

Businessmen made important contacts

Atiyeh declares mission a success

CAIRO, Egypt (AP) — Oregon Gov. Vic Atiyeh declared his trade mission to the Middle East a success Sunday, saying the trip produced "impact and sales" for Oregon.

"The trade mission would have been successful if we had just had impact," Atiyeh said here as he concluded the main part of his trade mission. "But we had both impact and sales."

Atiyeh met for one hour Saturday with Egyptian President Hosni Mubarak. Atiyeh said they discussed Mideast affairs and U.S.-Egyptian affairs.

Mubarak strongly opposes the

transfer of the U.S. Embassy in Israel from Tel Aviv to Jerusalem, Atiyeh said, noting that the Egyptian president said such a move could provoke a strong reaction from Arab countries.

Atiyeh said businessmen on the trip made important contacts.

David Grimwood, a Lake Oswego doctor and business consultant, said his client, Riedel International Inc., probably will be chosen for a joint venture to build a \$100-million water pipeline in central Saudi Arabia.

William Bright, president of Western Power Products Inc. of Hood River, said he found several good pros-

pects as the result of the trip but added that the venture didn't produce any overwhelming immediate benefits for the corporation.

Robert Buchanan, a representative of the Oregon Wheat Growers League, joined the trip in hopes of selling 250 million bushels of surplus wheat expected to be stored in Pacific Northwest grain elevators by September.

He said he learned that Saudi Arabia, a former customer for Oregon wheat, has become self-sufficient in wheat as the result of a government subsidy that pays farmers \$1,000 a ton of wheat. He said that's seven times

more per ton than he can earn on his ranch in Milton-Freewater.

"They can't keep on paying that subsidy forever," he said.

Egypt is Oregon's third-best wheat customer behind the Soviet Union and China. Buchanan said Oregon may have to make some wheat giveaway arrangements in order to stimulate business with Egypt.

Buchanan will accompany Atiyeh today on a trip to Syria along with Grimwood and Nofal Kasrawi, a vice president of CH2M Hill International.

transfer of the U.S. Embassy in Israel from Tel Aviv to Jerusalem, citing concerns that such a move could provoke a strong reaction from Arab countries.

He said Mubarak only briefly mentioned Egypt's concern about its ally, Sudan. The armed forces here were put on high alert after the March 16 bombing of the government radio station in Khartoum by a Soviet-built jet believed based in Libya. There were no visible signs of this increased readiness in Cairo during Atiyeh's stay.

A thunderstorm doused Cairo on the final day of the governor's three-day visit. Rain also greeted him in Saudi Arabia, where it poured for two straight days, a rarity.

The rain in both Arab countries was seen as an auspicious sign. "We told them we brought it with us," Atiyeh said. "They will remember us for that."

Although the trade mission produced no major business contracts, Atiyeh said that the businessmen traveling with him made important contacts and that one big deal is imminent.

David C. Grimwood, a Lake Oswego

doctor and business consultant, said he was "98 percent sure" that his client, Riedel International Inc., will be chosen for a joint venture to build a \$100 million water pipeline in central Saudi Arabia.

The results for the other businessmen were mixed, though all agreed that Atiyeh's presence resulted in easy access to government officials and "royal treatment."

"Everyone thinks we will bring home a basket full of orders. That's not how it works," said William L. Bright, president of Western Power Products Inc. of Hood River. Bright did find several good prospects, however.

One of the hardest working and least successful was Robert C. Buchanan, a representative of the Oregon Wheat Growers League, who sought to unload some of the 250 million bushels of surplus wheat expected to be stored in Pacific Northwest grain elevators by September.

In Riyadh, Buchanan learned that Saudi Arabia — once an importer of Oregon wheat — has become a self-suf-

ficient wheat producer, thanks to a government subsidy that pays farmers \$1,000 a ton of wheat. That is seven times what Buchanan can earn on his Milton-Freewater farm.

"They can't keep on paying that subsidy forever," he said hopefully. He said Oregon likely will be forced into making "baker's dozen" giveaways of wheat in order to increase sales to Egypt. It is already the state's third best

wheat customer behind the Soviet Union and China.

Buchanan will be one of three businessmen who will accompany Atiyeh on what is described as a mainly "personal" trip by the governor to Syria Monday. There will be a brief stopover in Cyprus en route to Damascus. The other businessmen going with Atiyeh are Grimwood and Nofal Kasrawi, a vice president of CH2M Hill International.

Kasrawi said his company hopes to find development projects there similar to others it has designed in the Middle East. In Egypt, the firm has stationed eight Oregon engineers on a \$10 million-a-year sewer system planning project in Alexandria.

Atiyeh strongly objected to recent criticism of the trade mission and his trip to Hawaii last month. "Maybe I'm only angry because they don't understand the value of it," Atiyeh said. "My opponent in the last election said the governor should get out and build trade.

"I don't feel self-conscious or that I'm ignoring my duties," he said.