

SCOMM

65:12

SPECIAL COMMITTEE ON FOREIGN TRADE
January 26, 1989
10:00 a.m.

Members Present:

Rep. George Jacko, Chairman
Rep. Cliff Davidson
Rep. Mike Davis
Rep. Johnny Ellis
Rep. Bill Hudson
Rep. Virginia Collins

Member Absent:

Rep. Bette Cato

COMMITTEE CALENDAR

Overview of International Trade Office

WITNESS REGISTER

Mr. Bob Poe
Director of International Trade
Governor's Office
3601 C. Street, Suite 798
Anchorage, AK 99503
Phone: (907) 561-5585

ACTION NARRATIVE

TAPE 1, SIDE 1
Number 000

The meeting was called to order by Rep. Jacko at 10:06 a.m. Members present were Representatives Davidson, Davis, Ellis, Hudson, and Collins. Rep. Cato was absent due to illness.

Chairman Jacko opened the meeting by announcing the floor was open for nominations for Vice Chairman. Rep. Davis and Rep. Davidson were nominated. The vote produced a 3-3 tie. Chairman Jacko ruled that the issue would be taken up again at a later meeting. Chairman Jacko then introduced Bob Poe, Director of International Trade, of the Governor's Office.

Mr. Poe began his presentation with an overview of his objectives and discussed how the International Trade Office was organized and the strategic plan for fiscal year 1990. Mr. Poe described how the unitary tax was not an incentive for foreign investors to invest in Alaska and the Governor had introduced SB 119 designed to eliminate the tax and bring it to a "waters edge" approach. The approach was described as a tax liability conforming to subsidize Alaskan earnings, as opposed to worldwide performance of foreign investors. For example, if Mitsubishi had marginal profits in their Alaskan investment, then their state tax rate would reflect this, allowing for an investment incentive.

Mr. Poe, who became director in April of 1988, said the office of International Trade's objective is to increase jobs generally through exports. Tourism and geographical location will play a big role in the future as raw materials in the past have been the backbone of exports. Federal Express purchasing Flying Tigers and locating in Anchorage would have substantial future benefits. In summary, duties of the office are to create jobs through exports, and facilitate the dealmakers and then get out of the way. The office now reports directly to the Governor's Office as opposed to the previous location in the Dept. of Commerce. This enables faster response to opportunities. In the past responsibilities were organized country by country, but the office now focuses on the separate entities of business duties, international relations, resources, and trade leads. Each entity has foreign language specialists. An intern program exists to facilitate future Alaskan involvement.

The office's philosophy is to look at Alaska as a country. The Lower 48 is not really the targeted market; Asia and Europe are. Efforts with air cargo have been successful. Ninety five percent of all air cargo between Europe and Asia, passes through Anchorage today as well as 70 percent of the air cargo between Europe and the U.S. Rep. Davis asked if the new Boeing 747-400 would allow direct routes between countries. Mr. Poe replied that extra fuel or extra cargo could be carried, and that he thought most companies would opt to carry the cargo as it was income producing, therefore insuring Anchorage's continued role as an International Airport. The planes have yet to be produced and are very expensive. Chairman Jacko mentioned that Alaska should also be capturing the warehousing market that Seattle now enjoys.

Mr. Poe said that his office is working on surface transportation issues, as well, with the goal of making direct shipment of Alaskan goods to Asian markets possible.

Mr. Poe announced that on March 2-7, a Korean-Alaskan Trade Fair was going to be held in Seoul. Fifty to seventy Alaskans are going to participate in the fair. All legislators are invited to attend.

Mr. Poe said that the office's strategic plan for the next year is to focus on Korea as the prime target, maintain ties with Japan, and create opportunities with Taiwan, especially for the small manufacturers.

Rep. Davis reminded Mr. Poe of the Hokaido Conference that is supposed to take place in March of 1990 in Alaska. Rep. Davis also mentioned a legislative conference in 1990 in Anchorage.

Rep. Hudson commended Mr. Poe as an articulate spokesman for a very worthy effort and asked for a formulation of the total budget for all the agencies involved in international trade and that it be presented to the Foreign Trade Committee.

Chairman Jacko thanked Mr. Poe for his presentation. The meeting was then adjourned.



Official Business

Alaska State Legislature

House of Representatives

Special Committee
International and Domestic Trade

P.O. Box V
State Capitol
Juneau, Alaska 99811
907-465-2487

February 3, 1988

Mr. Xu Bing Xing
Chief of Foreign Affairs Division
Heilongjiang Education Commission
Province of Heilongjiang
316 Fendou St.
Harbin, People's Republic of China

Dear Mr. Xu,

It was an honor and a privilege to speak with you via teleconference on January 28, concerning the Sister Schools program. A sense of awe was felt in Juneau as the warmth of friendship and respect was shared between our two countries. Your kind words gave the committee a real sense of the excitement our children are experiencing as a result of their participation in the Sister Schools program.

On behalf of the committee and all persons present, I wish to extend our thanks and appreciation, not only for your support of the program, but also for your vision of providing our children with a world filled with peace and friendship.

With personal regards,

Cordially,

Rep. Cliff Davidson
Chairman

Rep. Mike Davis
Vice-Chairman

ALASKA INTERNATIONAL TRADE DIGEST



Vol. 1, No. 2

Governor's Office of International Trade

December, 1988

Steve Cowper, Governor

Robert Poe, Jr., Director

Economic Diplomacy: Alaska Signs Agreements with the Soviet Far East

The Governor's Office of International Trade organized an eight-member Alaska State Trade Mission to the Soviet Far East, led by Chief of Staff Garrey Peska, between October 19-29. The state mission produced significant results in government-to-government relations and strengthened forums for commercial ties between Alaska and the Soviet Far East. Alaskans pioneered the first ever Sister-State agreement between a

cations, aviation, tourism, mining, shipping, retail distribution and fisheries were forged; and cultural, sports and educational exchange programs were designed.

"It is a great personal honor to represent the state of Alaska at this historic juncture in U.S.-Soviet relations. It follows Governor Cowper's mandate for Alaska to move beyond its borders into the international arena," said Chief of Staff Garrey Peska. In

"During our talks in Khabarovsk, Alaska Airlines indicated its current priority is obtaining final Soviet approval for weekly summer tourism flights connecting Provideniya with Nome, Alaska beginning June of 1989. Alaska Airlines also indicated interest in extending tourist flights to Anadyr from Nome and to Magadan from Anchorage, possibly as soon as 1990," said Bruce Kennedy, CEO & Chairman of Alaska Airlines.

Soviet Territory and a state of the United States — Alaska and Khabarovsk Territory; 3 business protocols were signed between Alaska and Primorskii Krai (Vladivostok), Khabarovsk Territory and Magadan Territory; commercial ties in telecommuni-

addition to Mr. Peska, delegation members included: Bruce R. Kennedy, CEO and Chairman of Alaska Airlines; Bill Phillips, President, Alaska Joint Venture Seafoods; Samuel Salkin, President, Alaska Commercial Company; Ronald Sheardown, President,

(see *Economic Diplomacy*...page 4)

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Alaska's Strategic Location Attracts International Air Freight Giant

A major state marketing effort has paid off: Federal Express, a Memphis-based air freight company will build a \$10.5 million international package sorting center at the Anchorage International Airport. "Alaska's strategic location — positioned halfway between Europe and Asia — combined with the already high percentage of air cargo that lands at the airport, helped serve as a magnet for Federal Express. I spend a great deal of time marketing Alaska to foreigners; a chief selling point is always our strategic location," said Robert Poe, director of the Governor's Office of International Trade.

"The Anchorage International Airport services over 95% of Asia to Europe and 70% of the Asia to the Lower 48 cargo. Most cargo, however, stays in the planes and is flown elsewhere once planes are serviced and refueled. Federal Express intends to use their airport facility to distribute air freight," said Gina Marie Lindsey, development manager for the Alaska International Airport System.

Federal Express company officials view the airport facility as an important hub in their international air cargo market. The 80,000 square-foot complex is slated for operation by fall 1989. It is estimated that over 100

(see *Federal Express*...page 9)



Alaska International Trade Digest

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Alaska International Trade Digest provides Alaska businesses, government officials, and foreign interests with information on Alaska markets, foreign markets, trade leads, country profile information and office activities. This publication is paid for by the Office of International Trade.

Editor, Ginna Brelsford
Vol.1 No.2 December 1988

Staff of International Trade Office

Robert Poe, Jr., Director

Anchorage Office
3601 C Street, Suite 798
Anchorage, Alaska 99503
(907) 561-5585

Ginna Brelsford, Trade Specialist
Tami Calvo, Administrative Asst.
Katelyn Carrigan, Trade Specialist
Li Chen, Trade Specialist
Kyongsuk Kim, Research Intern
Sue Kinney, Secretary
Ron Miller, Trade Specialist

Juneau Office
P.O. Box AM
Juneau, Alaska 99811
(907) 465-3855

Connie Stewart, Protocol

Tokyo Office
1-40, 4-chome, Toranomon
Minato-ku, Tokyo 105
(81)-3-436-5285

Kazumi Hayashi, State Rep
Mariko Kuroda, Market Specialist
Kimiko Muguruma, Secretary

Seoul Office
Kyobo Bldg., Suite 2112
1, 1-ka, Chongro, Chongro-Ku
Sec. 4, Chung-Hsiao E. Rd.
(82)-2-734-3381/320

Kyung Sun Yang, State Rep
I.H. Kim, Secretary

A message from Director Robert Poe, Jr.



The first edition of the Alaska International Trade Digest hit the newstands around the same time as I assumed my responsibilities as Director of the Office of International Trade (OIT) in April 1988. Since then, many positive developments have occurred in Alaska's international trade arena. The articles in the second edition of the International Trade Digest highlight these key developments. A six-month review of the Office of International Trade activities is included for your reference.

This is an exciting time to serve as Director of International Trade. I would like to share a few perspectives on my background and my management goals for the coming year: First, I come from the private sector. I have worked in management consulting for a number of years and served in a variety of state government capacities. I bring to my position an MBA in Finance and a particular bias about the most helpful role of government. I believe it is critical that the actions of state government and in this case, OIT, serve to facilitate international trade in Alaska; however, this role must not intrude upon nor prevent the development of business to business ties. Put more simply, our job is to put Alaskan businesses in contact with international trade opportunities and then serve as a resource when necessary.

A second management perspective I bring to my role is the belief that OIT, which has a fairly small staff and limited financial resources, is best managed by targeting specific international trade opportunities. I've reviewed the areas that hold the best trade potential for Alaska and am now focusing staff energies and my strategic plan accordingly. This means that we will focus on Japan, Korea, Taiwan, the Soviet Union, the People's Republic of China and Hongkong.

I'm pleased to announce the composition of the OIT team. I have structured staff changes towards building a team with the flexibility and skills to properly address a wide variety of international trade issues. OIT still has the same number of positions as we did in April, but the focus and responsibilities have changed. Ginna Brelsford is OIT's international trade specialist whose chief responsibilities include international relations issues. Ms. Brelsford is also responsible for the majority of Alaska's rapidly improving trade relations with the Soviet Union. She has an undergraduate degree from Brown University and a master's degree in international relations from the Fletcher School of Law and Diplomacy. Ron Miller has joined OIT after serving as staff attorney to the North Pacific Fisheries Management Council for the past 5 1/2 years. Ron brings to OIT a broad knowledge of international law, Alaska fisheries issues and an undergraduate degree in Russian studies with a fluency in Russian. Li Chen has joined the OIT staff with responsibility for international business issues. She is also responsible for Chinese speaking countries and the development of Alaska business relations. Ms. Chen was born in the PRC and also has family ties to Taiwan. She received her bachelor's degree in English in the PRC and recently received her master's degree from the University of Washington in international relations. Ms. Chen has worked for the last few years negotiating trade deals for the Alaskan company of Price and Chen. Katelyn Carrigan has recently been promoted to trade specialist with responsibility for the wide variety of smaller trade inquiries and support requests that OIT receives daily from Alaskans and

(see Director Poe's Message...page 9)



Alaska's Foreign Economic Ties Strengthened By Governor Cowper's Korean and Taiwan Trade Mission

A nine-day trade mission in August to Taiwan and South Korea by Governor Cowper has resulted in both nations expressing strong interest in Alaska's natural gas and a stepped up campaign to attract Korean tourists to Alaska. While on the trade mission, Cowper also signed a sister-state agreement with the Republic of China.

"This was a successful trip for two reasons: we made lots of key contacts that will pay off for Alaska and we laid the groundwork for business opportunities that will generate jobs for Alaskans," Governor Cowper said.

Two high-ranking South Korean officials visited Alaska as a result of Governor Cowper's trade talks in Korea and his meeting with President Roh, Tae-Woo. The Governor and the Office of International Trade welcomed Mr. T.K. Kim, president of Korea Techno-Venture Co., Ltd., and Minister Jin Ho Keum, Korea's former minister of Commerce and Industry. Mr. Kim was dispatched by President Roh to

"This was a successful trip for two reasons: we made lots of key contacts that will pay off for Alaska and we laid the groundwork for business opportunities that will generate jobs for Alaskans," Governor Cowper said.

discuss Korea's interest in purchasing Alaska's agricultural products, coal and natural gas. Mr. Keum traveled to further discuss trade potential between Alaska and Korea. Korea currently imports coal from Alaska and is exploring the possibility of importing natural gas and crude oil.

Korea is Alaska's second largest trading partner. In 1987, according to the U.S. Department of Commerce, Alaska exported over \$156 million to Korea. In addition to providing Alaskans with a potential export market, Korea is fast becoming a logical marketing arena for attracting Korean tourists to Alaska. On July 1, 1988 the South Korean government eased travel restrictions for Korean citizens. While the restrictions are being lifted gradually, the potential for a viable Korean tourist market to Alaska remains strong.

Alaska's new sister-state relations with the Republic of China emphasizes trade and encourages stronger economic ties. In 1987, Alaska's exports to Taiwan totaled \$24 million. The Chinese Petroleum Corporation of Taiwan has been the successful bidder the last two years for Alaska royalty oil from Cook Inlet. Officials have expressed strong interest in purchasing Alaska's natural gas. Taiwan is constructing a new LNG receiving facility capable of receiving 1.5 million tons of LNG annually by 1990.

Taiwan is an important target for Alaska's marketing efforts. The island nation has over \$76 billion in cash reserves. International Trade Office director Robert Poe traveled to South Korea and Taiwan in September to follow-up on trade mission discussions. Mr. Poe is scheduled to travel again to the Pacific Rim in December.

The Governor's Trade Mission included: First Lady Michael Cowper, Robert Poe, director, Office of International Trade; former U.S. Ambassador to Korea Richard L. Walker; Alaska Center for International Business director John Kim; Press Secretary David Ramseur and Bob Cockrell, Governor's Cowper's security assistant.

Governor Cowper taps Alaskans for Heilongjiang Forestry Commission

Alaska and China will explore joint forestry projects through a bilateral commission appointed this fall by Governor Steve Cowper. Four state officials and a professor will serve on the Heilongjiang Forestry Commission. Heilongjiang Province is located in northern China and is Alaska's Sister-State in China.

Commission members will explore the wood-products industry, exchange technical information and maybe negotiate timber sales. The group of Alaskans includes: Robert Poe, director of the Office of International Trade; Rod Swope, Governor Cowper's special assistant for natural resource issues; George Hollett, deputy director of the Division of Forestry; Frank Seymour, forest products marketing specialist for the Department of Commerce and Economic Development and Edmond Packee, professor of forestry at the University of Alaska-Fairbanks. The group is scheduled to travel to China in June.



Summary of Key Accomplishments Alaska Trade Mission to Khabarovsk, Primorskii, Magadan Territories

Between October 19-29, 1988 eight representatives of Alaska businesses and government traveled to Soviet Asia to promote trade relations. Delegates met with officials from Khabarovsk, Primorskii, and Magadan territories.

- Signing of Sister-State Agreement between Alaska and Khabarovsk Territory;
- Signing of three protocol agreements detailing plans for commercial, cultural, educational and recreational exchanges between Alaska and Khabarovsk Territory, Primorskii Territory and Magadan Territory;
- Establishing commercial ties. Highlights of business negotiations pending: joint ventures in fisheries; Alaska and Siberia telecommunications system; exchange of retail goods; mining tours/exchanges; Soviet arctic shipping capabilities; transfer of technology, marketing, packaging and processing of reindeer products; and tourism projects.
- Delivery of ten Alaska business, academic and sports exchange proposals to government officials;
- Academic exchange relations between University of Alaska Southeast and Khabarovsk Territory educational institution; proposal to exchange youth between school #1 in Magadan Territory and Soldotna schoolchildren; proposals to exchange students and commercial projects between youth at Alaska's Mt. Edgecumbe school and Khabarovsk schools with a special emphasis on Native culture and art.

A final trip report on the Soviet Trade Mission is available from the Office of International Trade.

Economic Diplomacy (cont. from page 1)

Greatland Exploration, Ltd.; Lee Wareham, Senior Vice-President, Alascom; Ginna Brelsford, International Trade Specialist, Governor's Office and Elisa Miller, Soviet Business and Trade Consultant.

These agreements — the Sister-State Agreement and the Protocols — offer Alaskans the necessary government-to-government forums to open doors with our Soviet neighbors. Office of International Trade director Bob Poe noted, "Alaska is at the cutting edge of U.S.-Soviet backdoor diplomacy. An important goal of my office is to build upon existing government/commercial ties to promote trade between Alaska and foreign nations." Governor Cowper's Trade Initiative and the signing of these agreements enables Alaskans to trade with their neighbors and to contribute to an overall positive climate between the United States and the Soviet Union.

Entrepreneurial ambition is a hallmark of the Alaska character. While Alaskans are comfortable in the world of innovation, the businessmen and government officials who traveled to the Soviet Far East, were challenged to negotiate business/government projects with Soviet officials who, for generations, have lived within a planned economy. For the Alaskans and the Soviets, this trade mission was like a crash course in capitalist economics and five-year plans.

"Both sides (the Soviets and Alaska business leaders) devoted considerable effort on the trade mission trying to comprehend and stake positions towards negotiations. Choices and interests were muddled, solutions barely framed. Yet the struggle for understanding and action persists. Somewhere in that struggle lies the sense of possibilities that creates the new consciousness that glasnost and perestroika requires," noted Ginna Brelsford of the Office of International Trade.

Communication and transportation are two critical infrastructure components to any trade relationship. The participation of companies, such as Alascom and Alaska Airlines in developing trade becomes a vital link in opening the economic door to Alaskans. "The essence of the direct value of this trip — nut and bolt value — was that I sat down with the Soviet communications engineer and hashed out the first basic communication network between Alaska and the Soviet Far East," noted Lee Wareham, Vice-President of Operations for Alascom. Mr. Wareham emphasized that the system design element of linking Alaskans with Soviets in the Far East is not a difficult engineering problem. The politics, however, must be addressed through "bilateral negotiations between the Soviet Ministry of Posts and Telecommunications and the U.S. State Department and the Federal Communications Commission," said Wareham.

(continued on page 5)



**Chief of Staff Peska & Deputy Chairman Vozhevitov sign
Alaska-Khabarovsk Sister State Agreement**



CEO and Chairman of Alaska Airlines Bruce Kennedy traveled to the Soviet Far East to discuss his company's pending proposal and to explore other possible links into the Soviet Far East.

"During our talks in Khabarovsk, Alaska Airlines indicated that its current priority is obtaining final Soviet approval for weekly summer tourism flights connecting Provideniya with Nome, Alaska beginning in June of 1989. Alaska Airlines also indicated interest in extending tourist flights to Anadyr from Nome and to Magadan from Anchorage, possibly as soon as 1990," said Mr. Kennedy.

(Alaska Airlines is still awaiting Soviet approval of their June 1989 start-up summer service program).

For Greatland Exploration President Ronald Sheardown, the trade mission offered a forum to advance a number of proposals — from mining to promoting sports exchanges and Alaska as a Winter Olympic site. "A value of this trip for me is that I was able to meet with the premier arctic shippers in the world. We held discussions on transportation corridors and shipping mine ore concentrates from Lost River, outside of Nome, to a Soviet smelting plant. Soviet vessels would then be used to ship the ore to Pacific Rim nations," Sheardown noted. Mr. Sheardown is currently planning a follow-up technical mining tour to the Soviet Union and has worked together with the Office of International Trade to issue an invitation to Soviet mining experts to visit Alaska for a tour of our mines.

Western economics — particularly capitalist economics with markets, prices and quality control — is difficult for Soviets to understand. A familiar concept to Soviet citizens, however, is that of cooperatives. Many agricultural farms are organized by a cooperative structure. So, when Alaska Commercial Company President Samuel Salkin, head of a 21 store retail cooperative, described his retail distribution network and product line, the Soviets listened with great enthusiasm. As a result, Mr. Salkin left the Soviet Union with a list of possible "deals" in hand.

"The essence of my discussions was that it is possible to have trade in both directions for fur and medicinal botanicals. We agreed to share with each other a comprehensive list of what we have for sale and the average selling price. Based on that information, we'll determine whether we are interested in being a buyer or seller," said Salkin. The Alaska Commercial Company President is also exploring the possibility of importing honey from Vladivostok and Native handicrafts from Magadan Territory.

Alaska Joint Venture Seafoods President Bill Phillips joined the mission to advance specific seafood joint venture proposals. Mr. Phillips' initial negotiations were positive and he is planning a return trip to further negotiate fish/technology transfer arrangements. "Without the assistance of a government-sponsored trade mission, I would not have gained access, as easily, to important Soviet officials," Phillips said.

(Excerpt from Trade Mission Report available at OIT 561-5585.)



left to rt: Bill Phillips, AJVS, Bruce Kennedy, Alaska Airlines; L. M. Shaitanova, School #1 Magadan; Ron Sheardown, Greatland Exploration; Lee Wareham, Alascom

December 1988

*Chief of Staff
Peska discusses
Alaska-Magadan
Protocol with
Deputy Gov.
Gargarinov.
Alaska delegation
looks on.*

Governor Cowper's Alaska-Soviet Trade Chronology

- 5/87 Governor Cowper works with Dr. Ted Mala to launch the University of Alaska Siberia Medical Research Project.
 - 7/87 Lynne Cox swim supported by Governor Cowper.
 - Fall/87 University of Alaska ISER submits report of Alaska-Soviet Far East Trade. Governor Cowper sends message seeking a sister-province relationship. Receives favorable response.
 - 3/88 Co-sponsors Alaska-Siberia Relations featuring Soviet Spokesperson Gennadi Gerasimov. Governor Cowper meets with Gerasimov.
 - 4/88 Concerted efforts begin to launch the Alaska Airlines Friendship Flight between Nome and Provideniya.
 - 5/88 Governor Cowper receives word that the Alaska Airlines Friendship Flight to Provideniya was approved.
 - 6-13-88 Alaska Airlines Friendship Flight, Nome to Provideniya.
 - 7/88 Office of International Trade staff travels to the Soviet Far East to promote trade relations and attend Security and Trade Conference.
 - 9/88 Governor Cowper hosts Ministry of Foreign Affairs Journalists and Governor Kobets of Magadan and Mayor Kulinkin of Provideniya.
 - 10/88 Governor Cowper meets with Ambassador Gennadi Gerasimov.
- Alaska Trade Mission to the Soviet Far East.



The Friendship Flight

"To push back and indeed begin to merge the frontiers of two great superpowers. To work toward the fulfillment of trade and commercial opportunities between Alaska and Siberia. And, perhaps most importantly, to help reunite Eskimo people of the region who have been separated, quite artificially, for two generations."

"Something infectious happens when people begin thinking of each other in human terms — and then pressing their leaders to think the same way. The language of politics and diplomacy too often becomes abstract, theoretical, devoid of human impact."

Gov. Steve Cowper



Governor & Michael Cowper arriving in Nome, Alaska, June 13, 1988

Governor Cowper's Friendship Flight Message

(Editor's Note: More than five months have passed since Governor Steve Cowper helped lead the Alaska Airlines Friendship Flight between Nome and Provideniya. The Governor's message, printed in a brochure for flight participants, continues to carry an important message — one worth telling again.)

Forty years ago, a barrier fell across the Bering Strait, closing a bridge between continents that had stretched for many thousands of years. We are rebuilding that bridge today, renewing a historic unity among people who have met the creative challenges of life in the arctic. Alaska and Siberia can be strengthened — together — by a growing exchange of people, ideas, culture and awareness. That is our aim as we embark upon this first step in a journey of understanding and peace.

I suppose everyone on the airplane has a different reason for being here. Some will meet long-lost relatives, or walk upon their ancestral homelands for the first time. Some will build personal ties with people they have already met by mail. Some will simply do their job — flying the plane, or providing staff support, or reporting to the world the results of this special passage. Some will dream of commercial opportunities, or tourism connections, or cultural exchange. Some will pursue a private or public agenda for world peace. Some will merely satisfy a nagging curiosity about a place that has long been no more than a misty vision on the horizon.

For me, both officially and personally, the reasons are exciting: To push back and indeed begin to merge the frontiers of two great superpowers. To work toward the fulfillment of trade and commercial opportunities between Alaska and Siberia. And, perhaps most importantly, to help reunite Eskimo people of the region who have been separated, quite artificially, for two generations.

Something keeps returning me to the simple and profound human claim these people present. From pre-historic times, Alaska and Siberia Eskimos have maintained family ties across the Bering Straits while adapting to some of the world's harshest environments. That they have been divided these past 40 years by international tensions half a world removed from their own lives is both tragic and unnecessary. That we are able today to break down that division, at least for one day, is a hopeful and powerful thing.

It is also a tribute to the persistence, imagination and outright accomplishment of those who made this flight possible.

There is Jim Stimpfle, in Nome, who has launched countless letters to public and private officials around the world. Once he took a batch of letters written by Nome fifth-graders — in Yupik, Inupiaq, Russian and English — and sent them up by balloon in hopes they would reach the Siberian coast on the winds. There is Alaska Airlines President Bruce Kennedy, who has committed his company's resources and expertise to this effort. There is Alaska Senator Frank Murkowski, who has kept the Friendship Flight on the agenda in Washington.

Best of all, there are the natural hopes of people for human contact, for overcoming barriers of mystery and mistrust. Something infectious happens when people begin thinking of each other in human terms — and then pressing their leaders to think the same way. The language of politics and diplomacy too often becomes abstract, theoretical, devoid of human impact. That is when people like Jim Stimpfle, seeing his Siberian neighbors as partners and friends rather than as adversaries in world politics, can make a difference. That is when it becomes possible to rebuild bridges.



STUDENT INTERN CORNER

Doing Business with Korea

by Kyongsuk Kim

Alaska's export base to Korea consists primarily of natural resources. Alaska and Korea form a natural partnership for international trade: Korea is poor in natural resources and Alaska is a state rich in resources. Korea is Alaska's second largest trading partner (after Japan) accounting for 10% of Alaska's 1987 export figures. Alaska is the only U.S. state to enjoy a trade surplus with Korea.

Major exports to Korea from Alaska in 1987 included (in thousands): petroleum products (\$28,758,1); coal (\$28,528,7); urea and fertilizer (\$23,674,2); forest products (\$23,524,5); and seafood (\$19,669,8).

Export Opportunities Defined

For Alaska, natural resources will continue to present the most favorable export opportunities.

1. **Natural Gas:** The Trans-Alaska Gas System (TAGS) will be facilitated if Alaska can market its gas to Korea. The Korea Gas Corporation has predicted a need for 3 million tons of additional natural gas supply by the year 1996. That is the initial amount the State of Alaska seeks to sell to Korea.
2. **Coal:** Coal exports from Alaska to Korea are likely to continue.
3. **Agricultural Products:** In 1987, Korea imported 4.5 million tons of feed stuff (mainly corn) from other countries. About 20% of Korean demand for feed stuffs can be secured from Alaska through a joint venture arrangement.
4. **Forest Products:** Korea is heavily dependent on Southeast Asia for its supply of forest products. This supply is being exhausted by excessive logging and therefore presents an opportunity for Alaskan forest product exporters.
5. **Seafood:** Koreans prefer seafood to meat. Given the increasing rate of affluence of South Koreans, Alaskans have an opportunity to increase their seafood exports to Korea. Some Koreans have also indicated interest in purchasing fish meal.
6. **Reindeer horns/antlers:** Reindeer antlers have been used as a health food for the old and weak in Korea. This represents an export market for Alaskans.
7. **Tourism:** Tourism to the United States by Korean citizens is expected to increase substantially in 1989. The Korean government has eased restrictions on foreign travel and the U.S. Embassy in Seoul has streamlined visa requirements/procedures for Koreans wishing to travel to the United States.

This brief report summarizes some export/tourism opportunities for Alaskans interested in doing business in South Korea. For more information, please contact the Office of International Trade in Anchorage at 907-561-5585.

Kyongsuk Kim is a graduate of Yonsei University in Seoul, Korea. He received his MBA in 1988 from the University of Alaska Fairbanks. Mr. Kim is serving as a research intern in the Office of International Trade.

Doing Business with China

A student's view

by Susan D. Rodes

SISTER STATES

A special friendship relationship was established with China's Heilongjiang Province in February 1985. This agreement delineates a comprehensive program to promote trade, cultural and educational ties between Alaska and Heilongjiang.

TRADE RELATIONS

The sister state program demonstrates a desire for the expansion of trade. However, a lack of capital on the Chinese side makes it necessary to explore the possibility of counter-trade (an exchange of goods for goods not for money). The lack of hard currency presents a formidable barrier to expanded trade relations. However, counter-trade now accounts for thirty percent of all transactions worldwide and is expected to account for fifty percent by the year 2000. The Alaska Power Authority is currently negotiating a counter-trade arrangement with the Chinese government.

NEGOTIATING TECHNIQUES

According to Lucian Pye, author of *Chinese Commercial Negotiating Style*, there are six basic rules for negotiating with the Chinese: practice patience; accept long periods with no action; control against exaggerated expectations; be prepared for the Chinese to criticize with the hope of shaming the other side into action; believe that break-downs in negotiations are not necessarily caused by one's mistakes; try to understand Chinese cultural traits, but do not believe that a foreigner can practice them better than the Chinese.

Alaska, with its abundant natural resources, high technology, and close proximity to China, has advantages over other areas of the world. Alaska businesses must be prepared to capitalize on this position, before the advantage disappears.

Susan Rodes, a life-long Alaskan, interned with the Office of International Trade. She is currently studying at George Washington University in Washington D.C.

Trade Lead Bulletin

Export Trade Leads

CANADA

Basso Industries

Mr. Barry Johnston
Basso Industries
Suite 407 — 1155 Pacific Street
Vancouver, B.C., Canada V6E 3X8
Phone: (604) 689-5900
FAX: (206) 332-8874
Seeking suppliers in the following areas: electronic test equipment and tools for the service industry; telecommunication equipment; educational toys for children; art crafts; household articles and general mail marketing products.

Questport

Robert D. Lang, President
Suite 211-1010 Saint Andrews Street
New Westminster, British Columbia
Canada V3M 1W3
Phone: (604) 526-9299
Fax: (604) 420-8161
Firm seeks food and toy manufacturing products.

AUSTRALIA

PK 88 PTY. LIMITED

Mr. John Colley
PK 88 PTY. LIMITED
P.O. Box 812
Double Bay, NSW, 2023
Australia
Phone: (61) (02) 387-7512
Fax: (61) (02) 389-5192
PK 88 PTY seeks suppliers of frozen fish, fish fillets, shellfish and other seafood. Bags of fillets should be approximately 5 kilos and should be boxed with 4 packages (5 kilos) per box to equal a 20 kilo package. Send price (F.O.B.) (\$US), estimated quantities and availability dates to Mr. John Colley.

SOVIET UNION

A recent Governor's Office of International Trade Mission to the Soviet Far East gathered trade related information. The following industries were identified as areas for potential Alaska-Soviet Far East trade:
Reindeer Industry
Wood processing
Arctic construction
Fish processing equipment
Tourism

JAPAN

Landmark INC.

Mr. H. Asano
19-14 Hongo 6-chome
Bunkyo-ku, Tokyo 113
Phone: (03) 818-3613
Fax: (03) 818-4481
Mr. Asano is seeking the following information: detailed list of available live sea snail species, price and style of container.

KYOEI SHOJI Co., LTD.

Ms. Teruko Kobayashi
Trade Dept., No. 3
Kyoei Shoji Co., Ltd.
No. 19 Mori Bldg.
2020 Toranomon 1-chome
Minato-ku, Tokyo 105, Japan
Phone: (03) 502-6381
Fax: (03) 504-0577
KYOEI Shoji Co., Ltd. is seeking a supplier of live sea snails. Interested persons should contact Ms. Kobayashi.

NT Frontier Road

Mr. Eiji Yamamoto
6f Ikeda Dai-ichi Bldg.
11-4 Yotsuya 3-chome
Shinjuku-ku, Tokyo 160
Phone: (03) 351-2225
Fax: (03) 351-2203
Mr. Yamamoto seeks Alaskan made gift and food products. Interested persons should contact Katelyn Carrigan at the Office of International Trade at 561-5585.

KOREA

Dong Woo Corporation

B.K. Chang, President
4th Floor, Cheong-Hwa Bldg.
#173-6, Bumo 3-Dong
Susung-Gu, Daegu, Korea 706-013
Box 235, Daegu, Korea 706-600
Phone: (053) 753-5604
Fax: (053) 753-5605
Firm currently imports and distributes construction and electrical products in Korea. Dong Woo is seeking to expand their product line and is interested in learning more about Alaskan goods that can be exported to Seoul, Korea. Contact B.K. Chang.

TAIWAN

Ching Jun Co. LTD.

Chiu-Mei Yen
Purchasing Director
Box 28-138
Taipei, Taiwan, R.O.C.
Phone: (02) 5921298
Seeking to import health-related products: medical supplies, medicines, dietary supplements, health food and exercise equipment.

HONG KONG

Gold Beach International Corporation

David W. Berry, Marketing Manager
Rm. 1105-6 Hang Seng Bank Bldg; 339
Castle Peak Road
Kowloon, Hong Kong
Phone: (03) 866351-2
Fax: (8852) 3-7855094
Firm seeks suppliers of following type of products: Chemicals, fertilizers, plastic resins, raw materials in ores, timber/wood.

Contact OIT at 561-5585 for more information.



Federal Express (cont. from pg 1)

jobs will be created in the short-term and that all construction contracts will go to Alaska-based firms. In addition to the \$10.5 million facility package, the State of Alaska and the Municipality of Anchorage will contribute \$2.3 million. The state has agreed to pay \$1.8 million to help with infrastructure: a boggy construction

"This was a team effort: Riley Snell, Gina Marie Lindsey and Paul Meyerhoff of the DOT team worked diligently to put together an acceptable package for Federal Express. They deserve a great deal of credit." Robert Poe, director, Office of International Trade

site needs attention as well as expansion of telephone, gas and electrical lines. The funds will come from airport operating revenue. The Municipality of Anchorage through the Anchorage Economic Development Corp., will contribute \$500,000.

Government-sponsored incentive packages designed to attract investors is common to the international arena. Nations often develop attractive incentive packages for international companies in order to gain their business. China designed special economic zones and special tax moratoriums for companies. The Soviet Union is engaged in establishing free trade zones for similar purposes. Alaska too participates in courting international companies. "By successfully landing the Federal Express facility in Anchorage, we have automatically forced other international air freight companies to notice our strategic location. Competition may serve to further emphasize our prized location and we may see more companies coming to Alaska as a result of Federal Express' step," said Governor Steve Cowper.

Federal Express grossed over \$3 billion last year. The Department of Transportation, especially the airport team combined efforts with the Office of International Trade and the Municipality of Anchorage to lure the air freight company to Alaska. "This was a team effort: Riley Snell, Gina Marie Lindsey and Paul Meyerhoff of the DOT team worked diligently to put together an acceptable package for Federal Express. They deserve a great deal of credit." Robert Poe, director, Office of International Trade.

Director Poe's Message . . .

(continued from page 8)

overseas businesses. Katelyn just received her bachelor's degree in business from UAA. Connie Stewart continues to answer protocol inquiries from Juneau. Isabell Calvo-Wildermuth joined our staff as administrative assistant and Sue Kinney continues to serve as executive secretary.

Beginning in May, OIT instituted an intern program. Last summer the office served as a training ground for students interested in learning more about Alaska's international trade issues. Individuals who filled these positions range from Captain Tom Wilhelm, a West Point graduate who is studying to be a foreign service officer in the Army. Mr. Wilhelm donated his time to work on Soviet Affairs. Susan Rodes, a life-long Alaskan served for two months as a

general trade researcher and Kyongsuk Kim continues to act as chief research specialist for the office. Mr. Kim is a recent graduate of UAF where he received his MBA. We intend to expand our internship opportunities to Mt. Edgecumbe and other high school students involved in international trade programs.

With these changes: a focus on facilitating international trade opportunities without government intrusion; a clear focus on targeted markets and opportunities; and a flexible, energetic and competent OIT team, Alaskans will be well-served in efforts to expand international trade. OIT's goal is, as well all know, to increase international trade and provide jobs in Alaska

Marketing Alaska Salmon in Australia

Alaskan Gold Seafood Receives Export Permit

"Your help (Office of International Trade) was a key factor in our success in Australia. I wish to express my appreciation." Steven D. Ellis, Export Manager, Alaskan Gold Seafood

Alaskan Gold Seafood of Anchorage and Soldotna recently received a permit to export processed salmon to Australia. "Reaction to our products at Expo 88 were very favorable, largely because of the help of our Alaska delegation headed by Ms. Jane Angvik. All we needed was the permit and some exposure; quality and service did the selling for us," Mr. Ellis said. Alaskan Gold Seafood distributes smoked salmon, crab legs, and shrimp in gourmet/gift packs that do not require refrigeration.



ALASKA



JAPAN



KOREA



Korea-Alaska Trade Fair



Slated for March 8-11, 1989

(Deadline for registration: December 15)

The Korea-Alaska Trade Fair (KATFA) is scheduled for March 2-11, 1989 in Seoul, Korea.

KATFA 89 is sponsored by the Governor's Office of International Trade, Alaska State Chamber of Commerce and the Alaska-Korea Business Council. K.S. Yang, the Alaska Trade Representative in Seoul, will coordinate the event in Korea with the Korea Chamber of Commerce and Industry and the Korea-Alaska Economic Cooperation Committee.

KATFA 89 objectives include: to increase and expand trade between Alaska and Korea; to explore possible joint ventures; to find agents and distributors for Alaska businesses; to distribute information about Alaska as an investment opportunity and tourist destination spot and to provide a forum for Korean business leaders to meet Alaskans.

Trade fair organizers are seeking Alaska business people interested in traveling to South Korea in March to represent their companies. The registration fee is \$350.00. Each participant is responsible for air transportation, hotel, food and air freight costs for transporting their booth or company products to Korea.

For more information and to register, please contact the Office of International Trade, 3601 C St., Suite 798, Anchorage, Alaska 99503 or phone at 907-561-5585.

INTERNATIONAL TRADE SHOWS



EUROPE - Italy

April 15-23

Milan Trade Fair. The largest trade fair in Europe. The U.S. will have a pavilion and several states have registered. Contact: Mark D'Angelo, (800) 524-2193.



JAPAN

December 8-11

World Travel Fair. Tokyo. Contact: World Travel Fair Organizing Committee, (03) 234-7054.

February 15-17

InterGift. Exhibition for gift products. At the International Exhibition Center, Osaka. Contact: Osaka International Trade Commission, (06) 612-3773.

March 7-11

FOODEX. Largest trade show for Japan's food industry. At the Tokyo International Trade Center. Contact: Japan Management Association, (03) 434-1391. January 31 deadline.

April 4-7

International Airport & Aerospace Engineering Exhibition and Symposium. At the International Exhibition Center, Osaka. Contact: Osaka International Trade Fair Commission, (06) 612-3773.

April 18-23

Tokyo International Trade Fair. At the Tokyo International Trade Fair Grounds. Contact: Tokyo International Trade Fair Commission, (03) 531-3371.

April 27-May 1

Tour EXPO. At the International Exhibition Center, Osaka. An exposition for the tourism industry and governmental agencies promoting tourism. Contact: Osaka International Trade Fair Commission, (06) 612-3773.

May 16-19

FOODEX Osaka. An international food exhibition at the Osaka International Exhibition Center. Contact: Japan Management Association, (03) 434-1391.

June 13-15

EXPO Paper Asia. At the Tokyo International Trade Fair Grounds. This is the second international pulp and paper exposition and is intended to serve as a forum for discussions by pulp and paper producers and marketers. It will also serve as an exhibition for products and technologies. Contact: E.J. Krause & Associates, (03) 584-1548.



KOREA

March 2-11

KATFA '89. Korea-Alaska Trade Fair. Sponsored by the Alaska-Korea Business Council, the Alaska State Chamber of Commerce and the Alaska Office of International Trade. Contact: Bill Noll, (907) 224-3120. Registration deadline: December 15.

March 17-20

KORFISH '89. Korean fishing tackle show. Korea Exhibition Center (KOEX) Seoul. (02) 551-5212.

April 27-May 1

KORFOOD '89. Korean International Food Technology Exhibition. At KOEX, Seoul. Sponsored by the Korea Trade Promotion Corp. (KOTRA). (02) 551-4412.

June 13-19

U.S. Products Show. At KOEX, Seoul. Sponsored by KOTRA. (90) 551-4320.



TAIWAN

May 2-6

Taipei International Footwear & Leather Goods Show. This may present an opportunity for Alaska producers of salmon skin products. Contact: Tom Lin, (312) 321-9338.

May 25-29

Taipei International Construction Show. Contact: Tom Lin, (312) 321-9338.

March 12-16

Taipei International Food and Industry (1990) Show. Exhibition for agricultural products, processed food and food processing equipment. Contact: Tom Lin, (312) 321-9338.



Governor's Office of International Trade

Notebook of Foreign Dignitary Visitors/Key events

April-November 1988

(Editor's Note: This notebook is designed to convey the key events and visitors to the Governor's Office of International Trade.)

April 1988

- Robert Poe Jr. takes over as Director, OIT
- OIT/Alaska State Chamber of Commerce co-sponsor Alaska-Siberia symposium; hosts Soviet Chief Spokesperson, Ambassador Gennadi Gerasimov.
- OIT/ISER Report on Alaska-Soviet Far East Trade Potential released.

May

- Governor Cowper meets with Japanese Prime Minister Takeshita.
- Co-sponsorship with U.S. Department of Commerce, symposium on U.S.-Canada Free Trade Agreement.

June

- Coordination of Governor Cowper's Friendship Flight between Nome, Alaska and Provideniya, Magadan Oblast.
- Co-sponsorship of EX-IM Bank seminar.
- Preparation for Governor Cowper's Trade Mission to Korea and Taiwan.
- Taiwanese Chai Yi delegation visits Alaska.

July

- Governor Cowper leads trade mission to Korea and Taiwan along with Robert Poe, Jr. and Ambassador Richard Walker. Re-established strong international presence in South Korea — Governor Cowper was among the first American Governors to meet with President Roh Tae Woo; signed a sister-state agreement between Taiwan and Alaska and promoted Alaska's natural gas pipeline. South Koreans expressed renewed interest in Alaska agricultural products.
- OIT and the Alaska Center for International Business, hosts Fletcher School of Law and Diplomacy students/professors for a symposium on "Alaska and the Future of the North Pacific."
- Ginna Brelsford of OIT travels to the Soviet Far East to attend a conference on "Security and Trade Relations in the Pacific Basin." Groundwork laid for October Governor's Office Trade Mission to the Soviet Far East.
- OIT hosts Mr. Furukawa and Japanese Diet Members.
- U.S. Fisheries Ambassador Ed Wolfe visits and lectures on international fisheries.
- OIT hosts Hankyu Department Store Group to promote Alaska seafood products.
- Idemitsu Kosan visit to discuss Wishbone Hill coal project.

August

- OIT hosts Mr. Ota, Chairman of TOHO Mutual Life, to promote Alaska investment opportunities.

- Ambassador Nobuo Matsunaga visits to investigate oil and gas production systems and reserves on Alaska's North Slope and to view coal deposits.
- Director Robert Poe travels to Japan and South Korea to follow-up on Governor's July trade mission.
- Governor Cowper announces the successful negotiations to locate a Federal Express air cargo hub in Anchorage. Project will bring 100 new jobs to Alaskans.

September

- OIT hosts Mr. T.K. Kim, President of Techno Ventures to further explore exporting Alaska coal, LNG and agricultural products to Korea;
- OIT hosts Minister Keum Jin Ho, sent by President Roh of Korea to followup on Governor Cowper's meeting with the President. Four areas of interest: LNG gas pipeline; development of Alaska agricultural exports to Korea; development of Alaska tourism opportunities for Koreans and means to market and emphasize Alaska's strategic/geographic location.
- Governor Cowper and OIT receive Soviet delegation: Governor of Magadan Territory Kobets and Mayor of Provideniya Kulinkin travel via ship from Provideniya to Nome, Alaska. The delegation is accompanied by Ministry of Foreign Affairs staff and ten foreign journalists. OIT arranged for a wide range of presentations to Soviet officials by Alaskans interested in establishing trade ties.
- 25 person Keidanren Investment Mission hosted by OIT
- JETRO director visits from San Francisco
- Heilongjiang Forestry Commission Group visits Alaska. Joint Alaska-Heilongjiang Forestry Commission established by Governor Cowper.
- Director Robert Poe delivers speech on U.S./Canada Free Trade Agreement at the North American Policymakers Conference in Montreal, Canada.

October

- OIT at State Chamber in Sitka, Alaska
- OIT organizes October 19-29 Trade Mission to the Soviet Far East.
- Director Robert Poe hosts Idemitsu Kosan — Mr. Shono, Mr. Mimuroto
- OIT hosts Mr. Yamamoto of NT Frontier Road.

November

- OIT hosts Director General James Chang Matthew Lee and of CCNAA.
- Korean Mining Promotion Group hosted by OIT.
- Ginna Brelsford delivers speech to U.S.-Soviet Trade Conference at Lewis and Clark College.
- Director travels to Pacific Rim: Taiwan, Japan and Korea.

**ALASKA****JAPAN****KOREA**

Governor's Office of International Trade

Ongoing Office of International Trade

Targeted Projects:

The Office of International Trade mission is to increase international and domestic trade with Alaska. To that end, the office devotes considerable staff time to processing and promoting routine trade leads between Alaska businesses interested in expanding internationally and to marketing Alaska as an investment opportunity to foreign investors. In addition to these routine efforts, the office targets longterm projects. They are, in no particular order:

- Promotion of Alaska's LNG line to Pac-Rim nations.
- Idemitsu-Kosan: OIT coordinating with state agencies to develop Wishbone Hill coal project.
- Mitsui: Development of Hatcher Pass Ski Area.
- Unitary Tax : working to revise present unitary tax structure to make Alaska more appealing as investment location.
- Assisting with routine trade leads/inquiries.
- Coordinating with Alaska Department of Commerce with

international trade leads and coordinating with Alaska Center for International Business, and the U.S. Department of Commerce.

- Assisting the Alaska Seafood Center with project development.
- Assisting the Airport Marketing Group with promotion and development of Alaska as destination tourism location and air cargo hub.
- Assisting with project development: Federal Express Air Cargo.
- Continuing to spearhead Alaska-Soviet Far East trade opportunities.
- Participation in Bilateral Air Routes Coordination Committee.

State of Alaska
Office of the Governor
Office of International Trade
3601 C Street, Suite 798
Anchorage, Alaska 99503

BULK RATE
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Permit No. 691
Anchorage, AK

SOVIET DELEGATION PASSENGER LIST TO ANCHORAGE

(AS OF 2-8-89)

FEB 22 1989.

Official representatives and Soviet journalists
Invited by the State of Alaska
for the
Soviet-American meeting in Alaska.

FEB 23 1989

- | | | |
|-----|----------------------------------|---|
| 1. | Mazepa, Stepan Fedorovich | Member Ministry of Foreign Affairs,
Russian Soviet Federated Republic, Chief
of Foreign Politics |
| 2. | Kassatkin, Kiril Valentinovich | Aide to the Chief Minister, Information
Department, Ministry of Foreign Affairs,
USSR |
| 3. | Eremenko, Alexander Ivanovich | Photographer, Information Department,
Ministry of Foreign Affairs, USSR |
| 4. | Alferenko, Gennady Petrovich | Chairman, Fund for Social Invention |
| 5. | Paskhina, Marina Evgenivna | Treasurer, Fund for Social Invention |
| 6. | Lozovoy, Valerii Constantinovich | General-director, Association for
Economic Cooperation in the Asian Paci-
fic Region. (Vladivostok) |
| 7. | Dardikin, Serge Nikoliavich | Correspondent, newspaper "Izvestia"
(News) |
| 8. | Bogomolov, Alexander Evgenevich | Correspondent, newspaper "Sovetskaya
Rossia" (Soviet Russia) |
| 9. | Ustmenko, Yuri Vladimarovich | Correspondent, news agency "TASS" |
| 10. | Kudriya, Arkady Ivanovich | Correspondent, news agency "APN" |
| 11. | Zhuravlev, Vasily Vitalevich | Correspondent, newspaper "Sovetskaya
Kultura" (Soviet Culture) |
| 12. | Davydova, Natalia Vladimirovna | Correspondent, newspaper "Moskovskiy
Novosti" (Moscow News) |
| 13. | Bukalov, Aleksy Mihailovich | Correspondent, journal "Novoye Vremya"
(New Time) |
| 14. | Medvedev, Serge Constantinovich | Correspondent, Gosteleradio USSR
(TV/Radio) |

- | | | |
|-----|-----------------------------------|---|
| 15. | Pozdnyak, Elena Alexandrovna | Director |
| 16. | Shishkin, Serge Trofimovich | Cameraman |
| 17. | Alexseev, Vasili Petrovich | Audio-operator |
| 18. | Golubchikova, Valentina Davidovna | Assistant Editor in Chief "Severnye Prostory" (Northlands) |
| 19. | Krivitskas, Povelas Povelovich | Correspondent, newspaper, "Chervoni Shtandar" (The Red Flag), city of Vilnus, Lithuania |

**Musicians
From
"Stas Namin" and "Rondo"
Participating
in the
February 20-27, 1989 Festival**

- | | | |
|-----|----------------------------------|------------------------|
| 1. | Bratash, Ludmilla Jonatanovna | Manager of the group |
| 2. | Zernikov, Victor Tarasovich | Director, "Stas Namin" |
| 3. | Losev, Alexander Nikoliavich | Musician, "Stas Namin" |
| 4. | Prokofev, Igor Alexandrovich | " " |
| 5. | Grigorian, Serge Karlovich | " " |
| 6. | Petrovski, Vladislav Aldolfovich | " " |
| 7. | Markin, Serge Vladimorovich | " " |
| 8. | Kruzhalin, Igor Sergeevich | Musician, "Rondo" |
| 9. | Safonov, Nikolai Fedorovich | " " |
| 10. | Hohlov, Aleksy Vladimorovich | " " |
| 11. | Pisakin, Yuri Alexsandravich | " " |
| 12. | Rubanov, Evgenny Natanovich | " " |
| 13. | Ivanov, Aleksander Ulevich | " " |
| 14. | Lukyanov, Aleksander Nikolaivich | " " |

**Representatives from the Magadan Region
Invited to Alaska
for the
American - Soviet Meeting of Peace
and
Establish Direct contact
between
Alaska and the Magadan Territory.**

- | | | |
|-----|---------------------------------|--|
| 1. | Bogdanov, Aleksander Dimitriich | First Secretary, Magadan Territory Communist Party, Soviet Union |
| 2. | Kobets, Vyacheslav Ivanovich | Chairman, Magadan Territory Executive Committee |
| 3. | Kashtikan, Nikolai Ivanovich | First Secretary, Chukotka District Communist Party, Soviet Union |
| 4. | Otko, Nadezhda Pavlovna | Chairperson, Chukotka District Executive Committee |
| 5. | Logachev, Antonina Mihailovna | First Secretary, Provideniya District Communist Party |
| 6. | Kulinkin, Oleg Ivanovich | Chairman, Provideniya Executive Committee |
| 7. | Suhanov, Otto Serafimovich | Director, Institute "Dalstroiproekt" (Fareast building project) |
| 8. | Timakov, Victor Borisovich | Head secretary of Press, Magadan Communist Party |
| 9. | Trezybov, Victor Grigorovich | Head of Magadan's Department of Civil Aviation |
| 10. | Shishkov, Gennady Mihailovich | Director of Agriculture, Magadan |
| 11. | Zavolok, Gennady Vladimirovich | General-secretary of the Union of Local Industry. |
| 12. | Karave, Dimitrii Petrovich | Head of the Department of Northern Nationalities (Minorities), Magadan Executive Committee |

- | | | |
|-----|------------------------------------|---|
| 13. | Zhirkova, Larissa Nikolavna | Translator, Institute Biological Problems of the North |
| 14. | Spirin, Vecheslav Alekseevich | Head of the Department of Trade |
| 15. | Makeev, Serge Nikolaivich | Head of the Organizing Section of Magadan's Sport Committee |
| 16. | Savchenko, Victor Vladimirovich | Assistant Head of Culture |
| 17. | Mesyagutov, Rasyt Haukhatovich | Photojournalist, newspaper "Maganski Komsomolets" (The Magadan Communist Youth) |
| 18. | Silchenko, Vladimir Andreevich | Head of Magadan's Department of Communications |
| 19. | Aidaraliev, Asylbek Akmatbakovich | Director, Institute Biological Problems of the North |
| 20. | Lebedev, Alexei Nikolaevich | Regional Director of Health |
| 21. | Mukhortov, Victor Aleksevich | Chief of the Port of Provideniya |
| 22. | Ainana, Ludmilla | Researcher, Institute for Study of Nationality (Minority) Schools |
| 23. | Hacheturova, Evgenia Grigorevna | Specialist of Provideniya Regional Native Education |
| 24. | illegible | |
| 25. | Kolesnik, Serge Viktorovich | First Secretary of the Provideniya Komsomol (Communist Youth) |
| 26. | Krasnopol'ski, Boris Hananovich | Director, Northeastern Research Institute |
| 27. | Rultyneut, Yekatrina Aleksandrovna | Researcher, Chukotka District Center of Culture |
| 28. | Nasalik, Vladimir | Director of the orchestra of the Center of Culture, village of Novo Chapalino |
| 29. | Trapeznikova, Nina Ivanovna | Worker, school, village of Novo Chapalino |
| 30. | Ukhsima, Ukhsima Ivanovna | retired |
| 31. | Kayak, Gennadi Ivanovich | hunter |

- | | | |
|-----|---------------------------------|--|
| 32. | Kaigigun, Yuri Sergeevich | Manager, State farm "Dawn of Communism" |
| 33. | Saliko, Anatoly Petrovich | Director/choreographer, "Solneshko" (Sunshine) company |
| 34. | Yatta, Vladimir Nikolaivich | Worker, State farm "Dawn of Communism" |
| 35. | Nasonova, Olga Ivanovna | Correspondent, newspaper "Magadanskaya Pravda" (The Magadan Truth) |
| 36. | Povolskikh, Galina Vasilivna | Chairperson, Novo Chapalino's Village Soviet. |
| 37. | Weisenberg, Grigory Shulimovich | Teacher, Magadna School No.1 |
| 38. | Petrova, Irina Vitalevna | Teacher, Magadan School No.1 |
| 39. | Shaitanova, Lubov Mihailovna | Director, Magadan School No.1 |
| 40. | Koptilin, Iliya Vladimirovich | Student, born 1975 |
| 41. | Tulupova, Elena Sergeevna | Student, born 1975 |
| 42. | Havanskaya, Okana Gennadievna | Student, born 1974 |

Soviets can teach us much about the arctic

There are a lot of reasons for Alaskans to get excited about "The Thaw" that's melting barriers between Alaska and Siberia.

The possibility of trade (as in profit) excites the Alaska State Chamber of Commerce, which has taken a leading role in helping open up the borders. A chance to play at international diplomacy excites many of us who get small parts in the hands-across-the-border aspects of all this. A chance for exotic travel is a factor for some, and plain old curiosity plays a part.

For many, the chance to improve understanding between traditional adversaries — a small contribution to world peace? — is a heady motivation.

All are genuine motives, and seem to me worthy of pursuing. And there is another, not recognized by many yet, that will be increasingly important for relations between the "divided twins" of Alaska and Siberia.

It's a simple concept: The more we learn about the Soviet arctic, the better we'll know ourselves.



**howard
weaver**

Some of the pioneers in this thaw — Dr. Ted Mala is the prime example — have known this all along. Mala's medical exchanges hold real promise for both research and treatment of medical matters peculiar to the north.

And the plain fact is that the Soviets simply know a lot of what happens in the north. On issues ranging from ice movement to light deprivation, they have amassed scientific research far beyond anything attempted in the United States.

The arctic, after all, is just an asterisk on the atlas as viewed from most of the United States. Our state cov-

ers a lot of geography and a lot of space on the map, but it's a tiny speck on the social and cultural landscape of the country. America's scientific centers devote only a tiny proportion of their efforts to understanding arctic issues.

The reverse is true in the U.S.S.R. For simple reasons of geography, the arctic means more there: more than half their country lies farther north than Anchorage, and a substantial part of the population lives there. The two most important cities, Moscow and Leningrad, are on the same latitude as Anchorage. There's even a city of 440,000 (Murmansk) as far north as Kotzebue.

That provides ample incentive for the study of arctic conditions, and study them the Soviets have. My short visit to the U.S.S.R. in November included a quick introduction to experts from the Academy of Sciences of the U.S.S.R. and visits to museums and institutes devoted to northern studies. It left me with the strong impression of how much we could learn from them about the specifics of our lives here.

And that's a two-way

street, of course, which is what makes the prospects for a continuing improvement of relations encouraging. We have much to offer them, as well, and that mutuality of interest is the underlying basis of the thaw.

Western culture is a new-comer to Alaska; we've only belonged to the U.S. for 122 years, and much of the culture is far more recent than that. Our activities here have been vigorous and often successful, but they've also included a fair share of the juvenile mistakes you might expect from an adolescent culture.

We have much to learn. The Native cultures of our state are one prime source of instruction, and the more established northern countries of Scandinavia are another.

To that list we can now add the U.S.S.R. as well. When it comes to information to make life easier, healthier and more rewarding in the north, we should take it anywhere it comes.

□ Howard Weaver is managing editor of the Anchorage Daily News.

SCHEDULE IN BRIEF

SOVIET-AMERICAN REUNION

February 15, 1989

MONDAY, FEBRUARY 20, 1989

10:00 a.m. to 2 p.m.

ETA Soviet delegation arrives Anchorage International Airport aboard Aeroflot

Housing check-in desk opens and hosts assigned

12:30 pm Arrival Ceremony begins with Governor Cowper, Mayor Fink, Dave Heatwole, Dixie Belcher at International Terminal Gate: N-1.

7-10 pm Gala Welcoming Reception, Performing Arts Center \$15/person, \$5 students, children under 12 free

10:00 pm Gala Welcoming Reception concludes

TUESDAY, FEBRUARY 21, 1989

8:15 am Adopt a Soviet group departs for schools (1/2 day event w/50 Anchorage schools)

2:00 pm City Shopping Tour begins at Northway Mall

5:30 pm Shopping Tour group arrives back to Hub

TBD Soviet political guests travel to Juneau to meet legislators/officials (overnight)

WEDNESDAY, FEBRUARY 22, 1989

9:00 am Egan Center luncheon room available for media and vendor set up

noon-1 pm Soviet/American Business Luncheon begins at Egan Center, Sponsored by the Alaska State Chamber of Commerce & Anchorage Chamber; mini trade show with Magadan businessmen will follow; \$16/\$18 member/nonmember

Speakers: Ambassador Gennadi Gerasimov, USSR, "Soviet Perspective" and Sam Salkin, President, Alaska Commerical Company "Prospects for Trade"

12:00 am Soviet Natives tour of UAA/APU begins

1:30 pm Soviet Business Workshop begins at Egan Center

4:00 pm Soviet Business Workshop concludes at Egan Center

7:30 p.m. Soviet American Media Reception, UAA Recital Hall
sponsored by Alaska Press Club & Westmark Hotels

8-9 pm "Glasnost: The Impact on the Soviet Media" - a press
panel discussion at UAA Recital Hall, moderated
by Howard Weaver, featuring Soviet & Alaskan
journalists

TBD Soviet political guests return Anchorage

TBD Governor Kobets & film crew travel to Kenai/Soldotna
hosted by Kenai/Soldotna Chambers of Commerce

THURSDAY, FEBRUARY 23, 1989

1-5 p.m. City/Shopping Tour

7 p.m. VIP Reception (invitation only)
hosted by Governor & Mrs. Hickel \$100/couple

8 p.m. Command Performance by Community Theatre at PAC
"Chekov In Yalta"
Reception follows - Anchorage Daily News Lobby

FRIDAY, FEBRUARY 24, 1989

TBD Individual business meetings held

8 p.m. Glasnost Folkfest - Alaska Center for the Performing
Arts

SATURDAY, FEBRUARY 25, 1989

8 p.m. Superpower Rock and Roll Concert - Sullivan Arena
(Soviet-American Rock Concert)

midnight Post-concert cast party

SUNDAY, FEBRUARY 26, 1989

6:30 p.m. Farewell Dinner, All Saints Episcopal Church & Holy
Family Cathedral

MONDAY, FEBRUARY 27, 1989

Morning Soviet delegation departs Anchorage

NEWS FROM ASCC

Alaska State Chamber of Commerce

Juneau Headquarters:
310 Second Street
Juneau, Alaska 99801
(907) 586-2323
Regional Office:
801 B Street, Suite 405
Anchorage, Alaska 99501
(907) 278-~~2222~~ 2722

FOR IMMEDIATE RELEASE -- FEBRUARY 11, 1989

CONTACT: Kathy Tarr, (907) 278-2722
Mark Skok, (907) 274-3934

ALASKA READIES TO WELCOME RUSSIANS

A 90-member Soviet delegation will arrive in Anchorage aboard Aeroflot February 20th to join with Alaskans in a week long celebration of a "Soviet-American Reunion". After a series of business, education, and cultural exchanges, the week-long Soviet visit will culminate with two major concerts, a Glasnost Folkfest slated for the Performing Arts Center on Friday, February 24th, and a Superpower Rock and Roll Concert at the Sullivan Arena on Saturday, February 25th. Tickets are available at the Performing Arts Center and at the Sullivan Arena box office.

"Alaskan and Russian performers will share a stage, and through their music, will help spread the message that the ice curtain between the U.S. and the U.S.S.R. is quickly melting," said David Cannon, project coordinator for the Soviet-American Reunion. "The concerts are a way for Alaskans and their Soviet neighbors to celebrate the opening of the Alaskan-Siberian border and the formation of new friendships."

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Soviet Visit

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The Russian delegation includes many top-level government officials including: Gennadi Gerasimov, Chief of Information, Ministry of Foreign Affairs; Karril Kassatkin, Ministry of Foreign Affairs; Gennady Shishkov, Director of Agriculture, Magadan; Vecheslav Spirin, Head of the Department of Trade; Vyacheslav Kobets, Governor, Magadan; Alexei Lebedev, Regional Director of Health; Stepan Mazepa, Chief of Foreign Politics, Russian Soviet Federated Republic. Travelling with the Soviet officials will be 19 Soviet journalists; a documentary film crew; exchange students bound for Soldotna, Alaska; Russia's number one rock group, Stas Namin; Soviet Eskimos; and teachers.

The Soviet-American Reunion is being organized by the Alaska State Chamber of Commerce's Siberian Gateway Project which was founded in 1988 to promote trade and tourism opportunities with the Soviet Far East. Dixie Belcher of Juneau, and her non-profit group, Camai (formerly Alaskan Performing Artists for Peace), is producing the Glasnost Folkfest and the Superpower Rock and Roll Concerts. Proceeds will go to organizing a Soviet-American Performing Artists' world tour in 1989.

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Soviet Visit

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The Siberian Gateway Project and Camai has elicited the support of hundreds of Anchorage volunteers and businesses to help coordinate the Soviet's arrival.

"The response from Anchorage has been terrific," said George Krusz, president of the Alaska State Chamber of Commerce. "The whole community is coming together to help house, transport and feed the Soviets. For example, J.C. Penny Company has agreed to open their store one hour early for the Russians to have a private shopping tour and will donate up to \$50 in merchandise for each Soviet shopper. Similarly, merchants at the Northway Mall have provided gifts for the Soviet visitors."

"Businesses such as Avis, Hertz, and Cal Worthington Ford are helping with transportation needs and many restaurants and hotels are pitching in," he said.

In preparation for the Soviets' visit, the Anchorage School District is planning an "Adopt A Soviet" program. A business luncheon for the public is also being planned for Wednesday, February 22, at the Egan Center co-sponsored by the Anchorage Chamber of Commerce and the Alaska State Chamber. Featured at the luncheon will be Magadan businessmen who will display and sell Russian goods. A seminar on "How To Do Business With the Soviets" will follow the luncheon at the Egan Center.

For information about the "Soviet American Reunion", call the Alaska State Chamber of Commerce at 278-2722.

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APR 04 1989

ALASKA MINERS ASSOCIATION, INC.

501 W. Northern Lights Blvd., Suite 203, Anchorage, AK 99503 (907) 276-0347

March 31, 1989

Rep. George Jacko, Chairman
House Special Committee on
Foreign Trade
P.O. V
Juneau, AK 99811

Dear Representative Jacko:

The Alaska Miners Association has reviewed House Joint Resolution No. 28 proposing to designate the Beringia International Biosphere Reserve.

The Association supports the continuation of scientific, cultural and trade exchanges with the Soviet Union. Particularly we have been interested in their mining and metals processing programs and also in the geology of the Chukotsk Peninsula.

We are concerned that a biosphere designation will impose further constraints on the development of the regions resources. It is our understanding that these designations are made primarily to promote scientific study and our concern is that any projects initiated in the region would have to go through another layer of approvals before it could be authorized.

The exchange of letters, development of agreements concerning specific subjects can accomplish the same purpose without the threat created by another land designation.

Our suggestion is to amend the proposal, encourage governments to design mutually beneficial programs on the broad array of subject, similar to what they have been doing for the past few years. This can be accomplished without a special land designation.

Sincerely,

Executive Director
Alaska Miners Assn.

cc. Phil Holdsworth



Official Business

COMMITTEE:

Foreign TRADE Committee

DATE: Jan. 26, 1989

SIGN-IN

Subject of meeting:

Overview of International Trade
Office

NAME

ADDRESS

PHONE

REPRESENTING

**DO YOU WANT
TO TESTIFY?**

Bob Poe	Governor's office (Mail Stop 0101)	465-5585	Governor's Office	



Alaska State Legislature

Senator Mike Szymanski

SENATE SPECIAL COMMITTEE ON INTERNATIONAL TRADE AND TOURISM

UPDATED 1-30-89

Committee Schedule
February 1 - 15, 1989
Senate Finance Room
3:30 - 5:00p.m.

JAN 30 1989

While in Session:
P.O. Box V
State Capitol
Juneau, Alaska 99811
(907) 465-4978/4979

Interim
3111 C Street
Suite 510
Anchorage, AK 99503
(907) 561-7617

165 E. Parks Hwy.
Suite 105
Wasilla, AK 99687
(907) 376-MIKE

WEDNESDAY, FEB. 1, 1989

- * SJR 15: Promotion of international tourism and cargo through the Alaska International Airport System.

Presentation by Howard Benedict and Jim Slettland of the Anchorage Seafood Center providing an overview of ASC's plan to establish a seafood processing and cold storage facility at the Anchorage International Airport.

FRIDAY, FEB. 3, 1989
SENATE FINANCE ROOM - 9:00a.m.

JOINT COMMITTEE MEETING
SITT/RESOURCES
SCR 6: Development of coal mining at Wishbone Hill.
(Pending receipt of bill from Senate Resources).

Presentation of "Perspectives on Issues Facing Alaska's Visitor's Industry," a draft white paper.

WEDNESDAY, FEB. 8, 1989

- * SJR 16: Acquisition, preservation and interpretation of the historic Kennecott Mine by the National Park Service.

WEDNESDAY, FEB. 15, 1989

- * SB 145: Authorizing a special appropriation to the Dept. of Administration for payment as a grant to the Alaska Native Cultural Center Corporation.

Senate District E

Mar-Su • So. Anchorage • Bird/Indian • Girdwood • Whittier • Nikiski • Cooper Landing • Hope • Seward • Cordova • Valdez