So much for the vital statistics.

Foojou, Amoy — the old names conjure up visions of romance, of the old China trade. To the Chinese, it was anything but romantic. Dismembered politically and economically (Amoy/Xiamen was one of the treaty ports), Fujian has endured a long century of conflict, invasion, civil war, and 35 years of post-revolution garrison mentality because of Taiwan's proximity. Only now that geopolitical tensions have relaxed in the area has Fujian

begun to implement its ambitious plans for industrial development.

In pursuing a sister state relationship, Oregon is following other western U.S. jurisdictions in developing friendly relations. For example, San Francisco is the sister city of Shanghai. And the State of Washington is the sister state of the province of Szchewan. It is believed that these kinds of relationships among governments have many benefits, not the least of which, is trade.

Fujian wants: technology transfer, capital investment markets, cultural and educational exchange. Oregon wants: markets for wood products and agricultural products, investment op-

portunities, joint ventures that are mutually advantageous, educational opportunities, and cultural exchange. The main areas for exchange appear to be: wood products, wood products technology, agricultural high technology, tourism, hotel management, port development, import textiles and crafts, higher education, cultural exchange.

Before Atiyeh's mission gets these substantive areas of discussion, expect there to be a long discussion about something called "the one China principle". When Nixon signed the "Shanghai Accord" in 1972, it stipulated the exclusive recognition by the United States government of the People's Republic of China as they on China. There is, according to U.S. policy, no other China. So when more than

a year ago Governor Atiyeh, by Executive Proclamation, made Taiwan Oregon's sister province while at the same time, Oregon's legislature adopted Fujian as our sister province, confusion reigned on both sides of the Pacific. It has taken more than a year for the next steps to be taken, namely, the exchange of visits by the leadership of Oregon and Fujian. A frank discussion of these difficulties probably will precede dinner on Atiyeh's first day in China. Expect Atiyeh to agree with U.S. policy. Assume Atiyeh will get past the heavy protocol. He then will discuss business with Fujian's leaders. He will meet many people, but at least six top leaders will stand out.

Governor Hu Ping runs the administration of Fujian. The political power is held by the First Secretary of the Communist Party, Xiang Nan. The Governor's party will be received officially wherever he goes. Everyone will be seated in large comfortable chairs, and tea, hot towels, and mandarin oranges will be served. It is the Chinese way of doing business — first comes tea and friendship, then comes business.

Wen Fushan, while retired, is president of the Chinese Peoples' Association for Friendship with Foreign Countries, Fujian Branch. He will probably head up the Chinese return delegation next spring. His face-splitting smile disarms all who come near him. Tian You, the only English speaker in the group, has the smoothness of an international diplomat and was, in fact, a member of China's first diplomatic mission to Washington, D.C. It is he who probably will deliver the one China message to Atiyeh. Zhao Zongxin is the director of the Fujian Investment and Enterprise Corporation. All foreign investment, joint ventures, and other economic initiatives by Atiyeh and Oregon businesses will go through Zhao.

There is also a Board of Directors of this profit-making governmental corporation and many more cards to exchange and names to remember. Wang Zixin (Madame Wang) runs education and health in Fujian. She speaks with great authority at official functions and has an irrepressible presence. Fujian leadership is in its 50s and early 60s in age, stable, very bright, fairly sophisticated with respect to protocol and international relations, and very eager to form official relations with Oregon.

It is clear that for Oregon, great opportunities lie toward the Pacific. Atiyeh's mission to establish relations with a major Chinese coastal province, Fujian, represents a crucial opportunity. Fujian has waited patiently while Oregon's leadership has struggled for consensus. With Atiyeh's apparent intent to welcome Fujian as Oregon's sister province, the way seems clear for economic, educational, and technological exchange to begin. And if this comes to pass, Governor Atiyeh undoubtedly will be toasted during one of those nightly banquets with the Chinese words for friendship "You Yi" and prosperity "Fatsai". To that, one can only say "Gan Bei" (bottoms up)!