

GOVERNOR'S FALL MISSION TO JAPAN - 1986

MEETING SHEET

MEETING WITH: THE NOMURA SECURITIES CO., LTD.

DATE: October 6, 1986

TIME START: 5:30 p.m.

TIME FINISH: 5:45 p.m.

LOCATION: Nomura Securities Co. - Osaka Headquarters

FLOOR/ROOM #: Will be escorted

OREGON ATTENDEES: Governor + Oregon Investment Mission

SPOKESPERSON: Governor Atiyeh

JAPAN/OTHER ATTENDEES: Mr. M Ohga, Managing Director

BACKGROUND: The Nomura Securities Company, Ltd. is the largest securities firm in Japan and the primary underwriter for most of the major corporations in Japan. OEDD relationship with Nomura began about two years ago and culminated, recently, in a three seminar series (Osaka, Kyoto and Fukuoka) in early-July, 1986. Nomura - Osaka, following the three seminars, organized two investment missions which visited several states. Oregon was the only state included in the itineraries of both investment mission. Nomura Securities was founded in Osaka and the personnel in the Osaka office operate with some degree of independence from the headquarters in Tokyo.

MEETING AGENDA: - courtesy call

ACTION REQUESTED: - thanks for the support of the Nomura organization;  
- thanks for the two investment missions which visited Oregon;

HANDOUTS: - most recent investment information

GIFTS: 1 - Mr. Ohga

NEXT MEETING: Nomura Investment Reception

LOCATION: same building

TRANSPORTATION: on foot

TRANSIT TIME: 5 minutes

GOVERNOR'S FALL MISSION TO JAPAN - 1986

MEETING SHEET

MEETING WITH: THE NOMURA SECURITIES CO., LTD.  
DATE: October 6, 1986  
TIME START: 6:00 p.m.  
TIME FINISH: 7:00 p.m.  
LOCATION: Nomura Securities Co. - Osaka Headquarters  
FLOOR/ROOM #: Will be escorted  
OREGON ATTENDEES: Governor + Oregon Investment Mission  
SPOKESPERSON: Governor Atiyeh  
JAPAN/OTHER ATTENDEES: Mr. M Ohga, Managing Director  
Members of Nomura "A" & "B" groups

BACKGROUND: The participants in this reception represent a combination of people drawn from those who participating in the two Nomura investment missions as well as from the Osaka and Kyoto investment seminars staged by Nomura in early-July.

MEETING AGENDA: - Governor will make a brief statement  
ACTION REQUESTED: - none  
HANDOUTS: - none  
GIFTS: - none  
NEXT MEETING: - none; return to Hotel  
LOCATION: Royal Hotel  
TRANSPORTATION: Nomura-supplied bus  
TRANSIT TIME: 30 minutes

GOVERNOR'S FALL MISSION TO JAPAN - 1986

MEETING SHEET

MEETING WITH: DAIWA SECURITIES CO., LTD.

DATE: October 7, 1986

TIME START: 2:30 p.m.

TIME FINISH: 5:30 p.m. (Governor + TK departs 3:45 p.m.)

LOCATION: Plaza Hotel

FLOOR/ROOM #: To be informed

OREGON ATTENDEES: Governor + Investment Mission Members

SPOKESPERSON: Governor Atiyeh

JAPAN/OTHER ATTENDEES: Daiwa Securities staff + seminar attendees

BACKGROUND: The Oregon Economic Development Department, JRO and Daiwa Securities Co., Ltd. have been planning this investment-related function during the past four months.

MEETING AGENDA: - see attached

ACTION REQUESTED: - brief welcoming statement

HANDOUTS: - prepared in advance

GIFTS: - prepared in advance

NEXT MEETING: DAI-ICHI KANGYO BANK

LOCATION: Hotel Okura, Tokyo

TRANSPORTATION: KM auto, airplane, KM auto

TRANSIT TIME: 3 hours

AGENDA - OREGON INVESTMENT SEMINARS IN JAPAN

OCTOBER 7 - 9, 1986

OCTOBER 7, 1986 - OSAKA / ADVANCED TECHNOLOGY & NATURAL RESOURCES

- 1430 Welcoming Statement - Daiwa Securities Co., Ltd.  
5 minutes
- 1435 Opening Statement - Governor Victor Atiyeh  
5 minutes
- 1440 Introduction of Mission Members; Statement of Goals  
Thomas F. Kennedy, Director, OEDD  
10 minutes
- 1450 Oregon as an Investment Choice - Daiwa Securities Co., Ltd.  
20 minutes
- 1510 Industry Perspective - Advanced Technology  
John Rees, Vice President, Quadrant Corporation  
20 minutes
- 1530 Research Developments - Advanced Technology  
Robert McQuate, Executive Director, Advanced Science &  
Technology Institute  
20 minutes
- 
- 1550 Coffee Break  
10 minutes
- 1600 Industry Perspective - Natural Resources  
Frank Lamb, President, Eastern Oregon Farming Company  
20 minutes
- 1620 Research Developments - Natural Resources  
Michael Hudson, Assistant Professor, Food Science &  
Technology Department, Oregon State University  
20 minutes
- 1640 Oregon Investment Climate  
Jim Thayer, Manager, International Investments, OEDD  
20 minutes
- 1700 Tax Perspective - U.S. Tax Reforms  
John Halle, Attorney at Law  
Stoel, Reives, Boley, Fraser & Wyse  
20 minutes
- 1720 Question & Answer Session  
15 minutes
- 1735 END OF SEMINAR - HOSPITALITY HOUR BEGINS
- 1800 HOSPITALITY HOUR ENDS

GOVERNOR'S FALL MISSION TO JAPAN - 1986

MEETING SHEET

MEETING WITH: AMBASSADOR MICHAEL MANSFIELD  
DATE: October 8, 1986  
TIME START: 8:45 a.m.  
TIME FINISH: 9:10 a.m.  
LOCATION: U.S. Embassy  
FLOOR/ROOM #: Will be escorted  
OREGON ATTENDEES: Governor + Investment Mission members  
SPOKESPERSON: Governor Atiyeh  
JAPAN/OTHER ATTENDEES:

BACKGROUND: Ambassador Mansfield continues to point to Governor Atiyeh and and State of Oregon as examples of "how to do it right" when it comes to dealing with Japan when addressing incoming groups of business people. Ambassador Mansfield is a symbol of moderation in the escalating "war of words" between Tokyo and Washington with respect to trade friction; he remains, however, an outspoken critic of obvious trade barriers and examples of unfair meddling by the Japanese government in international commercial affairs. Ambassador Mansfield is highly respected by virtually all segments of Japanese society.

MEETING AGENDA: - none  
ACTION REQUESTED: - none  
HANDOUTS: - none  
GIFTS: 1 - Ambassador Mansfield  
NEXT MEETING: NIPPON KOKAN K.K.  
LOCATION: Nippon Kokan Building - Ohtemachi  
TRANSPORTATION: KM auto  
TRANSIT TIME: 20 minutes

GOVERNOR'S FALL MISSION TO JAPAN - 1986

MEETING SHEET

MEETING WITH: NIPPON KOKAN K.K.

DATE: October 8, 1986

TIME START: 10:00 a.m.

TIME FINISH: 11:00 a.m.

LOCATION: Nippon Kokan Building - Ohtemachi

FLOOR/ROOM #: Will be escorted

OREGON ATTENDEES: Governor Atiyeh + TK, RS, MS, JT, ZM & DL

SPOKESPERSON: Governor Atiyeh

JAPAN/OTHER ATTENDEES: Mr. S. Horiai, Representative Director  
& Senior Managing Director;  
General Manager, New Materials Division  
Director Mr. N. Hirayama, Corporate Managing  
in charge of New Materials Division  
Messrs. Mikami, Mochizuki & Ohdachi

BACKGROUND: Nippon Kokan is one of the world's five largest steelmakers in crude steel production. It excels in its historical specialty: Steel pipes. The company is also involved in shipbuilding and plant engineering and enjoys good business in these two areas. The firm has acquired 50% of National Steel and has set up a joint-venture with Martin-Marietta. As we are all aware, they are moving toward production of polycrystalline silicon in 1987.

MEETING AGENDA: - thank NKK for their continued interest in Oregon  
- this meeting is, above all, a courtesy meeting; NKK is not prepared to discuss any specifics

ACTION REQUESTED: - please do not push for a "decision date";  
- emphasize Oregon's willingness to provide whatever assistance is necessary to get the job done;  
- reference the many trips by NKK staff to Oregon;  
- compliment NKK on the high level of expertise exhibited by their staff members;  
and,  
- our interest in the "long-term".

HANDOUTS: To be informed

GIFTS: 1 - Mr. Horiai  
1 - Mr. Hirayama  
Lesser level for remaining staff

NEXT MEETING: NOMURA SECURITIES CO., LTD.

LOCATION: Nomura Securities Building - Nihombashi

GOVERNOR'S FALL MISSION TO JAPAN - 1986

MEETING SHEET

MEETING WITH: THE NOMURA SECURITIES CO., LTD.

DATE: October 8, 1986

TIME START: 11:15 a.m.

TIME FINISH: 11:45 a.m.

LOCATION: Nomura Securities - Headquarters - Nihombashi

FLOOR/ROOM #: Will be escorted

OREGON ATTENDEES: Governor Atiyeh + TK & DL

SPOKESPERSON: Governor Atiyeh

JAPAN/OTHER ATTENDEES: Mr. H. Matsumura, Executive Vice President (in the absence of Mr. Tabuchi, President)

BACKGROUND: The Nomura Securities Co., Ltd. is the largest securities company in the world. The firm is one of two Japanese securities firms which are managing PERS funds.

MEETING AGENDA: - courtesy call

ACTION REQUESTED: - thanks for the support of the Nomura organization;  
- thanks for the introduction to Mitsubishi Metal Corporation which culminated in MMC's recent acquisition of Siltec

HANDOUTS: Oregon Advantage

GIFTS: 1 - Mr. Matsumura  
2 - others

NEXT MEETING: NIPPON KOKAN K.K.

LOCATION: Nippon Kokan Headquarters - Ohtemachi

TRANSPORTATION: Kokusai Motorcar

TRANSIT TIME: 15 minutes

GOVERNOR'S FALL MISSION TO JAPAN - 1986

MEETING SHEET

MEETING WITH: NIPPON KOKAN K.K.  
DATE: October 8, 1986  
TIME START: 12:00 noon  
TIME FINISH: 1:30 p.m.  
LOCATION: Nippon Kokan Building - Ohtemachi  
FLOOR/ROOM #: Will be escorted  
OREGON ATTENDEES: Governor Atiyeh + RS, MS, JT, ZM & DL  
SPOKESPERSON: Governor Atiyeh  
JAPAN/OTHER ATTENDEES: To be informed

BACKGROUND: Nippon Kokan is one of the world's five largest steelmakers in crude steel production. It excels in its historical specialty: Steel pipes. The company is also involved in shipbuilding and plant engineering and enjoys good business in these two areas. The firm has acquired 50% of National Steel and has set up a joint-venture with Martin-Marietta. As we are all aware, they are moving toward production of polycrystalline silicon in 1987.

MEETING AGENDA: - none  
ACTION REQUESTED: - none  
HANDOUTS: - none  
GIFTS: - none  
NEXT MEETING: NOMURA SECURITIES CO., LTD.  
LOCATION: Keidanren Kaikan  
TRANSPORTATION: KM auto or walk  
TRANSIT TIME: 10 minutes



GOVERNOR'S FALL MISSION TO JAPAN - 1986

MEETING SHEET

MEETING WITH: NOMURA SECURITIES CO., LTD.

DATE: October 8, 1986

TIME START: 2:30 p.m.

TIME FINISH: 5:30 p.m.

LOCATION: Keidanren Kaikan

FLOOR/ROOM #: To be informed

OREGON ATTENDEES: Governor + Investment Mission Members

SPOKESPERSON: Governor Atiyeh

JAPAN/OTHER ATTENDEES: Daiwa Securities staff + seminar attendees

BACKGROUND: The Oregon Economic Development Department, JRO and Nomura Securities Co., Ltd. have been planning this investment-related function during the past four months.

MEETING AGENDA: - see attached

ACTION REQUESTED: - brief welcoming statement

HANDOUTS: - prepared in advance

GIFTS: - prepared in advance

NEXT MEETING: OREGON TOMONOKAI

LOCATION: Tokyo American Club

TRANSPORTATION: KM auto

TRANSIT TIME: 25 minutes

AGENDA - OREGON INVESTMENT SEMINARS

OCTOBER 7 - 9, 1986

OCTOBER 8, 1986 - TOKYO / ADVANCED TECHNOLOGY

87  
8/80  
ATTENDES

- ~~1430~~ Welcoming Statement - H. Matsumura, Executive Vice President, Nomura Securities Co., Ltd.  
5 minutes
- ~~1435~~ Opening Statement - Governor Victor Atiyeh  
5 minutes
- ~~1440~~ Introduction of Mission Members; Statement of Goals  
Thomas F. Kennedy, Director, OEDD  
10 minutes
- ~~1450~~ Oregon as an Investment Choice -  
Mr. Sakai, Senior Economist, Nomura Research Institute  
20 minutes
- ~~1510~~ Industry Perspective - Advanced Technology  
John Rees, Vice President, Quadrant Corporation  
20 minutes
- 1530 Research Developments - Advanced Technology  
Robert McQuate, Executive Director, Advanced Science & Technology Institute  
20 minutes
- 
- ~~1550~~ Coffee Break  
10 minutes
- 1600 Oregon Investment Climate  
Jim Thayer, Manager, International Investments, OEDD  
20 minutes
- 1620 Experience of a Japanese Business  
K. Kawakami, Vice President & General Manager, NEC America, Inc. (Portland, Oregon operation)  
20 minutes
- ~~1640~~ Tax Perspective - U.S. Tax Reforms  
John Halle, Attorney at Law  
Stoel, Reives, Boley, Fraser & Wyse  
20 minutes
- 1700 Question & Answer Session  
15 minutes
- 1715 END OF SEMINAR - HOSPITALITY HOUR BEGINS
- 1800 HOSPITALITY HOUR ENDS

(OHWA) SEVERINE

26 yrs. SHIPPO/ROBAND  
JAPANESE soc. boys  
JAPANESE BANKERS  
(of 5122 GM  
REINTEGRATION)

THANK (OHWA) & ATTENDEES

HISTORICAL RELATIONSHIP ← MY SEVENTH TRIP ← PLANT INCREASE IN RESPONSES  
CULTURAL & INDUSTRIAL RELATIONSHIP (HCC/FUJITSU/EPSON/MITSUBISHI METAL)  
FIBER STATES IN UNUSUAL (IN DIFFICULT TIMES OTHER RESPONSES)  
LEAD → FORCED OTHER STATES TO FOLLOW

JRO OFFICE

~~GOVERNMENT CHANGE - INSTITUTIONALIZED~~

DELTA AIRLINES (CALLING PRESIDENT)

MANY STATES & MANY GOVERNORS SEEKING JAPANESE INVESTMENT - JT. VENTURE - REWARDS INVESTMENTS  
YOU DECIDE IF YOU WANT TO DO OVERSEAS BUSINESS IN U.S. — THEN DECIDE WHERE — ETC.  
NO NEED TO FEAR AS IF YOU ARE SPRINGERS

AS CHIEF EXECUTIVE OF MY STATE & REPRESENTING THE PEOPLE OF THE STATE OF OREGON  
OPEN THE DOORS TO OREGON & LET YOU LOOK INSIDE

# OREGON #

LOCATION — "STRATEGICALLY CONVENIENT" / CLOSE TO CALIFORNIA MARKET  
COST OF LAND & PROPERTY — RELATIVELY CHEAPER THAN CALIF. W/ BUREAU MGR. BOD. ABOUT 1/10  
WORKFORCE — EDUCATIONAL LEVEL HIGH (NAT. AV. 2<sup>ND</sup> BE. HIGHER ED.)  
TURN-OVER — VERY LOW / STRIKES — VERY LOW (NET — RES. PRODUCTIVITY "QUALITY OF  
LABOR RIVAL JAPAN")

AVAILABLE LABOR

INCENTIVES — TAX SYSTEMS; ABOLISHED UN. EX — AS TAX LOWER THAN OTHER STATES  
: TAX CREDIT RE. ENERGY PROTECTS  
: LOCAL GOV. LAND & PROP. & RAISING FUNDS  
- ABUNDANT WATER RESOURCES.  
} SUPERIOR TO OTHER STATES

(WAS NUMBER OF ABOUT  
200 HIGH TECH COMPANIES IN OREGON)

GOVERNOR'S FALL MISSION TO JAPAN - 1986

MEETING SHEET

MEETING WITH: INDUSTRIAL BANK OF JAPAN  
DATE: October 9, 1986  
TIME START: 10:00 a.m.  
TIME FINISH: 10:30 a.m.  
LOCATION: Industrial Bank of Japan Headquarters -  
Ohtemachi  
FLOOR/ROOM #: Will be escorted  
OREGON ATTENDEES: Governor Atiyeh + TK, DL, + TBI  
SPOKESPERSON: Governor Atiyeh  
JAPAN/OTHER ATTENDEES: Mr. Y. Kurosawa, Deputy President

BACKGROUND: The Industrial Bank of Japan was established in 1933 for the purpose of supplying funds to industrial enterprises. This bank is a leader in securities-related banking including undersriting of public and corporate bonds. The bank's international loans and investment operations are expanding and has grown into an international merchant bank through financing activities in national-level projects. Mr. Kurosawa was the leader of the Keidanren Investment Expansion Promotion Mission which visited Oregon in March, 1986.

MEETING AGENDA: - courtesy call  
ACTION REQUESTED: - request closer cooperation which would culminate in increased trade between IBJ customers and Oregon companies; and,  
- request the same cooperation in the area of direct capital investment.  
HANDOUTS: Oregon Advantage  
GIFTS: 1 - Mr. Kurosawa  
NEXT MEETING: SEIKO-EPSON CORPORATION  
LOCATION: Seiko-Epson (Ginza) offices  
TRANSPORTATION: Kokusai Motorcar  
TRANSIT TIME: 15 minutes

GOVERNOR'S FALL MISSION TO JAPAN - 1986

MEETING SHEET

MEETING WITH: SEIKO EPSON CORPORATION  
DATE: October 9, 1986  
TIME START: 10:45 a.m.  
TIME FINISH: open  
LOCATION: Seiko-Epson Ginza offices  
FLOOR/ROOM #: Will be escorted  
OREGON ATTENDEES: Governor Atiyeh + TK, DL + TBI  
SPOKESPERSON: Governor Atiyeh  
JAPAN/OTHER ATTENDEES: Mr. Ichiro Hattori, President

BACKGROUND: Seiko Epson Corporation was the last of three major Japanese investment announcements in Oregon during 1984. Their's was also the smallest investment. Epson has been reported in Japanese press as saying that the plant in Oregon will start with printer production but will eventually produce personal computers and be their world-wide center for research and development. Concerns have arisen lately regarding the slowdown of demand for dot-matrix printers and how this might affect the start-up of the Oregon facility. During the past year, it is widely known, but not confirmed by S-E, that IBM cancelled a large contract for the supply of printers on an OEM basis. The reason for the cancellation was that IBM had designed its own printer, the ProPrinter, which is acknowledged to be superior to all of the Japanese competition in its price range - in itself, a shock to the local manufacturers. Also during the past year, Epson made several important internal decisions which culminated in the production and bringing to market of the Equity line of IBM-PC compatible personal computers. This move, and the resulting marketing efforts in the U.S., seems to have given S-E an edge over their Japanese competitors.

MEETING AGENDA: - courtesy call  
ACTION REQUESTED: - thank Seiko-Epson for their continued  
committment to Oregon  
ACTION REQUESTED: - we continue to be committed to a long-term  
relationship with Seiko-Epson  
- we want to assist Seiko-Epson actively in  
the future  
- we want to assist Seiko-Epson and its  
affiliated companies in the future  
HANDOUTS: - none  
GIFTS: 1 - Mr. Hattori  
NEXT MEETING: DAIWA INVESTMENT SEMINAR  
LOCATION: Akasaka Prince Hotel

GOVERNOR'S FALL MISSION TO JAPAN - 1986

MEETING SHEET

MEETING WITH: DAIWA SECURITIES CO., LTD.  
DATE: October 9, 1986  
TIME START: 2:30 p.m.  
TIME FINISH: 5:30 p.m.  
LOCATION: Akasaka Prince Hotel  
FLOOR/ROOM #: To be informed  
OREGON ATTENDEES: Governor + Investment Mission Members  
SPOKESPERSON: Governor Atiyeh  
JAPAN/OTHER ATTENDEES: Daiwa Securities staff + seminar attendees  
BACKGROUND: The Oregon Economic Development Department, JRO and Daiwa Securities Co., Ltd. have been planning this investment-related function during the past four months.  
MEETING AGENDA: - see attached  
ACTION REQUESTED: - brief welcoming statement  
HANDOUTS: - prepared in advance  
GIFTS: - prepared in advance  
NEXT MEETING: NIPPON KOKAN K.K.  
LOCATION: Tokyo American Club  
TRANSPORTATION: KM auto  
TRANSIT TIME: 15 minutes

AGENDA - OREGON INVESTMENT SEMINARS

OCTOBER 7 - 9, 1986

OCTOBER 9, 1986 - TOKYO / NATURAL RESOURCES

- 1430 Welcoming Statement - Daiwa Securities Co., Ltd.  
5 minutes
- 1435 Opening Statement - Governor Victor Atiyeh  
5 minutes
- 1440 Introduction of Mission Members; Statement of Goals  
Thomas F. Kennedy, Director, OEDD  
10 minutes
- 1450 Oregon as an Investment Choice - Daiwa Securities Co., Ltd.  
20 minutes
- 1510 Industry Perspective - Natural Resources  
Frank Lamb, President, Eastern Oregon Farming Company  
20 minutes
- 1530 Research Developments - Natural Resources  
Michael Hudson, Assistant Professor, Food Science &  
Technology Department, Oregon State University  
20 minutes
- 1550 Coffee Break  
10 minutes
- 1600 Oregon Investment Climate  
Jim Thayer, Manager, International Investments, OEDD  
20 minutes
- 1620 Tax Perspective - U.S. Tax Reforms  
John Halle, Attorney at Law  
Stoel, Reives, Boley, Fraser & Wyse  
20 minutes
- 1640 Question & Answer Session  
20 minutes
- 1700 END OF SEMINAR - HOSPITALITY HOUR BEGINS
- 1800 HOSPITALITY HOUR ENDS

GOVERNOR'S FALL MISSION TO JAPAN - 1986

MEETING SHEET

MEETING WITH: NIPPON KOKAN K.K.

DATE: October 9, 1986

TIME START: 7:00 p.m.

TIME FINISH: open

LOCATION: Tokyo American Club

FLOOR/ROOM #: President Room, 3rd Floor

OREGON ATTENDEES: Governor Atiyeh + TK, RS, MS, JT, ZM & DL

SPOKESPERSON: Governor Atiyeh

JAPAN/OTHER ATTENDEES: Mr. S. Horiai, Representative Director &  
Senior Managing Director; General Manager, New  
Materials Division  
Mr. N. Hirayama, Corporate Managing Director  
in charge of New Materials Division  
Messrs. Mikami, Mochizuki & Ohdachi

BACKGROUND: Nippon Kokan is one of the world's five  
largest steelmakers in crude steel production. It excels in its  
historical specialty: Steel pipes. The company is also involved in  
shipbuilding and plant engineering and enjoys good business in these  
two areas. The firm has acquired 50% of National Steel and has set up  
a joint-venture with Martin-Marietta. As we are all aware, they are  
moving toward production of polycrystalline silicon in 1987.

MEETING AGENDA: The purpose of this meeting is to get together  
the team which has worked for almost the past year on this project.  
NKK was quite insistent that this is not congratulatory function but  
merely a social occasion.

ACTION REQUESTED: - please do not push for a "decision date";

HANDOUTS: - none

GIFTS: Bottles of wine

NEXT MEETING: - none

LOCATION: n.a.

TRANSPORTATION: n.a.

TRANSIT TIME: n.a.



GOVERNOR'S FALL MISSION TO JAPAN - 1986

MEETING SHEET

MEETING WITH: FUJI BROADCASTING NETWORK

DATE: October 3, 1986

TIME START: 6:30 a.m.

TIME FINISH: 5:00 p.m.

LOCATION: Fujizakura Country Club - Kawaguchi Lake

FLOOR/ROOM #: Will be escorted

OREGON ATTENDEES: Governor Atiyeh & Z. Motomura

SPOKESPERSON: Governor Atiyeh

JAPAN/OTHER ATTENDEES: Mr. Hisashi Hieda, Executive Managing Director  
Mr. T. Nakamura, Producer

BACKGROUND: - "From Oregon With Love"  
- recent airing of the summer '86 version  
captured an 18% viewer share in Japan

MEETING AGENDA: - golf

ACTION REQUESTED: - invite them to consider Oregon as a site  
for future expansion projects

HANDOUTS: None

GIFTS: Governor's choice

NEXT MEETING: MITSUBISHI METAL CORPORATION  
MITSUBISHI CEMENT CORPORATION  
MITSUBISHI CORPORATION

LOCATION: Kaitoh Kaku

TRANSPORTATION: On foot

TRANSIT TIME: 5 minutes

GOVERNOR'S FALL MISSION TO JAPAN - 1986

MEETING SHEET

MEETING WITH: MITSUBISHI METAL CORPORATION  
MITSUBISHI CEMENT CORPORATION  
MITSUBISHI CORPORATION

DATE: October 3, 1986

TIME START: 6:30 p.m.

TIME FINISH: 8:30 p.m.

LOCATION: Kaitoh Kaku (Shinagawa)  
{note that Kaitoh Kaku is one of the most famous guest houses in Japan}

FLOOR/ROOM #: Will be escorted

OREGON ATTENDEES: Governor Atiyeh, Tom Kennedy, Rick Schulberg,  
Jim Thayer, Larry Glassock & David Lutjen

SPOKESPERSON: Governor Atiyeh

JAPAN/OTHER ATTENDEES: Dr. T. Nagano, President  
Mr. Y. Sawada, General Manager, Technology  
Department, Silicon Division  
Mr. Y. Hohara, Manager, Technology Department,  
Silicon Division

Attending from Mitsubishi Cement:  
Mr. T. Fujimura, President  
Mr. H. Uozumi, Vice President

Attending from Mitsubishi Corporation:  
Mr. N. Kobayashi, Director and General  
Manager, Non-Ferrous Metals Division

BACKGROUND: Mitsubishi Metal had been investigating the possibility of investing in the U.S. for a long period of time. Initially introduced to the JRO through Nomura Securities in Spring, 1985, Mitsubishi Metal's operation in the U.S. would be responsible for the production of polycrystalline ingots. An important feature of this investment case is that while Mitsubishi Metal will supply raw materials to its "sister" company located in North Carolina and would probably be best advised to locate its plant closer to North Carolina, one of the firm's primary customers is Fujitsu Microelectronics. Regardless of location, MMC would have its sister operation in N.C. as a captive customer while close proximity to the Fujitsu operation in the Gresham area is viewed as being critical to maintaining the Fujitsu-MMC relationship. With the delay in construction of the Fujitsu facility now at an end, MMC now has followed Fujitsu's lead acquiring SILTEC in Salem. It has always been known that Oregon was their preferred site due, in part, to the great amount of information compiled by Mitsubishi Electric.

MEETING AGENDA: - thanks for their committment to Oregon;  
- OEDD and JRO are in place to assist; and,  
- look forward to their success (and expansion)

GOVERNOR'S FALL MISSION TO JAPAN - 1986

MEETING SHEET

MEETING WITH: FUJITSU LIMITED

DATE: October 6, 1986

TIME START: 9:00 a.m.

TIME FINISH: 11:35 a.m.

LOCATION: Fujitsu Kansai Systems Laboratory - Osaka

FLOOR/ROOM #: n.a.

OREGON ATTENDEES: Governor + Oregon Investment Mission members

SPOKESPERSON: Governor Atiyeh

JAPAN/OTHER ATTENDEES: Mr. A. Oguro, Managing Director  
Mr. Y. Matsushita, General Manager, Kansai  
Systgems Laboratory

BACKGROUND: Since Mr. Yamamoto's schedule did not permit meeting with the Governor, he has offered this very special Monday tour of the research facility in Osaka. Included in the tour is a showing of the 3-dimensional "film" prepared by Fujitsu for their exhibit at Tsukuba Science Expo.

MEETING AGENDA: None

ACTION REQUESTED: - none

HANDOUTS: - none

GIFTS: 1 - Mr. Oguro  
1 - Mr. Matsushita

NEXT MEETING: Mission Briefing Luncheon

LOCATION: Royal Hotel; Ume Room; 2nd floor

TRANSPORTATION: KM auto

TRANSIT TIME: 20 minutes

MEETING SHEET

MEETING WITH: Oregon Investment Mission Members

DATE: October 6, 1986

TIME START: 12:00 noon

TIME FINISH: 2:00 p.m.

LOCATION: Hotel Royal

FLOOR/ROOM #: Ume Room; 2nd floor

OREGON ATTENDEES: All mission members

SPOKESPERSON: Governor Atiyeh

JAPAN/OTHER ATTENDEES: V. P. Sambiew, Consul, American Consulate -  
Osaka/Kobe  
T. Karigane, General Manager, International  
Investment Service Department, Daiwa  
Securities Co., Ltd.  
I. Tachibatake, Assistant General Manager,  
Overseas Planning & Development Department,  
Nomura Securities Co., Ltd.

BACKGROUND: Overview of the "investment climate" in Japan;  
what Japanese companies are looking for in a site for investment and  
how mission members can effectively present their communities.

MEETING AGENDA: - lunch and comments

ACTION REQUESTED: - none

HANDOUTS: - none

GIFTS: 1 - Mr. Karigane  
1 - Mr. Tachibatake  
1 - Mr. Sambiew

NEXT MEETING: TOYOBO SPINNING COMPANY

LOCATION: Dojimahama, Kita-ku, Osaka

TRANSPORTATION: KM auto

TRANSIT TIME: 25 minutes

GOVERNOR'S FALL MISSION TO JAPAN - 1986

MEETING SHEET

MEETING WITH: TOYOBO CO., LTD. (Toyo Boseki)

DATE: October 6, 1986

TIME START: 2:00 p.m.

TIME FINISH: 2:30 p.m.

LOCATION: Toyobo Headquarters

FLOOR/ROOM #: Will be escorted

OREGON ATTENDEES: Governor Atiyeh, TK, JT & DL

SPOKESPERSON: Governor Atiyeh

JAPAN/OTHER ATTENDEES: Mr. O. Uno, Chairman

BACKGROUND: Toyobo Co., Ltd. (Toyo Boseki/Toyobo Spinning) has been one of the historical leaders in the Japanese spinning industry. Now, the first is a leading textile producer manufacturing textile products ranging from natural fibers to synthetic fibers such as polyester. The company is expanding in a positive way into non-textile areas including plastic films, biochemicals and electronics. The firm faces a stagnating market in the textile areas and is, therefore, making considerable movement in the direction of floppy disk manufacturing (concentrating on the 3.5" floppy disk size) and biochemical research - especially protein engineering.

MEETING AGENDA:

- thanks for taking time to meet with us
- present chronology of events leading up to this visit; from Governor taking office and emphasizing change in investment climate
- cite Oregon as a leader in science and technology reaseach and development; examples of why a bio-technology company would want to locate a research facility in Oregon;
- cite example of Fujitsu plant manufacturing disk drives;
- when you deal with Oregon, you are dealing with professionals - I, as Governor, make sure of that
- I personally want to be involved in assisting your firm
- our JRO is here to help you
- with so many firms now coming to Oregon, there must be some very good reasons

ACTION REQUESTED:

- invite them to visit Oregon
- invite their inquiries and requests for information
- we are pleased to work directly or through through Nomura

HANDOUTS: Oregon Blue Book  
Oregon Investment Guide  
Other investment-related materials

GIFTS: 1 - Mr. Uno  
NEXT MEETING: NOMURA SECURITIES CO., LTD.  
LOCATION: Kitahama, Osaka  
TRANSPORTATION: Nomura-supplied bus  
TRANSIT TIME: 25 minutes

GOVERNOR'S FALL MISSION TO JAPAN - 1986

MEETING SHEET

MEETING WITH: DAITO SHOJI, LTD.  
DATE: October 6, 1986  
TIME START: 3:30 p.m.  
TIME FINISH: open  
LOCATION: Daito Shoji Headquarters  
FLOOR/ROOM #: Will be escorted  
OREGON ATTENDEES: Governor Atiyeh + TK, ZM & DL  
SPOKESPERSON: Governor Atiyeh  
JAPAN/OTHER ATTENDEES: Mr. Z. Takamoto, President  
Mr. S. Kubota, Managing Director

BACKGROUND: Daito Shoji is very close to announcing their selection of the Portland area as a site for their initial operation in the U.S. The initial stage of their project will be distribution and sales while it is envisioned that production will follow several years in the future.

MEETING AGENDA: - courtesy call

ACTION REQUESTED: - emphasize Oregon's willingness to provide whatever assistance is necessary to get the job done;  
- reference the assistance provided by Mr. John Howells;  
- our interest in the "long-term".

HANDOUTS: The Oregon Advantage

GIFTS: 1 - Mr. Takamoto  
1 - Mr. Kubota

NEXT MEETING: NOMURA SECURITIES CO., LTD.

LOCATION: Nomura Securities Headquarters

TRANSPORTATION: Kokusai Motorcar

TRANSIT TIME: 30 minutes