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FROM SEN. MURKOWSKI'S SPEECH
2/16/84

ISSUE, WE WOULD FAIL TO SHOW CONGRESS HOW IMPORTANT IT IS TO US. WE COULD LOSE THE OPPORTUNITY THE EXPORT ADMINISTRATION ACT HAS PRESENTED US TO MAKE OUR CASE FOR ALASKA OIL EXPORT.

BUT THERE'S MORE AT STAKE THAN JUST OIL.

EXPERTS PREDICT THAT THE 21ST CENTURY WILL BE THE CENTURY OF THE PACIFIC, AND THE POWER CENTER OF COMMERCE AND TRADE WILL SHIFT FROM THE ATLANTIC COAST TO THE PACIFIC.

ONE REASON FOR THE SWITCH IS THE INCREDIBLE GROWTH AND DEVELOPMENT WHICH IS EXPECTED TO OCCUR IN JAPAN, TAIWAN, SOUTH KOREA AND OTHER PACIFIC RIM NATIONS. ALASKA'S POTENTIAL TO SERVE AS A RESOURCE STOREHOUSE FOR THAT REGION IS VIRTUALLY LIMITLESS. MORE THAN A BILLION DOLLARS' WORTH OF OUR NATURAL RESOURCES WERE EXPORTED TO THE FAR EAST IN 1981.

IT IS MY GOAL TO DO ALL I CAN AS CHAIRMAN OF THE SENATE FOREIGN RELATIONS SUBCOMMITTEE ON EAST ASIAN AND PACIFIC AFFAIRS

TO PROMOTE ALASKA RESOURCES TO OUR NEIGHBORS AND TO LIFT THE BARRIERS TO EXPORT.

I RECENTLY TRAVELED TO TAIWAN, JAPAN AND KOREA. I WAS JOINED IN JAPAN AND KOREA BY SENATOR BETTYE FAHRENKAMP, REPRESENTATIVE BOB BETTISWORTH AND REPRESENTATIVE JOHN CORDERY, AND BILL OVERSTREET. I WANT TO COMMEND YOU ON YOUR FORESIGHT IN SENDING YOUR DELEGATION TO MEET WITH PACIFIC RIM LEADERS.

THEIR PRESENCE INDICATED TO THE JAPANESE AND THE KOREANS THAT THE WEIGHT OF THE ENTIRE STATE IS BEHIND OUR EFFORTS TO OPEN UP RESOURCE MARKETS IN THEIR COUNTRIES. IN ADDITION, THE OIL EXPORT PUBLIC RELATIONS PLAN WHICH YOU ARE NOW CONSIDERING WILL BE OF GREAT ASSISTANCE IN COMBATING THE MISCONCEPTIONS THAT MANY PEOPLE IN OUR OWN GOVERNMENT STILL HAVE ABOUT THIS ISSUE. GOVERNOR SHEFFIELD AND THE ALASKA LEGISLATURE HAVE AN IMPORTANT ROLE TO PLAY IN SETTING THE FUTURE COURSE FOR ALASKA EXPORTS, AND I BELIEVE YOU HAVE INITIATED A SOUND PROGRAM FOR REACHING THAT GOAL.

AS WE APPROACH THE YEAR 2000, ASIA WILL BE SCRAMBLING FOR THE VERY ENERGY AND NATURAL RESOURCES WHICH ABOUND IN ALASKA. WE MUST BEGIN PREPARING NOW SO WE WILL HAVE THE INFRASTRUCTURE IN PLACE WHEN THEY ARE READY TO BUY.

FOR THAT REASON, I URGED THE JAPANESE, TAIWANESE AND KOREAN LEADERS TO HOLD A PACIFIC BASIN SUMMIT MEETING, AT WHICH THEY WOULD DISCUSS THEIR FUTURE NATURAL RESOURCE NEEDS AND THE SOURCE OF THEIR SUPPLIES FOR THE COMING DECADE. I SUGGEST TO YOU TODAY THAT ALASKA SHOULD TAKE A LEADING ROLE IN ORCHESTRATING THIS SUMMIT. I URGE OUR GOVERNOR TO INVITE OUR PACIFIC RIM NEIGHBORS TO HOLD THEIR FIRST MEETING IN ALASKA, WHERE THEY CAN GET A FIRST-HAND LOOK AT WHAT WE HAVE TO OFFER.

THE ENERGY SUMMIT APPROACH IS PARTICULARLY APPROPRIATE FOR DEVELOPING ALASKA NATURAL GAS. OUR SUPPLY FAR EXCEEDS WHAT ANY OF THOSE NATIONS WOULD CONSUME IN THE FORESEEABLE FUTURE. THEREFORE, A COLLECTIVE EFFORT IS IN ORDER--A CONSORTIUM WHICH WOULD SERVE AS A BASE FOR THE ACCUMULATION OF CAPITAL TO BUILD

THE LINE.

MAKE NO MISTAKE, I'M NOT PROPOSING THAT WE ABANDON THE ALASKA NATURAL GAS PIPELINE SYSTEM, WHICH PROPOSES TO SHIP THE GAS TO THE LOWER 48. I SIMPLY BELIEVE THAT WE SHOULD SUPPORT AND PURSUE ANY PROJECT THAT HAS A REASONABLE CHANCE OF SUCCEEDING IN MARKETING ALASKA'S TREMENDOUS GAS RESERVES.

HOWEVER, FINDING MARKETS FOR OUR GAS IS NOT OUR ONLY CHALLENGE. AGAIN, WE FACE THE COMPULSION OF THE FEDERAL GOVERNMENT TO STEP IN AND MAKE OUR DECISIONS FOR US. IN ORDER TO RECEIVE CONGRESSIONAL BLESSING FOR GAS EXPORT, WE WILL HAVE TO LOBBY EXTENSIVELY AT THE NATIONAL LEVEL USING THE FOLLOWING FACTS. FIRST, AS I MENTIONED EARLIER, THERE'S TOO MUCH GAS FOR ANY ONE COUNTRY, EVEN THE UNITED STATES, AND SECOND, THE ONLY WAY TO MAKE A SERIOUS DENT IN OUR TRADE IMBALANCE WITH JAPAN, KOREA AND TAIWAN IS TO SELL THEM SOMETHING OF SIGNIFICANT VALUE. AND THAT IS ENERGY.

REPORT TO THE ALASKA LEGISLATURE
OF THE
LEGISLATIVE MISSION TO JAPAN AND KOREA
JANUARY 14-21, 1984

Bettye Fahrenkamp
SENATOR BETTYE FAHRENKAMP

Robert H Bettisworth
REPRESENTATIVE ROBERT BETTISWORTH

John J Cowdery
REPRESENTATIVE JOHN COWDERY

JANUARY 24, 1984

REPORT OF LEGISLATIVE MISSION TO JAPAN AND KOREA

I. Executive Summary

This report describes the legislative mission of Senator Bettye Fahrenkamp, Representative Bob Bettisworth and Representative John Cowdery to Japan and Korea. The purpose of the mission was severalfold:

1) to return the visit of Japanese Diet members who visited Alaska in August 1983;

2) to join with Senator Murkowski in requesting Japan and Korea to formally request Alaska oil from the United States government;

3) to let Japan and Korea know of the Legislature's intent to seek a long term resource relationship, particularly energy resources, with those countries as provided in the respective communiques signed during President Reagan's November 1983 trip to those countries; and

4) to seek a summit meeting on energy among Japan, Korea, the Republic of China and the United States to form a financing plan for the construction of a gas pipeline and the marketing of the North Slope gas. The briefing material contained in Appendix A was submitted to officials of each government.

The Export Administration Act, which contains the prohibition on the export of Alaska oil, will be considered in mid-February 1984 by the United States Senate. If Japan's and Korea's formal requests for the oil are to do any good, they must be made soon. This legislative mission went at this time to these countries along with Senator Murkowski to show Alaska's solidarity in making this request and to stress the need for immediate action.

In Japan we found continued interest in purchasing Alaskan crude oil if the law can be changed to allow its export. We recommend that Alaska continue to establish relations with our friends in the Japanese Diet who prescribe energy policy for Japan. The interest of these Diet members will insure closer cooperation of the officials in the Ministry of International Trade and Industry (MITI).

On natural gas the Japanese continue to talk of an oversupply of gas extending into the 1990's. The Japanese look to private enterprise to perform any necessary marketing or financing studies. The MITI ministry appears to desire to operate solely within the United States-Japan Energy Working Group. This working group does not now favor an energy summit. Continued efforts with the Diet should be pursued to convince MITI to participate. Further, if Korea and Taiwan agree to a summit meeting, it would be difficult for Japan to refuse to attend.

The Koreans were very positive with respect to the oil and the gas. On oil, Energy Minister Choi stated that Korea wanted to purchase Alaskan oil and that it would point that fact out to the United States government. The Koreans favor the energy summit on gas and have taken preliminary steps with private industry in Korea to participate in the financing and marketing study. We recommend increased efforts with the Korean government to encourage this continued positive attitude.

While the legislative mission did not visit the Republic of China, Senator Murkowski reports from his meetings there during the week of January 9, 1984 that the Republic of China's government has the same attitude as the Korean government with respect to the oil and gas. Again, this attitude should be encouraged.

A word needs to be said about Alaska's Asian Office, which is located in Tokyo. It is the mission's impression that the Office is doing an excellent job. In the opinion of the mission, its effectiveness could be increased if offices were established in Seoul and Taiwan. We urge a review of this proposal by the Alaska Department of Commerce and Economic Development with a report by Commerce to the Legislature during this legislative session. Bill Overstreet, Director of the Alaskan Asian Office, was with the mission in Japan and Korea. His assistance throughout was most helpful and appreciated. The mission is firmly committed to the Asian Office.

It is the observation of the authors of this report that Asians and students of American history recognize that the United States is entering the "Century of the Pacific". Alaska, as a central point in the Pacific Rim geography, should be an integral part of the future trade pattern of the Pacific Rim region. Further, it is our observation that the United States will not be Alaska's primary market in the years and decades to come. We believe that the real market

for Alaskan resources is with and in Pacific Rim nations with which the United States of America has economic and strategic treaties (Japan, Korea, and Taiwan).

Asian countries have historically looked to Southeast Asia for trade and commerce. Those countries must be made aware of Alaska's other resources. This will take an effort by Alaskans. Moreover, Alaskans must be made aware of the potential.

It is our perception that IF Alaska is to maintain its high production in hydrocarbons and IF Alaskans continue to receive revenues it believes it needs, then the State leaders must plan for the future.

It is asserted by some economists and futurists that the center of world commerce has already shifted from the historic north Atlantic to the north Pacific Rim region. We believe this to be true and want our State to be aware of the potentials, opportunities and/or hazards.

II. Recommendations.

It is the opinion of the Alaska legislative mission that for Alaska to realize the promise of that portion of the Reagan/Nakasone communique of November 1983, that calls for Alaska to be the focal point of an energy relationship between the U. S. and Japan and other countries on the Pacific Rim, most notably Korea and the Republic of China (Taiwan), the State of Alaska must be an active party. Recognizing this, we recommend the following:

1. That in cooperation with the Alaska Congressional delegation and the Governor, the Alaska Legislature take an active role in seeking to market Alaska's energy resources in the Pacific Rim, recognizing that such an undertaking will require the expenditure of funds and will probably take some time;

2. That the Alaska Legislature establish a procedure for exchanging visits with members of the legislative bodies of Pacific Rim countries interested in Alaska's energy and other resources, with a view toward establishing with those legislators an understanding of Alaska's resources and the desirability of purchasing those resources. In particular, the Alaska Legislature should support Senator Murkowski's efforts to arrange an energy summit meeting between the United States, Japan, Korea and the Republic of China (Taiwan) with representatives from Alaska in attendance.

3. That the Alaska Legislature assist the Governor and the Alaska Congressional delegation in seeking to lift the ban on the export of Alaska crude oil, including the expenditure of funds for Congressional lobbying and general education efforts, recognizing that this may take some time to achieve.

If Congress fails to lift the ban on the export of Alaska crude when the issue is debated in the Senate in February this year, all appropriate action should be undertaken by the State of Alaska, assisted by the Alaska Congressional delegation, to permit the export of a portion of the State's royalty crude oil. Such actions may include a request by the Governor for an export permit for State royalty crude oil as suggested by Senator Murkowski, or a lawsuit to establish the State's right to sell its own oil as suggested by Congressman Young.

4. That the Alaska Legislature support the efforts of private groups to arrange for marketing of Alaska's gas and financing of a gas pipeline, including marketing of the gas to the Pacific Rim countries. The Alaska Legislature should consider procedures which would require that any foreign companies which obtain contracts to help build the natural gasline, are from countries that agree to provide markets or financing for the gasline.

5. That the State of Alaska take all appropriate measures to assure that existing coal contracts take place on schedule and that additional opportunities for the sale of Alaska coal be found. In proposing this, the Alaska legislative mission recognizes that large scale coal contracts with the Pacific Rim cannot be expected to occur earlier than the mid 1990's. However, some assurance of sales at this time would be of great assistance to the Legislature in making proper decisions for construction of the infrastructure needed for coal development.

6. That the mission of Alaska's Asian Office be expanded to aggressively market Alaska's resources on the Pacific Rim. In this regard we envision its mission for Alaska as similar to that which the Ministry of International Trade and Industry provides for Japan. To perform this function, Alaska's Tokyo office would have to be upgraded and offices established in Seoul and Taiwan. Given the interest in Alaska's resources we have seen in Japan and Korea, the money expended would be a wise investment. We recommend that the Alaska Department of Commerce and

Economic Development study this proposal and report back to the full Legislature before the end of this legislative session.

III. Discussion of Trip Details

The mission left Juneau for Anchorage on January 13th. That evening the mission attended a dinner hosted by Consul General Huang of Korea, to which Consul General Inamura of Japan was invited. Energy matters were generally discussed. The main purpose of the dinner, however, was to firm up the arrangement for the visit. The mission very much appreciated the information provided by the Consuls General.

The mission left Anchorage on January 14, 1984 and arrived in Tokyo on January 15, 1984, having lost a day crossing the international dateline. January 16, 1984 was a holiday in Japan, during which the mission adjusted to the time and was briefed by the Alaska Asian office.

On the evening of January 16, 1984 the mission had dinner at Bill Overstreet's home, which was attended by Senator Murkowski, for the purpose of rehearsing for the meetings. It was decided that after the introduction of the legislative mission by Senator Murkowski, Senator Fahrenkamp, as the mission's senior member, would make the following points:

1. The mission was returning the August 1983 visit of the Diet with the idea of continuing such exchanges in the future;

2. The mission felt it was in the interest of both Japan and Alaska to work to implement that portion of the November 1983 communique from the meeting of President Reagan and Prime Minister Nakasone which named Alaska as the focal point for an energy relationship between Japan and United States;

3. The mission recognized that realizing Alaska's position as the focal point of an energy relationship will take time and commitment, which Alaska for its part was willing to pursue;

4. The mission endorsed the efforts of the Congressional delegation to change that portion of the

Export Administration Act which precluded the export of Alaska oil and the effort to arrange for an energy summit meeting.

It was agreed that Senator Murkowski would speak to these subjects on behalf of the combined group.

The first meeting on January 17, 1984 was a briefing by Ambassador Mansfield. After Senator Murkowski had introduced the legislative mission, Ambassador Mansfield gave an in-depth and exceptionally knowledgeable review of both the oil and gas issues from both the U. S. and Japanese perspectives. He stated his unequivocal support for the export of Alaskan crude oil, Pacific Rim, and promised to be of assistance in any appropriate way. He detailed the numerous publications and occasions in which he had made known his views on this subject. He is clearly a friend of Alaska.

The combined mission met with MITI Vice Minister Komatsu on January 17, 1984. Vice Minister Komatsu is one of the two senior Japanese officials who sit on the U. S.-Japan Energy Working Group. After Senator Murkowski had made the introductions and Senator Fahrenkamp had made the above listed introductory remarks on behalf of the legislative mission, Senator Murkowski made the following points to the Vice Minister:

1) The purchase of Alaska's energy resources would provide Japan an opportunity to redress its balance of payment problem with the United States that opening its market to U. S. citrus and beef cannot do;

2) The U. S. Senate would soon take up the Export Administration Act, while Japan has informally indicated its desire to purchase 50,000 barrels per day (bbl/d); a formal request by the government of Japan for the oil would be very helpful in Senate debate;

3) The group felt that an energy summit among the U.S., Japan, Korea and Taiwan to discuss Alaska oil and gas would be a good means of implementing the Reagan-Nakasone comminque as it pertains to Alaska energy resources.

Mr. Komatsu replied that energy is an area where Alaska and Japan can cooperate. Japan told the U.S.-Japan Energy Working Group that it wanted the oil, and the Japan Refiners' Association said the same thing on its trip to Washington, D. C. Mr. Komatsu said that that request

constituted a "formal" request. Japan believes that lifting the crude oil ban is critical. However, it understands that lifting the export ban will be difficult in the short run; this must be a long-term effort.

Mr. Komatsu declared that the potential exists for Japan's purchase of LNG from Alaska in the 1990's. The development of this potential is up to private enterprise in each country.

Mr. Komatsu said that coal is also the responsibility of private industry, although there are many more difficulties connected with this resource than with LNG.

On January 17th the combined delegation met with Mr. Nagayama of the Japan Refiners' Association and his staff. After Senator Murkowski and Senator Fahrenkamp had made their prepared presentations, Senator Murkowski stated that the Export Administration Act and Senator Murkowski's amendment to allow the export of Alaska oil will be debated in February. The Senator described the proposed amendment and advised Mr. Nagayama that there is strong objection by the maritime unions to the export of Alaska oil. If this objection can be overcome there will be a market in the U. S. for replacement oil from Mexico and an opportunity for Japan to redress its balance of payments problems with the U. S. A formal request for the oil from Japan to the U. S. would help in the Senate debate.

Mr. Nagayama replied that he had made a request for the oil during his trip to Washington, D. C. on the issue. Furthermore, he felt that the Japanese side had requested the oil during the U. S.-Japan Energy Working Group discussions. Mr. Nagayama said he understood that it would be politically difficult to have the amendment pass.

Mr. Nagayama expressed concern about that portion of the Senator's proposed amendment that called for the oil to go to Japan on U. S. bottoms. He stated that he was concerned that this would make the price of the oil commercially unreasonable. A discussion then ensued which explained to Mr. Nagayama that the transportation price would be absorbed at some point in the distribution system and thus Japan would pay no more than the market price for the oil. Mr. Nagayama replied that even if the delivered price were the same the U. S. tanker proviso precluded Japanese oil companies from using their tankers which were surplus to the present demand. Dr. Thayer responded that

having the oil on American tankers provided security to the Japanese, because it would be an act of war to stop an American tanker. Mr. Nagayama acknowledged the point.

Mr. Nagayama then expressed concern that the proposed amendment called for the oil to be cut off in case of an emergency. Senator Murkowski explained that this was because Japan as an OECD nation would receive oil pursuant to the International Energy Act were there to be an emergency.

Mr. Nagayama stated that he agreed that importing Alaska crude oil would go a long way toward resolving Japan's imbalance of trade problems. He had spoken with people during his U. S. trip on the issue who had told him that changing the balance with Alaska oil was not a desirable way to do it. The reason he had been given was that this would possibly take the pressure off Japan to resolve other trade difficulties. He thus expressed concern that even if Japan purchased the oil, U. S. criticism of the trade imbalance would continue.

Nevertheless, Mr. Nagayama believed that Japan should buy limited quantities of oil to reduce the balance of payments problem. Furthermore, he felt it important to diversify Japan's source of supply and reduce its dependence on Middle East oil.

Senator Murkowski responded by saying that the efforts of the U. S. in Lebanon and the Middle East to secure peace were of ^{more} less benefit to Japan than the U. S. because the U. S. was ^{less} more dependent than Japan on oil from that area. Mr. Nagayama reiterated the desirability of a diversified oil supply but said it would be inappropriate for him to comment on the Lebanon situation.

There was some confusion on the Japanese side regarding the 200,000 bbl/d amendment. Mr. Takahashi asked if this represented royalty oil only. Senator Murkowski replied that the 200,000 bbl/d represented oil from all sellers including the State. The Senator said that the 200,000 bbl/d was selected because it was the amount of oil which could be sold without causing a job loss among existing maritime workers as a result of oil export. He cited the Putnam, Hayes and Bartlett report prepared for Alaska Lumber and Pulp Co., Inc. (ALP) as the authority for this proposition. He said it was only a coincidence that this 200,000 bbl/d was the same amount as the total of the State's royalty oil. Mr. Ishiyama of ALP later informed members of the group that because of the political good will

involved with it, the Japanese are far more interested in State royalty oil than oil from the other producers. As Mr. Ishiyama understood it this had a lot to do with the fact that the Japan Refiners' Association had expressed interest only in 50,000 bbl/d of royalty oil.

Representative Bettisworth told Mr. Nagayama that Alaska looked upon the oil export issue as a long-term proposition. He said the Alaska Legislature expected to push hard to achieve oil export over whatever period it took to succeed. During this period he hoped that further visits between the Diet and the Alaska Legislature could be arranged.

The combined group then met with Mr. Murata, the Director General of the Economic Affairs Bureau of the Ministry of Foreign Affairs. After Senator Murkowski and Senator Fahrenkamp made their initial presentation Senator Murkowski explained the amendment he intended to introduce to the Export Administration Act to permit the export of a limited amount of Alaska crude oil. Senator Murkowski told Mr. Murata that it would enhance chances for the amendment's success if Japan would formally request the oil. The Senator pointed out that the State of Alaska was prepared to spend money to help get the amendment passed. The Senator said that passage of this amendment would help the Japanese avoid criticism due to the balance of payments problem. The Senator then outlined his proposal for an energy summit.

Mr. Murata responded that Japan would like to purchase Alaska crude oil in order to diversify its sources of supply and to help its balance of payments problem. He stated that Japan was reluctant to make a formal request for the oil because it could be interpreted to be interference with the internal affairs of the United States (i.e., the deliberations on the Export Administration Act). Accordingly, the problem has "chicken and egg" aspects: Japan says the U.S. should make the oil available before it takes action to purchase it; Senator Murkowski wants Japan to indicate a desire to purchase the oil first.

Senator Murkowski stated that it would be very embarrassing if the U.S. lifted the oil export ban only to find that Japan was not interested in purchasing any oil. He stated that it was difficult to understand the rationale for Japanese refusal to make a formal request for the oil when Taiwan had agreed to do so. It was anticipated that Korea would also do so. The Senator pointed out that the U.S. was securing Japan's oil supply as well as that of the United States by its actions in the release. Thus, it was

hard to understand why the Japanese invested in Sakhalin rather than Alaska. The Senator asserted that it would be much better if Japan invested in Alaska.

Mr. Murata asked what would happen if no amendment to the Export Administration Act allowing crude oil export was achieved in February. Senator Fahrenkamp responded that Alaska would try again. She stated that the State Legislature was prepared to spend money to obtain the amendment but recognized that it could take some time to have this happen.

On January 18, 1984 the combined group met with Minister Okonogi, the Minister of International Trade Industry. Senator Murkowski and Senator Fahrenkamp made initial remarks as outlined previously. Senator Murkowski then stated that purchasing crude oil from Alaska would help Japan reduce the balance of payments problem. The Senator declared that opening the beef, citrus food barriers to U.S. producers would not provide sufficient balance of payment offset. The Senator stated that the answer to the balance of payments problem was not for the U.S. to restrict import of Japanese products, but for the Japanese to buy more U.S. products. The Senator then described his proposal for an energy summit as outlined above. Mr. Okonogi replied that he will be in Washington, D.C. at the end of the month and these issues will be discussed. Mr. Okonogi said he preferred using the U.S.-Japan Energy Working Group in the energy summit proposal, but would consider the proposal.

Senator Murkowski pointed out that Vice President Bush has responsibility to follow through on the Reagan/Nakasone communique. He stated his intention to meet with the Vice-President concerning the energy summit.

The combined group then had lunch with three of the four Diet members who had visited Alaska in August, 1983: Namely Mr. Watanabe, Mr. Harada, and Mr. Yosano. Mr. Kato, a Diet member interested in energy, also attended. Mr. Uetake, a former Diet member, was present as was Mr. Matsune, Chairman of Alaska Kai. Mr. Nakayama, senior counselor to the Industrial Bank of Japan, and a long-time friend of Alaska, attended as did Ishiyama, the President of Alaska Lumber and Pulp Company. The discussion focused on the desirability of exchanging visits between Diet members and members of the Alaska Legislature. Senator Fahrenkamp expressed the view that Alaska was prepared, on its part, to take the actions necessary to implement that portion of the Reagan/Nakasone communique which calls for Alaska to be the focal point of an energy relationship between Japan and the

U.S. Minister Watanabe stated that this was a worthwhile goal which he would be unable to pursue because of his recent promotion to Minister of Health and Welfare. He stated that the other Diet members present were prepared to be helpful in the effort. In their various remarks the Diet members expressed an interest in the energy summit proposed by Senator Murkowski and promised to consider it.

Following lunch the Alaska legislative mission held a press conference with the Japanese press. Senator Fahrenkamp presented the points she had made in meetings with government officials. The press was extremely interested in the oil and gas issues and the interview had to be terminated to allow the mission to take the flight to Korea.

The combined group was met at Kimball International Airport on the evening of January 18, 1984 by former Korean Energy Minister S.K. Lee, a strong advocate of development of Alaska's energy resources. The group was joined by another long-time friend of Alaska, Mr. T. J. Kim at the Shilla Hotel.

The first meeting of the morning of January 19, 1984 was breakfast with the corporate leaders of Sun Il Corporation concerning its coal purchase contract with Usabelli Coal Company. The group was assured that the project was on schedule.

The combined group then received a briefing from Mr. Walter Lundy, economic counselor to Ambassador Walker. Mr. Lundy briefly outlined the dramatic expansion of the Korean economy in the last ten years. The Korean economy is growing at approximately ten percent per year. Much of this is due to the expanding domestic market in Korea. The Koreans are presently trying to enter the export market and participate in the hi-tech area. For the first time, Korea will have an unfavorable balance of payments problem with the United States in 1983 - approximately \$1 billion. The Koreans are extremely worried about this.

Mr. Lundy felt that the Korean government would respond favorably to the proposal of formally requesting oil and to the idea of an energy summit. He warned that due to their recent prosperity the Koreans had been deluged with requests to purchase foreign goods. The Koreans have sufficient energy in the short run, but need assured, long-term supplies over the long run. Mr. Lundy viewed the

creation of the five company consortium to participate in the marketing and financing study of the gas as very favorable.

Mr. Lundy advised that although there was no specific mention of Alaska, as there had been in the Reagan/Nakasone communique, the communique between President Reagan and President Chun in November, 1983 contained a paragraph in which the United States pledged to be an energy supplier to Korea and to help Korea obtain energy resources in case of emergency. Mr. Lundy suggested that in its discussion with the Korean government, the group point to this paragraph as the basis for its proposal that the Koreans make a formal request for oil and an energy summit meeting. Mr. Lundy stated that the embassy would provide all possible assistance in achieving these goals.

The combined group met next with Minister of Commerce and Industry Kum. After Senator Murkowski and Senator Fahrenkamp had made their opening statements Senator Murkowski urged that the Korean government make a formal request for crude oil from Alaska that there be a four nation energy summit meeting. Mr. Kum responded that while Korea was interested in purchasing energy resources from Alaska, the specifics of that discussion would have to await the group's meeting with Energy Minister Choi. Mr. Kum stated that Korea would buy the oil if the export ban were lifted and asked Senator Murkowski to explain the procedures for changing the law. Following Senator Murkowski's explanation, Senator Murkowski did give reasons why Alaska was looking to Pacific Rim as a market.

The combined group had lunch with National Fisheries Administrator Kang. After an exchange of introductions, Senator Murkowski applauded Korea's adherence to the 200-mile limit. He asked if the Korean government was interested in obtaining more joint ventures with Alaska fishermen as opposed to fishermen from elsewhere. The conversation centered on these two points.

In the afternoon the combined group met with Ambassador Walker. The Ambassador stated his support for the export of Alaska crude oil and for the energy summit meeting. He promised to do everything he could to assist in Korea's purchase of natural gas from Alaska. To that end he planned to host a dinner for Yukon Pacific officials in the five company consortium which had agreed to do the financing and marketing study on the gas during Governor Hickel's visit in February, 1984. Senator Fahrenkamp thanked the

Ambassador and explained that Alaska intended to aggressively market its resources on the Pacific Rim and to make any necessary changes in federal or state law toward that aim.

The combined group then met with Minister Choi, Minister of Energy and Resources. Senator Murkowski and Senator Fahrenkamp made opening remarks. Senator Murkowski asked that Korea make a formal request for Alaska oil and that there be an energy summit between the U.S., Korea, Japan and the Republic of China (Taiwan). Senator Fahrenkamp asked the Minister to assist in making certain that the coal contracts between Sun Il Company and Usabelli Coal Company occur on schedule.

Minister Choi stated that Korea wanted to diversify its sources of energy supply. Korea would buy Alaska crude oil if it were made available and would seriously consider making a formal request for it. He said that while there was no need for gas right now because of purchases from Indonesia, his ministry's upgraded projections show a need by 1989. Accordingly, his ministry would assist private enterprise of Korea to coordinate Korea's portion of the financing and marketing feasibility study. Minister Choi said that he is uncertain that the Sun Il/Usabelli contract would occur on schedule. The Minister said that he views favorably the proposed energy summit. He then asked Senator Murkowski to explain his proposed amendment to export crude oil and to describe the prospects for passage in the Senate.

Senator Murkowski gave a detailed account of the proposed amendment. He stated that changing the law would be a hard fought battle. Accordingly, he appreciated the Minister's consideration of the proposal that Korea make a formal request for the oil as this would be a great help.

The group then met with Mr. Lee, Chairman of the Board of Samsung Corporation. Senator Murkowski pointed out that the gasline construction would involve assistance from companies such as Samsung. The Chairman stated that Samsung Corporation had always looked for natural resources, particularly in the United States, and more specifically Alaska.

The combined group then met with the President of the Korean Electric Power Company, Mr. Park. After Senator Murkowski and Senator Fahrenkamp had made initial remarks, Senator Murkowski stated that he hoped that the Sun Il Usabelli coal contract would go forward as scheduled. He was assured by Mr. Park that it would. Senator Fahrenkamp

then brought up the issue of all of Alaska's resources focusing specifically on Alaska's energy resources. An informal discussion ensued regarding the opportunities for marketing those resources on the Pacific Rim.

At this point Senator and Mrs. Murkowski left the group to return to the United States. Following departure of Senator Murkowski the discussion continued and was led by Senator Fahrenkamp.

The legislative mission met for breakfast on January 20, 1984, to discuss the points it would make in its meetings during the day, all of which were with Korean companies interested in Alaska's energy resources and their construction projects in Alaska. It was decided that Senator Fahrenkamp, as senior member, would make the following points at each of the meetings:

1. That the Alaska Legislature intended to make a major effort to market Alaska's resources on the Pacific Rim.

2. That the mission has come to Japan and Korea at this time to demonstrate the Alaska Legislature's support of the congressional delegation's effort to lift the ban on the export of Alaska oil to the Pacific Rim.

3. That this issue will be debated in Congress in mid-February. The Alaska legislative mission believes that the ban on Alaska crude oil exported is inconsistent with Paragraph 12 of the communique between President Chun and President Reagan, which provided that the U.S. would be a reliable supplier of energy and help Korea obtain stable energy supplies.

4. That the legislative mission urges the Korean government to contact the U.S. government to formally request the Alaska oil. In particular the U.S. Defense Department should be contacted regarding Korea's desire for the oil.

5. That Alaska has extensive natural gas supplies. Senator Murkowski is trying to put together a four-country energy summit meeting to discuss financing and marketing of the gas.

6. That the Alaska legislative mission understands that former Governor Hickel will be in Korea in February to discuss the natural gas issue. Ambassador Walker told the mission yesterday that he will help coordinate that visit

with key industry leaders. The Alaska legislative mission supports this initiative.

7. That coal is one of Alaska's major resources. Contracts have been entered to sell Alaska coal to Korea. The legislative mission is delighted to learn that arrangements for coal delivery are still on schedule. The Alaska legislative delegation would like to see more coal sold in Korea.

8. That in April a delegation from the Alaska Loggers' Association will be in Korea to discuss Alaska's timber resources. The Alaska legislative mission urges the Korean business community to work with the Alaska timber industry to sell more of Alaska's timber in Korea.

The Alaska legislative mission met with Fisheries Minister Kang for lunch. The Alaska legislative mission applauds the efforts made by the Korean fishing industry to comply with the requirements of the 200-mile limit and requests that the Korean fishing industry enter into more joint ventures with Alaska fishermen.

The mission met first with Mr. Kim, President of Ssangyong Construction Company. Senator Fahrenkamp made the remarks outlined above. Mr. Kim expressed the hope that Korea would enter into a long-term energy relationship with the United States. He stated that his firm had purchased some Alaskan coal in connection with its cement plant operations, but the coal was wet and had to be mixed with other coals. Ssangyong is not now using Alaska coal.

Mr. Kim expressed his company's interest in any construction contracts which may arise from construction of the gas pipeline. Senator Fahrenkamp responded that it was her personal view that in awarding such contracts consideration would be given to companies of nations that participated in the financing and marketing of the gas and were themselves helpful in causing the project to happen.

The legislative mission then met with officials of the Doosan group. Senator Fahrenkamp made the points outlined above. Mr. Keh stated that Korea was interested in Alaska's resources. While Doosan was smaller than the big Korean trading companies, he was quite interested in those resources and also interested in participating in the construction of the natural gasline. Senator Fahrenkamp repeated the point about assistance causing the project to happen, previously made to Ssangyong officials.

The group met next with Mr. Cheon of Hyundai Construction Company. Hyundai is the largest of the Korean trading companies. Mr. Cheon stated that he had prior experience in construction projects in Alaska. He plans to be in Alaska in April. He expressed interest in construction of the gas pipeline. Senator Fahrenkamp repeated what she had told the other companies. Mr. Cheon wanted to know if the Hyundai built the project, could it be paid in natural gas. Representative Bettisworth stated that in his opinion, this was the only way the project would work. General discussion about Alaska's potential then followed.

The legislative mission then met with Mr. Roh, Vice Chairman of the Federation of Korean Industries (FKI), which is similar to the Keidenren. Mr. Roh stated that approximately 400 of the largest Korean companies are members of FKI. The FKI makes recommendations to the government after reaching an internal consensus.

Senator Fahrenkamp delivered her prepared remarks, whereupon there was a general discussion about the desirability of Korea purchasing Alaska's energy resources and other resources. Mr. Roh stated that the business community was anxious to expand its activities in Alaska.

Following the FKI meeting, the legislative mission was met with Mr. Lee, Vice-President of Daelim Construction Company. After Senator Fahrenkamp delivered her prepared remarks there again was a general discussion about construction activity in Alaska. Senator Fahrenkamp repeated her remark that any construction company that participated in the natural gas line would have to be from a country which participated in the financing and marketing study and itself was helpful in causing the project to happen.

In the evening the group attended a reception put on by Ambassador Walker for the Alaska legislative mission and a congressional mission which was then in Korea. During the course of this reception, members of the Alaska legislative mission had the opportunity to talk with members of the Korean National Assembly and with members of Congress regarding these energy issues. In particular, there was an opportunity to talk with Congressman Jack Hightower of Texas. Congressman Hightower stated that the congressional attitude against exporting Alaska oil was not strongly held, although he doubted it would pass the Congress at this time because of the power of maritime unions. The members of the National Assembly with whom conversations were conducted were very anxious that the oil export ban be lifted and that Korea participate in the purchase of Alaska's energy

resources. Members of the legislative mission also talked with Ambassador Walker and economic counselor Lundy and were promised all possible support from the Embassy in assisting the legislative mission in achieving its goal.

On Saturday, January 21, the Alaska legislative mission traveled to Pamunjon. The purpose of the trip was primarily to view the demilitarized zone and, secondarily, to experience first hand, Korean life which has been dramatically affected by its relationship with North Korea.

IV. Conclusion.

In conclusion, we believe that the objectives of the mission we set out to achieve were accomplished. However, much more work needs to be done. In this regard, we would urge that the recommendations made in Section II of this report be adopted.

ATTACHMENT I

Forbes, November 7, 1983--"Northwest Passage"

Asia covets Alaskan fish, timber, coal and, especially, oil, and the state's little-known Native corporations are finding new trading partners.

Northwest passage

By Allan Dodds Frank

WHEN THE residential housing market slumps in Tokyo, it hurts Alaska Natives in Juneau and Sitka. When South Koreans get depressed, aphrodisiac prices there decline and Eskimos in Kotzebue lose

profits. What's going on is that the Natives of Alaska, the Eskimos, Indians and Aleuts, are establishing business empires increasingly tied to the fortunes of the Pacific Rim. Japan and South Korea provide major markets for timber, fish, minerals and, yes, even reindeer horn, which old-fash-



Cook Inlet Region, Inc. President Roy Hubbard at headquarters in Anchorage Alaskan coal to Japan?

ioned apothecaries in Seoul finely grind into much-savored sex potions.

Being in the export business is just one offshoot of the 1971 settlement, enacted by Congress, of the land claims of Alaska's 80,000 Eskimos, Indians and Aleuts. The Natives were granted 44 million acres, a land area equal to 2% of the entire U.S. To help them enter the capitalist mainstream, \$962.5 million was thrown into the pot (FORBES, Oct. 24) to establish 263 village and 12 giant regional corporations. These are to administer the land and begin profitmaking ventures. Each Native received 100 shares in a regional corporation. To prevent takeovers by outsiders, Congress prohibited any stock sale until 1991.

"Until I became a Native American businessman, I always thought a strong American dollar was a good thing," says Roger Lang, a Tsimshian Indian who fishes commercially for salmon and halibut when not attending to his duties as a director of Sealaska Corp., a company with estimated timber assets in hemlock, spruce and cedar worth more than \$200 million. He now knows a weak yen means weak sales. Lang adds that Canada, which he accuses of dumping logs, has hurt Sealaska timber sales to Japan, which last year were nearly 190 million board feet, mostly in round logs.

Overall the 12 Alaska Native corporations' profits have been improving (see table, p. 222), but the big move forward will occur when world prices for oil, timber and fish improve. Until then the corporations will work on honing skills in scouting out new joint ventures. Several Native corporations have opened branches in Tokyo and Seoul, and more will follow. Alaska is midway between Tokyo and New York by air, and by water it's far easier to ship bulk commodities to the Pacific Rim than to the U.S. East Coast. Raw salmon is a big seller in the Orient, so several Native corporations, like Calista Corp. in southwest Alaska and Nana Regional Corp. in Kotzebue, have negotiated wholesale deals to sell fish caught by Natives to Japan.

For Nana, the South Korean market for reindeer horn is the margin that makes it possible to maintain a herd of 6,000 animals that also provides fresh meat for local Eskimos, all of whom are stockholders. The herd still loses money, which makes it a tax-loss carryforward on the hoof, but the slaughterhouse also is used in summer to process fish. Besides, Nana stockholders are constantly entertained by management's amusing efforts at rounding up the reindeer. Using tax-deductible toys—helicopters,

aircraft, three-wheeled vehicles and dog teams—they try to separate the reindeer from thundering herds of wild caribou (They look alike and are compatible.) Nana also mines decorative quality jade that it sells to Taiwan for carving into clocks, ashtrays and little animals, even reindeer.

"In Japan they understand the Alaska market much better than anyone else," says Alex Raider, Calista Corp. president. Raider has enticed several major Japanese corporations, including Mitsui Engineering & Shipbuilding, Ltd. and Kawasho International Corp., into joint ventures to supply engineering expertise and steel for building offshore oil rigs in the Bering and Chukchi seas. It's not just the Asians who are doing business with the Native corporations. Remember, the dozen corporations control 44 million acres of the state and deal with the major U.S. oil companies, handling service and construction contracts. Natives and oilmen lobby together against environmentalists for sale of Alaska oil to Japan.

In the main, the Native corporations have staked their future on resource development, with nearly every corporation involved in joint ventures with oil companies.



Roger Long, a Tsimshian Indian who is a Sealaska director. Learning that a strong dollar doesn't always help.

The most profitable Native corporation, Cook Inlet Region, Inc., is seeking a blend of Pacific Rim and domestic markets that other Native corporations are trying to duplicate. Cook Inlet President Roy Huhndorf says improvement of coal prices could make it economically feasible to ship to Japan from the corporation's massive Beluga coalfield near Anchorage, to be operat-

ed under lease by Placer Amex Inc. In the meantime, with proved oil and gas reserves, Cook Inlet "is going to stick to joint ventures with expert operators like Arco and Texaco," says Huhndorf.

The Native corporations always look for ventures that will employ shareholders, a notion that produces company ties akin to the Japanese cradle-to-grave employment approach. The Native leaders strive to create shareholder loyalty—William L. Hensley, president of Nana Development Corp., a Nana subsidiary, calls it "Sivunigvik," spirit in Eskimo—to work against the temptation to sell out when 1991 comes around.

The Native corporations, however, have lost a friend with the resignation of James Watt, the Interior Secretary. Watt had pushed hard to unlock their lands for exploration and to get their land titles to them. He put federal lawyers to work on projects to make the Natives self-sufficient, even if it meant fighting The Sierra Club, which it has. As he told *FORBES* before his resignation, "The no-growth advocates who try to destroy the success of these corporations shouldn't be tolerated."

But then Watt believed in self-reliance for the Natives, not handouts. ■

On native ground

These 12 corporations, established by Congress, control most subsurface and surface rights to 44 million acres of Alaska and were given \$962.5 million to set up

businesses and manage the assets to make Alaskan Natives self-supporting. They can't sell their stock until 1991. Here's a situation report.

Corporation	Reporting year	Stockholders	Acreage (millions)	Settlement money	Equity	Long term debt			Earnings per share	Equity per share
						(in thousands)	Current assets	Current liabilities		
Ahtna Inc	1983	1,074	1.8	\$15,085	\$17,755	\$ 877	\$12,304	\$1,354	\$ 2.69	\$17.34
Alut Corp	1982	3,249	1.5	19,504	15,839	2,110	8,346	1,208	1.53	48.75
Arctic Slope Regional Corp	1982	3,738	5.2	22,535	20,002	16,299	15,684	14,938	(18.38)	50.84
Bering Straits Native Corp	1981-82	7,425	2.2	51,225	8,360	24,391	5,640	3,404	(5.01)	13.20
Bristol Bay Native Corp	1983	5,401	3.2	32,695	37,194	14,527	7,980	3,761	5.88	62.87
Calista Corp	1982	13,306	6.5	80,133	54,716	23,865	21,571	3,600	1.18	41.12
Chugach Natives Inc	1982	1,908	1.0	11,454	6,049	906	8,828	9,710	(4.62)	31.64
Cook Inlet Region Inc	1982	6,264	2.4	43,026	75,880	9,685	65,209	26,677	24.98	121.14
Doyon Ltd	1982	9,491	12.2	53,609	57,991	3,374	11,602	19,144	0.74	64.00
Koniag Inc (9 mos ending 3/31/82)		3,432	1.1	26,904	15,043	2,886	8,696	8,315	(3.33)	33.35
Nana Regional Corp Inc	1982	4,828	2.3	43,583	44,669	2,751	20,594	20,189	1.80	60.85
Sealaska Corp	1982	15,787	0.6	203,948	176,000	36,889	100,756	101,828	(17.72)	111.41

Source: Native corporations' annual reports

ATTACHMENT H

Markets for Alaska Timber--Pacific Rim Countries

Development Planning and Research Associates, Inc.,
200 Research Drive, Manhattan, Kansas 66502
with
The Tuolumne Corporation
and
International Investments Consultants, Inc.

MARKETS FOR ALASKAN
TIMBER PRODUCTS
PACIFIC RIM COUNTRIES

To

Forest Service, Region 10
U.S. Department of Agriculture

P-509
May 1983

B. The Market for Alaskan Timber Products in Korea

Korea is a country of few forest resources but a sizeable wood products industry relies heavily on the export market. It exports large volumes of wood worldwide and some lumber to Japan and the Middle East where Korean contractors are very active.

1. Market Structure for Alaskan Timber

Our investigation of the Korean market showed that only four firms import from southeast Alaska and one of these, a red cedar importer, was beyond the scope of the study. Each of the three applicable users is an integrated importer/processor importing hemlock and spruce directly from Alaska. The three importers used 75,500 m³ of Alaska spruce and hemlock timber in 1981, most of which (83%) was western hemlock imported by one firm. Table 5 summarizes survey results of the three Alaskan timber importers. Alaskan timber represented 29 percent of their total timber volume, ranging from 25 percent to 75 percent. For all Korea, Alaskan timber represented only about one percent of the total timber usage in 1981.

2. End Use

The greatest single use of Alaskan timber is western hemlock in hidden interiors of houses. Western hemlock is also used in exposed house interiors and boxes and crates. Sitka spruce usually goes into the growing musical instruments industry, particularly Korean pianos.

3. Timber Quality and Desirable Characteristics

Most Korean concern about quality pertain to Sitka spruce which is used in the higher valued musical instruments industry. They are less concerned about the quality of western hemlock which they use primarily because of price consideration. The quality of hemlock logs is not good but acceptable at the low price Koreans pay (recently \$200 per MBF, p.a.s.).

Table 5. Information summary on sawmill's importing SE Alaskan timber, Korea 1/

Item	Survey results
Total annual volume:	
• Timber processed, all sources	260,667 m ³
• SE Alaskan timber	75,500 m ³
• SE Alaskan logs (n=1)	67,500 m ³
• SE Alaskan cants (n=2)	8,000 m ³
• SE Alaskan Sitka spruce (n=3)	13,000 m ³
• SE Alaskan western hemlock - all logs	62,500 m ³
Alaskan timber as % of total	1 mill - 27%, 2 mills - 75%
Recovery on logs	Sitka spruce - 65%, hemlock - 60%
Recovery on cants (n=2)	Sitka spruce - 70% and 75%
End Use	
o SE Alaskan western hemlock logs (n=1)	50%, House const. - hidden interiors 20%, House const. - exposed interiors 30%, boxes and crates
o SE Alaskan Sitka spruce scarfs	100%, Musical instruments

1/ A total of three integrated sawmills were surveyed and to the best of our knowledge they are the only Korean users of SE Alaskan Sitka Spruce and western hemlock. Each does its own importing of timber.

Koreans prefer the same qualities in Sitka spruce as the Japanese; high ring count, free of small knots and specific uniform grain angle. There have been problems attaining acceptable quality in most of these areas.

4. General Timber Situation in Korea

Demand

In 1981, total timber demand was 7.3 million m³ (log equivalents), sawn from 11.6 million m³ in 1978. Traditionally, most of Korea's demand for timber was for re-export. Recently domestic demand has become dominant mainly due to declines in the export market. In 1982, domestic demand is expected to account for 65 percent of the timber use and lower export demand will account for only 35 percent of the log use.

Most of the wood product exports is in the form of plywood, 2.5 million m³ log equivalents in 1981 or 93 percent of exports. However, this is down sharply from a peak of 4.9 million m³ in 1977.

The reduction in plywood exports is attributed to decreased supplies of suitable hardwood logs, more so than reduced plywood markets. Key hardwood exporting countries have significantly restricted log exports in recent years.

By 1990, Korean forestry officials expect annual timber demand to be 19 million m³ annually. They expect the domestic demand to be 14.5 million m³ and export demand to be 4.8 million m³. We believe the export demand projection may decline faster than the government estimates. Domestic demand projections are reasonable if Korea can maintain its economic growth and increase housing starts which recently ranged from 200,000 to 250,000 per year.

Supply

In 1965 domestic timber accounted for 48 percent of the total supply.

Imports became more and more important as the plywood and lumber re-export industry grew, and domestic sources supplied only 3 percent in 1978. Their proportional importance has increased sharply since 1978, however, up to 16 percent in 1981. This is largely because of reduced hardwood imports for the plywood re-export industry as discussed earlier. The actual volumes have been 800,000 to 900,000 cubic meters since the mid 1960's, topping 1 million m³ in 1981.

Imported supplies reached a peak of 10.6 million m³ in 1978, declining to 6.1 million m³ in 1981. Most of this decline has been in the hardwood area and while the volume of imported softwoods is down some. Softwoods now represent a larger share of imports, 22 to 23 percent in 1978 to 1981 versus 2 percent in 1975.

5. Trends and Opportunities in the Korean Market

Due to a combination of increased demand for softwood and limited domestic resources, use of North American softwoods will presumably grow. Most of this will be in the form of logs but the share of processed timber is expected to grow.

If Alaska suppliers can be price competitive, they should expect increased exports to Korea. If current manufacturing practices hold, demand for Sitka spruce in musical instruments should increase. However, if spruce is replaced by other woods in piano keys, legs and frame, spruce demand could decline but such substitution does not appear likely.

While Korea can probably use more hemlock in the future, their actual hemlock imports will depend on what the Japanese do. If the Japan market strengthens, the Koreans will not likely compete with the Japanese for hemlock logs and cants. They will seek lower cost and lower quality substitutes. Thus, relative to Japan, the hemlock market in Korea does not look particularly good.

- Alaskan Sitka spruce is preferred over essentially all foreign spruces. Assuming prices are competitive no major threats to substitution exist and Alaskan volume should be a direct function of Japanese demand for spruce. At higher prices, substitutes do exist and will be used.
- The Japanese sawmills have had problems with quality control on Alaskan timber. We recommend Alaskan exporters start a program with key traders to identify specific problems and improve sorting and grading of timber for Japanese customers.
- The Japanese sawmillers are very interested in discussing their trading problems and establishing long-term trading relationships.

Korea is a much smaller importer than Japan but offers potential for growth in Alaskan timber imports. We offer the following specific conclusion and recommendations:

- Korea sawmillers and importers, compared to Japanese, are more price conscious and less quality conscious, particularly regarding hemlock.
- We recommend that Alaskan traders develop a sort specifically for the Koreans, like the K-sort used in the Pacific Northwest. This will complement the need to maintain higher quality and prices for the Japanese market. The lower quality material can be sorted out and sold to Korea at a fair price.
- Korean plywood mills are facing great difficulty securing Southeast Asian hardwood. They may be able to substitute some Alaskan species, e.g., cottonwood or the larger white spruce logs, to replace part of the hardwood needs and Alaska should investigate this potential.

and Sitka spruce from Alaska. This is to be expected considering that Japan has been the traditional market for Alaska and that higher production costs and the Jones Act ^{1/} inhibit marketing in the lower 48 states.

Japan will remain Alaska's strongest customer for logs and for cants and the major customer for U.S. timber products in the Pacific Rim Countries. While exports of timber product from the lower 48 states have declined substantially over the past five years, Alaskan exports have increased slightly through 1981. As a result, Alaska's share of the U.S. exports to Japan has risen considerably, from 18 percent to 27 percent over that period.

The Japanese represent a very quality oriented market and purchase with specific quality standards oriented to specific end uses. They rescale and regrade all purchased logs, upon arrival in Japan.

b. Korea

Exports to Korea have historically consisted of low grade hemlock and spruce logs and a minimal volume of piano grade spruce cants. In the Pacific Northwest the grade just above pulplogs is the so-called "K-sort", K standing for Korea. The Alaskan equivalent is a somewhat larger rough log from which some clears can be obtained through time-consuming turning on the carriage.

c. Taiwan

Taiwan is Alaska's smallest customer in volumes of product sold, all in cants of hemlock and spruce in 1981. Taiwan has purchased hemlock logs and cants primarily from the PNW with limited supplies from Alaska. Only a limited amount of Sitka spruce has been imported and only recently from Alaska.

^{1/} The Jones Act requires that all interstate-intercoastal water borne freight be carried on U.S. bottoms.

V. THE POTENTIAL MARKETS FOR ALASKAN TIMBER PRODUCTS IN KOREA

A. Background

Korea is a country with few forest resources, but with a sizeable wood products export industry. The domestic forests were heavily cut in the later years of Japanese occupation for military construction purposes and before they could recover were again cut over for firewood during and just after the Korean War. They now consist largely of planted pines, growing slowly on rather poor sites, and planted poplars, plus limited old growth hardwoods, pines, and other conifers. The acreage is extensive but stocking is low, except in the poplar plantations. Total forest area is 6.6 million hectares, with an estimated 111 million cubic meters of growing stock, or 16.8 cubic meters per hectare.

Exports consist mostly of plywood produced from imported Southeast Asia hardwood logs. In recent years American softwood logs have provided the raw material for construction lumber exported to Japan and the Middle East, where Korean contractors are very active. As of 1981, Korea depended on imports for 83 percent of its timber requirements.

B. The Market Structure for Alaskan Timber in Korea

1. Importers, Sawmills and Channels of Distribution

To the best of our knowledge there are four firms that import from southeast Alaska, but only three fall strictly within the scope of this study. The fourth is a red cedar importer and falls outside the scope of this study. For the applicable cases, the market structure is the same. Each is an integrated importer/processor who imports directly from Alaska. One importer does sell a minor quantity to small independent sawmills.

The three importer/processors imported about 75,500 m³ of Alaskan timber in 1981 according to survey responses. Most of this, 83 percent, was K-sort hemlock logs imported by one firm (Table V-1). Sitka spruce imports totaled 13,000 m³ of which 8,000 m³ were cants. In 1980, one firm reported they had imported hemlock cants also, but lost money on the venture and have not repeated it.

The Alaskan timber represents about 29 percent of the total volume of the three processors and ranges from 27 percent to 75 percent. For the total Korean industry, Alaskan imports represented only about one percent of total timber usage in 1981.

2. End Use

As shown in Table V-1, the greatest share of the Alaskan timber, 31,250 m³ of western hemlock, went into hidden interiors of houses. The remainder of the western hemlock was used in exposed house interiors and boxes and crates. Sitka spruce, logs or cants, usually went into the growing musical instruments industry, particularly Korean pianos.

3. Preferences

Korean preferences for Sitka spruce require a high ring count, an even knot distribution and a specific uniform grain angle. They tend to be less concerned about quality characteristics in hemlock which is used in lower value or hidden end products.

In the case of the hemlock logs, they are generally satisfied and accept the trade-off in quality for the low price they pay (recently \$200 per MBF, FAS). Alaskan logs are criticized, however, for a high percentage of center defects. While specifications do allow up to 40 percent deduction from gross for these defects, the usual deduction is less than 20 percent. Also, the overall recovery rate on logs is relatively high, 60 percent, considering the low grade of logs imported.

Table V-1. Information summary on sawmills importing SE Alaskan timber, Korea 1/

Item	Survey results
Total annual volume:	
• Timber processed, all sources	260,667 m ³
• SE Alaskan timber	75,500 m ³
• SE Alaskan logs (n=1)	67,500 m ³
• SE Alaskan cants (n=2)	8,000 m ³
• SE Alaskan Sitka spruce (n=3)	13,000 m ³
• SE Alaskan western hemlock - all logs	62,500 m ³
Alaskan timber as % of total	1 mill - 27%, 2 mills - 75%
Recovery on logs	Sitka spruce - 65%, hemlock - 60%
Recovery on cants (n=2)	Sitka spruce - 70% and 75%
End Use	
• SE Alaskan western hemlock logs (n=1)	50%, House const. - hidden interiors 20%, House const. - exposed interiors 30%, boxes and crates
• SE Alaskan Sitka spruce cants	100%, Musical instruments

1/ A total of three integrated sawmills were surveyed and to the best of our knowledge they are the only Korean users of SE Alaskan Sitka Spruce and western hemlock. Each does its own importing of timber.

Preferences or criticisms of the spruce timber were at least more vigorous, if not more serious. One importer notes that only 40 percent or so of the Sitka spruce is really suitable for sounding boards in pianos, its intended use. They complain about knots, unacceptably wide grain, wavy grain, pitch pockets or lines, excessive hardness and instability in drying. As a result of these defects, one processor has accumulated about 500 MBF of material that they cannot use--presumably it could be used for legs but the requirement for legs is not large enough to use defective material. In contrast, the other Sitka spruce importer did not have major complaints about quality.

C. The General Situation for Timber in Korea

Given the status of Alaskan timber imports in Korea, we now provide an overview of the aggregate timber market. Topics covered include demand and supply which will lead to a final section on opportunities for Alaskan timber in Korea.

1. Demand

The total demand for timber in Korea was 11.0 million cubic meters (log equivalent) in 1978, declining to 7.3 million in 1981. The Office of Forestry forecasted, about a year ago, that 1982's demand would be up to 8.3 million cubic meters. 1982 data were not available at the time of the visit, but it is apparent that there has been an appreciable increase over 1981. Table V-2 shows the demand from 1965 to date by category of domestic use, and by domestic vs. re-export requirements.

According to the Korean Office of Forestry, Korea's domestic needs were much less than those of the Korean re-export industry through the late 1960's and up to 1977. During those years the re-export sector took almost 60 percent of the total demand, reaching 66 percent in 1976. Still, its importance has declined recently, and is likely to decline even more in the future.

Table V-2. Korea's wood products demand

	1965	1970	1975	1978	1979	1981	1982
-----1000 m ³ log equivalents-----							
<u>Domestic use</u>							
Pit props	304	450	542	617	626	628	637
Pulpwood	41	206	188	313	233	497	737
Plywood	-	-	-	541	1,792	1,345	1,132
Other	403	1,057	2,159	4,875	3,965	2,115	2,911
Total	<u>748</u>	<u>1,713</u>	<u>2,889</u>	<u>6,246</u>	<u>6,616</u>	<u>4,585</u>	<u>5,417</u>
<u>Export use</u>							
Plywood	511	2,270	3,226	4,528	3,031	2,497	2,413
Other	1	17	350	737	1,293	183	460
Total	<u>511</u>	<u>2,287</u>	<u>3,576</u>	<u>5,265</u>	<u>4,324</u>	<u>2,680</u>	<u>2,873</u>
Total Demand	1,259	4,000	6,465	11,511	10,940	7,265	8,290

Note: 1982 figures are a forecast prepared at the end of 1981, apparently reasonably accurate.

Source: Assembled from data obtained from the Korean Office of Forestry.

a. Domestic requirements

The categories of domestic use into which the Office of Forestry groups its figures, and which are shown in Table V-2, are pitprops, pulpwood, plywood and general use (presumably lumber in its various applications and particle board). The plywood and general use categories cover housing and other construction, furniture and musical instruments, and boxes and crating material.

Since Korea is heavily export-oriented, an unknown but certainly quite large part of domestic use should perhaps be assigned to the re-export sector - e.g., furniture, musical instruments and the packing materials needed for all kinds of export items. These requirements would exist in most countries, but in Japan and the United States, for example, they are small compared to other domestic needs. In Korea, they probably inflate domestic demand to a significant degree.

Domestic use peaked in 1979, at 6.5 million cubic meters, declined to 4.5 million in 1981. Government stimulation of the housing industry was to increase domestic use to 5.4 million in 1982.

The current rate of housing starts is between 200,000 and 250,000 annually, and is expected to increase slightly. Data were not available on the number of multi-unit vs. single-family dwellings. However, in terms of wood use it is probably not as significant as in Japan because there are very few wood-frame buildings. Wood is used primarily in door and window frames, floors, ceilings and roofs to some extent, doors and some cabinetry, and in concrete forming.

The volume of wood used per housing unit is estimated to be 7.1 m³. Housing, therefore, would be using 1.4 to 1.3 million cubic meters per year, plus whatever is used temporarily for concrete forming, perhaps another 0.2 or 0.3 million. Plywood and general use took 3.5 million cubic meters in 1981, so roughly another 0.5 million were required for other construction, furniture, crating, etc.

b. Re-export

Starting in the early 1960's, Korea became the world's most important in-transit processor/producer of hardwood plywood, using Southeast Asian logs. This activity peaked in 1977, with 4.9 million cubic meters of logs--half of Korea's total log requirements in that year. It has since dropped sharply, to 2.5 million in 1981.

Reduced plywood markets in North America, Europe, Japan, etc. are not the only factor in the decrease in Korea's plywood re-export trade. The declining availability of suitable logs is more significant and promises more future problems for the industry. Indonesia and the Philippines have severely restricted log exports, leaving only Papua New Guinea and the Malaysian states of Sabah and Sarawak as places from which logs may be exported on a reasonably open market basis. As a result, Korea must compete with Taiwan, Singapore and Japan for these remaining log sources.

The Korean plywood industry has two options for dealing with this problem. They are:

- shift their operations to the resource country which many companies either have done or are planning to do. This, of course, removes their log requirements from Korea's total demand.
- Substitute other woods for Southeast Asian hardwoods, in core and cross-band veneer. The possibilities include Korean plantation poplar, cottonwood from North America, tight-knotted softwood logs from North America, or imported veneer of softwoods, aspen, etc.

Korea also exports lumber, moldings and other remanufactured wood products, although this is much less important than plywood export. The raw material for this includes North American softwoods, re-exported to Japan and to

Korean construction companies working in the Middle East. This sector took 1,293,000 cubic meters of logs in 1979, dropping to 183,000 in 1981 and supposedly increasing to 460,000 in 1982.

Export statistics cast doubt on the above figures, however. In 1981, Korea apparently exported 262,000 cubic meters of lumber, moldings, and other processed lumber of which 219,000 cubic meters were softwoods for Japan and the Middle East. Probably about 400,000 cubic meters of logs would have been needed to produce this volume, suggesting that lumber re-export is much more important than the 183,000 cubic meters shown in Table V-2.

c. Future demand

The Office of Forestry has prepared a forecast of timber demand and supply up to the year 2030. This was done in 1978 and their estimate for 1980, not surprisingly, missed significantly as the world-wide economic climate suddenly worsened. Their long-term forecasts are presumably more reliable, if their analysis of underlying domestic trends is soundly based. These forecasts are:

	<u>Domestic</u> <u>use</u>	<u>Export</u> <u>use</u>	<u>Total</u>
	-----million cubic meters-----		
1990	14.5	4.8	19.3
2000	19.5	3.0	22.5
2010	22.7	2.5	25.2
2020	24.6	2.0	26.6
2030	25.6	1.5	27.1

It would not be surprising if the export sector's demand declined faster than these figures suggest, particularly with respect to plywood. As domestic demand increases and as the plywood industry struggles with its raw materials problems, a larger decline in exports is possible.

2. Supply of Timber

a. Domestic supplies

In 1965 domestic timber accounted for 48 percent of the total supply. Imports became more and more important as the plywood and lumber re-export industry grew, and domestic sources supplied only 8 percent in 1978. Their proportional importance has increased sharply since 1978, however, up to 16% in 1981. This is largely because of reduced imports for the plywood re-export industry as discussed earlier. The actual volumes have been 800,000 to 900,000 cubic meters since the mid 1960's, topping 1 million in 1981.

Data were not obtainable on the species composition of domestic production, but from our knowledge of Korea it is estimated that well over half would be pine, about one-tenth plantation poplar, and the balance other conifers, oak, chestnut and miscellaneous other hardwoods (e.g., walnut, persimmon, Paulownia).

Domestic logs are mostly small and of rather low grade and poor form. Their end uses are:

- Conifers: construction, generally utilizing small cross-section and short lengths.
- Poplar: packing material, chopsticks, blockboard.
- Hardwoods: furniture, sliced veneer (particularly in narrow widths and short lengths for items such as plywood parquet), and specialty purposes such as golf club heads (persimmon), and Japanese-style solid or veneered furniture (Paulownia).

Table V-3 shows the sources of Korea's timber supply from 1965 to date.

Table V-3. Sources of Korea's timber supply

Source and species	1965	1970	1975	1978	1979	1981
	-----1000 m ³ Log equivalents-----					
Domestic supplies	503	845	896	996	952	1,130
Imports						
Tropical hardwood	718	2,883	5,116	8,197	7,886	4,792
Softwood						
North American	18	236	443	1,719	1,252	929
Chile & New Zealand	20	56	-	682	832	414
Total	<u>38</u>	<u>292</u>	<u>448</u>	<u>2,401</u>	<u>2,084</u>	<u>1,343</u>
Other	-	-	5	17	18	-
Total	<u>756</u>	<u>3,155</u>	<u>5,569</u>	<u>10,615</u>	<u>9,988</u>	<u>6,135</u>
Total supplies	1,259	4,000	6,465	11,611	10,940	7,265

Source: Assembled from data obtained from the Korean Office of Forestry.

b. Imports

Imports reached a peak of 10.6 million cubic meters in 1978, declining to 6.1 million in 1981. Industry sources consider an increase to 6.3 million, likely in 1982. Southeast Asia and the South Pacific are the principal sources, and from 1965 to 1977 this area supplied 85-95 percent of imports. Softwood imports increased sharply in 1978, and as of 1981 they reduced tropical hardwoods' share of the market to 72 percent.

Tropical hardwoods are used mostly for plywood, but also for other purposes such as lumber and remanufactured product exports, furniture, domestic moldings, window frames, and construction. Table V-4 compares the Office of Forestry data on domestic and export plywood raw material requirements, and on tropical hardwood imports, in order to get some idea of the hardwood volume that goes into these uses.

Softwood imports have so far come mainly from the United States. New Zealand and Chile are suppliers of Monterey pine, accounting for about 27 percent in 1981. Korea has also started to buy Siberian logs, either transshipped or redocumented in Japan. There has been some imports from Canada in the past few years, the volume is not available. We suspect that it is quite small.

With a few exceptions, Korean importers have but one criterion for softwoods--price. Color, grain characteristics, knot placement, ring count and log size mean little. Knot size is of some significance, however, since Korea, like other Asian countries, uses lumber in some very small cross-section, it does not seem to be a serious problem. Also, logs with smaller knots are selected for this type of end product. One product that can accept large knots, provided they are tight, is crating material for machinery exports, etc. Monterey pine, from New Zealand and Chile, is used for this, as it is in Japan.

Table V-4. Korean plywood requirements and tropical hardwood imports

Item	1978	1979	1981
	-----1000 m ³ log equivalents-----		
Plywood requirements			
Domestic	541	1,792	1,345
Export	4,528	3,031	2,497
Total	<u>5,069</u>	<u>4,823</u>	<u>3,842</u>
Tropical hardwood imports	8,197	7,886	4,792
Tropical hardwood used for lumber, moldings, etc. (domestic and export)	3,128	3,063	950

Source: Assembled from data obtained from the Korean Office of Forestry and the Korean Traders Association.

West Coast exporters prepare a class of logs for the Korean market, appropriately called "K Sort." Ideally this consists of small second-growth logs, in long lengths, so that the Korean mills can benefit from the very high Scribner MBF/cubic meter conversion factor. While the Japanese market accepts small logs (down to 6"), the Koreans also accept a considerable degree of roughness, i.e. more knots, sweep, crook bark seams, center rot and, catfaces. The Korean market will also accept larger logs with considerable center defect (say, up to 35-40 percent of the gross volume), provided it is scaled out and the poorer stowage on board ship is accounted for in the price.

U.S. lumber grading rules are not applicable to Korean usage, because with a wide variety of small sizes the Korean sawmillers can recover clear lumber where U.S. sawmillers could not. However it may be useful to describe Korea's lumber use in terms of these rules to provide an idea of what is needed from their softwood supplies. Some characteristics are:

- A moderate amount of improvement in recovery--upgrading from purchase basis by remanufacturing into small sizes. This end result, achievable directly in the sawmill, will not be very large because most of the logs imported are small second-growth, with tight knots.
- A moderate amount of utility grade lumber, used domestically, probably most of it as boxes or packing material.
- A moderate amount of Standard grade, used domestically or exported to Japan or the Middle East.
- Some Construction grade--probably most of which is exported to Japan.
- A little No. 1, Select Structural, Shop Grades, or Clears, probably used locally for miscellaneous special uses or exported to Japan.

Two exceptions to these remarks are:

- Sitka spruce for the musical instrument manufacturers, whose requirements are even more stringent than those of their Japanese counterparts. Korea does not have the same outlets as Japan for spruce which, while not meeting musical instrument specifications, is still of rather high grade, and
- Red cedar, which has come into fashion in Korea for wall panelling. In this case the Koreans are forced into taking lower grade sawlogs in order to get the larger logs that yield clear lumber for panelling; the lower grade logs then go into general uses, probably including crating.

D. Trends and Opportunities in the Korean Market

1. Future Timber and Lumber Supplies

The production forecasts developed by the Office of Forestry indicates an aggressive production level for domestic timber. Supplies are projected to increase to 13 million m³ by 2030 or 48 percent of the projected demand in that year. By 1990, however, domestic supplies are expected to be at only the 3 million m³ level, or 15 percent of demand. These forecasts rely heavily on poplar, which of course grows much faster than any native species. Poplar volume is expected to reach a plateau of 5 million cubic meters per year by 2010.

Imports are forecast to grow, with domestic demand, to 16.4 million cubic meters in 1990, but to decline to 14.1 million in 2030, as domestic supplies increase. The importance of North America as a supply source is likely to increase, as Korea's overall demand comes to consist more of domestic construction needs and less of (mostly plywood) re-export raw material.

Table V-5 shows the Office of Forestry's estimates of where supplies will come from between now and 2030, plus our own estimate of how much North America might provide. Our estimate is based on these assumptions:

- Korea's re-export industry will continue to have difficulties competing for South Seas hardwoods to supply the necessary component for the plywood component.
- The domestic plywood requirement will account for about one-third of total domestic demand. A part of the domestic demand will be filled by softwood plywood imports; some softwoods will be used for veneer in domestic plywood production.
- As a result of increasing difficulty in obtaining tropical hardwood logs, the volume of tropical hardwoods used for purposes other than plywood will decline. The combined domestic and export plywood demand will approximate the extent of tropical hardwood imports.

Up to now Korea has imported almost all its lumber requirements as logs, with relatively little material in cants, squares, lumber, particle board, etc. From our analysis of the market, we believe Korea will gradually import more and more finished or semi-finished wood products. It is difficult to quantify this, but the areas in which such imports are likely to show the most growth are:

- Korean specification construction lumber sawn in North American mills from K Sort logs--similar to those mills that now produce to Japanese specifications,
- hardwood lumber as by-products of Korean plywood operations in Indonesia, etc.,
- softwood veneer and plywood, and

Table V-5. Future sources of Korea's timber supply

	1988	1990	2000	2010	2020	2030
-----million m ³ log equivalents-----						
Domestic supplies						
Native species	1.4	1.5	2.0	4.0	6.0	8.0
Poplar	0.9	1.5	4.4	5.0	5.0	5.0
Total	<u>2.3</u>	<u>3.0</u>	<u>6.4</u>	<u>9.0</u>	<u>11.0</u>	<u>13.0</u>
Imports						
North American	4.8	5.1	4.7	4.4	3.9	3.0
Other areas	10.9	11.3	11.4	11.8	11.7	11.1
Total	<u>15.7</u>	<u>16.4</u>	<u>16.1</u>	<u>16.2</u>	<u>15.6</u>	<u>14.1</u>
Total	18.0	19.4	22.5	25.2	26.6	27.1

Source: Assembled from data obtained from the Korean Office of Forestry.

- North American particle board.

2. Opportunities for Alaskan Timber Species

Within the general setting, it is also possible to gain some insight about opportunities for Sitka spruce, western hemlock and some other Alaskan products.

a. Sitka spruce

As mentioned, the Korean musical instrument industry uses about 5 million BF or (13,000 cu. m.) of spruce per year. This figure is likely to increase somewhat, according to the largest piano manufacturer. They report increasing demand for Korean-made pianos, and to satisfy this they are increasing their capacity. Within a couple of years the total demand will probably be about 7 million BF or (18,000 m³).

Also as mentioned, the demand could theoretically be halved, or at least reduced, if spruce are supplied only in sounding board quality and basswood and other species are used for keys, legs, etc. In practice, basswood might not be as convenient to import as spruce, and so it seems rather likely that spruce will maintain its position.

Since even the highest grade log is bound to contain considerable non-music grade material, we think it is reasonable to say that cants, containing as much as possible of music grade cuttings, would be preferred if the end-users could get them. Some of the smaller companies are now making efforts in this direction.

b. Hemlock and lower grade spruce

Only a very small percentage of Southeast Alaska hemlock and spruce is really suitable for the Korean market - top grade spruce for musical instruments, and small, knotty and preferably sound logs of either species.

What lies in between is too good, in the sense that it possesses characteristics (tight grain and generous yield of clear lumber) that command a premium in Japan but are in most cases of no importance in Korea.

Korea's current log imports from Alaska are covering not only the small low quality, knotty logs but also the next layer of quality upwards - as previously described, logs that will yield a considerable amount of clear lumber but which have a lot of defect. This is probably due to two factors:

- the current low prices for all logs which brings more logs within the range that Korean importers are willing to pay, and
- the overall lower level of logging activity in the Pacific Northwest, which reduces the volume of K Sort logs available there.

When the Japanese market improves, or as the yen strengthens against the dollar, it is almost certain that some of the logs now being bought by Korea will be priced out of the Korean's reach, and either imported by Japan in the round or custom sawn into cants. When this happens exports to Japan from the Pacific Northwest will pick up, producing more K Sort logs as a kind of by-product; some of the Koreans' buying will presumably then shift back to that area.

One might suppose that the small percentage of "true K Sort" logs produced from National Forest land in Southeast Alaska could be sawn into cants that would then be suitable and reasonably priced for the Korean market. We do not think so, for these reasons:

- such logs are, at most, 16" in diameter, and the lower productivity with small logs makes the canting process inordinately expensive, and

- with larger logs, the cost of producing cants may be partly offset by a real freight saving, as defective material is sawn out. With small, knotty but reasonably sound logs this saving is not available.

In short, these logs should, perhaps, be available for export to Korean in the round.

c. Red cedar

Unless red cedar panelling is a passing fad, the projected growth of Korean domestic demand, based on housing and other building construction, will mean more demand for red cedar, and more opportunities to supply it to small scale importers or end users in the form of cants.

d. Other Alaskan possibilities

Moving north and west along the Gulf of Alaska coast, the percentage of logs that are suitable for Korea rises sharply. In places such as Seldovia, Port Chatham and Afognak and Kodiak Islands about half of the volume could be considered K Sort.

Possibilities for Korea's plywood industry exist in cottonwood, white spruce, and perhaps birch, as log or maybe even veneer imports.

In general, the Korean market prospects are good for high grade spruce logs or cants and for red cedar. The market size is small compared to Japan, however. The Korean market does not look particularly good for hemlock or low grade spruce, as Koreans will not compete price-wise with the Japanese for this timber. As described above, some other Alaskan timbers also have some market potential and deserve some attention.

ATTACHMENT C

State Foreign Trade Offices



WESTERN CONFERENCE

THE COUNCIL OF STATE GOVERNMENTS

720 SACRAMENTO STREET, 3rd FLOOR SAN FRANCISCO, CALIFORNIA 94108 (415) 986-3760

December 19, 1983

John Sherwood
Alaska House Research Agency
Pouch Y
Juneau, AK 99811

Dear John:

Enclosed are the materials I found on states' foreign trade promotion offices.

Enclosure 1 is from a publication that the Council of State Governments (CSG) did earlier this year, Economic Development: A Survey of State Activities. The information from the study was gathered in a survey sent in September of 1982. Bob Reinsuttle, the contact person at CSG that I gave you, produced the finished report.

Enclosure 2 is from a report produced by the National Governors' Association in 1981. The report, Export Development and Foreign Investment: The Role of States and its Linkage to Federal Action, was developed using information NGA gathered through a survey of state officials.

Enclosure 3 is excerpted from a book written by John Kline, State Government Influence in U.S. International Economic Policy (Lexington Books, 1983). The chapter I have sent you provides more detailed background on state export promotional activities, including foreign trade offices. I recommend the entire book if you are looking for information on other aspects of state foreign-trade activities.

The National Association for State development Agencies (NASDA) did its own survey on states' export promotion activities (I gave you Marsha Clarke as a contact there). The NASDA survey is probably the most recent work in that area.

I hope all of this is helpful to you. Call me if you have any questions, if our office can provide you with further assistance.

Sincerely,

Mark Klender
Policy Analyst

MKsk/WC10a-01

Commitment of Leadership • United States • Working States

Alaska • American Samoa • Arizona • California • Colorado • Commonwealth of the Northern Mariana Islands
Guam • Hawaii • Idaho • Montana • Nevada • New Mexico • Oregon • Utah • Washington • Wyoming

INDUSTRIAL DEVELOPMENT: ADVERTISING, MEDIA PROMOTION AND PUBLICATIONS

Comparison between state expenditures for non-tourist advertising and promotion in fiscal 1982 shows a striking contrast. Six states spent nothing, while 11 spent over \$500,000. The largest expenditures for advertising and promotion were by New York (\$6.95 million), Maryland (\$1.2 million), and Kentucky (\$1 million). Other significant expenditures were by Florida, Louisiana, Massachusetts and Pennsylvania.

In fiscal 1983 budgets, the recession was reflected in nearly every state, and there was much debate in the legislatures and executive offices as to whether promotional budgets should be increased to attract more business and industry to the state, or reduced as part of an overall budget reduction plan. Eight states chose the latter by reducing expenditures (Arizona, Florida, Georgia, Hawaii, Kentucky, Mississippi, Montana, and Wisconsin). Most states, however, decided that a greater commitment should be made to promote their state as a good place to do business. As a result, five states will spend above a million dollars on that activity: New York (\$9.38 million requested), Michigan (\$1.5 million), Maryland (\$1.3 million), Massachusetts (\$1.05 million), and New Mexico (\$1.039 million).

Of the states whose budgets have received final approval, the largest percentage increases will take place in Illinois, Michigan, Oregon, Tennessee, Utah, Vermont, Washington and West Virginia. It is interesting to note that many of these states have suffered the most severe budgetary and economic difficulties during the past few years.

Caution should be used in making direct comparisons between state budgetary figures. States which spend very different dollar amounts for advertising and promotion may nevertheless be spending comparable percentages of their total budgets for that purpose, and in a few cases a special promotional effort may have swelled the promotion budget out of proportion to past expenditures.

Of the 45 states responding to this question, 24 indicated that the amount allocated for promotion and advertising is determined exclusively by the legislature, while 19 said expenditures are determined by administrative decision. In Nevada and Virginia, the decision is made by both legislative and administrative action. (See Table 13.)

Advertising Media

Forty-four states indicated that they advertise through one or more of the following media: newspapers, magazines, radio, television, billboards and direct periodicals. California, Minnesota and New Hampshire do not advertise but produce their own publication. Colorado does not budget for advertising and promotion. (See Table 14.)

Field Representatives

Field representatives cover two basic areas: in-state, to provide services to local industry, communities and development groups; and out-of-state, to make contact with industrial prospects, provide them with information on locations in the state, and render location assistance to prospects once they move into the state. Overall, field representatives provide information, technical and coordinating services.

Twenty-four states employ in-state field representatives. Kansas has such a proposal under consideration, and Alabama uses regular line staff to meet these responsibilities. Eight states use field representatives for work outside the state, and 19 use field representatives outside the United States.

Seven states reported having information centers located outside their own jurisdiction. The two most popular locations are New York City and Washington, D.C. Centers there primarily provide industrial development and trade facility information to interested persons.

X Foreign Offices to Promote Industrial Development and Trade

Twenty-three states reported having at least one foreign office engaged in promoting state products, providing information, and assisting foreign corporations who may be interested in locating a plant within their state. Most states have their offices in Japan, Belgium and West Germany; however, other locations include England, China, Canada, Mexico, Brazil, Switzerland, France and The Netherlands. Most foreign offices focus on a region rather than merely concentrating their efforts on the country in which they are located. The exceptions are Michigan, whose office in Tokyo works only with Japanese repre-

Canada. Virginia employs the largest staff in its foreign offices (six in Japan and eight in Belgium). The average number of staff per foreign office is three; however, larger staffs are commonly placed in European offices.

Within the past five years, 10 states have expanded their foreign operations (Alabama, Florida, Georgia, Illinois, Maryland, Missouri, Nebraska, New York, North Carolina, Pennsylvania and Virginia), while two states have reduced their visibility in other parts of the world (Louisiana and Washington). Ohio recently shifted its West Germany office to Belgium. Three states (Maryland, Missouri and Ohio) plan to expand their foreign operations in 1983, and Illinois opened an office in Japan in January. (See Tables 15 and 16.)

Number of Employees

State	Regional Focus	Number of Employees										Office Changes in Last Five Years	Planned Changes in 1983	
		Japan	Belgium	West Germany	England	China	Canada	Mexico	Brazil	Switzerland	Netherlands			France
Alabama	Yes except Japan	4		1	2							2	Expand	None
Connecticut	Yes			2									None	None
Florida	Yes	•		2									Expand	None
Georgia	Yes	3	3				1						Expand	None
Illinois	Yes	1	7			2		5					Expand	Japan open 1/83
Indiana	Yes	1	2										None	None
Iowa	Yes			2									None	None
Kansas	...			•	•									
Louisiana	Yes			1									Reduction from 2 to 1	None
Maryland	Yes	2	3										Expand	Expand
Massachusetts	...	•	•											
Michigan	Yes except Japan	2	5.5										None	None
Missouri	Yes	2		3		1						1	Expand	Expand
Nebraska	Yes	•	•										Expand	None
New York	Yes except Japan /Canada	2		2	2		4						Expand	None
North Carolina	Yes	2		2									Expand, Japan opened	None
Ohio	Yes	3	4										W. Ger. replaced by Belg.	Expand
Pennsylvania	Yes	•	•	•	•			•					Expand	None
South Carolina	Yes		2										None	None
Texas	No							2					None	None
Vermont	No						2.5						None	None
Virginia	Yes	6	8										Expand	None
Washington		3	contract staff										Reduction	None

* Consultant on contract

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22

Foreign Offices

An important part of trade organization for many states is the overseas offices. Although there has been some debate in the past over their utility and cost effectiveness, the continuing increase in the number of overseas offices indicate their importance to states' commercial interests overseas. Data compiled in 1976 show nineteen states with overseas offices. This survey, conducted in October 1980, indicates that thirty-three states are represented overseas and that there are sixty-six offices. Some of these offices (those organized by regional commissions) are shared by several states, while several states have more than one office to represent them around the world.

States have this kind of continuous representation in all parts of the world. Europe was the first target when states began to set up these offices more than a decade ago. Japan then became a focus of activity. Now seventeen different countries host state representatives. Most of these offices have regional responsibilities, making it clear that state economic activities reach into most parts of the world.

Our survey data showed that overseas offices could be categorized by the type of authority administering them. First, there are offices maintained by the state unit charged with primary responsibility for increasing international commerce (the economic development office or similar department) or by closely allied offices (such as those in charge of tourism). Secondly there are offices maintained by quasi-public, semi-autonomous state organs, such as port authorities. Finally, there are offices operated by regional organizations such as non-state port authorities or planning commissions. Some states, particularly in the West, work through this kind of office rather than

TABLE II.4 - () E OFFICES ABROAD

	BELGIUM	DENMARK	FED. REP. OF GERMANY	FRANCE	GREAT BRITAIN	GREECE	THE NETHERLANDS	SWITZERLAND	BRAZIL	COLUMBIA	MEXICO	PANAMA	AUSTRALIA	HONG KONG	JAPAN	SINGAPORE	CANADA
ALABAMA				X			X										
ALASKA		X	X														
ARIZONA																	
ARKANSAS	X																
CALIFORNIA																	
COLORADO																	
CONNECTICUT			X														
DELAWARE	*								*				*	*			
FLORIDA			X												X		
GEORGIA	X		*		*										X*		
HAWAII																	
IDAHO															**		
ILLINOIS	X							X					X				
INDIANA						X		X									
IOWA			X														
KANSAS																	
KENTUCKY	X																
LOUISIANA	X	X	X							X	X	X	X	X			
MAINE																	
MARYLAND	X			X									X	X			
MASSACHUSETTS	X														X		
MICHIGAN	X														X		
MINNESOTA																	
MISSISSIPPI																	
MISSOURI			X													X	
MONTANA			**												**		
NEBRASKA			**												**		
NEVADA																	
NEW HAMPSHIRE																	
NEW JERSEY	*			*		*	*	*							*		
NEW MEXICO																	
NEW YORK				X											X		
NORTH CAROLINA			X												X		
NORTH DAKOTA			**												**		
OHIO	X														X		
OKLAHOMA																	
OREGON															**		
PENNSYLVANIA			***												***		
RHODE ISLAND																	
SOUTH CAROLINA	X														X		
SOUTH DAKOTA			**												**		
TENNESSEE																	
TEXAS										X							
UTAH																	
VERMONT																	X
VIRGINIA	X							X							X		
WASHINGTON															X	X	
WEST VIRGINIA																	
WISCONSIN																	
WYOMING			**												**		

X = one or more state offices
 * = Regional Ports Authority offices
 ** = Regional Planning Commission offices
 *** = Private state group offices

maintaining their own facilities abroad.¹⁰ Appendix III lists state overseas offices of all types.

Staffing arrangements for overseas offices also varied. In some cases the staffs were employed by the state and solely represented the state. In other cases, the state retained only a consultant or business contact, either on its own or through a regional planning commission.

Different state departments, such as economic development offices and port authorities (or even the same) sometimes maintained separate offices in different foreign country. In other cases, different departments from the same state shared offices or consultants in the same foreign country. For a list of overseas representation by state and country, see Table II.4.

Policy Implications and Recommendations

This chapter outlines the continuing increase in foreign trade activities by states. Figures on overseas trade missions, the hosting of foreign delegations (whether or not visits are directly tied to commercial exchanges), and the proliferation of state offices overseas suggest the scope of the states' activity. Organizational developments also give expression to expanding overseas interests. Traditional bureaucratic organs have been given new responsibilities and in some cases specialized agencies have been created. The emergence of a substantial number of trade-related interests within states has required special mechanisms to foster cooperative relations between state governments and their trade communities. Advisory councils in which the entire trade community is represented have been organized by some governors to deal with this situation. In other states the proliferation of trade activities and interests remain to be

^{10/} A fourth type, unofficially representing the state of Pennsylvania, was operated by a private state regional economic development association.

area within the state. New Hampshire, which targeted both rural and economically depressed areas, noted that a labor market sufficient to meet an industry's needs was one of its basic criteria used in assisting firms wishing to relocate there. Table III.8 provides a summary of internal targeting by the states.

Foreign Area Targeting

A look at where states choose to market state products or to seek overseas investors is instructive in several ways. It suggests the extensiveness of state-based commercial networks around the world. Foreign areas where state effort is most concentrated are identified, as is the presence of state activity in those international markets with the greatest potential.

Taken collectively, state overseas interests reach into most areas of the world. The major regions identified for market development are Europe, Asia and Latin America. It does not appear from the survey that states have given much attention to the trade opportunities available in Eastern Europe, Africa, or West Asia.

That states' export promotion efforts do give greater focus to well-established markets is apparent if we note those cases where specific countries are mentioned. In questionnaire responses, states tended to identify regions or continents rather than individual countries. The list of countries which were also specified includes only modern or rapidly modernizing countries. For the most part, specific countries within Third World markets were not identified.

The survey provides no surprises in the area of targeting investment. For most states the major sources of foreign investment are the developed countries. Western Europe, Canada, and Japan focus most state effort. A few states do look to the rapidly modernizing economies of Taiwan, Mexico, and South Korea.

A detailed breakdown of where states concentrate their overseas activities is provided in Table III.9. It illustrates the considerable diversity of states in their targeting of international business. Of the forty-four states from which data was collected regarding foreign targeting and export promotion,⁴ thirty-one concentrated on particular geographical areas. Vermont, while not engaging in targeting per se, has participated in trade shows and missions held in West Europe and Latin America. Wyoming had no targeting policy; it confined its international business activities to participation in the Old West Regional Commission, leaving to that organization such policy decisions. The eleven states did not specify any specific region or country for export promotion include: Arizona, Colorado, Delaware, Georgia, Iowa, Nebraska, Nevada, North Carolina, Pennsylvania, South Dakota, and Utah.

Among the thirty-two states targeting foreign areas for export promotion, regions or continents were specified sixty-two times, particular countries twenty-four times. Preferences for European and Asian regions were equal (twenty each), followed closely by Latin America (eighteen). Two states identified the Pacific Rim countries. The particular countries mentioned as targets for export promotion were: Canada (by 5 states); Mexico (by 4 states); Japan (by 3 states); Germany (by 2 states); and Taiwan (by 2 states). Argentina, Australia, Brazil, China, Denmark, New Zealand, South Korea, and Venezuela were each mentioned by one state.

Of the forty-six states for which data was collected regarding foreign targeting and reverse investment, thirty-five concentrated on particular areas overseas. As in the case of export promotion, Wyoming leaves such targeting up to its regional commission. The twelve states that do not target specific foreign areas for attracting investment

⁴/ Insufficient data for Louisiana, North Dakota, South Carolina, and West Virginia.

TABLE III.9 - REGION/COUNTRY TARGETS OF STATE
INTERNATIONAL BUSINESS ACTIVITY

	Export Promotion	Reverse Investment
ALABAMA	Central/South America, Far East, Europe	Europe, Far East
ALASKA	Japan, Germany Denmark, Taiwan	Germany, Denmark, Taiwan
ARIZONA	---NONE---	Japan, West Europe, Taiwan, South Korea
ARKANSAS	Europe, Far East	Europe, Japan
CALIFORNIA	Mexico, Canada Pacific Rim Countries, E.E.C., South America	Japan, E.E.C.
COLORADO	---NONE---	---NONE---
CONNECTICUT	Europe, South America, Asia	West Europe (Germany, Switzerland, England, Belgium, Netherlands), Scandinavia (Sweden, Denmark), Asia-Japan
DELAWARE	---NONE---	---NONE---
FLORIDA	Latin America, Europe, Far East	Canada, Europe, Japan
GEORGIA	---NONE---	Japan/Far East, Europe, Canada
HAWAII	Japan, Canada, Asia/Pacific	Japan, Canada
IDAHO	Latin America, Asia, Europe	---NONE---
ILLINOIS	E.E.C., Far East	---NONE---
INDIANA	South America, Europe, Far East	Europe, Japan
IOWA	---NONE---	Europe
KANSAS	South America, Far East, Europe	Europe
KENTUCKY	Europe, South America, Far East	Europe, Japan

TABLE III.9 (CONT)

	Export Promotion	Reverse Investment
LOUISIANA	(1)	(1)
MAINE	Europe, Canada, Far East	Europe, Canada, Far East
MARYLAND	Far East, West Europe	Far East/China, West Europe, Canada
MASSACHUSETTS	West Europe	West Europe, Japan, Canada
MICHIGAN	Latin America, Asia, Europe	Europe, Japan
MINNESOTA	Europe, Canada Latin America	---NONE---
MISSISSIPPI	Central America, South America	Germany, England, Canada
MISSOURI	West Europe, East and Southeast Asia, and Latin America	West Europe, East Asia, and Canada
MONTANA	Pacific Rim Countries, South America	---NONE---
NEBRASKA	---NONE---	---NONE---
NEVADA	---NONE---	---NONE---
NEW HAMPSHIRE	Europe (all countries), South America (Venezuela, Brazil, Argentina), Australia-Asia (Australia, New Zealand, Taiwan, South Korea, Japan, China)	Europe (England, France, Germany, Italy, Spain, Scandinavia), Canada, Australia, South Africa
NEW JERSEY	Latin America	West Europe, Japan
NEW MEXICO	Mexico	---NONE---
NEW YORK	(2)	North Europe, United Kingdom, Japan
NORTH CAROLINA	---NONE---	West Europe, Japan
NORTH DAKOTA	(1)	(1)
OHIO	Asia, Latin America, West Europe	West Europe, Japan
OKLAHOMA	Canada, Mexico West Germany	Canada, Mexico, West Germany, Japan

TABLE III.9 (CONT)

	Export Promotion	Reverse Investment
OREGON	Far East, Southeast Asia Western Latin America	Europe, Japan
PENNSYLVANIA	---NONE---	Japan, West Europe
RHODE ISLAND	E.E.C.	West Europe
SOUTH CAROLINA	(1)	(1)
SOUTH DAKOTA	---NONE---	---NONE---
TENNESSEE	Latin America, Asia, Europe	Japan, Germany, Other European Countries
TEXAS	Mexico	---NONE---
UTAH	---NONE---	---NONE---
VERMONT	(3)	Canada, Europe
VIRGINIA	Europe, Far East Latin America	West Europe, Japan
WASHINGTON	Asia-Pacific	Europe, Asia
WEST VIRGINIA	(1)	Japan, West Germany, England
WISCONSIN	South America, Far East	Europe, Far East
WYOMING	(4)	(4)

(1) Insufficient Data

(2) Target specific areas, but none listed

(3) No specific targeting, but have participated
in trade missions/shows in West Europe and
Latin America

(4) Left up to regional planning commission

include: Colorado, Delaware, Idaho, Illinois, Minnesota, Montana, Nebraska, Nevada, New Mexico, South Dakota, Texas, and Utah.

Europe and the Far East are, almost exclusively, the regions where states go to seek investment. A rank order of specific countries mentioned by number of states suggests what are regarded as the best sources of investment money. This pattern is illustrated in Table III.10.

TABLE III.10 - COUNTRIES TARGETED FOR STATE INVESTMENT
PROMOTION BY NUMBER OF TIMES MENTIONED ON QUESTIONNAIRE

Country	No. Of Times Mentioned
JAPAN	20
CANADA	11
GERMANY/WEST GERMANY	7
ENGLAND/UNITED KINGDOM	5
DENMARK	2
TAIWAN	2
AUSTRALIA	1
BELGIUM	1
FRANCE	1
ITALY	1
MEXICO	1
NETHERLANDS	1
SOUTH AFRICA	1
SOUTH KOREA	1
SPAIN	1
SWEDEN	1
SWITZERLAND	1

Six states targeted specific foreign areas for export promotion, but not for reverse investment. These states include: Idaho, Illinois, Minnesota, Montana, New Mexico, and Texas. In terms of general policy, all of these states strongly encourage export promotion and strongly discourage, mildly discourage, or at least are neutral toward, reverse

foreign investment. Six states also targeted specific foreign areas for reverse investment, but not for export promotion. These states include: Arizona, Georgia, Iowa, North Carolina, Pennsylvania, and Vermont.

Policy Implications and Recommendations

To speak of state trade policy is really only to refer to the collective activities that states perform in promoting international business. No state appears to have anything approximating an articulated policy relating to trade. A few states are so minimally involved in international trade it would be difficult to accurately identify a trade posture, much less a policy. Yet the idea of trade policy, and its development in the states, gives an instructive focus to the findings of this chapter.

From the collective activities of the typical state it is possible to derive the elements of a policy framework. Foreign investment and export promotion are both strongly encouraged. The longstanding interest of states in investment continues, although there is increasing interest in export promotion. The higher priority given exports is evident. Larger allocations of the state's international budget go for trade expansion. States offer a full range of export services in response to a whole range of needs within an expanding state trade network. It seems that states have generally rejected a strategy of making state exports more profitable. That approach would only serve one category of business within the state -- the experienced exporter. In providing a number of programs, the state reaches firms with no experience, those who might export but don't know how, those who want to but need assistance, and those who do export and want greater market opportunities. By sponsoring a variety of promotion programs, states assure that there is an appropriate program for most businesses in the expanding trade environment. This strategy is compatible with the finding that state programs are generally geared to small manufacturing firms with fewer than five years of experience in

State urged to do more to lure foreign firms

By CHUCK KLEESCHULTE
Daily News business reporter

Alaskans need to take more steps to increase foreign investment in the state, a Korean business executive said Wednesday.

Dr. H. Joo Shin, general counsel and director of the Korea Alaska Development Corp., said the state needs to display an attitude that it will embrace partnership agreements between foreign investors and state firms to encourage development of Alaska's natural re-

sources.

Shin, speaking before about 400 Alaskans during the first day of the Resource Development Council's northern development conference at the Sheraton Hotel, said Alaska also needs to help fund, either through direct appropriations or tax incentives, the cost of building transportation systems to move resources to market.

He said the state also could spur investment by setting up a single business research agency to

answer foreign investment questions and match foreign investors to interested Alaskan businesses.

"There used to be arranged marriages. While the practice has faded from use, it should be revived concerning international investment," Shin said.

"There are many businesses in Korea who might want to arrange relationships with Alaskan firms, but don't know how to proceed. They need one central state agency with which to deal, not a separate

transportation, commerce and natural resources department," Shin said.

A host of speakers, ranging from Lloyd Vasey, president of the Honolulu-based Pacific Forum, to Johannes Dohmes, economic and commercial counselor for West Germany, all lauded the state's future mineral and natural resource potential. But all warned that the state needs to work to

See Page D-2, ALASKANS

ANCHORAGE DAILY NEWS THURSDAY, February 16, 1984

Alaskans urged to seek out foreign firms

Continued from Page D-1

improve its transportation infrastructure to lower costs to spur development of resources for sale in foreign markets.

Gov. Bill Sheffield opened the conference, which will continue today, by repeating his call for legislative and then voter approval of a major project fund to pool money for use in building infrastructure, a main part of an administration northern development strategy.

Sheffield said the state, by setting aside 10 percent of its

petroleum revenues for the next five years, would have between \$2 billion and \$3 billion for use in building major state projects.

"As yet, I don't know which projects might qualify, but I do know that Alaska must begin diversifying her economy. And I do know that unless we begin setting aside more money now for the future, we'll lose the ability to make that future all it can be," Sheffield said.

Vasey said it was vital for the state to spur development of Alaska's strategic mineral deposits in light of unstable

international political conditions in resource countries.

West Germany's Dohmes said it was important that Alaska encourage petroleum exploration because of Europe's and Asia's strong dependence on Middle Eastern oil deposits.

Gerald Decker, president of Decker Energy International and a former top executive at both Dow Chemical and Kaiser Aluminium, in his keynote address said pro-development-minded Alaskans could speed development by starting a better dialogue with environmental groups.

Korean firms to set up local offices

by Carl Gidlund
Times Business Writer

3/24

Three Korean companies will establish offices in Anchorage, partially as a result of an Alaskan trade delegation to that country, the president of the Alaska-Korea Business Council, Anchorage lawyer Bob Breeze, said Monday.

But, he said, the mission was not as successful as it might have been because of a last-minute cancellation by its leader, Lt. Gov. Steve McAlpine.

Breeze said the Samsung Corp., Korea Shipbuilding and Engineering Corp., and ICC Construction Co. will open Anchorage offices before the end of the year.

Samsung, which he described as the third largest corporation in Korea, is a trading conglomerate that will seek to export Alaskan natural resources and import Korean-made consumer and manufactured goods.

Korea Shipbuilding and Engineering will be negotiating with Seward

and Veco Corp. officials over participation in a new maritime facility in that community.

And the construction company, which Breeze said is one of the largest in Korea, is interested in participating in several Alaskan projects, he said.

As a result of McAlpine's cancellation, the Korean government called off a series of meetings between the 14-man Alaska delegation and top government leaders, Breeze said.

Those included scheduled sessions with the ministers of foreign affairs, commerce and energy, and a tentatively scheduled meeting with the nation's prime minister.

Gov. Bill Sheffield decided May 6 that McAlpine could not participate in the trip "because he said he wanted me in Juneau to oversee legislative business," McAlpine said. That occurred three days before the group's departure for Korea, too late to substitute another high state official, he said.

Breeze said the Koreans viewed

that last-minute cancellation as "indicative of a lack of sophistication on the part of state government in its efforts to encourage resource development.

"They are very much like the Japanese. Protocol is important and, when they determined that government participation was not at a high level, they immediately downgraded our mission." As a result, Breeze said, the only Korean government official who met with the delegation was a vice-minister of energy.

"Abrupt acts like that make the Koreans feel insecure," Breeze said. "And businessmen there also commented on (former Gov. Jay) Hammond's veto of the state's dredging of the harbor at Seward to accommodate coal exports by the Sun Seal Co.

"They were surprised that here in Alaska the coal shipper apparently has to build a loading facility and do the dredging. Elsewhere, it's done by the government or by the seller."

Breeze said Korean businessmen also were disappointed in a decision

by Sheffield to cancel construction of a grain terminal at Seward which, he said, is a more logical location for a such a facility than Valdez.

"Several feel there is great potential in Alaska grain and said they would probably buy our products if the terminal were at a place where ground transportation would cost less," Breeze said.

"The Koreans have a difficult time reconciling the state's rhetoric in support of development with its actions."

The Valdez terminal is supported by a local bond initiative and grain must be trucked to it; the now-suspended state facility at Seward is served by the Alaska Railroad.

Breeze said Korean officials were encouraged by briefings given them by James Lexo, a Washington, D.C., assistant to Congressman Don Young, on legislative activities associated with attempts to abolish restrictions on Alaska oil exports. Lexo, a member of the delegation, paid for the trip himself, Breeze said.

Koreans talk trade with Alaska

Times Staff

Twenty top Korean business executives began a week-long series of meetings with Alaska government and industry leaders today, with aims of stimulating commerce between the Republic of Korea and the 49th State.

The group, headed by Moon-Joon Chung, chairman of the recently formed Korea-Alaska Economic Cooperation Committee and president of Hyundai Heavy Ind. Co., Ltd., arrived in Anchorage yesterday aboard a Korean Airlines flight that had received a special exemption from the Civil Aeronautics Board to discharge passengers here. Korea Airlines regularly stops at Anchorage International Airport but does not have passenger rights on flights from Seoul to Anchorage.

The business sessions of the group began with a 7 a.m. breakfast with members of Commonwealth North at the Hotel Captain Cook, and continued with a schedule of briefings lasting throughout the day.

Richard A. Lyon, Alaska's commissioner of Commerce and Economic Development, who in private life had frequent business dealings in Korea and the Far East, was among those slated to brief the Korean group today.

Others on today's agenda included former Gov. Walter J. Hickel, speaking on the prospects of transporting Alaska's North Slope natural gas to market via an all-Alaska route for sale to Pacific Rim markets; John Daly, president of Kodiak Lumber Mills, discussing timber prospects in Alaska; Sarah Hemphill, president of the Trading Company of Alaska, speaking on commercial fishing operations in Alaska waters; Richard Lenahan, president of the Export Council of Alaska, speaking on trade relationships, and Robert R. Richards, vice chairman of Alaska Pacific Bank Corp., discussing Alaska's economic future.

On Wednesday the group is scheduled to receive a day-long briefing on minerals and petroleum, under a program arranged by the Re-

source development Council.

Thursday's agenda will concentrate on coal prospects, and on Friday the members of the Korean group will travel to Prudhoe Bay as guests of Arco. Friday and Saturday members are at liberty to attend Fur rendezvous events and the World Championship Sled Dog races.

On Sunday, the Korean delegation will travel to Juneau and on Monday attend a luncheon hosted by House Speaker Joe Hayes and Senate President Jalmar Kerttula, and a dinner hosted by Gov. Bill Sheffield. The Koreans will return to Anchorage Tuesday and connect with a Korean Airlines flight to Seoul.

Members of the Korean group, in addition to Chairman Chung, include Kwang-Won Rhim, executive director of the Korea-U.S. Economic Council, Inc.; Ho-Yong Chung, a director of Korean Airlines; Tae-Il Kim, president of Sun Eel Shipping Co., Ltd.; Moon-Hong Lee, advisor, Sun Eel Shipping, and In-Tae Kim, manager, Sun Eel.

Other members include Kang-Soo Choo, executive director, Korea-Alaska Development Co.; Chung-Woo Kim, general manager, Korea-Alaska Development Corp.; Pio Y. Park, senior manager, Korea-Alaska Development Corp.; In-Yu Rha, managing director, Daewoo Corp.; Young-Pyo Hong, manager, Vancouver office, Daewoo Corp.; Chu-Won Lee, president, Jin Hung Development Co. Ltd., and Suk-Hyun Kwon, managing director, Jin Hung Development Co., Ltd.

Also attending are Douk-Young Kim, senior executive vice president, ICC Construction Co., Ltd.; Keong-Ho Chong, director, ICC Construction; Jong-Se Park, director, Korea Shipbuilding & Engineering Corp.; Ji-June Park, manager, Bando Sangsa Co., Ltd.; Jung-Joong Yoon, manager, Anchorage office, Hyundai Corp.; Young Shin, general manager, Hyosung Corp., and Hyoung-Ser Park, project officer, Korea-U.S. Economic Council, Inc.

Times 2-15

Alaskans — at least those in attendance at the Resource Development Council's symposium on coal, minerals and petroleum — want to export Alaskan oil to Pacific Rim nations.

To do so, the development-oriented government and industry representatives say, "would generate sound economic and geo-political benefits to the nation and the citizens of Alaska and, thus, merits the most serious and favorable consideration by state and national policymakers."

That was one of several consensus statements developed by the 500 who attended the two-day conference at the Hotel Captain Cook. They heard 31 speakers describe the state's mineral resources and the obstacles that stand in the way of development.

For instance, to export Alaskan North Slope crude would require amendment of a federal law which prohibits such shipments.

Other speakers called for improvements in the state's surface transportation systems and ports. Still others decried government regulations and permitting procedures which, they said, delay or prevent economical development.

Several speakers, however, promised action to speed development.

Gov. Bill Sheffield announced the state's first competitive coal lease sale in 11 years, for a 1,600-acre tract in the Beluga field on the west side of Cook Inlet. That will occur on May 17, the same day the rights to two other state resources will be auctioned — Beaufort Sea oil and gas, and geothermal springs in the Mt. Spurr area.

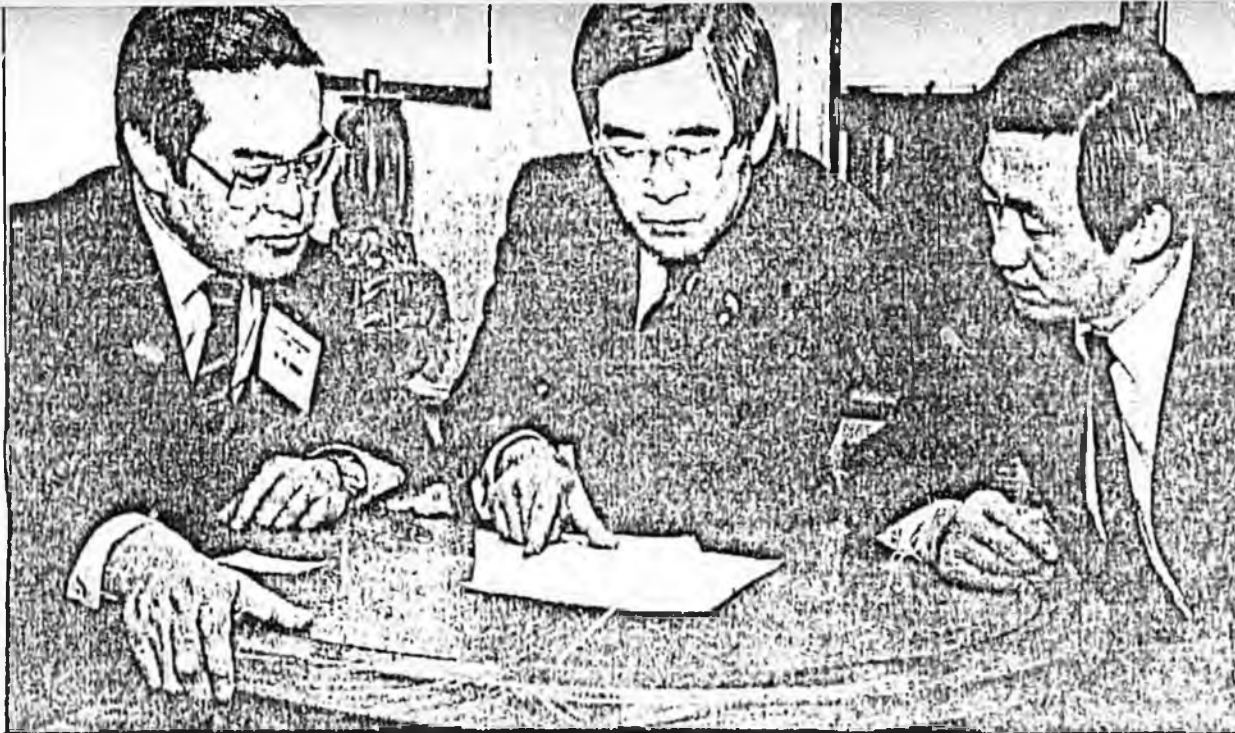
The governor's Commissioner of Natural Resources, Esther Wunnicke, said more such sales will follow, the areas to be offered depending on industry interest.

She also promised reform of her department's permitting systems which even she said are frustrating, and said department personnel are attempting to clean up a backlog of applications for mineral development activities. She admitted progress might be slow because of a lack of personnel and money.

While speakers like Rep. Don Young and state geologist Ross Schaff bragged of the state's five trillion tons of coal reserves, others cautioned against over-enthusiasm.

The chairman of the national Coal Exporters Association, Mark Joseph, said worldwide supplies far exceed demand. He recommended that the state not commit vast sums for transportation and handling systems solely to develop that resource.

On the other side, the leader of a 24-man Korean



Norris Klesmon of The Times

From left, Kwang Won Rhim, Dr. Bong-Suh Lee and Mong-Joon Chung, Korean officials, are interested in state oil

trade delegation described his nation's conversion to coal for both power and manufacturing because of an uncertain worldwide oil market.

His nation's demand "is expected to increase to 43 million tons in 1986 from the present level of 29 million tons," according to Dr. Bong-Suh Lee, an adviser to the Korean president.

Further, he said, "Korea's energy policy for the next decade and beyond promises to provide an important coal market in the Far East, and the United States with its ample reserves of coal, could certainly play an important role as a stable supply source."

Relief — or the hope of it — was held out to the state's ailing timber industry as well. Sen. Frank Murkowski said he would participate in an industry trade mission to mainland China and Japan during March with the intent of opening a new market and revitalizing the traditional one for Southeast Alaska's timber and pulp.

Murkowski also said Florida Democratic Rep. Don Fuqua would conduct hearings in Alaska this year related to establishment of a national arctic research policy. A bill that would have established such a policy was introduced by Murkowski and

passed in the Senate during the last session.

According to Murkowski, the policy would take into account national security, military, communications, ecological and social implications related to arctic development.

And that idea appealed to the conference delegates too, for another consensus statement backed Murkowski's bill.

Vern Wiggins, federal co-chairman of the Alaska Land Use Council, promised continued cooperation by the Interior Department to facilitate natural resource development within the state.

He said Interior is terminating "unnecessary federal land withdrawals," soon will publish regulations to facilitate transportation across federal lands, and will continue to give high priority to state and native land conveyances.

And, in one of the final consensus statements, the conference participants called for a "comprehensive assessment of the minerals values of all Alaskan public lands, both open and withdrawn, to as to gain a minimum inventory of what the state possesses in mineral resources which could, with access, contribute to the national security."

Koreans, natives form coal firm

1/18
by Carl Gidlund
Times Business Writer

Korea's heightened interest and investment in Alaska's huge coal reserves — estimated at 1.5 trillion to 5 trillion tons — became more apparent this week, as a native corporation moved forward with its Korean partners, and a long-time Alaska mine owner is trying to renew its Far Eastern connection.

The Chugach Natives, Inc., with four Korean partners, has formed a corporation to develop the rich

Bering River fields, 60 miles east of Cordova on Prince William Sound.

And the president of another major Korean coal firm was expected to arrive in Anchorage today to discuss extending a contract with the Usibelli Coal Co. Owner Joe Usibelli hopes a new contract will more than double the production at his Healy operation within three years.

The Bering River joint venture operation involves the Chugach Corp. with the Hyundai Corp.,

Samsung Co., Samchok Co. and Daesung Co. They've formed the Bering Development Corp. which will continue exploring and begin developing the field.

The combine — Chugach Corp. is a 50-percent owner and the four Korean firms together own the other half — has spent more than \$2 million during the past two years to explore the association's 75,000 acres there, according to Chugach spokesman Carl Propes. And, he said, it will spend at least another \$2 million this year.

Propes, who calls the field the richest in Alaska based on the energy value of the coal in it, said construction of the transportation system and a new port — probably at Katalla, 15 miles south-southwest of the field — could begin by the spring of 1985. By 1988, the corporation hopes, the mines could be in production.

Based on what Propes described as the "incredibly complex geology" of the field, estimates of its reserves are uncertain, ranging

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Coal

(Continued from page A-1)

from 60 million to 3 billion tons of coal of all grades, from anthracite to lignite. The partners hope to ship three to five million tons each year to Korea.

At least 200 will be employed in the construction, he said, and plans call for initial strip mining operations; possible later development could include underground or hydraulic mining or both. Propes said, with employment depending on the level of activity.

A transportation and ports study regarding the development is underway with a \$500,000 state grant to the City of Cordova which has named the Wheelabrator-Frye Coal Services Co. of Salt Lake City as its prime contractor.

And a meeting this week between Usibelli and T.I. Kim, president of the Sun Eel Co. Ltd may result in extension for several more years a 10-year contract signed last year between the Interior Alaska company and the Korean coal firm.

"I understand Sun Eel is about to conclude negotiations for our coal with the Korean Electric Power Co." Usibelli said. "It would fuel a power plant that's to

be converted from oil. If the Sun Eel deal goes through, our production would go from our current 800,000 tons a year to 1.6 million tons."

Usibelli said he hopes that production level would be reached in 1986. "But whenever we get there, we'll have to add about 30 people to our work force which is now 97." However, he said, the rate of production increase — and the accompanying growth in employment — is tied to the speed of conversion in the Korean power plant.

A joint-venture proposal to develop a coal-to-methanol plant in the Beluga coal fields across Cook Inlet from Anchorage looks less certain for the near future. However, George Kriste, executive vice president of the Cook Inlet Region, Inc. said he's reasonably confident the project will go forward as the current world energy surplus tightens.

Last year, the Synthetic Fuels Corp., a government development agency, rejected an application for price and loan guarantees that was formulated by CIRI and the native corporation's development partner, the Placer Amex Co.

"But they've asked us to resubmit it with new information," Kriste said, "and, based on that request, we have some confidence

that it may go through this time.

That development too is keyed to the Pacific Rim which Kriste calls "the natural market" for Alaska's coal and its byproducts, such as methanol.

CIRI's reserves on its 8,000 acres of Beluga land amount to about 500 million tons, Kriste said, and total reserves in the area are 1 billion-1.5 billion tons.

"And the coal's location is ideal. It's close to tidewater and shipping lanes. But on the minus side, Beluga coal is low in BTU — energy — content," he said.

Kriste said that the deciding factor in developing coal — or any fuel — is its transportation cost per BTU. "Right now, it's not economical, but it could be soon, either in methanol form or in direct export of the coal itself."

Also on standby until there's greater demand — and higher prices — is Placer Amex's Evan Jones Coal Mine 15 miles east of Palmer in the Matanuska Valley.

The company's development manager, Benno Patch, said that mine, which the company operated from the late 1950s until 1968 when local military bases converted to natural gas, still has plenty of low-sulphur coal in reserve. However, he said, Placer Amex does not have plans to reopen the mine.

ting in "country"

Koreans agree to buy coal

By ANN CONY
Daily News business reporter

Korea Electric Power Corp., the largest electric utility in Korea, has signed a 15-year contract to buy Alaska coal from Suneel Alaska Corp., Suneel officials said Wednesday night.

The first-ever Alaska coal export contract calls for base annual shipments of 800,000 metric tons from the Joe Usibelli mine in Healy.

Tae Il Kim, president of the Seoul-based affiliate Suneel Shipping Co. Ltd., confirmed that the contract was signed last week.

Bill Noll, local vice president of Suneel Alaska, said the company did not intend to publicize the signing of the contract this soon because it will not take effect until Suneel meets conditions imposed by the state-owned Korea utility.

He expressed confidence

See Back Page, KOREAN

Korean firm signs pact to buy Alaska coal

Continued from Page A-1

that the company can satisfy the conditions — possibly in the next two to six weeks — but declined to disclose the conditions.

"You can't do that kind of business in public. They're very simple, but they're important (conditions)," Noll said.

In 1981, Suneel obtained an option to buy 800,000 tons of Usibelli coal a year and has long talked of transporting it by rail from Healy to Seward and then shipping across the Pacific to Korea.

Although a test shipment of 26,000 tons of Usibelli coal reportedly rated well in an early 1981 Korean analysis and officials of the Korean Suneel affiliate were said to have impeccable business and political connections, some observers were skeptical Suneel would negotiate a contract with Korea Electric Power.

The skepticism was largely due to lack of an export track record for Alaska coal, lack of export facilities, the small-scale nature of coal production here and stiff competi-



tion for the Korea utility contract from established coal exporters in Canada, Australia and other countries.

Noll said more than 60 companies were vying for contracts with Korea Electric Power.

"We've been working on it for a long time. Mr. Kim started working on this in 1977," he said. "We're thrilled beyond words."

Noll said though the contract calls for base exports of 800,000 tons annually, the tonnage will fluctuate.

"Contracts almost always do with a major user whose demand is going to ebb and flow," he said.

Exports will not begin until Suneel builds shipping facilities in Seward, which Noll said the company is "quite confident" of financing without trouble, probably soon.

enough to begin construction this spring.

"What's required really is not much more than a series of conveyors," he said. "All we need is a system to unload the rail cars and load the ships."

Noll declined to estimate the cost of such facilities, saying the company is obtaining estimates.

"We're confident we can finish the terminal in less than a year," he said.

While in Alaska this week, Kim is participating in discussions with Usibelli on increasing output from the surface mining operation in Healy, Noll said.

With the opening of the Korean market, Usibelli will have to roughly double his output.

"It's not something you just do overnight," Noll said. "But he has all the tools that he needs."

Korea Electric Power Corp. has a 10,000-megawatt capacity and distributes electricity throughout South Korea, according to Noll. That capacity compares to about 1,000 megawatts in the Alaska Railbelt.

Alaska-Korea Business Council plans sports, cultural exchange

by Carl Gidlund
Times Business Writer

The Alaska-Korea Business Council is asking its 100 member companies for contributions to support a series of sport, educational and cultural exchanges between the Republic of Korea and the state in 1983 and 1984.

Council President Bob Breeze said he hopes to raise an initial \$25,000 to help offset transportation and per diem expenses, principally for exchange of sport teams and cultural groups. Scientific exchanges also may require some support, he said, but those efforts generally have some funding.

The exchange program would enhance cultural as well as economic ties between the 49th state and the Far East nation, he said.

Currently, the Anchorage attorney said, the council is negotiating with the

University of Alaska and Korean Air Lines in anticipation of a winter visit by the Korean National Hockey Team to the university's Anchorage and Fairbanks campuses.

The team's visit would be for training under Alaska coaches, he said, but if it took part in a January tournament, it would be eligible for a stipend paid by the university to all participating teams.

Further, he said, KAL may be willing to provide transportation at reduced rates and any contributed funds would be used to make up the difference between those contributions and actual expenses.

During a recent trade mission to Korea, Breeze said he discussed with the chairman of that nation's new pentathlon and biathlon teams the possibility of biathlon team members'

training with the American national team in Alaska this winter.

"They have great marksmen," he said, "but they need help in cross-country skiing which could be provided by our university coaches during regularly scheduled training on Fort Richardson."

Also while he was in Korea, Breeze said, he helped four Korean agronomists obtain American visas. Those scientists now are working in the Matanuska-Susitna Valley to develop barley, wheat, rye and oat strains suitable for export.

And, he anticipates a reciprocal visit to Korea next year by Alaska agronomists who now are attempting to develop grains suitable for growth in Alaska based on hybrids grown in Scandinavian countries.

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Korean firms to open offices in Anchorage

5/25

The Associated Press

Three major South Korean firms plan to open offices in Anchorage before the end of the year, the president of the Alaska-Korea Business Council said Tuesday.

Attorney Bob Breeze of Anchorage, a member of an Alaska trade delegation that recently visited Korea, identified the three companies as the Samsung Corp., the Korea Shipbuilding and Engineering Corp., and ICC Construction Co.

Breeze said Samsung is the third largest corporation in Korea and the trading company is interested in exporting natural resources from Alaska to the Orient and sending Korean goods to the Alaska market.

He said the shipbuilding company is interested in participating in building a

new maritime facility at Seward, and the construction firm is considering participation in several Alaska projects.

Breeze said scheduled meetings between the 14-member trade team and top Korean government leaders were called off by the Koreans after Lt. Gov. Stephen McAlpine pulled out of the trip three days before the Alaskans left for Korea.

He said McAlpine's last-minute cancellation as leader of the trade mission was considered by the Koreans as an indication of a lack of sophistication on the part of Alaska in its efforts to encourage resource development.

McAlpine said Gov. Bill Sheffield asked him to skip the trade mission because he was needed in Juneau to oversee legislative business.

Trade mission leader says Koreans insulted

By STEVE SEPLOCHA
Daily News business editor

5/24

A recent Alaska trade mission to Korea aimed at stimulating business ties turned into a diplomatic insult when Lt. Gov. Stephen McAlpine canceled plans to attend at the last moment, according to an organizer of the tour.

Bob Breeze, president of the Alaska-Korea Business Council, said the group

learned on arrival in Korea May 9 that firm appointments with three government ministers were canceled as was a tentative invitation to meet with the prime minister of that country.

Breeze said McAlpine's withdrawal and the failure of the administration to send an appropriate substitute were privately viewed as an insult by Korean leaders.

Pete Spivey, Gov. Bill Sheffield's press secretary, said the cancellation was unavoidable.

"Initially, the governor thought the legislative session would be over in time for the trip," Spivey said. "When it became apparent it would not, he asked the lieutenant governor to stay and assist with the workload."

Spivey said Sheffield

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The 15 remaining members of the delegation completed the eight-day mission meeting only with private business people. Breeze said the pri-

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The trade mission was designed to reciprocate a Korean mission to Alaska in February that was headed by Dr. B.S. Lee, principal secretary to the Korean president for economic affairs. Breeze said Lee's position was similar to that of a U.S. Cabinet officer.

Breeze said McAlpine called him 48 hours before the mission was to depart and canceled "indicating the governor required him to remain in Juneau."

Work on the trade mission began five months before the trip. Breeze said Sheffield and Commerce and Economic Development Commissioner Dick Lyon were originally invited but could not attend. He said the governor's office made a firm commitment that McAlpine would attend about a month before departure.

Because of the heavy emphasis on protocol, Breeze said much work was done to prepare the itinerary and clear the official calendars of the Korean government leaders.

"It is an opportunity lost," Breeze said. He said the visit was to have been significant in exchanging views on the prospects of exporting Alaska oil and natural gas to Korea.

"Koreans view Alaska as somewhat of a schizophrenic," he said. "On the one hand we preach development of natural resource markets, and on the other hand the fruits of our preaching are hard to discern."

Trade mission leader says Koreans insulted

By STEVE SEPLOCHA
Daily News business editor

5/24

A recent Alaska trade mission to Korea aimed at stimulating business ties turned into a diplomatic insult when Lt. Gov. Stephen McAlpine canceled plans to attend at the last moment, according to an organizer of the tour.

Bob Breeze, president of the Alaska-Korea Business Council, said the group

learned on arrival in Korea May 9 that firm appointments with three government ministers were canceled as was a tentative invitation to meet with the prime minister of that country.

Breeze said McAlpine's withdrawal and the failure of the administration to send an appropriate substitute were privately viewed as an insult by Korean leaders.

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Hickel taps natural gas market

by Ed Bennett
Times Writer

Top government officials in Japan and Korea responded positively to the idea of buying Alaska's North Slope natural gas.

So said former gov. Walter J. Hickel Tuesday. Hickel has just returned from a 10-day trip to those countries.

Hickel and former Gov. William A. Egan co-chair the Governor's Economic Committee on North Slope Natural Gas. The committee is charged with studying alternatives to the proposed 4,800-mile Northwest Energy Co. pipeline, currently stalled by financing problems.

Hickel met with the ministers of energy and finance for Japan, as well as with Japan's former prime minister Fukuda. In Korea, Hickel met with the minister of energy. Hickel also held talks with the largest trading associations of both countries.

"We found tremendous interest," said Hickel. "We weren't selling gas — we were trying to open the door to the idea. And we did just start to open that door."

Hickel said Korea and Japan have simply not included the United States in their energy plans, largely because of the law which prohibits the export of any oil which flows through the trans-Alaska pipeline.

But there is no such prohibition on liquefied natural gas, and Hickel said now is the time to move on selling it to Pacific countries. "The sooner the better," Hickel said.

Hickel said Korea and Japan have committed themselves to other suppliers of natural gas for most of the decade, but that contracts that begin in 1988 and 1990 are still available. "That looks good to us, because our gas would be coming on line then," Hickel said.

Hickel said selling natural gas to our allies in the Pacific would be of major benefit to the United States. Currently, prohibitions on exporting American energy to Japan have forced that country to buy oil and gas elsewhere, including Russia.

Besides decreasing our allies' dependence on the Soviet Union, Hickel sees another national benefit from selling energy to Japan and Korea: It would improve the balance of payments. Americans buy huge amounts of goods from both countries, but the Japanese and Koreans buy far less from us. That could change with the sale of natural gas, Hickel said.

Hickel said he hopes the Koreans and Japanese will support the notion of buying Alaska's gas when they come in contact with U.S. government officials in Wash-

ington. And Hickel believes Washington would be receptive. "The attitude is good now," Hickel said.

Hickel says the Governor's Economic Committee should have an alternative pipeline to recommend by January. Two recently-released studies both point to an all-Alaska gas line as the most feasible, both from a legal and an economic standpoint.

One study, commissioned by the committee itself and submitted by the law firm of Birch, Horton, Bittner and Monroe, says shipping liquefied gas to Japan would pose the fewest legal obstacles.

Another study, just released by the U.S. Maritime Administration, says the most economical plan would be to move the gas south in a pipeline, liquefy it, and transport it by tanker to Japan.

Hickel is enthusiastic about such a scheme. "If we can't do it for about half (the cost of the Northwest Proposal), then we don't have an alternative," he said. "And currently it looks like it's about there. It looks good."

Hickel says the all-Alaska system could be financed in pieces — some for the pipeline, some for the conditioning plant, some for the tankers — and would thus be easier for the banks to handle.

In addition, Hickel said building a conditioning plant at tidewater would be far cheaper than the

Northwest plan of building it at Prudhoe Bay.

Finally, Hickel said the liquefaction plant would remove heavy liquids from the gas, and those liquids could form the basis for a petrochemical industry in Alaska.

But said Hickel, "If Northwest goes, that's fine. We would stop looking for alternatives." In the meantime, he says, the committee will continue to look at every alternative, including LNG tanker submarines.

In the meantime, Hickel suggested that the federal government also look at alternatives to the Northwest proposal.

State readies for Korean coal ships

10/14/83

Times Business Staff

Chris Berg Inc. of Anchorage has been awarded a \$970,000 state contract to dredge a portion of Seward Harbor and prepare a site for loading Korea-bound coal ships.

Dan Casey, commissioner of the Department of Transportation and Public Facilities, said Thursday the initial phase of the \$3.6 million project should be completed in about two months, "and design for structural work is under way, keeping the July 1984 completion date right on target."

Casey said it appears likely the state's budget estimate is on target, too. "We saved money on drainage redesign associated with the dredging contract, and are making every effort to spare costs in constructing the dock facility," he said.

"By staying within the \$3.6 million, we will save over \$500,000 compared with the original conceptual design as envisioned by the project's sponsors."

The principal use of the facility is to handle coal from the Usibelli mines near Healy. Owner Joe Usibelli has a 15-year contract to deliver 800,000 tons a year to the Suneel Shipping Co. of Korea to fuel new generators owned by the Korean Electric Power Co.

The coal will be shipped by rail, stockpiled at Seward, then loaded aboard deep-draft ships for the run to the Orient.

Casey said a key element of the project is an agreement recently forged with the Alaska Railroad that provides the state an exclusive free permit to build the facility on railroad property. That contract, he said, cleared land title issues and permits the construction to proceed.

"The unique position of the state as the preferred transferee under the Alaska Railroad Transfer Act has allowed us to structure an arrangement whereby the state will retain ownership of the facility until transfer," Casey said.

"Then, title will be merged with the entity chosen to run the state-owned railroad. If transfer does not occur, a long-term lease will go into effect in lieu of the permit."

Casey said the state doesn't plan to operate the dock. "We are not in that business. Once construction is complete, then Suneel, the City of Seward, the railroad, or some combination will be the operator," he said.

"Suneel has expressed a strong preference that it operate the dock when its ships are being loaded. Negotiations are being held now on dock operation responsibilities with the various parties," Casey said.

It readies for Healy-Korea link

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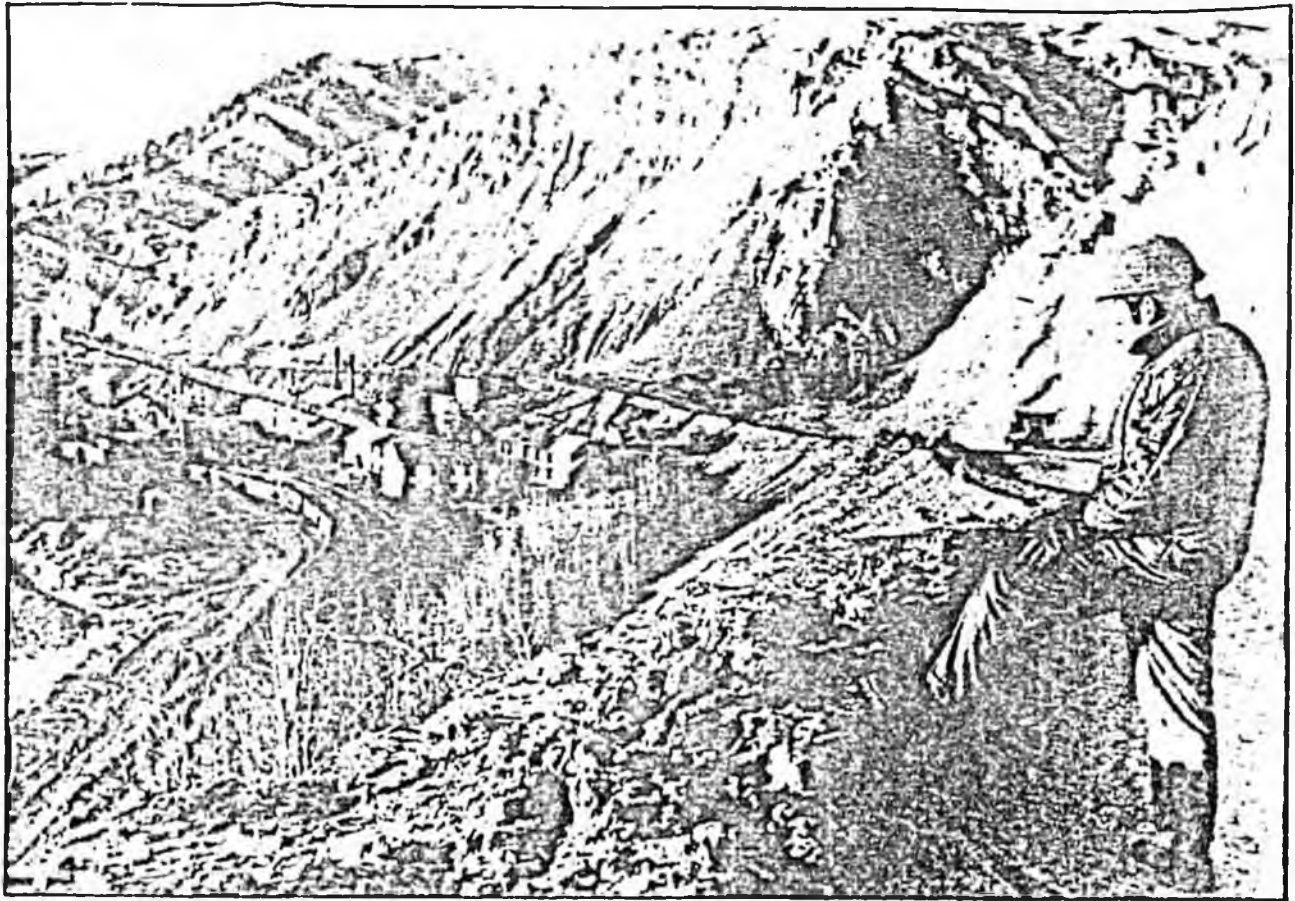
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Times file photo

Miner Joe Usibelli looks over his coal mine operation at Healy in Alaska's Interior near Denali National Park

The engineering firm that did preliminary design work for the project estimated dredging and basic dock construction at Seward would cost \$3.8 million. Seward officials calculate insurance, administrative and other related costs would bring the total to \$4.3 million.

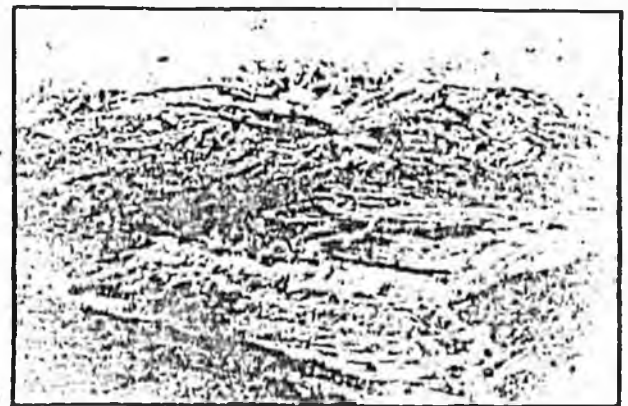
The city of Seward volunteered to handle harbor dredging and construction of an offshore dock and asked the legislature for the larger sum.

Sun Eel plans to spend about \$8 million for on-shore coal storage facilities, a conveyor running from the shore to an offshore, deep-draft dock and coal loading equipment on the dock, according to Bill Noll, vice president. He estimated his company will need to spend another \$18 million to \$25 million for rail cars — 75 hopper cars and five locomotives — and a 100,000-ton ship. The money will be used specifically to lease railroad-owned tidelands and to purchase and erect mooring dolphins and support pilings for the offshore loading system.

The ship, trestles, conveyors and other equipment will make Seward a world-class coal facility, the equivalent of Vancouver, B.C., and a couple of ports in Australia, Noll said. The only West Coast rivals, in terms of capacity, would be Vancouver and Long Beach, Calif., he said.

Equipment would be available for rental to other exporters or importers of bulk products such as gravel, mineral concentrates, wood chips and agricultural products, Noll noted. And there is hope for products from the Orient on the returning carrier.

The Alaska Railroad signed a 55-year lease with



Times file photo

The Usibelli mine overlooks the Nenana River Valley

Sun Eel in October 1981 for 15 acres at the port. An agreement also has been reached with the Korean firm for Alaska Railroad employees to run a full Sun Eel train round trip between Healy and Seward every 2 1/2 days.

The first shipment would be in September 1984 to fuel a boiler being built by Korean Electric in the city of Honam. That boiler will be fired up in December 1984, Noll said, and a second coal-burning boiler would become operational in March 1985.

Frank Jones, Alaska Railroad general manager, said the railroad already has a Corps of Engineers permit to dredge material from the port's bottom immediately adjacent to the dock in Seward.

Usibelli readies for Healy-

Reprinted with permission of
Alaska Construction & Oil
by Betzi Woodman

10/24

Joe Usibelli Sr. is pouring millions of dollars into capital investments at Usibelli Coal Mine to poise himself for the first 50,000-ton shipment of coal from the mine at Healy to Korea Electric Power Co.

Investments in capital improvements at the mine have totaled nearly \$20 million over the past two years as negotiations in an export contract with Sun Eel Corp. ground on. Results include a new tippie, six huge new trucks, a load reduction plant and new shop complex.

Sun Eel Alaska Corp. and Usibelli signed a contract in January that calls for Kepco's purchase of over 1 million metric tons of sub-bituminous coal.

The \$6.5 million tippie went into operation last year. It feeds coal into railroad cars and consists of a circular chute into which coal is dumped from trucks, a conveyor that carries the coal across the Nenana River and, on the other side of the river, an A-frame building that feeds the railroad cars running beneath it.

The new steel frame shop complex is located closer to operations than the old facilities and puts maintenance and the warehousing office under one roof.

The \$8-million complex has a 46,000 square feet. Floor space totals more than an acre and is equipped with the most modern repair equipment and warehouse facilities.

The \$2-million load reduction plant refers to power load, not coal. When the 32-foot dragline begins to swing in its overburden-clearing task, it draws on the power supply and causes a brown out. An 85,000-pound flywheel counteracts and when the swing begins, the load reducer automatically sends power into the line. When it slows, it takes power out so there is no power surge.

The newest pieces of equipment are six Wabco trucks with chassis painted bright blue and steel bins a brilliant yellow. These hues are not only fancied by Usibelli for their relation to Alaska's state colors of blue and gold, but make the vehicles more visible, the mine owner said.

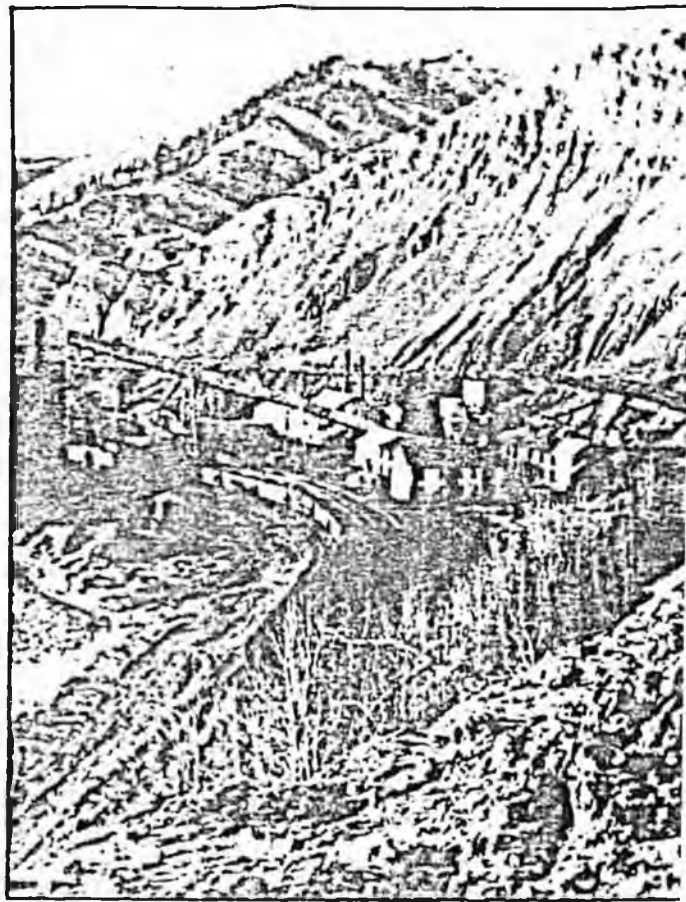
The six machines cost about \$2 million total, according to John Erp, territory manager for Howard-Cooper Corp. in Anchorage, the distributor. Manufacturing lead time was six months. The trucks were shipped disassembled to Usibelli via railroad.

The truck portions were outfitted for cold weather with arctic hose and suspension, radiator shutter and air dryers to remove moisture from the air brake system.

The turning radius of the trucks, Erp said, will dictate the kind of haul road and pit used for the mine. And spare tires for the huge vehicles, he said, are "costly." Life of the trucks, for constant use, is about seven to 10 years.

The six new vehicles, four to carry away overburden from the mining site and two to transport coal to the tippie, replace a fleet of 11 older and smaller (50-ton capacity) trucks acquired in 1976.

Beginning in 1984, Usibelli Mine is scheduled to begin shipping coal to South Korea via the Alaska Railroad through a coal loading facility in Seward. The state legislature voted to fund \$3.6 million for that facility.



Miner Joe Usibelli looks over his coal mine operation at H.

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resentation here.

To that end, delegation members will be discussing with Korean businessmen and government officials short-and long-term prospects for the exportation of Alaskan crude oil, liquefied natural gas, natural gas liquids, coal and other minerals, he said. And the possibility of increasing trade between the countries also is on the agenda, according to Breeze.

Lt. Gov. Steve McAlpine will lead the 16-man delegation on an itinerary that includes visits with the ministers of the Korean government's Departments of Foreign Affairs, Commerce and Energy and Resources in addition to top officials of several industrial corporations. Cities to be visited include Seoul, Kimhae, Busan, Changwon, Ulsan, Suwon and Anchorage's Korean sister city, Incheon.

A 22-member Korean trade delegation visited Alaska in February.

In addition to McAlpine and Breeze, the Alaska delegation comprises Kyu Jin Cho, Four Royal Parkers, Inc.; Won "Terry" Chung, Amasia International, Inc.; Mike Colletta, Colletta Corp.; Seward Mayor Donald Cripps; Frank Danner, a partner in Peat, Marwick, Mitchell; Robert Frascati, Anchorage Travel Bureau; Michael Gay, legislative assistant to state Rep. Tony Liska; Albert Kawabe, chairman of Seward's International Trade and Industry Development Board; Henry Kim, Topex Industries; James Lexo, executive assistant to Rep. Don Young; Loren Lounsbury, Hewitt V. Lounsbury and Associates; Ray Metcalfe; William Noll, Suneel Alaska Corp.; and Robert Richardson of the Alaska Vocational Technical Center in Seward.

Korea seeks trade zones in Alaska

Carl Gidlund
Times Business Writer

5/6

The Alaska-Korea Business Council wants to establish at least two free trade zones within Alaska, in Anchorage and Seward, according to the organization's president Bob Breeze.

The Anchorage lawyer said a principal purpose of a week-long trade mission to Korea that begins Monday is to determine industrial and government interest in the proposal which would allow duty-free storage of goods plus fabrication and manufacturing on the sites.

"We want to create Alaska jobs through bilateral trade," Breeze said. "We know Korea will be importing our coal and other natural resources but we feel there should be a reasonable balance.

"Specifically, we'd like to encourage the development of steel rolling and fabricating facilities for pipelines and refineries. And we'd also like to see Korean-owned ship construction and repair facilities in the state."

Breeze said several such free trade zones already exist in the U.S., including Los Angeles, Long Beach and Seattle. To establish them in Alaska would require sponsorship by a non-profit organization — which could be the state government — specific state legislation, then approval by the U.S. Department of Commerce, he said.

A previous mission to Korea by Alaska businessmen in 1981 resulted in the establishment of Anchorage offices by Korean industrial conglomerates Suneel and Hyundai. Breeze said the council would like additional rep-