

032687-4

TO: Vic Atiyeh

ATTN:

FROM Allen B. Struthers FAX # 503-221-1124
US TRADING CO. INC.

FOLLOWING ARE 6 SIGNED AGREEMENTS FROM SEPT 84' TRIP TO FUJIAN.

YOURS TRULY,

ALLEN B. STRUTHERS

MEMORANDUM OF UNDERSTANDING

PURPOSE - In the spirit of the sister state-province agreement being established between the State of Oregon and the Fujian Province, we wish to establish a long-term relationship that will be mutually beneficial to the economic, Technical, and academic areas of forestry and forest products. this will accomplished by opening a direct line of communication for the exchange of technology and educational information and developing and enhancing mutual trade relations in forestry related areas.


SPECIFIC OBJECTIVES - The following areas have been targeted for specific action:

- Investigation of sawmill equipment and technology required for projects planned for the Shaowu storage and the Xiamen Special Economic Zone.
- Hardwood drying technology required for the Shunchang storage project.
- Equipment desired for upgrading and modernization the knock-down furniture section of the Fuzhou woodworking factory.
- Design and development of the Jianou heavy kraft paper factory.
- Fujian has agreed to consider the importation Oregon sawn timber products.
- Preferred forms of cooperation for these projects are listed by priority as follows. Joint venture, Compensation trade, Co-production and importation of Technology and Equipment.

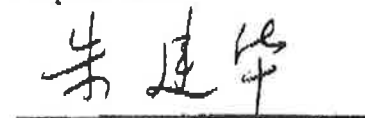
Governor's Trade Mission,
Oregon Delegation, forestry group


Allen B. Struthers, Chairman


Ben A. Beddingfield


Rick Schaefer

Fujian Province Forestry
Department


Zhu Jianhua, Manager

3. Universities in Fujian and Oregon will be selected for establishment of sister/friendship relations.

4. A special working committee will be appointed in each state/province:

---to establish and maintain communication between state officials, faculty and administrators on the subject of exchanges.

---to establish strong coordination between educational exchanges and other formal non-educational exchanges.

5. We agree that the State of Oregon and the Province of Fujian have a wide range of cultural resources to share with each other. Cultural exchanges will be arranged between the two states/provinces in areas of mutual agreement. Attempts will be made to have cultural exchanges together with other exchange programs.

6. We agree that this is a general memo of understanding and that specific details of this agreement will be developed and approved by the two working committees.

Signature (Oregon):

Edward W. Faddy

Signature (Fujian):

江 志 毅

AGRICULTURAL COMMITTEE MEMORANDUM
OF UNDERSTANDING

PROJECT NO. 5 - RECLAIMING GRASS HILLS AND DEVELOPING BEEF CATTLE

We invite a group of four from Fujian Province who are involved with this project to come to Oregon during May, 1985 for ten days.

We (Oregon) will pay for their (Fujian people) transportation, meals, and lodging while they are in Oregon.

They (Fujian people) must pay for their own transportation to Oregon and from Oregon.

We will show them and discuss with them the following:

Pasture grasses

Pasture culture

Grass seed varieties

Beef cattle production

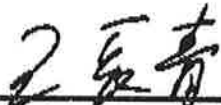
Beef cattle breeds

Dairy cattle production - Holstein cattle

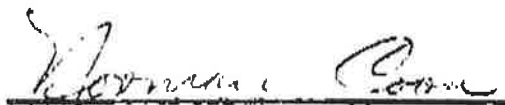
Cattle handling equipment

Forage handling equipment

We, the Chairmen of the Joint Fujian-Oregon Agriculture Committee, have agreed to this project.



Wong Zhan Ching
Animal Husbandry Bureau of
the Agricultural Dept. of
Fujian Province



Norman Coon, Chairman
Agriculture Committee
Oregon Trade Mission

Oregon Economic Development Department
John C. Anderson, Director
921 S.W. Washington Street
Room 425
Portland, Oregon 97205
U.S.A.

Telephone: (503) 229-5625
Telex: 821481

Co-Chair Wu, Section Chief
Office of Foreign Economic
Activities
Light Industry Bureau #1
Fujian Province

吴芝英 (郭文振书)

Co-Chair Zheng, Director
Fuzhou Cannery

郭文振

Mae Yih 葉梅

Co-Chair Mae Yih, Senator
Legislature of the State of Oregon
SALEM, OREGON, 97310

C. Leslie Pierson

Co-Chair C. Leslie Pierson, President
CH2M Hill International
(Oregon Economic Development
Delegation Member)

Oregon delegation participants:

William Campbell, Attorney
Portland, Oregon

David D. Lutjen, Acting Director
Oregon Representative Office
Tokyo, Japan

24 SEPT 87

September 25, 1984

**Memorandum of Understanding
between the Fujian Province and the State of Oregon Relating to
Education and Cultural Exchanges**

1. We agree to have exchange visits by delegations of about 10 educators as soon as possible. Fujian Province will send a delegation to Oregon in the Spring of 1985. Following that visit Oregon will send a delegation to Fujian Province. Communication and correspondence will take place prior to the exchanges.

 2. Specific pilot exchange programs in education will be planned subject to discussions with faculty and education policy committees. These programs will include faculty exchanges, student exchanges and the exchange of materials all at the college and university level. Some language exchange programs are possible at lower levels.
- Each state/province agrees to select six or less priority subject areas for purposes of exchange, to start the exchange program.

Fuzhou, Fujian, China, September 24th, 1984.
Joint Trade Committee On Electronics (Fujian & Oregon)

The joint delegation on electronics held two meetings. We learned much about each other, and about our needs, and about the areas we can help each other. We are very pleased to be working together. We look forward to a long and fruitful friendship.

We discussed in detail Fujian's need for manufacturing and testing technology and equipment for IC. Our discussion gave the Oregon delegation an excellent understanding of Fujian's general needs in the area

Within two months, sooner if possible, The Oregon delegation will discuss Fujian's needs with Oregon companies and will report back to Fujian what they have found.

The Oregon delegation members invited the Fujian members to come to Oregon and to see what Oregon has to offer in the field of electronics. The Oregon delegation members also invited the Fujian members to come to Oregon to investigate Oregon's capabilities in telecommunications and broadcasting.

The Fujian delegation members expressed the hope that our friendship will allow us to broaden the flow of exchange between our peoples to all fields Economics, Finance, culture and other technical fields. This wish was warmly seconded by all members of the Oregon delegation. We all look forward to developing the friendship that has been growing so well. We also look forward to meeting again soon, as old friends.

Each side designated a contact point.

For Oregon: John Anderson, Director, Office of Economic Development
921 S.W. Washington ST, Portland, Oregon 97205 USA.
Telex: 821481 ORECONDEV

For Fujian: Yan Xiao Shan & Chen Liang, Directors of Fujian Electronics
Industrial General Corp., 63 Yang Qiao Road, Fuzhou, China
Telex: 92120 ELECT CN

Signature: Mae Yih, Senator, State of Oregon
Salem, Oregon U.S.A.
C. Lesue Wierson, Member of Oregon Delegation

Yan Xiao Shan, Chen Liang, Directors of Fujian
Electronics Industrial General Corporation

STATEMENT OF
JOINT STUDY GROUP - LIGHT INDUSTRIES #1
FUJIAN PROVINCE
STATE OF OREGON
FUZHOU, FUJIAN, CHINA, 1984 SEPTEMBER 24

We have met for two study sessions. Our discussions have been fruitful and friendly. The process of learning about each other, and of building new friendships, has begun.

The Fujian members presented an outline proposal for cooperation in quick freezing and packaging equipment for a variety of foods. The Oregon members saw the potential for an American market for the foods. The Oregon members also saw the potential for providing assistance to Fujian in food packaging and ^{quick} freezing technology.

The Oregon delegation members requested that samples of the products they were shown be shipped to John Anderson of the State of Oregon, at his office of Economic Development.

The Oregon delegation members invited the Fujian delegation members to visit Oregon, in order to follow up on the work done in Fujian, and in order to investigate what other fine products and services Oregon has to offer.

Both sides are excited and happy about the prospects for working further together. We all look forward to a long and fruitful friendship between the peoples of Fujian Province and the peoples of the State of Oregon. We look forward to meeting again soon.

The Oregon delegation members will return to Oregon and investigate the matters we discussed. Oregon members will the contact the Fujian delegation about what they have learned. Contact addresses are:

Wu Zhi Ying
Light Industry Bureau #1
Fujian Province
1, Sheng Fu Road
Fuzhou, China

Telephone: 52540/53725
Cable: 8666

REPORT OF THE JOINT COMMITTEE ON TRADE DEVELOPMENT; FUJIAN
PROVINCE, STATE OF OREGON; SEPTEMBER 23, 1984

In the hope of promoting friendly cooperation and creating a mutually beneficial trading relationship between the State of Oregon and the Province of Fujian, an agreement establishing a sister state-province relationship has been signed. To facilitate the exchange of economic, cultural, and educational opportunities between Oregon and Fujian as envisioned in the agreement, this committee has met.

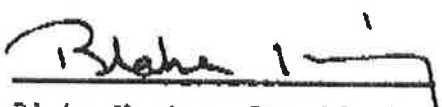
The committee of representatives from Fujian and Oregon discussed the following:

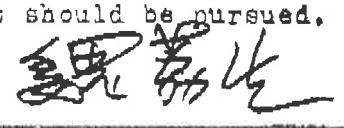
1. Problems creating barriers to greater import and export trading;
2. Necessary information to assist in evaluating trading potential;
3. Infrastructure capabilities of ports, railroads, and highways;
4. Organizational structure of government agencies which have responsibility for trade;
5. Cultural, language, political, business, and geographic differences which affect trade relations.

As a result of the discussions the committee agreed to recommend to the governors of Oregon and Fujian the following:

1. An Oregon State Bureau be established in Fujian Province, and a Fujian Province Bureau be established in Oregon, as part of the governmental structure of each;
2. An intern exchange program be established, where individuals from Fujian and Oregon will be sent to their counterpart state/province. Those individuals, on their return, would work in the respective bureau within their country;
3. Methods to enhance communications between prospective importers and exporters of each state/province will be explored and formal proposals will be submitted after establishment of the bureaus;

4. An organization chart showing the structure of the bureaucracy of each state/ province be created;
5. A list of banking relationships and possibilities be prepared by each state/province;
6. Information relating to ports and harbors located in Oregon and Fujian be exchanged;
7. Marketing assistance be given by each state/province to enhance product exporting possibilities;
8. Trade missions between Oregon and Fujian should be encouraged, facilitated, and supported by the governments of each state/province;
9. An exchange of trade fairs displaying Fujian products in Oregon and Oregon products in Fujian should be established;
10. Each state/province shall actively work to identify and educate as to possible export, joint venture, and manufacturing opportunities;
11. An active publicity program concerning the Oregon/Fujian sister state/ sister province agreement should be pursued.


Blake Hering, President
Port of Portland Commission
Chair, Oregon Delegation


Wei Li Zheng, Vice-Director
Commission of Foreign Economic
Relation and Trade, Fujian Province
Chair, Fujian Delegation