

SCOMM

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Japan

Japan is a nation of practical and hard-working people. Group orientation and loyalty to the company are of utmost importance in their culture. The very old and the very new are both incorporated into their society. The ancient tea ceremony is still practiced today, Shinto priests still consecrate land for new buildings and Japanese of all ages can be seen carrying the modern invention, the Walkman.

If you are planning on doing business with a Japanese company, you should realize that it is not just the result that counts, but how that result is accomplished.

Do not attempt to make business connections in Japan without first securing an introduction by a third party. The AK Office in Toyko can be of assistance if you do not know anyone in the firm you want to deal with. Ideally, the introduction should come from someone who knows you, knows about your business and the Japanese company you want to be introduced to.

The process of business may appear to be slow because many people are involved in the decision-making process. Once a decision is finally made, implementation occurs quickly.

Japanese usually negotiate in teams made up of experts in relevant fields. Interpreters are often necessary. Negotiations begin with gentle probing of fundamental issues such as the motives of the parties and the potentials for long-term, mutually beneficial relationships. Negotiations will continue over a period of time with several meetings or information is exchanged through correspondence.

As in all Asian countries, the presentation of the business card is most important. **BE PREPARED TO EXCHANGE BUSINESS CARDS.** To the Japanese, the card is a mini-resume and a ticket to the business game. Handle the cards with formality, do not just toss them across the table.

You would make a better impression if you had your presentation materials translated into Japanese. If you can, try to learn the Japanese words for "hello," "thank you," "delicious," "good-bye." They appreciate your interest and desire to learn.

Start your business negotiations with praise for their company. Tell them it is a pleasure to be discussing business with them.

The person in the Japanese delegation that speaks the best English is not necessarily the top negotiator. Often the highest-ranking player speaks little or no English. You should go on the assumption that nothing you are saying is being understood until it is interpreted.

Don't be aggressive, speak in a loud voice or assume an informal attitude in meetings.

Often they will pause for long periods between speaking. Japanese are much more comfortable with silence than we are. Don't jump into the silence, thinking that they've misunderstood. The silence can indicate that they are not willing at that time to come to a decision. It can also be a sign of respect. Be patient and allow them time to speak.

As with the Chinese, you do not put the Japanese in the position of "losing face." They do not say "no" in public (which is why some Alaskan businessmen often come away from meetings with the wrong impression). To "lose face" or "save face" is more Chinese than Japanese. The concern or emphasis of the two cultures is the group rather than the individual. How one treats others and is treated by them is of supreme importance. To slight another or to feel slighted, to cause embarrassment, or to be embarrassed, disturbs the delicate web of relationships which are essential to their survival. The word "face" expresses very well this sense of how someone is seen or sees another.

For example, a Japanese mother teaches her child not to do or say certain things "or else people will laugh at you." "Shame" is a cultural social control.

Avoid conflict or any embarrassment. Don't always assume that "yes" means agreement or understanding.

Allow time for the Japanese to get to know and trust you.

Expect some bargaining, but do not greatly inflate your proposals.

Maintain a posture of integrity, courtesy and interest.

Avoid any hint of excessive pride. Always show respect.

What we consider an honest look in the eye, the Japanese take as a lack of respect and a personal affront. Even when they shake hands with you and especially when conversing, only an occasional glance into the other person's face is considered polite.

When they meet, they bow rather than shake hands. Japanese coming to Alaska usually know that we are a land of handshakers and will reach out to shake hands. It is not demeaning for you to also bow. They have an "order" for bowing. Women defer to men, younger people defer to their elders, workers to executives, students to teachers, etc.

Most Japanese do not like to be touched by strangers. Although they will get on a crowded bus and be squeezed from all directions and do not seem to mind, they do not like the American "friendly pat on the back" or a friendly hug.

Do not address a Japanese by first name, that is left to family and close friends.

IN JAPAN: If you are visiting a Japanese-style home, remove your shoes before stepping inside.

Remember that most entertaining is done in restaurants. Do participate in evening entertainment. It is a time to communicate freely with your Japanese associates over sake or other drinks.

When entertaining Japanese, do not use floral arrangements that are predominately white.

GIFT-GIVING

The Japanese are known to be unique when it comes to gift-giving. They give gifts under every conceivable circumstance. The reasons for extensive gift giving by Japanese businessmen reside in their cultural heritage.

They enjoy receiving gifts, which should be wrapped in pastel-colored paper, no bows. Gifts given in multiples of two are supposed to bring good luck. If you are presented a gift, accept it with both hands.

Do not expect the recipient of your gift to be effusive in his or her expression of appreciation. Many times the gift is not even opened in front of you. Ask if you should open yours.

Let your Japanese counterpart initiate the gift-exchange unless he is visiting you or your gift is a reciprocation.

Your return gift need not reflect 100% reciprocity. Thoughtfulness is more important.

It is not unusual to receive a gift when you first meet a Japanese businessman. It is not required that you immediately reciprocate with a gift. If you will feel uncomfortable without one, however, it is wise to be prepared.

Gift-giving is more their custom than ours. Allow the Japanese to derive satisfaction from his giving and avoid obligating him by giving a more expensive gift.

Present the gift when the recipient is alone, unless you have gifts for everyone present. Do not surprise a Japanese person with a gift. He may be embarrassed by his not having one for you at the moment.

Do not make a ceremony of a gift presentation. It should seem spontaneous and sincere, never a source of pride to the giver.

Whenever possible, give a gift that shows you did your homework. Get to know the recipient's personal preferences if you can.

Do not offer a gift depicting a fox or badger. The fox is the symbol of fertility; the badger, cunning.

Consumable gifts and small conversation pieces are usually appreciated. Brand name items are also appreciated.

Logo items should be unique, but not a joke. The logo should be subtle. Wrap non-logo gifts, avoiding bold colors, dark gray, black & white (funeral colors). Red is appreciated. It is associated with healing and good health.

SUGGESTIONS:

Pen and pencil set	Cuff links
Alaskan arts & crafts	Alaskan food products
Books about Alaska	Alaska-made beer
Native artwork	Placemats & napkins
Alaska native foods	Designer-name items
Scotch (in general, the Japanese do not care for bourbon)	
The latest in American toys are usually appreciated by Japanese children.	

Always bring a gift when you are visiting in their homes. Flowers are appreciated. Fifteen-petal chrysanthemums are acceptable, but the 16-petal chrysanthemum is used in the Imperial Family crest and should not be used commercially.

LEARN THE RITUALS



Overseas Fishery Cooperation Foundation



2

OVERSEAS FISHERY COOPERATION FOUNDATION

"OFCF"

I. OBJECTIVES OF THE FOUNDATION

Overseas Fishery Cooperation Foundation (OFCF), established on 2 June 1973 as a non-profit organization, is engaged in the cooperation for fishery development of the nations abroad to promote amicable relations between these nations and the Japanese fishing industry. OFCF's operations are carried out with the funds contributed by the Japanese Government.

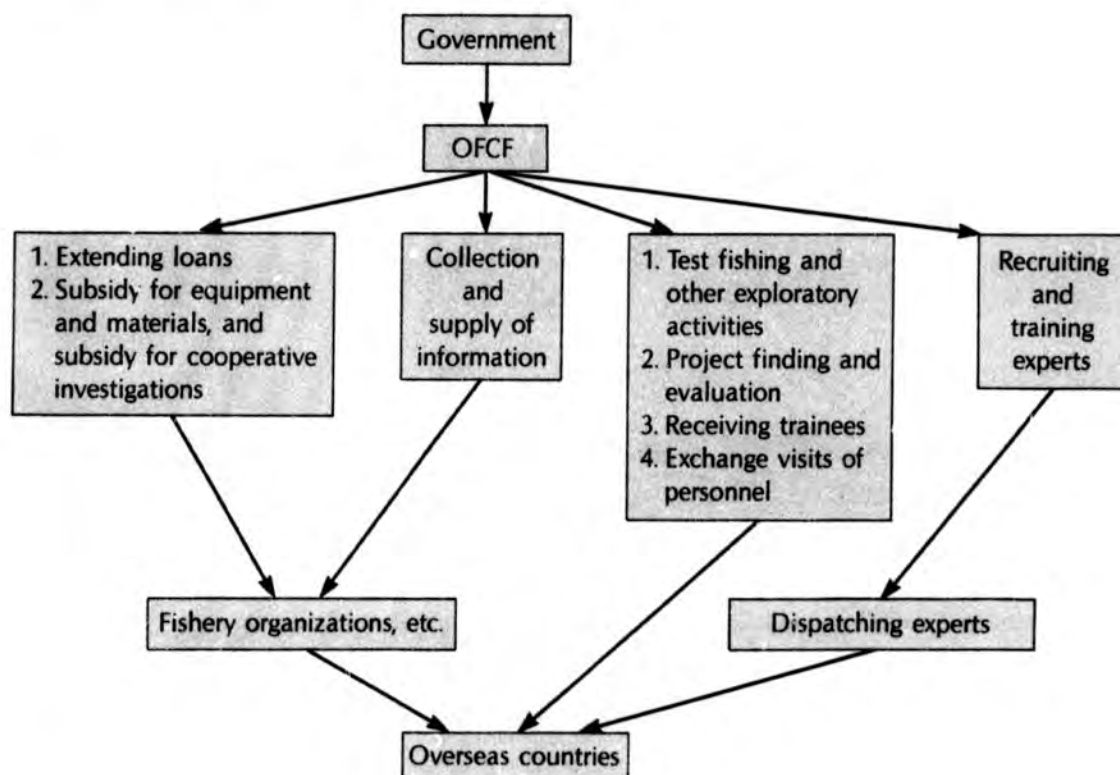


II. ACTIVITIES OF OFCF

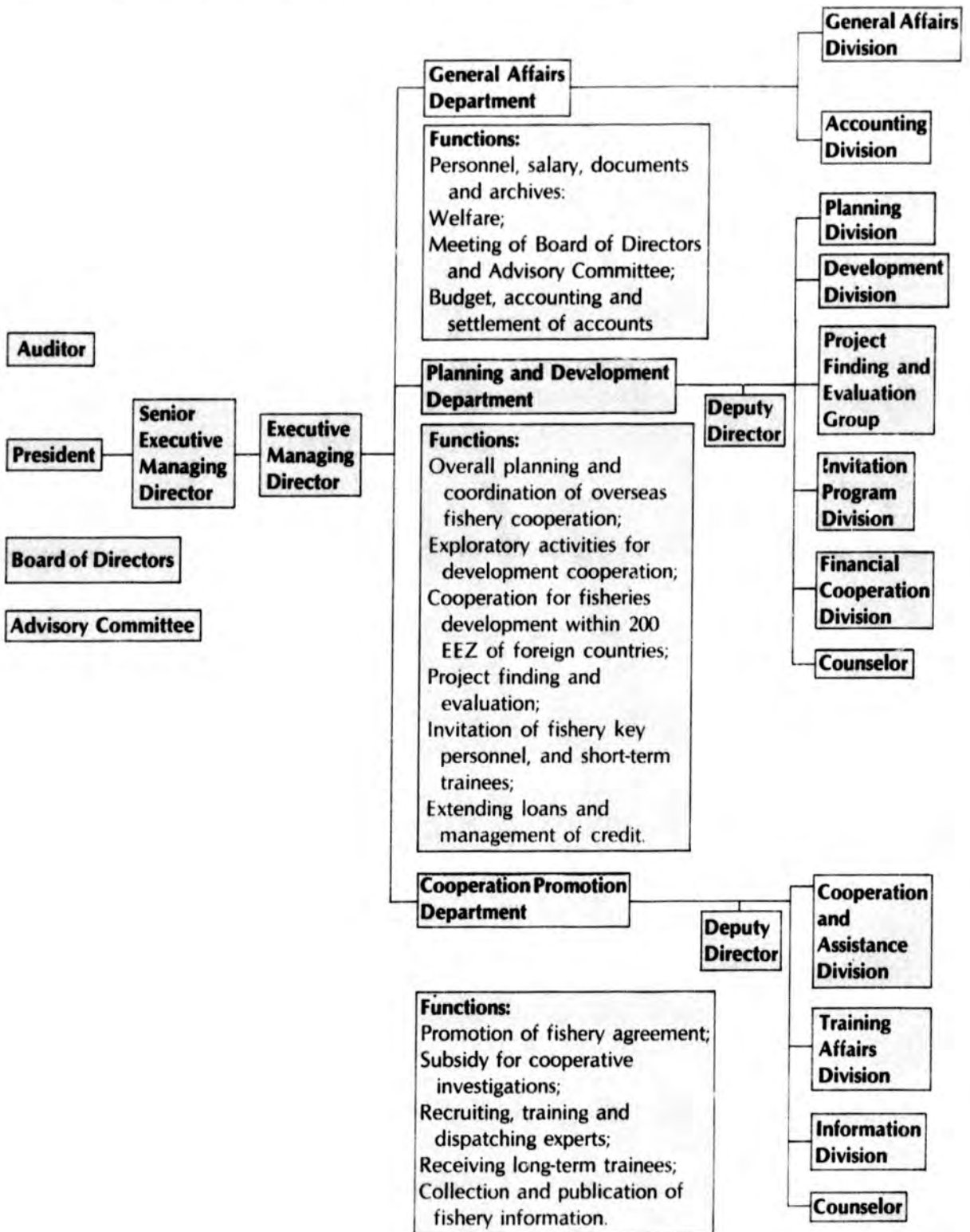
OFCF carries out the following activities:

1. Technical cooperation for the development of overseas fisheries, including:
 - (1) test fishing and exploratory activities for development of coastal fisheries;
 - (2) project finding and evaluation;
 - (3) dispatching experts;
 - (4) granting subsidies to fishery organizations for their cooperative investigations and supplying equipment and materials;
 - (5) receiving overseas participants for training in Japan.
2. Promotion of exchange visits of fishery personnel between Japan and overseas countries.
3. Extending loans to Japanese fishery organizations which require funds to carry out overseas fishery cooperation projects.
4. Recruiting and training Japanese fisheries experts who will participate in technical cooperation.
5. Collection and supply of information regarding overseas fisheries.

III. MECHANISM TO PERFORM COOPERATION



IV. ORGANIZATION CHART OF OFCF



DETAILS OF MAIN ACTIVITIES AND RECORDS OF PERFORMANCE

1. TECHNICAL COOPERATION FOR OVERSEAS FISHERIES DEVELOPMENT

Technical cooperation of various types is being extended to the countries closely related to Japan in fisheries for the purpose of contributing to the fisheries development of those countries.

(1) Test and Exploratory Activities

In order to back up various policies of overseas countries to develop and promote their fisheries, OFCF, upon request of the countries, carries out various test and exploratory activities which will serve as a foundation to develop the fisheries. The activities are aimed at improvement of fishing gear and methods, development of fish culture and propagation techniques, and improvement of fish processing and marketing. In order to ensure the same, OFCF dispatches experts and supplies required equipment and materials.

Such projects have been carried out in the following countries:



Test and exploratory activity in New Zealand (scallop releasing)

(Performance)

Country	Area	Activities	Period	Number of experts dispatched
Suriname	Boskamp District	Development of coastal fisheries and processing of catch	February 1982 to August 1986	4 experts in fishing and processing
Chile	Tongay Bay, 4th State	Scallop enhancement/culture	July 1982 to June 1985	2 experts in aquaculture
	The waters around Chiloe Island, 10th State	Oyster enhancement/culture and sea urchin culture	February 1986 to July 1989 (in progress)	3 experts in aquaculture
	The waters of Magellan's Strait, 12th State	Development and marketing of processed crab	March 1986 to May 1987	4 experts in processing
Papua New Guinea	Branche Bay, East New Britain and The waters around Duke of York Island	Development of coastal fisheries	July 1982 to March 1986	3 experts in fishing
New Zealand	Golden Bay, South Island	Scallop enhancement	October 1983 to December 1986	3 experts in aquaculture
	Coromandel Peninsula, North Islands	Scallop enhancement	October 1987 to July 1989 (in progress)	1 expert in aquaculture
Vanuatu	The waters around Sento Island	Development of coastal fisheries	November 1984 to August 1986	3 experts in fishing
U.S.A.	The Northern waters of Gulf of Mexico, mainly the mouth of the Mississippi River	Research and development of cuttlefish, batterfish and other resources	Oct. to Nov., 1984 Apr. to Jun. 1985	1 expert in fishing 1 expert in fishing
	Kodiak Island and Dutch Harbour, Alaska	Development of training curriculum for surimi processing	September 1986 to October 1986	2 experts in processing
	The waters around Kodiak Island and Southeast Alaska, Alaska	Investigation into the feasibility of scallop mariculture and kelp enhancement/culture	March 1987 to October 1989 (in progress)	8 experts in aquaculture
China	Po Hai	Enhancement of marine resources	April 1986 to November 1988	2 experts in aquaculture
Argentina	Argentine EEZ and neighbouring water area	Development of bottomfish resources	October 1986 to February 1988	11 experts in fishing
Australia	The eastern waters of Tasmania	Scallop enhancement	August 1987 to August 1990 (in progress)	2 experts in aquaculture
Solomon	The coastal waters around Lambi, Guadalcanal Islands	Development of bottomfish fisheries	October 1987 to June 1989 (in progress)	2 experts in fishing 1 expert in engineering
Peru	The waters within the 200-mile zones of Peru	Research of bottomfish, diffusion and promotion of fish consumption	October 1987 to March 1990 (in progress)	1 expert in coordination of the project
Morocco	Agadir	Development and promotion for processing of surimi from sardine and its secondary product	December 1988 to February 1991 (in progress)	4 experts in processing

(2) Project Finding and Evaluation

OFCF has been performing the project finding survey to find out the fishery development and promotion program which meet the practical condition and true need of the countries concerned, thereby aiming at the effective promotion of OFCF's overseas fishery cooperation. OFCF is also entrusted by the government (Ministry of Foreign Affairs) with the survey for the evaluation in connection with the government fisheries grant aid programs.

Project finding

Year	Country
1985	Marshall Islands, Morocco, Seychelles and Madagascar
1986	Tuvalu, Bangladesh, Micronesia, Senegal, Palau and Marshall Islands
1987	Solomon Islands, Ecuador, Morocco, Micronesia and Kiribati
1988	Kiribati, Papua New Guinea and Suriname

Evaluation

Year	Country
1985	Fiji, Solomon Islands and Kiribati
1986	Chile and Columbia
1987	Comoros and Tanzania



Field survey

(3) Dispatching Experts

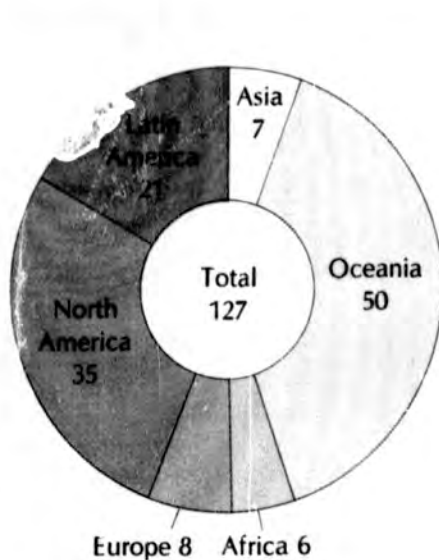
(1) Technical Experts

For the development and extension of fishery techniques in overseas countries, OFCF dispatches experts on fishing, fish processing, freezing, fishing boat engines, fish culture and propagation, etc., upon the request of Japanese fisheries organizations. In this connection, requests from overseas government or other official agencies are also required.

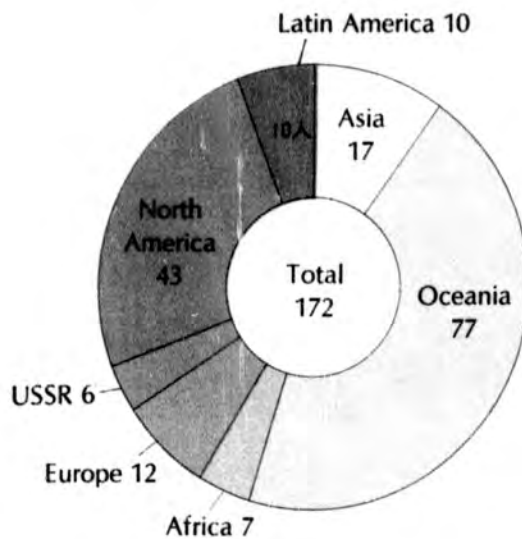
(2) Experts for Fisheries Development Feasibility Study

In case a Japanese small or medium fishery enterprise intends to carry out an overseas fishery cooperation project (joint venture or other cooperative arrangements), OFCF dispatches experts to make a feasibility study as well as to grasp the general situation, upon the request of the said enterprise.

Achievements by region



Number of technical experts dispatched



Number of feasibility study experts dispatched

(4) Financial Aid to Fishery Organizations

OFCF extends financial aid to Japanese small or medium fishery organizations which intend to carry out, upon the request from government or other official agencies of countries abroad, such fishery cooperation as stated hereunder:

(1) Feasibility Study

In case a feasibility study is carried out to develop coastal fisheries, OFCF dispatches experts and extends aid to the small or medium fishery organizations for the expense required in the study, upon the request of the said organizations.

Achievements

Country	Contents of study
Australia	Development study for octopus fishing in the offshore waters of Western Australia
Marshall Islands	Development study for live baits in Majuro sea area
Solomon Islands	Development study for bottomfish fisheries
Uruguay	Development study for bottomfish fisheries

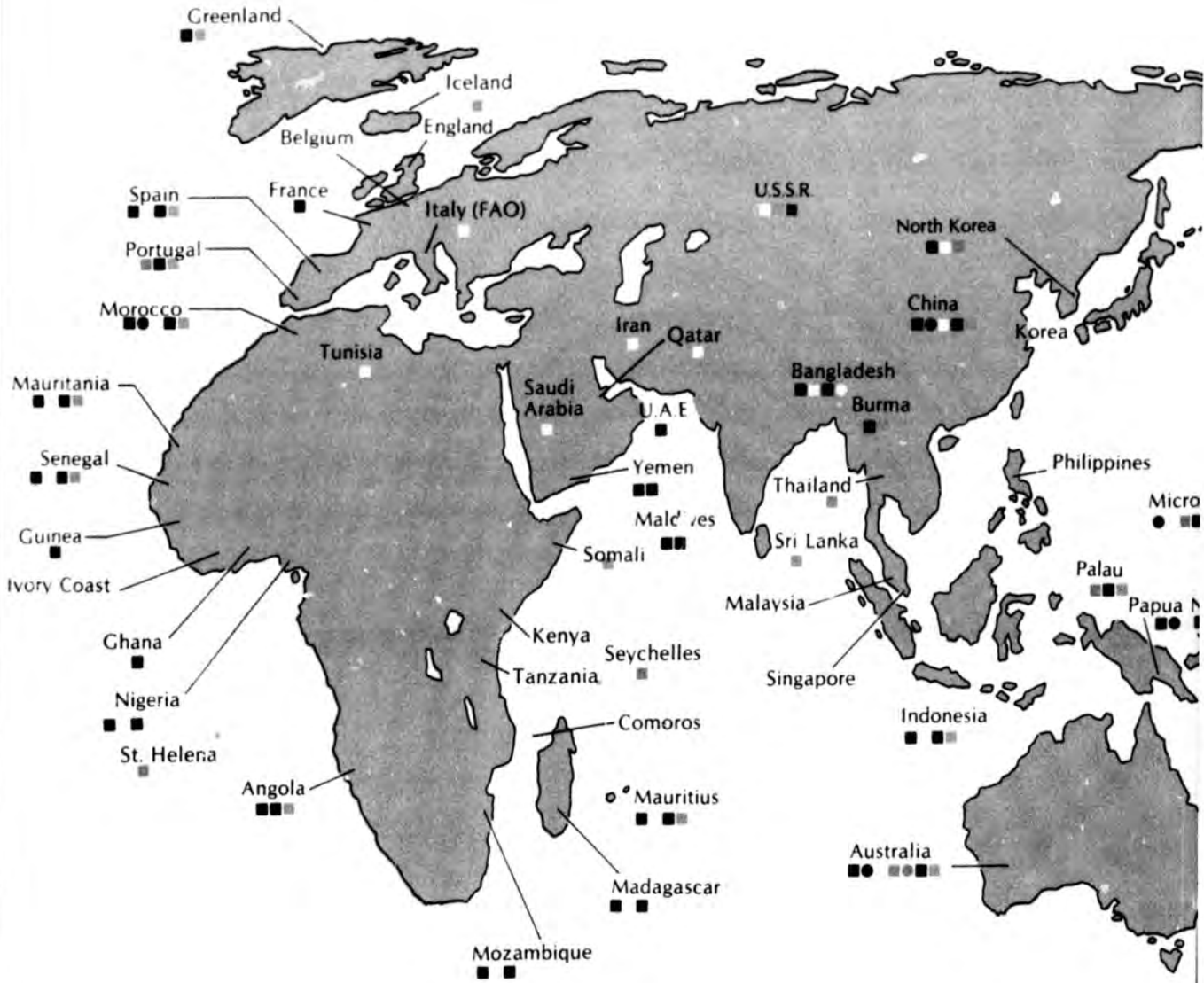
(2) Supply of Equipment and Materials

In case fishery equipment and materials are supplied to overseas governments to promote fishery development, OFCF subsidizes a portion of the purchase price of the said equipment and materials, upon the request of the small or medium fishery organizations.

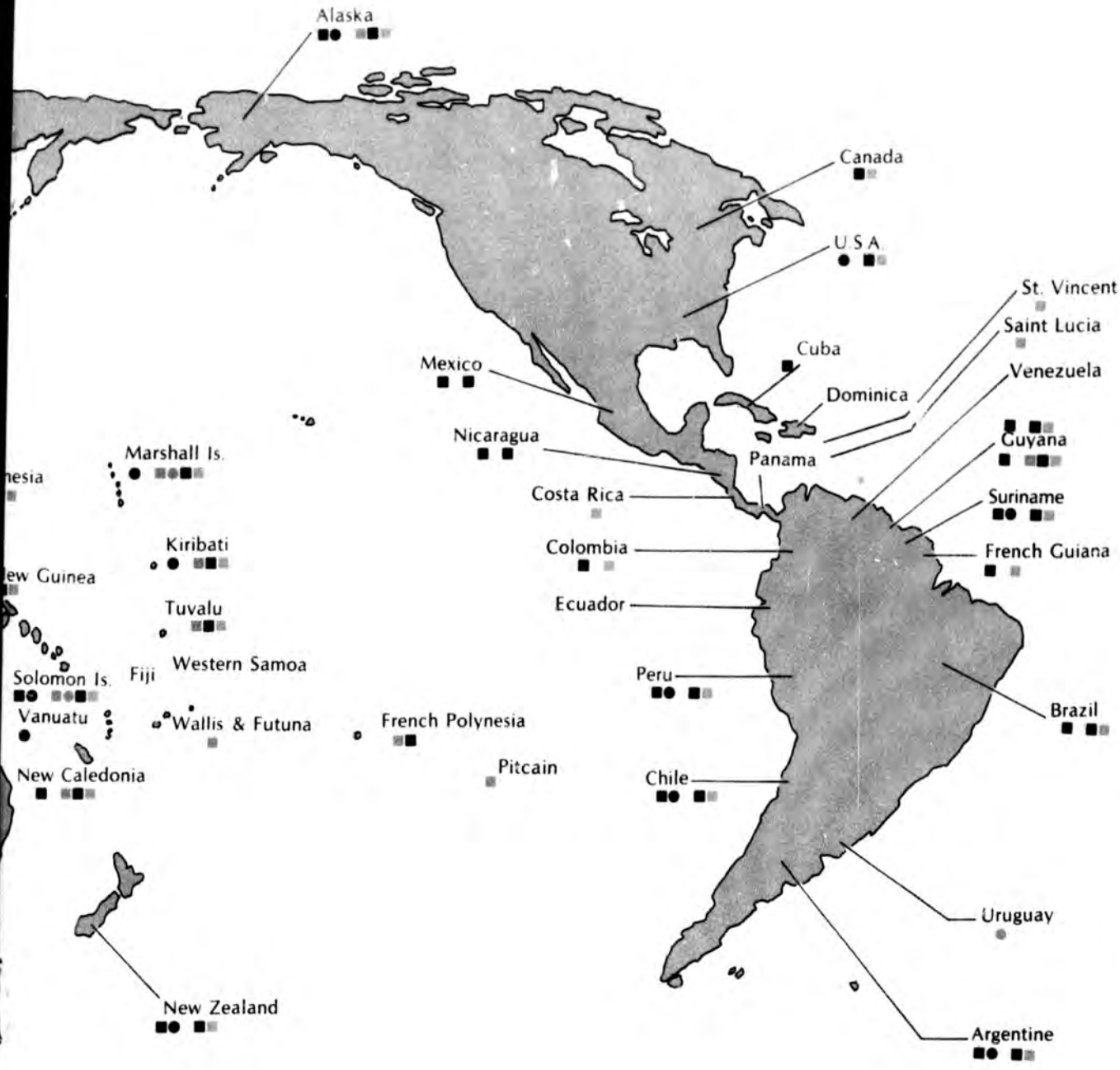
Major achievements

Country	Number of Supply	Equipment/materials
Australia	8	Fishing boats, Fishing gear, etc.
Kiribati	14	Fishing boats, Out board engines, etc.
Marshall Is.	6	Fishing boats, Ice making machine, etc.
Micronesia	10	Fishing boats, Out board engines, etc.
Palau	4	Fishing boats, Ice making machine, etc.
Solomon Is.	10	Fishing boats, Out board engines, etc.
Tuvalu	2	Navigational instruments, etc.
French Polynesia	5	Fishing boats, Refrigerators, etc.
Wallis & Futuna	1	Fishing gear, etc.
New Caledonia	3	Fishing gear, etc.
Pitcairn	1	Navigational instruments, etc.
North Korea	2	Fish finder
Seychelles	1	Navigational instruments, etc.
St. Helena	1	Fishing gear, Navigation instruments
Portugal	9	Fishing gear, Ocean research instruments, etc.
Alaska	2	Fishing boats, Fishing gear, etc.
Guyana	1	Refrigerating equipment, etc.

Major overseas fishery cooperation projects executed by OFCF



- Loans from OFCF
- Test and Exploratory Activities
 - Offering Services of Experts
 - Dispatching Technical Experts
 - Dispatching Experts for Feasibility Study
- ▨ Financial Aid for Equipment and Materials
- ◐ Financial Aid for Feasibility Study
- Receiving Overseas Trainees
- ▨ Inviting Fishery Key Personnel
- Project Finding etc.
- Others



(5) Receiving Overseas Trainees

Trainees from abroad are received for the following training courses in various fishery techniques, upon the request of and for the needs of the governments and Japanese fishery organizations and enterprises concerned.

(1) Training Contents

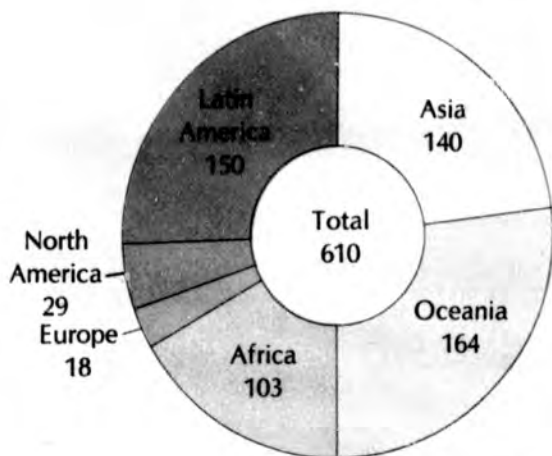
a) General training

Group training in Japanese language (for the main part), Japanese society, culture and fisheries as general knowledge; includes field inspection.

b) Technical training

Individual training entrusted to a concerned organization or enterprise according to the training purpose of each trainee. Selectable fields include fishing, fishing gear, processing, enhancement/culture, marine engine, freezer, navigational instrument, wireless, ship repair, etc.

Achievements by regions



Number of trainees accepted



Freezer disassembling/assembling practice



Dried bonito processing practice

(2) Training Courses

a) Group course

Period: 5 months (7 weeks are spent for a general training and 14 weeks for specific training for technical skill).

Applicants: Applicants are expected to play a major role in Japanese affiliates and/or technical cooperation.

Course structure: The course is designed to train fishery experts to promote management of foreign associate companies.

b) Crush course

Period: 1.5 months (2 weeks are spent for a general training and 5 weeks for specific training for technical skill).

Applicants: Applicants are core experts of foreign affiliates and/or holders of OFCF diplomas, who have a good command of Japanese and/or English languages.

Course structure: The course is designed to further raise technical levels of experts of certain qualification.

c) Management course

Period: 1.5 months (5 weeks are spent for a general training and 2 weeks for specific training for management).

Applicants: Applicants are in middle managerial positions and/or senior staffs of foreign affiliates, who can participate in courses in English.

Course structure: The course is designed to provide a wide knowledge of management of foreign affiliates and also to further mutual understandings between Japan.

d) Factory trawling course

Period: 3.5 months (6 weeks are spent for a general training and 10 weeks for specific training for technical skill).

Applicants: Applicants are officers, engineers and/or apprentices working for trawlers in possession of foreign affiliates.

Course structure: The course is designed to provide knowledge of factory trawlers in general in addition to special requirements as officers, engineers and/or apprentices of such vessels.

e) South Pacific fishery course

Period: 3.5 months (7 weeks are spent for a training in general with 9 weeks for technical courses).

Applicants: Applicants are fishery experts recommended through South Pacific Governments with which Japan has close fishery relations.

Course structure: The course is designed to provide technical knowhow for South Pacific coastal fishery including fishing, processing, quality control, distribution, etc.

2. PROMOTION OF EXCHANGE VISITS OF FISHERY PERSONNEL

In order to promote friendly relations between Japan and countries abroad the following steps are being taken:

(1) Senior fishery personnel of the countries abroad are invited to Japan for observation of fisheries in Japan and for the promotion of mutual understanding through discussions with Japanese key personnel in fishery agencies and industries.

Records of Senior fishery personnel accepted:

1) Minister, secretaries of department directors in charge of fisheries

Number of nationalities: 32, Number of persons: 162

2) Leading executive and other key personnel of fishing industries accepted:

Number of nationalities: 31, Number of persons: 152

3) Persons in charge of fisheries, participating in the symposium

8 countries, 1 organization, 59 persons

Burma, China, Indonesia, Sri Lanka, Australia, Kiribati, Marshall Is., Micronesia, New Zealand, Papua New Guinea, Solomon Is., Tuvalu, Palau, FFA, New Caledonia, Angola, Mauritania, Mauritius, Morocco, Senegal, Somali, Iceland, Portugal, Spain, Greenland, U.S.S.R., Canada, Costa Rica, St. Lucia, St. Vincent, U.S.A., Argentine, Brazil, Chile, Colombia, Guyana, Peru, Suriname, Venezuela, French Guiana

(2) OFCF dispatches its officials, staffs and advisers from time to time to countries abroad to exchange views with their government officers and industry personnel, to study their fisheries and strengthen cooperative relations.



Symposium

3. LOANS

OFCF extends loans to Japanese fishery firms or organizations which intend to carry out overseas fishery cooperation projects such as promotion of fisheries and establishment of joint fishery ventures. The kinds of loans extended are as follows:

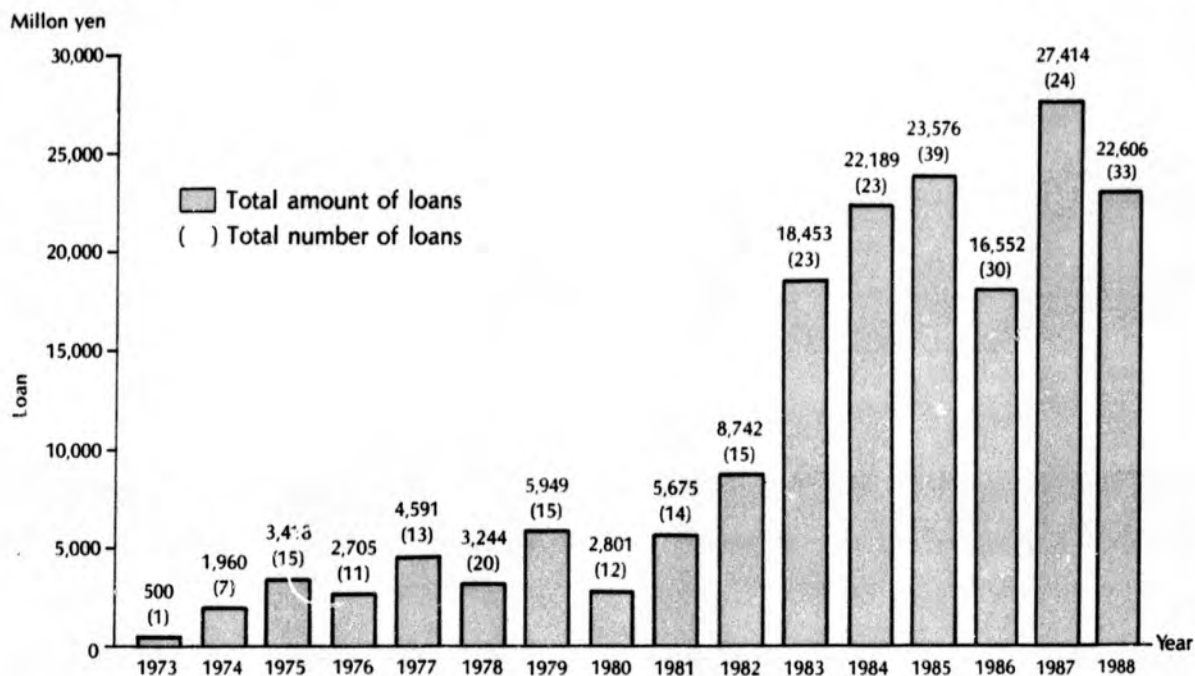
(1) No-interest Loans

No-interests loans are made available (annual handling fee of 0.75%) for such cooperation projects as transfer of installations, or lending capital to the overseas governments, or technical cooperation for development survey.

(2) Low-interest loans

In case overseas investment (e.g. establishment of joint ventures) is made, low-interest loans (annual interest rate of 3.5%) are made available to be used as share capital or equipment loans to the joint venture.

Achievements



4. RECRUITING AND TRAINING OF EXPERTS FOR OVERSEAS COOPERATION

The following programs are being implemented to recruit and train experts to be dispatched abroad to ensure technical cooperation for the overseas fisheries development.

(1) Registration

Experts who will participate in overseas fishery cooperation are widely solicited and persons qualified are registered by their specialized sector. Reference materials on language training and overseas fisheries cooperation are supplied to them.

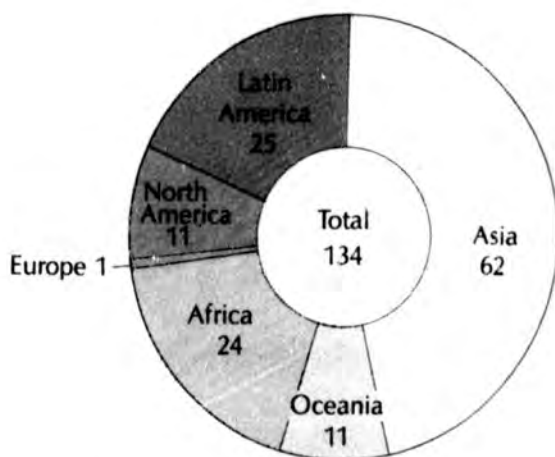
(2) Recruiting

From among the registered experts, those who are presently available for overseas service are selected and recruited. Those recruited experts are offered with specialized training and courses on language and socio-economy abroad from time to time.

(3) Offering Services of Experts

OFCF recommends its registered or recruited experts to organizations or enterprises which intend to dispatch experts abroad for overseas fishery cooperation.

Achievements by regions



Number of experts assigned for overseas cooperation.

5. COLLECTION OF INFORMATION AND PUBLICATION

OFCF collects information and reference materials on the trends of fisheries of countries abroad and on the overseas fisheries cooperation activities. Those which are considered necessary are published in OFCF's bulletins and pamphlets stated hereunder and are distributed to persons and organizations concerned:

(1) Bulletin, "Overseas Fishery Cooperation"

The bulletin publishes articles and comments on fishery policies, institutions, fishery negotiations and fishery cooperation activities in general as well as the activities of OFCF.

(2) "OFCF News"

The "OFCF News" centers on the trends of overseas fisheries, fishery negotiations and fishery cooperation activities.

(3) Publications on overseas fisheries

From time to time, publications are issued on fishery situations, policies and development plans of various countries.

(4) "SUISAN"

The publication is a follow-up program for ex-trainees to inform them of the current situation and trends in Japanese fisheries.

6. PROMOTION FILMS

Promotion film (16mm, 30-minutes) are available to the domestic and overseas persons concerned to help them understand OFCF cooperative activities for overseas fisheries, as follows:

- (1) "Learning from the Japanese Sea" Produced in 1980
Introduces the training activities of overseas trainees
- (2) "The Solomon Islands: Living on the Wealth of the Sea" Produced in 1982
Introduces activities of the joint venture in Solomon islands for which OFCF has loaned the fund.
- (3) "Endeavor for Marine Fishery Development—Suriname—" Produced in 1984
Introduces activities for development of offshore fisheries and improvement of processing of catch in Suriname.
- (4) "Re-utilizing Golden Bay—Joint MAF/OFCF Scallop Enhancement Project—" Produced in 1986
Introduces activities for the Scallop Enhancement Project in New Zealand.



Presentation ceremony of the LAILA—offshore fishery survey boat in Suriname

"O F C F"

Overseas Fishery Cooperation Foundation

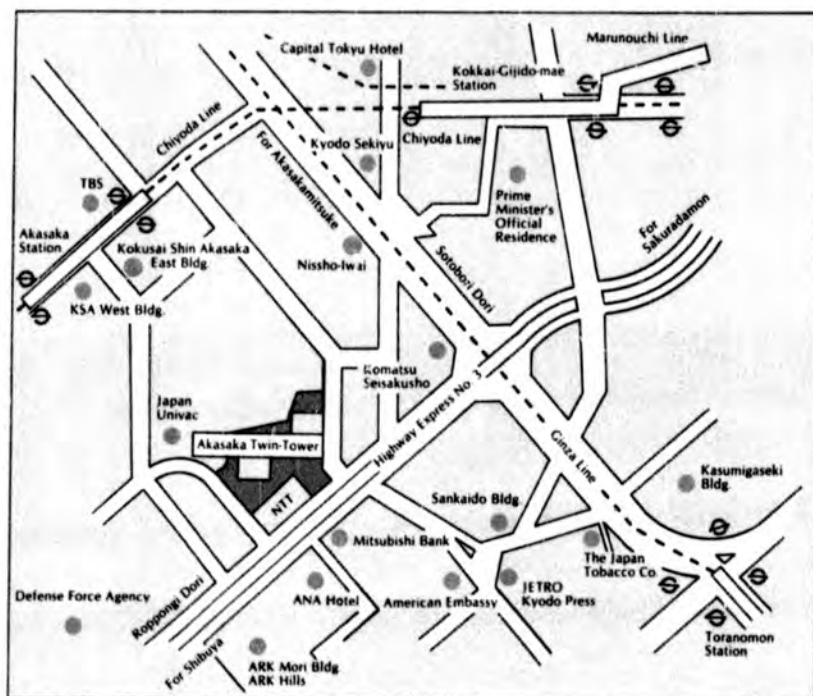
Akasaka Twin-Tower Bldg. (18th floor)
17-22, Akasaka 2, Minato-ku, Tokyo, Japan

Tel: 03-585-5381

Fax No: 03-582-4539

Telex: OFCF J-29505

Cable address: FISHCOOPFOUND



May, 1989

MEMORANDUM OF AGREEMENT
BETWEEN
OVERSEAS FISHERY COOPERATION FOUNDATION OF JAPAN
AND
THE STATE OF ALASKA
ON THE EXECUTION OF A FEASIBILITY STUDY
FOR COASTAL FISHERY DEVELOPMENT

MEMORANDUM OF AGREEMENT
BETWEEN
OVERSEAS FISHERY COOPERATION FOUNDATION OF JAPAN
AND
THE STATE OF ALASKA
ON THE EXECUTION OF A FEASIBILITY STUDY
FOR COASTAL FISHERY DEVELOPMENT

Based on the Memorandum of Agreement on Seafood Industry Development and Trade signed in Tokyo on October 23, 1985, by the Governor of the State of Alaska, the President of Overseas Fishery Cooperation Foundation of Japan, and the President of Japan Fisheries Association, the Department of Fish and Game and the Department of Commerce and Economic Development of the Government of the State of Alaska (hereinafter referred to as the State Government) and Overseas Fishery Cooperation Foundation (hereinafter referred to as OFCF) have agreed to implement a project for Cooperative Feasibility Study (hereinafter referred to as the Project) which may lead to an experimental project for the development of coastal fisheries in the State of Alaska, as follows:

A. Scope of the Project

To study the feasibility of developing scallop and giant kelp mariculture in certain areas of the State of Alaska.

B. Areas of the Project

Waters around Kodiak Island for scallops, and Southeast Alaska for giant kelp.

C. Duration of the Project

The scallop study will occur between March 1, 1987, and July 31, 1988. The giant kelp study will occur between August 1, 1988, and October 1, 1989. However, the period may be extended or shortened, if so agreed by both parties.

D. Responsibilities of Each Party

(1) OFCF shall, at its own expense:

- a. Provide two or three technical experts for each study.

- b. Provide equipment and materials as necessary for the execution of the Project. These goods shall become the property of the State Government upon being delivered at the port of disembarkation on a CIF basis, if the same is imported, and at the place of procurement if obtained locally to be used for the Project and any ensuing experimental projects.
 - c. Pay transportation costs for OFCF staff.
 - d. Pay expenses for food and lodging for OFCF staff where not otherwise provided.
 - e. Pay expenses related to vessel charters associated with the Project.
 - f. Fund part time, local staff working on the daily operation for the scallop and giant kelp projects.
- (2) The State Government shall, at its own expense:
- a. Provide the technical experts and any other personnel, as required, who will cooperate with the OFCF technical experts in the execution of the Project.
 - b. Provide offices, other facilities and research vessels, and arrange for cars, as well as housing accommodations, for the OFCF technical experts.
 - c. Obtain permission to use areas of waters, or any other permissions as necessary, and pay fees and charges as required.
 - d. Regarding gears, equipment, and materials as mentioned in D(1)b. above, obtain permission for importation to the U.S., arrange for exemption from import duties or any other levies, and bear the cost of internal transportation.
 - e. Exempt salaries of OFCF technical experts and expenses required for the execution of the Project remitted from abroad from income tax and any other levies.
 - f. Exempt the personal effects brought by OFCF technical experts and their spouses from customs duties and any other levies or bear such custom duties and levies.
 - g. Assist and administratively facilitate issuing visas and permissions as required for entry to and exit from the U.S. of the OFCF technical experts.

h. Indemnify OFCF technical experts against any third party claims directly or indirectly resulting from act or omission performed or made in the course of their duty, except and excluding where such claims are wholly or partly attributable to the personal or professional negligence or misrepresentation by OFCF technical experts.

(3) Any matters other than provided in (1) and (2) above shall be dealt with by the two parties.

E. Preparation of the Report

The report of the Project shall be prepared jointly by OFCF and the State Government as soon as practicable upon completion of the Project. The report will be presented to the Alaska/ Japan Fisheries Cooperative Development Committee (AJFCDC).

F. Operation of the Project

The Project will be implemented according to the plan of operations prepared by the Project Management Committee set up by the decision of December 6, 1985, of the AJFCDC based on the Memorandum of Agreement on Seafood Industry Development and Trade of October 23, 1985.

G. Risks

Risks to life and properties of OFCF personnel engaged in the Project operation will be borne by OFCF, while risks to life and properties of personnel of the State Government will be borne by the State Government.

H. Duration

This Memorandum shall come into force when it is signed by both parties and expire on presentation of the report as mentioned in (E) above.

I. Preliminary Training

The preliminary training for Alaska technical experts involved in the Project shall be conducted in Japan under the "Receiving Overseas Trainees" scheme.

J. Other Matters

(1) Other matters arising in connection with the Project which are not covered by this Memorandum will be determined in consultation between the two parties.

(2) Any disagreement between OFCF and the State Government with respect to interpretation of any provisions of this Memorandum will be settled by consultation between the two parties.

K. Financial Responsibilities

The respective financial responsibilities of OFCF and the State Government will be finalized and attached as an addendum to this agreement following approval of the FY 87 state budget by the Alaska Legislature.

Done in duplicate in English and signed at

THE STATE OF ALASKA

OVERSEAS FISHERY COOPERATION
FOUNDATION

Bill Sheffield, Governor

T. Ohba, President

MEMORANDUM OF AGREEMENT

BETWEEN

OVERSEAS FISHERY COOPERATION FOUNDATION

AND

THE STATE OF ALASKA

ON THE DEVELOPMENT OF A CURRICULUM FOR TRAINING OF ALASKANS IN

THE PRODUCTION OF SURIMI

MEMORANDUM OF AGREEMENT
BETWEEN
OVERSEAS FISHERY COOPERATION FOUNDATION
AND
THE STATE OF ALASKA
ON THE DEVELOPMENT OF A CURRICULUM FOR TRAINING OF ALASKANS IN
THE PRODUCTION OF SURIMI

Based on the Memorandum of Agreement on Seafood Industry Development and Trade signed in Tokyo on October 23, 1985, by the Governor of the State of Alaska, the President of the Overseas Fishery Cooperation Foundation and the President of the Japan Fishery Association, the Alaska Department of Commerce and Economic Development (hereinafter referred as the State Government) and the Overseas Fishery Cooperation Foundation (hereinafter referred as OFCF) have agreed to cooperatively implement a project for development of a curriculum to train Alaskans in the methods of producing surimi.

1. Scope of the Project and Sites

The objective of the project is to produce a program to train Alaskans in methods of producing surimi. The program will include five days of classroom training at the Kodiak Community College, Kodiak, Alaska, and ten days of practical training at the GREATLAND SEAFOODS Surimi Plant in Dutch Harbor, Alaska. Classroom training will include a mix of video and lecture presentations and will include up to 30 students. The practical training will take place during the course of normal operations at the Dutch Harbor plant and will include no more than six students in any one ten-day session. Sites may be altered by agreement between both parties. The training is to be basic in nature and will be aimed at producing supervisory personnel. Students will be selected by those organizations in Alaska that produce or are interested in producing surimi, and it is understood that the curriculum will be designed for the student with little or no experience in the manufacture or production of surimi.=

2. Duration of the Project

The project will commence on May 1, 1986, and will terminate March 1, 1987.

3. Responsibilities of Each Party

(a) OFCF shall, at its own expense:

- 1) Dispatch one or more lecturers to provide classroom training.
- 2) Provide equipment and material as necessary for execution of the project, including instructional videotapes, charts, diagrams and other items as required.
- 3) Pay transportation and accommodation costs for OFCF staff.

(b) The State Government shall, at its own expense:

- 1) Provide technical experts and any other personnel as required, who will cooperate with the OFCF technical experts in the execution of the project.
- 2) Arrange or identify accommodations available for both the OFCF technical expert(s) and the students, both in Kodiak and Dutch Harbor.
- 3) Obtain any required permission and exempt all equipment and materials needed pursuant to 3.a.2 above from customs duty.
- 4) Arrange to exempt salaries of OFCF technical expert(s) and expenses required for execution of the project remitted from abroad from income tax and any other levies.
- 5) Exempt the personal effects brought by OFCF technical expert(s) and their spouses, as necessary, from customs duty.
- 6) Assist and administratively facilitate issuing visas and permissions as required for entry to and exit from the U.S. by the OFCF technical expert(s).
- 7) Indemnify OFCF technical experts against any third party claims directly or indirectly resulting from an act or omission performed or made in the course of their duty, except and excluding where such claims are wholly or partly attributable to the personal or professional negligence or misrepresentation by the OFCF technical expert(s).

- 8) Provide videotape material as available and required for the development of the curriculum and provide the personnel and equipment necessary to tape or film the lecture for future use.
- 9) Pay transportation and accommodation costs for Alaska staffs.

4. Preliminary Training

The State Government will dispatch one U.S. technical expert to Tokyo, during the month of May 1986 for the purpose of producing the videotapes and the final curriculum to be used during both the classroom and the practical training sessions. OFCF will pay its expenses on the basis of OFCF criteria.

5. Risks

Risks to life and properties of OFCF engaged in the project operation or development will be borne by OFCF, while risks to life and properties of personnel of the State Government will be borne by the State Government. Students undergoing training will be covered under the insurance provisions of their respective host company.

6. Schedule

- (a) Classroom training is scheduled to commence on or about the third week of June 1986 and continue for a period of five days.
- (b) Practical training will occur following the classroom training and will commence on or about the fourth week of June 1986. The ten-day practical training sessions will continue until all students interested in attending the training have been scheduled.
- (c) Production of a videotape for ongoing use by U.S. surimi manufacturers will be produced concurrent with the classroom training.

7. Other Matters

- (a) OFCF and the State Government will have copyrights in Japan and the U.S. respectively for all materials produced under the terms of this agreement.
- (b) Other matters arising in connection with the project which are not covered by this Memorandum of Agreement will be determined in consultation between the two parties.
- (c) Any disagreement which may arise between OFCF and the State Government with respect to interpretation of any provisions of this Memorandum will be settled by consultation between the two parties.

State Government with respect to interpretation of any provisions of this Memorandum will be settled by consultation between the two parties.

Done in duplicate in English and signed at _____

THE STATE OF ALASKA

OVERSEAS FISHERY COOPERATION
FOUNDATION

Bill Sheffield, Governor

T. Ohba, President

Date: May 14, 1986

Date: May 26, 86

OFCE

MEMORANDUM
OF
AGREEMENT ON SEAFOOD INDUSTRY DEVELOPMENT AND TRADE

October 23, 1985

STATE OF ALASKA
OVERSEAS FISHERY COOPERATION FOUNDATION
JAPAN FISHERIES ASSOCIATION

MEMORANDUM OF AGREEMENT ON
SEAFOOD INDUSTRY DEVELOPMENT AND TRADE

Whereas the State of Alaska and the Japanese fishing industry represented by the Overseas Fishery Cooperation Foundation of Japan (hereinafter referred to as Foundation) and the Japan Fisheries Association (hereinafter referred to as JFA), have considered their mutual interest in the development of all the sectors of the Alaska seafood industry; and

Whereas the Foundation and the JFA recognize that the State of Alaska considers the further orderly and timely development of its seafood industry to be of great importance; and

Whereas the State of Alaska recognize it is the position of the Japanese fishing industry that economic disruption and dislocation should be minimized as U.S. participation develops in the fisheries off Alaska; and

Whereas the State of Alaska and the Japanese fishing industry wish to promote a cooperative and mutually beneficial relationship between the Japanese and Alaskan seafood industries in the areas of coastal fisheries development, marine products processing, marketing and related activities;

Therefore, the State of Alaska and the representatives of the Japanese fishing industry have agreed to cooperate in the following manner;

The State of Alaska, the Foundation and the JFA will organize a committee, consisting of appropriate representatives, to plan and monitor cooperative projects and facilitate the exchange of necessary information.

For the immediate future, the committee created under the terms of this agreement will consider and implement the following cooperative projects;

1. A feasibility study for the development of a Mariculture/Sea farming industry in Alaska.
2. Assistance in the development of a curriculum for basic vocational training of Alaskans in marine products processing, including Surimi.

3. A discussion on the needs of the Japanese fishing industry that economic disruption and dislocation should be minimized as U.S. participation develops in the fisheries off Alaska.
4. A discussion on the needs of Alaska regarding the orderly and timely development of its seafood industry.

Recognizing the interest of the Foundation, the JFA and the State of Alaska, a meeting of the committee will be held in the near future to explore mutually beneficial fisheries development opportunities in all sectors of the seafood industry.

Signed at Tokyo, October 23, 1985

State of Alaska

Bill Sheffield
Governor

Overseas Fishery Cooperation Foundation

Toshihiko Ohba
President

Japan Fisheries Association

Tomoyoshi Kamenaga
President