

CONFIDENTIAL MEMORANDUM

July 6, 1984

TO: Governor Atiyeh
FROM: Gerry Thompson
RE: ALPHA (Economic Development case)

The above is the code for for Fujitsu. There are several Fujitsu entities. Two are currently seriously considering Oregon.

One is planning to make their site location decision by the end of August. Other sites outside of Oregon are also being considered. They tell us that action to repeal our unitary method of taxation will positively affect Oregon's placement on the list of candidates. Failure to act positively will remove us from the list. At stake are 1,000 jobs.

The other is the Fujitsu entity represented by Mr. Iwai who visited here with the Keidanren group. The above also applies except this entity will be making their decision by the end of September and also involves 1,000 jobs.

Apparently the second entity was not interested in Oregon. Iwai, after leaving Oregon, called his site manager in California and instructed him to send a team into Oregon immediately. When asked why, he told his manager that you were thinking of repealing the unitary tax and Oregon had treated the Keidanren better than anywhere else.

Gt/dr
cc: file