

ALASKA LEGISLATURE SPECIAL COMMITTEE / SUBJECT FILE 8672

1669 SCOMM 65: HOUSE SPEC. COMM. ON FOREIGN TRADE, 1989-90

1237



Official Business

Alaska State Legislature

House of Representatives

Special Committee On Foreign Trade

P.O. Box V
State Capitol
Juneau, Alaska 99811
907-465-4942

MEMORANDUM

TO: All Members
House Special Committee on Foreign Trade

FROM: Representative George Jacko, Jr., Chairman
House Special Committee on Foreign Trade

DATE: January 25, 1990

SUBJECT: Notice of Foreign Trade Meeting

This memo is to inform you that there will be a joint meeting of the House and Senate Foreign Trade and Tourism Committees on Monday, February 5 at 3:00 p.m. The meeting will be in the Senate Finance Committee room (C-518). Representatives from Alaska Seafood Marketing Institute (ASMI) will present the three committees with an overview of their program as it relates to international trade.

ASMI requested this briefing because they would like to present our committee with information about their role in selling Alaskan seafood in foreign markets, in particular, in Japan, Canada and Europe.



Official Business

Alaska State Legislature

House of Representatives

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Juneau, Alaska 99811
907-465-4942

Special Committee On Foreign Trade

M E M O R A N D U M

TO: Irene Cashen, Chief Clerk

FROM: Representative George Jacko, Jr., Chairman
House Special Committee on Foreign Trade

DATE: January 25, 1990

SUBJECT: Notice of Foreign Trade Meeting

This memo is to inform you that there will be a joint meeting of the House and Senate Foreign Trade and Tourism Committees on Monday, February 5 at 3:00 p.m. The meeting will be in the Senate Finance Committee room (C-518). Representatives from Alaska Seafood Marketing Institute (ASMI) will present the three committees with an overview of their program, in particular, their relationship and scope in foreign markets.

House of Representatives

While in Session:
Box V
Juneau, Alaska 99811
(907) 465-4942

P.O. Box 47001
Pedro Bay, Alaska 99647
(907) 850-2208



Chair
Special Committee on Foreign Trade
Vice Chair
Resources Committee
Member
Health, Education &
Social Services Committee

Rep. George Jacko, Jr.

MEMORANDUM

TO: Irene Cashen, Chief Clerk

FROM: Representative George Jacko, Jr., Chairman
House Special Committee on Foreign Trade

DATE: January 26, 1990

SUBJECT: Foreign Trade Committee Meeting

This memo is to inform you that the House Foreign Trade Committee will meet on Tuesday, February 6, in the State Affairs Committee Room (C-102) from 2-3:30 p.m. The calendar will include:

- HB 440 Establish Alaska-Soviet Far East Commission
(Governor Cowper)
- HJR 69 Encourage U.S. Government to include the
Aleut people under future Native visa-free
travel agreements with the USSR (Foreign
Trade Committee)

Please call my office if you have any questions. Thanks!



Alaska State Legislature

House of Representatives

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Special Committee On Foreign Trade

M E M O R A N D U M

TO; Representative Red Boucher, Chairman
House State Affairs

FROM: Representative George Jacko, Jr., Chairman
House Special Committee on Foreign Trade

DATE: January 26, 1990

SUBJECT: Request hearing for HJR 70 and HJR 71

I would like to respectfully request that you schedule House Joint Resolutions 70 and 71 for a hearing in the House State Affairs Committee at your earliest convenience. Both of these resolutions were passed out of the House Special Committee on Foreign Trade on Monday, January 22.

HJR 70 would encourage Alaska as the future site of a summit meeting between the United States and the Soviet Union. Although our resolution is not specific, it is feasible that a summit could begin in Vladivostok and then move to Anchorage to complete negotiations.

HJR 71 would request the U.S. State Department to reinstate the most favored nation status for the Soviet Union. In 1974 Congress enacted the Jackson-Vanik Amendment, which sought to expand Soviet emigration by linking U.S. trade advantages to emigration performance. This resolution would send a message to Congress and the President that Alaska supports the normalization of trade relations with the Soviet Union.

I've included background information on both these resolutions. If you have any questions please do not hesitate to contact my office.

Thanks for your prompt attention to this request.



Official Business

Alaska State Legislature

House of Representatives

Special Committee On Foreign Trade

P.O. Box V
State Capitol
Juneau, Alaska 99811
907-465-4942

MEMORANDUM

TO: All Committee Members
House Special Committee on Foreign Trade

FROM: Representative George Jacko, Jr., Chairman
House Special Committee on Foreign Trade

DATE: January 30, 1990

SUBJECT: Foreign Trade Committee Meeting

This memo is to inform you that the House Foreign Trade Committee will meet on Tuesday, February 6, in the State Affairs Committee Room (C-102) from 2-3:30 p.m. The calendar will include:

HB 440	Establish Alaska-Soviet Far East Commission (Governor Cowper)
HJR 69	Encourage U.S. Government to include the Aleut people under future Native visa-free travel agreements with the USSR (Foreign Trade Committee)

There will be a Committee Substitute for HB 440 and HJR 69 coming out on Friday. If you have any comments or concerns regarding this legislation please contact Alexis Miller. We will try to send a copy of the committee substitutes to your office prior to the meeting on Tuesday. Attached are copies of the current legislation for your information.

The joint meeting for Monday, February 5, with the Senate Foreign Trade and Tourism Committee has been cancelled and will probably be rescheduled for Friday, February 9. I will contact you when I have the exact date and time.

Please call my office if you have any questions. Thanks!



Alaska State Legislature

House of Representatives

Official Business

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Special Committee On Foreign Trade

February 1, 1990

Ms. Ellen Greenberg
Box 1072
Dillingham, Alaska 99576

Dear Ms. Greenberg:

Enclosed is a copy of a letter that we received from the National Park Service. Representative Jacko asked that I pass this letter on to you.

The National Park Service is interested in establishing an international park between Alaska and the Soviet Far East. The park would span the Bering Strait and constitute a joint effort to preserve the important natural and cultural elements of the Bering Land Bridge.

I've also included a copy of the front page of the study the Alaskan-Soviet group completed. I'm sure if you contact the Park Service directly in Anchorage you can receive a copy.

I hope this information is helpful to you.

Sincerely,

Alexis Ross Miller
Foreign Trade Committee Aide



IN REPLY REFER TO:

United States Department of the Interior
NATIONAL PARK SERVICE

ALASKA REGIONAL OFFICE
2525 Gambell Street, Room 107
Anchorage, Alaska 99503 - 2892



A38(ARO-PA)

19 JAN 1990

George G. Jacko, Jr.
Alaska State House
P.O. Box V
Juneau, AK 99811

Dear Park Supporter:

Last fall in Alaska and the Soviet Union, an unprecedented survey of possible international protected sites along the remnants of the Bering Land Bridge took place.

The participants -- park planners and scientists from both nations -- recommended that existing national park units in northwest Alaska and a yet-to-be created conservation unit on the Chukotsky Peninsula of the Soviet Union be designated as an international park.

An international designation would recognize the close cultural and natural resource ties the people and the land have retained in the centuries since the Bering Land Bridge was engulfed by a rising sea. It would also make possible closer cooperation among researchers, park managers and residents living on both sides of the border. Each nation, however, would retain its right and authority to manage its park units as it wished.

The enclosed booklet describes the reconnaissance trip, the recommendations and the protocols signed by each nation. I welcome your review of the proposal, and ask your support when plans are finalized and brought to the Congress for action.

Sincerely,

Boyd Evison
Regional Director

Enclosure



Программа международного парка
**НАСЛЕДИЕ РАЙОНА
БЕРИНГОВА ПРОЛИВА:
ПРЕДВАРИТЕЛЬНОЕ ИЗУЧЕНИЕ**

International Park Program
**BERINGIAN HERITAGE
RECONNAISSANCE STUDY**



Official Business

Alaska State Legislature

House of Representatives

Special Committee On Foreign Trade

P.O. Box V
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Juneau, Alaska 99811
907-465-4942

February 5, 1990

Mr. Hirozo Uchida
The Honorable Acting Consulate
General of Japan
909 W. 9th Avenue, Suite 301
Anchorage, Alaska 99501

Dear Mr. Uchida:

I would like to respectfully request that you speak to a Japanese Protocol class, which the Legislature is hosting this session. The House Special Committee on Foreign Trade, which I chair, is co-sponsoring the course with the Senate International Trade and Tourism Committee. The course will serve as an introduction to beginning Japanese and business protocol practices, as well as provide information on Japan's political and religious structures.

I've been told that the instructor, Christie Choko Gissberg, has spoken with your staff and they have agreed to send a representative to speak to our class. I'd like to ask that if possible that the representative be you. If you could let us know when and whether you will be able to attend it would be most appreciated.

During your trip to Juneau, we would be happy to assist you in scheduling other meetings with legislators, local officials, and Japanese language students, if you would like. I'd suggest that you set up a speech before the Juneau World Affairs Council and the Juneau Chamber of Commerce or one of the two Rotary branches.

Please contact my office at 465-4942 if we can help you work out your travel arrangements.

Sincerely,

Representative George Jacko, Jr., Chairman
House Special Committee on Foreign Trade



Official Business

Alaska State Legislature

House of Representatives

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Special Committee On Foreign Trade

February 5, 1990

Mr. Paul Fuhs, Mayor
City of Unalaska
P.O. Box 89
Unalaska, Alaska 99685

Dear Paul:

I recently read a copy of your proposal titled "Alaska/Soviet Far East Trade and Cooperation" and wanted to provide you with additional information on that subject.

The House Special Committee on Foreign Trade introduced three resolutions last month and passed two of those resolutions out of committee. The resolutions, HJR 70 and HJR 71, deal with issues raised in your proposal.

HJR 70 would encourage Alaska as the future site of a summit meeting between the United States and the Soviet Union. HJR 71 would request the U.S. State Department to reinstate the most favored nation status for the Soviet Union. Both of these resolutions are now in the House State Affairs Committee and they will be heard on Wednesday, February 7 at 8:30 a.m. You might want to write directly to Rep. Red Boucher, who chairs State Affairs, with any concerns or comments you have on these resolutions.

The other resolution, HJR 69, is still in the Foreign Trade Committee and will be discussed again on February 6 at 2 p.m. HJR 69 would encourage the U.S. and Soviet governments to include the Aleut people among the Natives allowed to travel between the Soviet Far East and Alaska under the Native visa-free travel agreement.

I've enclosed copies of these resolutions, along with HB 440, introduced by the Governor. HB 440 would establish the Alaska-Soviet Far East Commission. Please read this legislation and send your comments directly to Garrey Peska at the Governor's Office. Again, any comments you might have on this topic would be appreciated. Please call me if you would like to discuss any of these topics further.

Sincerely,

Representative George Jacko, Jr.



Official Business

Alaska State Legislature

House of Representatives

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Special Committee On Foreign Trade

MEMORANDUM

TO: Representative Ben Grussendorf, Chairman
House Rules Committee

FROM: Representative George Jacko, Jr., Chairman
House Special Committee on Foreign Trade

DATE: February 12, 1990

SUBJECT: Request Floor calendaring for HJR 70 and HJR 71

I would like to respectfully request that you schedule HJR 70 and HJR 71 for the Floor calendar at your earliest convenience.

HJR 70 would encourage Alaska as the future site of a summit meeting between the United States and the Soviet Union. Although our resolution is not specific as to when and where, it is feasible that a summit could begin in Vladivostok and then move to Anchorage to complete negotiations.

HJR 71 would request the U.S. State Department to reinstate the most favored nation status for the Soviet Union. In 1974 Congress enacted the Jackson-Vanik Amendment, which sought to expand Soviet emigration by linking U.S. trade advantages to emigration performance. This resolution would send a message to Congress and the President that Alaska supports the normalization of trade relations with the Soviet Union.

I've included background information on both these resolutions. If you have any questions please do not hesitate to contact my office.

Thanks for your prompt attention to this request.



Official Business

Alaska State Legislature

House of Representatives

Special Committee On Foreign Trade

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M E M O R A N D U M

TO: Representative Red Boucher, Chairman
House State Affairs Committee

FROM: Representative George Wasko, Jr., Chairman
House Special Committee on Foreign Trade

DATE: February 12, 1990

SUBJECT: Request hearing for HJR 69

I would like to respectfully request a hearing for HJR 69, which would allow Aleuts to be included under the Native Visa-Free Agreement in the event of another future agreement. HJR 69 passed out of the Foreign Trade Committee on Tuesday. The resolution would encourage the United States and Soviet governments to include the Aleut people among the Natives allowed to travel between the Soviet Far East and Alaska under the Native Visa-Free Agreement.

This agreement was signed last September to allow Inuit people on both sides of the Bering Strait to travel back and forth visa-free. Historically, the Aleut people have had the longest contact with the Soviets and it would be appropriate to include them if the agreement is renegotiated.

I've included background information on HJR 69. If you have any questions please contact my office.

Thanks for your prompt attention to this request.



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House of Representatives

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Special Committee On Foreign Trade

M E M O R A N D U M

TO: Senate Foreign Trade Committee Members

FROM: Representative George Jacko, Jr., Chairman
House Special Committee on Foreign Trade

DATE: February 14, 1990

SUBJECT: Joint Trade Briefing

The House Special Committee on Foreign Trade is meeting on Wednesday, February 21, from 2-3 p.m. in the Governor's Conference Room. Mr. Kaz Hayashi and Ms. Li Chen, trade representatives from the Japan and Taiwan State Offices, will give a briefing on their duties and the role of the State in those countries. Due to a prior commitment, Senator Szymanski was unable to schedule a joint hearing with our committee, but I would like to formally invite you to attend this briefing.

The House Foreign Trade Committee will also host a reception for Mr. Hayashi and Ms. Chen on Tuesday, February 20, from 4:30 to 6:00 p.m. in the Speaker's Chambers. Legislators and staff are invited to attend.

If you have any questions please contact my office.



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Special Committee On Foreign Trade

M E M O R A N D U M

TO: Irene Cashen, Chief Clerk

FROM: Representative George Jacko, Jr., Chairman
House Special Committee on Foreign Trade

DATE: February 14, 1990

SUBJECT: Foreign Trade Briefing

This memo is to inform you that the House Special Committee on Foreign Trade will hold a special meeting on Wednesday, February 21, from 2-3 p.m. in the Governor's Conference Room. The purpose of the meeting is to hear from the trade representatives in the State Offices in Japan and Taiwan. Mr. Kaz Hayashi is in our office in Tokyo and Ms. Li Chen is the representative in Taipei. They will discuss their duties and the role of the State Office in those countries.

For your information there will also be a reception for Mr. Hayashi and Ms. Chen on Tuesday, February 20, from 4:30-6:00 p.m. in the Speaker's Chambers. Legislators and staff are invited to attend.

If you have any questions please call my office.



Official Business

Alaska State Legislature

House of Representatives

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Special Committee On Foreign Trade

February 16, 1990

Mr. Steve Smirnoff
Alascom Inc.
Marketing Division
210 E. Bluff Road
Anchorage, Alaska 99501

Dear Steve:

Enclosed are the bills and resolutions that we discussed in our phone conversation yesterday. I've included the three resolutions that were introduced from the Foreign Trade Committee this year.

HJR 69 is currently in House State Affairs and will be on their calendar on Thursday for its first hearing. HJR 70 just passed the House this morning, 34-0, with only two minor changes. HJR 71 is scheduled for the Floor on Tuesday. We will be hearing HB 440 in the Foreign Trade Committee again next week, probably on Friday. As I mentioned we have a committee substitute being drafted which defines the purpose of the Commission more clearly. If you need a copy of this please call me next week.

I would recommend contacting the Institute of Social and Economic Research in Anchorage and requesting copies of the numerous papers and articles they have published. John Tichotsky or Gunnar Knapp are the contacts there. Also you might want to contact Joanne Zenter, who is the executive director of the Foundation for Social Innovations here at the University in Juneau, and talk with her about the numerous projects she is working on. I thought you said that your focus was primarily trade, but there are numerous other exchanges going on as well.

If I can provide you with additional information for your newsletter don't hesitate to contact me.

Sincerely,

A handwritten signature in cursive script that reads "Alexis".

Alexis Ross Miller
Committee Aide



Official Business

Alaska State Legislature

House of Representatives

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907-465-4942

Special Committee On Foreign Trade

MEMORANDUM

TO: Irene Cashen, Chief Clerk

FROM: Representative George Jacko, Jr., Chairman
House Special Committee on Foreign Trade

DATE: February 16, 1990

SUBJECT: Foreign Trade Meeting

This memo is to inform you that the House Special Committee on Foreign Trade will be meeting on Friday, February 23, from 1-3 p.m. in the Labor and Commerce Committee room (C-17). The purpose of the meeting is to hear from the trade representatives in the State Offices in Japan and Taiwan. Mr. Kaz Hayashi is in our office in Tokyo and Ms. Li Chen is the representative in Taipei. They will discuss their duties and the role of the State Office in those countries.

For your information there will also be a reception for Mr. Hayashi and Ms. Chen on Tuesday, February 20, from 4:30-6:00 p.m. in the Speaker's Chambers. Legislators and staff are invited to attend.

If you have any questions please call my office.



Official Business

Alaska State Legislature

House of Representatives

Special Committee On Foreign Trade

P.O. Box V
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Juneau, Alaska 99811
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MEMORANDUM

TO: All Committee Members
House Special Committee on Foreign Trade

FROM: Representative George Jacko, Jr., Chairman
House Special Committee on Foreign Trade

DATE: February 19, 1990

SUBJECT: Next committee meeting

The House Special Committee on Foreign Trade will meet Friday, February 23, from 1-3 p.m. in the House Labor and Commerce Committee Room (C-17).

On the calendar is HB 440, the Alaska-Soviet Commission, and HJR 73, air travel between Alaska and Soviet Union. We are working on a CS to HB 440 and will have that out later this week.

There will also be a joint meeting of the House and Senate Foreign Trade Committees on Wednesday, February 21, from 2-3 p.m. in the Governor's Conference Room. Mr. Kaz Hayashi and Ms. Li Chen, trade representatives from the Japan and Taiwan State Offices, will give a briefing on their duties and the role of the State in those countries.

The House Foreign Trade Committee will host a reception for Mr. Hayashi and Ms. Chen on Tuesday, February 20, from 4:30 to 6:00 p.m. in the Speaker's Chambers.

If you have any questions please contact my office.



Official Business

Alaska State Legislature

House of Representatives

P.O. Box V
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Special Committee On Foreign Trade

M E M O R A N D U M

TO: Senator Mike Szymanski, Chairman
Senate Special Committee on International Trade
and Tourism

FROM: Representative George Jacko, Jr., Chairman
House Special Committee on Foreign Trade

DATE: February 21, 1990

SUBJECT: Request hearing for HJR 70 and HJR 71

I would like to respectfully request that you schedule HJR 70 and HJR 71 for a hearing in the Senate International Trade and Tourism Committee at your earliest convenience. I'd prefer if both these bills could be heard at the same time.

HJR 70 would encourage Alaska as the future site of a summit meeting between the United States and the Soviet Union. Although our resolution is not specific as to when and where, it is feasible that a summit could begin in Vladivostok and then move to Anchorage to complete negotiations. HJR 70 passed the House on February 16 by a vote of 34-0.

HJR 71 would request the U.S. State Department to reinstate the most favored nation status for the Soviet Union. In 1974 Congress enacted the Jackson-Vanik Amendment, which sought to expand Soviet emigration by linking U.S. trade advantages to emigration performance. This resolution would send a message to Congress and the President that Alaska supports the normalization of trade relations with the Soviet Union. HJR 71 passed the House on February 20 by a vote of 32-4.

I've included background information on both these resolutions. If you have any questions please do not hesitate to contact my office.

Thanks for your prompt attention to this request.



Official Business

Alaska State Legislature

House of Representatives

Special Committee On Foreign Trade

P.O. Box V
State Capitol
Juneau, Alaska 99811
907-465-4942

MEMORANDUM

TO: Senator Mike Szymanski, Chairman
Senate International Trade and Tourism Committee

FROM: Representative George Jacko, Jr., Chairman
House Special Committee on Foreign Trade

DATE: March 7, 1990

SUBJECT: HJR 70 and HJR 71

Two House Foreign Trade Committee resolutions, HJR 70 and 71, will be on the Senate calendar early next week. I would like to respectfully request that you act as floor manager when these resolutions come before the Senate.

I've included a copy of my floor statements to aid you in presenting these resolutions. Also attached is background information on HJR 70 and HJR 71. If you have any questions please do not hesitate to contact our office. Thanks for your assistance.



Official Business

Alaska State Legislature

House of Representatives

P.O. Box V
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Juneau, Alaska 99811
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Special Committee On Foreign Trade

MEMORANDUM

TO: Senator Mike ^{Mike} Symanski, Chairman
Senate International Trade and Tourism Committee

FROM: Representative ^{George} Jacko, Jr., Chairman
House Special Committee on Foreign Trade

DATE: March 7, 1990

SUBJECT: Request hearing for HJR 69

I would like to respectfully request that you schedule a hearing for HJR 69, which would allow Aleuts to be included under the Native Visa-Free Agreement in the event of another future agreement. HJR 69 passed the House on March 2 by a vote of 32-0. The resolution would encourage the United States and Soviet governments to include the Aleut people among the Natives allowed to travel between the Soviet Far East and Alaska under the Native Visa-Free Agreement.

This agreement was signed last September to allow Inuit people on both sides of the Bering Strait to travel back and forth visa-free. Historically, the Aleut people have had the longest contact with the Soviets and it would be appropriate to include them if the agreement is renegotiated.

I've included background information on HJR 69. If you have any questions please contact my office.

Thanks for your prompt attention to this request.



Official Business

Alaska State Legislature

House of Representatives

P.O. Box V
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Juneau, Alaska 99811
907-465-4942

Special Committee On Foreign Trade

MEMORANDUM

TO: Senator Arliss Sturgulewski, Chairman
Senate Rules Committee

FROM: Representative George Jacko, Jr., Chairman
House Special Committee on Foreign Trade

DATE: March 7, 1990

SUBJECT: Request calendaring for HJR 70 and HJR 71

I would like to respectfully request that you place HJR 70 and HJR 71 on the Senate calendar at your earliest convenience. I'd prefer if both these bills could be calendared on the same day.

HJR 70 would encourage Alaska as the future site of a summit meeting between the United States and the Soviet Union. Although our resolution is not specific as to when and where, it is feasible that a summit could begin in Vladivostok and then move to Anchorage to complete negotiations. HJR 70 passed the House on February 16 by a vote of 34-0.

HJR 71 would request the U.S. State Department to reinstate the most favored nation status for the Soviet Union. In 1974 Congress enacted the Jackson-Vanik Amendment, which sought to expand Soviet emigration by linking U.S. trade advantages to emigration performance. This resolution would send a message to Congress and the President that Alaska supports the normalization of trade relations with the Soviet Union. HJR 71 passed the House on February 20 by a vote of 32-4.

I've included background information on both these resolutions. If you have any questions please do not hesitate to contact my office.



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Special Committee On Foreign Trade

M E M O R A N D U M

TO: Irene Cashen, Chief Clerk

FROM: Representative *George Jacko*, Jr., Chairman
House Special Committee on Foreign Trade

DATE: March 7, 1990

SUBJECT: Foreign Trade Meeting

This memo is to inform you that the House Special Committee on Foreign Trade will hold a work session on HB 440 on Tuesday, March 13, from 1-3 p.m. The work session will be in the House Minority Conference Room (Room 603-Court Building). HB 440, introduced at the request of Governor Cowper, would establish an Alaska-Soviet Commission.

If you have any questions please contact my office. Thanks!



Official Business

Alaska State Legislature

House of Representatives

Special Committee On Foreign Trade

P.O. Box V
State Capitol
Juneau, Alaska 99811
907-465-4942

MEMORANDUM

TO: Interested Legislators

FROM: Representative George Jacko, Jr., Chairman
House Special Committee on Foreign Trade

DATE: March 8, 1990

SUBJECT: Luncheon for Soviet Academician

This memo is to inform you that there will also be a luncheon for the Soviet academician on Thursday, April 5, at noon at the Silverbow Inn. The luncheon is for Mr. Anatoly Derevyamko and his wife, Tatyana Chikisheva.

Mr. Derevyamko is the Director of History, Philosophy and Philology at the Academy of Sciences in Novosibirsk, Siberia. His rank is that of a scientific academician, which in the Soviet Union is three ranks above a Ph.D. Ms. Chikisheva has her doctorate in biological science. Their trip is sponsored by the University of Alaska-Southeast. Alexander Dolitsky is organizing their trip for the University and he has requested that specific legislators be invited for a luncheon with the couple. If you can attend please contact Alexis in my office at 465-4942.



Official Business

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House of Representatives

Special Committee On Foreign Trade

P.O. Box V
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MEMORANDUM

TO: All Legislators and Staff

FROM: Representative George Jacko, Jr., Chairman
House Special Committee on Foreign Trade

DATE: March 8, 1990

SUBJECT: Reception for Soviet Academician

This memo is to inform you that there will be a reception in the Speaker's Chambers for a Soviet academician on Wednesday, April 4, from 4:00 to 6:00 p.m. The House Foreign Trade Committee will be hosting the reception for Mr. Anatoly Derevyamko and his wife, Tatyana Chikisheva.

Mr. Derevyamko is the Director of History, Philosophy and Philology at the Academy of Sciences in Novosibirsk, Siberia. His rank is that of a scientific academician, which in the Soviet Union is three ranks above a Ph.D. Ms. Chikisheva has her doctorate in biological science. Novosibirsk is a city of approximately two million people and the Academy is the second largest scientific center in the Soviet Union.

Mr. Derevyamko is a very high-ranking official in the Soviet Union and very knowledgeable about the Russian political process. Their trip is sponsored by the University of Alaska-Southeast. Anyone interested in scheduling an individual meeting with Mr. Derevyamko may contact Alexander Dolitsky at 789-3854.

If you have additional questions please contact my office. I look forward to seeing you at the reception--mark it on your calendar now! I will notify you again in early April to remind you about the visit by Mr. Derevyamko and his wife.



Official Business

Alaska State Legislature

House of Representatives

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Special Committee On Foreign Trade

MEMORANDUM

TO: Representative Sam Cotten, Speaker of the House
Representative Ben Grussendorf, Chairman
House Rules Committee

FROM: Representative *George Jacko*, Jr., Chairman
House Special Committee on Foreign Trade

DATE: March 8, 1990

SUBJECT: Reception for Soviet Academician

This memo is to formally request the use of the Speaker's Chambers for a reception on Wednesday, April 4, from 4:00 to 6:00 p.m. The House Foreign Trade Committee will be hosting the reception for Mr. Anatoly Derevyamko and his wife, Tatyana Chikisheva.

Mr. Derevyamko is the Director of History, Philosophy and Philology at the Academy of Sciences in Novosibirsk, Siberia. His rank is that of a scientific academician, which in the Soviet Union is three ranks above a Ph.D. Ms. Chikisheva has her doctorate in biological science. Novosibirsk is a city of approximately two million people and the Academy is the second largest scientific center in the Soviet Union.

Mr. Derevyamko is a very high-ranking official in the Soviet Union and very knowledgeable about the Russian political process. Their trip is sponsored by the University of Alaska-Southeast.

We also would like the Lounge to prepare refreshments and hors d'oeuvres for the reception if possible. If you have any questions please contact my office. I will follow-up this memo with another one closer to the event. Thanks for your assistance with this reception.



Official Business

Alaska State Legislature

House of Representatives

Special Committee On Foreign Trade

P.O. Box V
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907-465-4942

MEMORANDUM

TO: Irene Cashen, Chief Clerk

FROM: Representative *George* Jacko, Jr., Chairman
House Special Committee on Foreign Trade

DATE: March 14, 1990

SUBJECT: Foreign Trade Meeting

This memo is to inform you that the House Special Committee on Foreign Trade will hold a meeting on Thursday, March 22, from 1-3 p.m. in the Governor's Conference Room. On the calendar will be HB 440, which would establish the Alaska-Soviet Commission. We have heard this bill twice before in previous committee hearings.

We will also hear a briefing from Mr. Hirozo Ushida, who is the acting Consul-General with the Japanese Consulate Office in Anchorage. He will discuss "Japanese Business: Trade and Tourism." Mr. Ushida has spent more than thirty years in the foreign service, working in embassies and consulates in Australia, Thailand, Sudan and Canada.

If you have any questions please contact my office. Thanks!



Official Business

Alaska State Legislature

House of Representatives

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Special Committee On Foreign Trade

M E M O R A N D U M

TO: House Foreign Trade Committee Members

FROM: Representative *George* Jacko, Jr., Chairman
House Special Committee on Foreign Trade

DATE: March 14, 1990

SUBJECT: Foreign Trade Meeting

The House Special Committee on Foreign Trade will meet on Thursday, March 22, from 1-3 p.m. in the Governor's Conference Room. On the calendar will be HB 440, which would establish the Alaska-Soviet Commission. We will have an updated draft committee substitute later this week.

Our work session on HB 440 yesterday was not very well attended and I've decided to incorporate some of the changes indicated by the Office of International Trade and those people who did attend the work session and previous committee hearings. I'd like to pass this bill out of committee next week. This would leave our committee calendar clean and I doubt if we will hold another committee meeting this session. However, I'm sure we will host additional receptions and briefings from foreign officials.

During our meeting we will also hear a briefing from Mr. Hirozo Ushida, who is the acting Consul-General with the Japanese Consulate Office in Anchorage. He will discuss "Japanese Business: Trade and Tourism." Mr. Ushida has spent more than thirty years in the foreign service, working in embassies and consulates in Australia, Thailand, Sudan and Canada.

I'd appreciate it if you could attend this meeting. Please mark it on your calendar. If you have any questions contact my office.



Official Business

Alaska State Legislature

House of Representatives

Special Committee On Foreign Trade

P.O. Box V
State Capitol
Juneau, Alaska 99811
907-465-4942

MEMORANDUM

TO: House Foreign Trade Committee Members

FROM: Representative George Jacko, Jr., Chairman
House Special Committee on Foreign Trade

DATE: March 21, 1990

SUBJECT: Committee Substitute for HB 440

Attached is a copy of the proposed committee substitute for HB 440, the Alaska-Soviet Commission. Please review this CS and let me know whether you would support this version. As I mentioned in my last memo, I'd like to pass HB 440 out of committee at our meeting tomorrow.

I contacted the three other commissions that are housed under the Governor's Office: the Women's Commission, the Children's Commission, and the Human's Rights Commission. I wanted to find out about their travel budgets, composition, staff and compare these to the proposed Alaska-Soviet Commission. Also attached is a brief summary about each commission.

If you have any comments or suggestions please contact Alexis Miller at 465-4942. Thanks for your input!

House of Representatives

While in Session:
Box V
Juneau, Alaska 99811
(907) 465-4942

P.O. Box 47001
Pedro Bay, Alaska 99647
(907) 850-2208



Chair
Special Committee on Foreign Trade
Vice Chair
Resources Committee
Member
Health, Education &
Social Services Committee

March 14, 1990

Rep. George Jacko, Jr.

Senator Arliss Sturgulewski
Alaska State Senate
P.O. Box V
Juneau, Alaska 99811

Dear Senator Sturgulewski:

I wanted to respond to the concerns you voiced on Monday during the Senate International Trade and Tourism Committee hearing on HJR 69. My foreign trade committee aide, Alexis Miller, said that you wanted to know whether Yupik Eskimos had ever been considered for visa free status during the development of this agreement.

The primary reason for the agreement was to coordinate visits between Eskimos in the Bering Straits Region. The historic, cultural and geographic link between St. Lawrence and Little Diomed Islands and Big Diomed Island is very strong. In your committee packet, which I've included here also, is information from the State Department that dates back to 1930. The State Department memorandum details the trading practices and exchanges between Siberian Eskimos and Alaskan Eskimos in the Bering Strait region.

With the melting of the ice curtain, our two governments felt that as a show of good faith to allow visa free status for Natives on these islands was an excellent example of our new-found camaraderie. It was also believed at the time of the negotiations that if too large a group were given visa free status then the agreement would not pass.

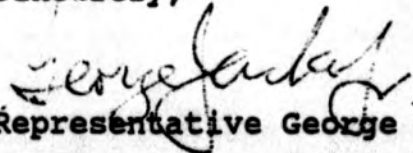
I do not advocate including Yupiks in our resolution. Their history with the Soviet Union is not as strong as that of the Aleuts. Historically, Aleuts have had the longest contact with their Soviet relatives. If you will look on the map that is enclosed you will be able to see where Soviet Aleuts reside and note their close geographic relationship to the Aleutian

Page Two
Senator Sturgulewski

Chain. Under Russian rule many Aleuts were moved from the Chain to the Comandorsky Islands, where more than 600 full-blooded Aleuts reside today.

I hope this answers your question and alleviates your concerns. Senator Szymanski has said he will bring the resolution up again soon and I hope you will vote to pass it out of committee. If you have any additional questions please contact my office.

Sincerely,


Representative George Jacko, Jr.

cc: Senator Mike Szymanski



Official Business

Alaska State Legislature

House of Representatives

P.O. Box V
State Capitol
Juneau, Alaska 99811
907-465-4942

Special Committee On Foreign Trade

M E M O R A N D U M

TO: House Foreign Trade Committee Members

FROM: Representative George Jacko, Jr., Chairman
House Special Committee on Foreign Trade

DATE: April 3, 1990

SUBJECT: Fiscal Note for HB 440

Attached is a copy of the revised fiscal note from the Governor's Office for HB 440, the Alaska-Soviet Commission. I spoke with Bob Evans and he said that the Governor does not support the Foreign Trade committee substitute that we passed out of committee last week. He will be working with Representative "Red" Boucher and the House State Affairs Committee to delete many of the changes we made in the bill. I will keep you posted on the progress of this legislation. For your information, the bill is scheduled for a hearing in House State Affairs on Thursday, April 5, at 8:30 a.m.

An update on the Foreign Trade legislation follows:

1. HJR 69 is currently in the Senate International Trade and Tourism Committee, awaiting a second hearing. The bill will be heard on Wednesday, April 4.
2. HJR 70 and HJR 71 are in the Senate Rules Committee. I've spoken with Senator Sturgulewski and am hoping that she will place the resolutions on the calendar soon.

Mr. Wayne Neill from the U.S. State Department was in Juneau last week and he has agreed to work to include Aleuts in the Native Visa-Free Agreement. Mr. Neill headed to Nome after his visit here and he was scheduled to speak with Soviet officials about the inclusion of Aleuts in this agreement. According to Mr. Neill it is a "done deal" and all we need to do is provide him with the geographical areas that we want included in the agreement. When I receive a confirmation letter on this I will relay it to the committee.

If you have any comments or questions please don't hesitate to call.

House of Representatives

While in Session:
Box V
Juneau, Alaska 99811
(907) 465-4942

P.O. Box 47001
Pedro Bay, Alaska 99647
(907) 850-2208



Chair
Special Committee on Foreign Trade
Vice Chair
Resources Committee
Member
Health, Education &
Social Services Committee

Rep. George Jacko, Jr.

MEMORANDUM

TO: Representative Mike Navarre, Majority Leader
FROM: Representative George Jacko, Jr.
DATE: March 26, 1990
SUBJECT: Priority Legislative

You requested a list of priority legislation from my office on Friday. The following bills and resolutions are legislation I either sponsored or co-sponsored. This does not include bills that I've signed on to as a member of the Resources Committee or the Health, Education and Social Services Committee. The last three resolutions are bills that came out of the Foreign Trade Committee. HJR 89 was introduced by the Transportation Committee at my request.

HB 426	Publication of Proposed Regulatory Action	(H)	STA
HCR 20	Reconstruct Highway S310 at Unalaska	(H)	FIN
HJR 74	Const. Amdt: Subsistence Preference	(H)	RES
HJR 89	Airport at St. Paul	(H)	FIN
HB 185	State Foundation Formula-Small Districts	(H)	RULES
HCR 53	Abandoned Vessels	(H)	TRANS
HJR 69	Native Visa-Free Status	(S)	SITT
HJR 70	Summit Meeting	(S)	RULES
HJR 71	Jackson-Vanik Amendment	(S)	RULES

House of Representatives

While in Session:

Box V
Juneau, Alaska 99811
(907) 465-4942

P.O. Box 47001
Pedro Bay, Alaska 99647
(907) 850-2208



Chair
Special Committee on Foreign Trade
Vice Chair
Resources Committee
Member
Health, Education &
Social Services Committee

April 3, 1990

Rep. George Jacko, Jr.

Mrs. Theresa Bradley
Builtwell True Value Hardware
P.O. Box 111
Naknek, Alaska 99633

Dear Mrs. Bradley:

Thank you for your call last month regarding the proposed cargo route for United Parcel Service (UPS). I appreciate your interest in this issue and want to provide you with some background information.

I've received numerous calls in the last week on this subject, but most people have been given misinformation regarding the proposed cargo route. No UPS service will be eliminated, rather a new route will be added. Both UPS and Emery International Airlines are vying for a new cargo route to Japan. Service on the new route will begin in October and UPS estimates it will be worth more than \$88 million in the first year of operation.

Emery will fly out of Fairbanks and UPS plans to expand its Anchorage facilities. The applications for this route were due on January 19 to the U.S. Department of Transportation. The U.S. DOT will make its decision at the beginning of May. The Alaska Congressional delegation has put their support behind Emery. However, Governor Cowper has remained neutral and supports both applications for the new route.

I've attached copies of the Governor's press releases. If I can provide you with additional information please contact my office or my staff person, Alexis Miller, at 465-4942. You may also want to contact Ms. Gina Marie Lindsey with the International Airport Authority in Anchorage. She is working with the U.S. DOT on this issue.

Sincerely,

A handwritten signature in cursive script, appearing to read "George Jacko, Jr.".

Representative George Jacko, Jr.

DISTRICT 26: ADAK, AKUTAN, ALEKNAGIK, ATKA, BELKOFSKI, CLARK'S POINT, COLD BAY, DILLINGHAM, DUTCH HARBOR, EGEKIK, EKUK, EKWOK, FALSE PASS, IGIUGIG, ILIAMNA, KING COVE, KING SALMON, KOKHANOK, KOLIGANEK, LEVELOCK, MANOKOTAK, NAKNEK, NELSON LAGOON, NEWHALEN, NEW STUYAHOK, NIKOLSKI, NONDALTON, PEDRO BAY, PILE BAY, PILOT POINT, POPE & VANOI, PORT ALSWORTH, PORT HEIDEN, PORT MOLLER, PORTAGE CREEK, SAND POINT, SOUTH NAKNEK, SQUAW HARBOR, ST. GEORGE, ST. PAUL, TOGIAK, TWIN HILLS, UGASHIK, UNALASKA

March 21, 1990

Mrs. Theresa Bradley
Manager
Builtwell True Value Hardware
P.O. Box 111
Naknek, AK 99633

The Honorable George Jacko
Alaska State Legislature
Room 112-C
P.O. Box V (MS 3100)
Juneau, AK 99811

Dear Representative Jacko:

? This is to confirm the telephone call I made to your office concerning the UPS application for operation of the new U.S.-Japan Air-Cargo Route to be based in Anchorage.

This new service will have great benefits for Alaska's economy and all our citizens. It should be run by a company which has a proven track record of service to everyone in our state.

I hope you will support the UPS application to run the U.S.-Japan Air-Cargo Route out of Anchorage for the good of all Alaskans.

Respectfully,

Mrs. Theresa Bradley

PHONE MEMO	TO	6	DATE	3/20	TIME	3:30	AM	PM						
	FROM	teresa bradley	AREA CODE											
	OF	Naknek "Builtwell"	NO.	246-4226										
	MESSAGE	re: UPS Japan Pro.												
		please support												
			SIGNED	Ingrid										
	PHONED	☒	CALL BACK	☐	RETURNED CALL	☐	WANTS TO SEE YOU	☐	WILL CALL AGAIN	☐	WAS IN	☐	URGENT	☐

MAR 23 1990



Official Business

Alaska State Legislature

House of Representatives

P.O. Box V
State Capitol
Juneau, Alaska 99811
907-465-4942

Special Committee On Foreign Trade

MEMORANDUM

TO: Senator Arliss Sturgulewski, Chairman
Senate Rules Committee

FROM: Representative George Jacko, Jr., Chairman
House Special Committee on Foreign Trade

DATE: April 5, 1990

SUBJECT: Request calendaring for HJR 69/HJR 70/HJR 71

This memo is a formal request for calendaring of these three Foreign Trade resolutions. HJR 70 and HJR 71 have been in Rules for over two weeks. HJR 69 passed out of the Senate International Trade and Tourism Committee yesterday and should be in your committee shortly.

Since these three bills all deal with international trade I'd like to request that, if possible, they be placed on the calendar at the same time.

If you need additional information or back-up material, please contact my staff person, Alexis Miller, at 465-4942.

Alaska State Legislature

REPRESENTATIVE BILL HUDSON

P.O. BOX V
Juneau, Alaska
99811
(C-7) 465-3744 or 4991

COMMITTEES:

Transportation
Resources
Foreign Trade

FINANCE SUBCOMMITTEES

DOT/PF
C & RA

MEMORANDUM

TO: Representative George Jacko, Jr.
Chairman, House Special Committee on Foreign Trade

FROM: Representative Bill Hudson, Member *BH*
House Special Committee on Foreign Trade

DATE: April 22, 1990

SUBJECT: Soviet Delegation

In reply to your memo of April 22, I believe it is fair to state that any comments I gave to this press reporter were constructive in nature and I believe beneficial to future trips to and thru the Soviet Far East.

I believe we were not sufficiently aware of the expectations of your Soviet hosts and hind sight being 20-20, we really didn't know what to expect ourselves.

I was slightly critical of the behavior of our group in the loss of decorum during the one evening dinner. I felt our somewhat derogatory remarks about our President and Vice-President gave a less than respectable impression of these high ranking U. S. officials. However, I did not take this brief experience to the press and played it down when queried about it.

I felt my assertive behavior between us corrected the problem, and I regret it appeared in the paper.

For the record, I believe the trip was very useful and will assist others who travel officially to this important part of our Pacific Rim.

I will have several other constructive suggestions that I believe will be helpful.

BH/klc



House of Representatives

While in Session:

Box V

Juneau, Alaska 99801

(907) 465-4942

P.O. Box 47001

Pedro Bay, Alaska 99647

(907) 850-2208



Chair

Special Committee on Foreign Trade

Vice Chair

Resources Committee

Member

Health, Education &
Social Services Committee

Rep. George Jacko, Jr.

April 27, 1990

Mr. Hirozo Ushida, Consul
Consulate-General of Japan
909 West 9th Avenue, Ste. 301
Anchorage, Alaska 99501

Dear Mr. Ushida:

I wanted to personally thank you for addressing the House Special Committee on Foreign Trade during your visit to Juneau last month. I apologize for the delay in sending this letter of appreciation to you.

The Foreign Trade Committee enjoyed your candor and knowledge about the Japanese political system and trade relations between Japan and Alaska. Your years of experience in the international relations realm have provided you with a well-rounded picture of trade practices in the United States and abroad. And I think it is important for the Legislature to meet with foreign officials and dignitaries, like yourself, and discuss relevant trade topics.

Your keen sense of humor was also very refreshing. Thanks again for taking the time to visit Juneau and for meeting with legislators and staff. I know Alexis Miller of my staff enjoyed your speech to the Japanese protocol class.

If we can assist you in the future please do not hesitate to contact our office.

Sincerely,

Representative George Jacko, Jr.

CONSULATE-GENERAL OF JAPAN
909 WEST 9TH AVENUE, SUITE 301
ANCHORAGE, ALASKA 99501

March 14, 1990

Representative George Jacko, Jr. Chairman
House Special Committee on Foreign Trade
P.O. Box V State Capitol
Juneau, Alaska 99811

Dear Representative Jacko:

This is a letter of confirmation for Consul Ushida, who will be addressing the House Special Committee on Foreign Trade/Senate International Trade and Tourism Committee in Juneau on March 22, 1990, at 2:00 p.m.

On that same day, Consul Ushida has a speaking engagement at 12:00 at the University of Alaska. Therefore, he will probably not be able to arrive at the Capital building earlier than 1:30 or so.

When he arrives he will have about 20 minutes worth of remarks prepared and then he will be happy to answer any questions anyone might have.

Consul Ushida is looking forward to his trip to the capital and is anticipating that his trip will be very enjoyable and beneficial to all those involved.

If there is problem with his schedule please let me know and we can make the proper arrangements.

Sincerely,

Jeremy Giliam

Jeremy Giliam
Assistant to Consul Ushida

cc: Representative Mike Davis
Mrs. Gissberg

*Thank you
letter sent*

MAR 16 1990

May 10, 1990

Chairman of the Executive Committee of Magadan Oblast

Dear Mr. Chairman:

Please the warm wishes and greetings for the entire members of the House Special Committee on Foreign Trade on behalf of Mr. Mike Davis, committee member and delegate on this mission.

The House Special Committee on Foreign Trade invites two members from the government of the Magadan Oblast to visit the State of Alaska from September 17 to 21 for the Northern Regions Conference in Anchorage, Alaska. All expenses will be paid for these two members.

Please provide the names of the individuals who will come to Alaska no later than June 15, 1990. We look forward to your visit, and to reciprocating the hospitality, kindness and warmth that you demonstrated us during our visit to your beautiful region last year.

Enclosed is an address, phone number, facsimile number and telex number for you to contact us. We look forward to your response.

With best wishes,

Sincerely,

Representative George Jacko, Jr.
Chairman, House Special Committee on Foreign Trade
Alaska State Legislature

GJ:hbs

Enclosure:

Representative Sam Cotten, Speaker of the House
Representative Mike Davis, Chairman
Legislative Council



Official Business

Alaska State Legislature

House of Representatives

File
FTC

P.O. Box V
State Capitol
Juneau, Alaska 99811
907-465-4942

Special Committee On Foreign Trade

M E M O R A N D U M

TO: All Members
Alaska State Legislature

FROM: Representative George *Davis*, Jr., Chairman
House Special Committee on Foreign Trade

DATE: December 12, 1990

SUBJECT: Alexandre Konontchouk, Russian International Trade
Official

The Office of International Trade and the House Special Committee on Foreign Trade are hosting a visit to Juneau from Mr. Alexandre Konontchouk, Executive Assistant for International Ties to the Primorskii Regional Committee in Vladivostok, USSR. Mr. Konontchouk will be in Juneau on Monday and Tuesday, January 15-16, to meet with legislators, the governor and local trade and tourism representatives.

He is traveling to Juneau with John Tichotsky, an interpreter from the Office of International Trade. Mr. Konontchouk is in Alaska to promote the Northern Regions Conference and to establish Soviet Far East participation in this conference, which is slated for September in Anchorage.

Mr. Konontchouk will also be discussing potential trade projects between Alaska and the Vladivostok/Nakodka regions with local and state officials. Fluent in Japanese, he is also an expert on relations between the Soviet Far East and the Asia-Pacific region. The economic policies for fisheries and tourism are other area that he is concerned with and possible three-way joint ventures between Alaska, Japan and Vladivostok in those two areas is the primary focus of his trip to our state.

For your information, I have enclosed a copy of Mr. Konontchouk's tentative itinerary. Please do not hesitate to contact my office at 465-4942 or Representative Davis' office at 465-4930 if we can provide you with further assistance.

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

is a publication of the Governor's Office of International Trade.

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

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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.



ALASKA



JAPAN



KOREA



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 Kobayahi
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

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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."

--more--

Soviet Visit

Page -2-

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. Dixe 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.

--more--

Soviet Visit

Page -3-

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.

###



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.

65:13

SCOMM

[illegible]

SPECIAL COMMITTEE ON FOREIGN TRADE
February 28, 1989
12:00 p.m.

Members Present:

Rep. George Jacko, Chairman
Rep. Mike Davis
Rep. Johnny Ellis
Rep. Cliff Davidson
Rep. Bette Cato
Rep. Bill Hudson

Member Absent:

Rep. Virginia Collins

COMMITTEE CALENDER

HJR 28:

An act relating to Beringia International Biosphere Reserve.

Announcement on Hokkaido-Alaska Conference on Northern development.

CSSJR 15 (ITT):

Relating to the support of bilateral aviation agreements, et. al.

WITNESS REGISTER

Dr. Gary Anders
University of Alaska Southeast
Associate Professor of Economics
11120 Glacier Highway
Juneau, Alaska 99801
Phone: (907) 789-4402
Position Statement: Speaker

Senator Rick Uehling
Alaska State Legislature
Room 516, Capitol Building
Box V (MS 3100)
Juneau, Alaska 99811
Phone: 465-4821
Position Statement: Sponsor

Patrick Anderson
Dir. of Alaska Economic Center
University of Alaska Southeast
11120 Glacier Highway
Juneau, Alaska 99801
Phone: (907) 789-4402
Position Statement: speaker

Paul Meyeroff, Exec. Director
Alaska Int. Airport Systems
Anchorage Int. Airport (MS 2528)
P.O. Box 6204
Anchorage, Alaska 99502
Phone: (907) 266-1616
Position statement: speaker

ACTION NARRATIVE

TAPE 1, SIDE 1
Number 000

The meeting was called to order by Rep. Jacko at 12:04 p.m. Members present were Representatives Davidson, Davis, Ellis, Cato, and Hudson. Rep. Collins was absent.

Chairman Jacko opened the meeting by announcing that three resolutions were on the calender along with a overview of the Hokkaido-Alaska Conference on Northern Development by Dr. Gary Anders from the University of Alaska Southeast. Rep. Jacko stated it was unlikely that all three resolutions would be heard today.

HJR 28 by Rep. Davis encourages the biosphere between the Alaska and the Soviet Union called Beringia, to be maintained at is present condition. Attention would be drawn to the ecological importance of the area. Rep. Ellis commented that the resolution might imply additional protection of currents resources in the area and that should be clarified. Rep. Davis agreed.

Language on page two, line nine, was changed from basic resources to existing resources. Rep. Cato asked that HJR 28 be moved out committee with individual recommendations. The committee concured and HJR 28 was passed out the Resources committee.

Dr. Gary Anders gave an overview of the Hokkaido-Alaska Conference on Northern Development. The conference will be taking place in Juneau in April 17-19 in Centennial hall. Exchange of economic information on trade policy and development possibilities will be featured. The program also includes educational and cultural exchanges.

Guest speakers should have professional creditability and respectful following in their professions. Patrick Anderson emphasized that guests be welcomed graciously and that conference would emphasize policy making not academics. Asked committee members for suggestions on guest speakers. Rep. Hudson recommended Dr. Glen Olds speak on Pacific rim development.

Dutch Nigh, student representative, expounded on the opportunities that the conference provided. Emphasized that Alaska is not prepared to take advantage of trade possibilities that exist with foreign nations.

CSSJR 15 sponsored by Senator Uehling, expresses legislative support for on-going state and federal efforts to secure advantageous arrangements for Alaska's International Airports in international bilateral aviation agreements. Intention is to send strong message to federal counterparts in Washington.

Paul Meyeroff reiterated importance of bilateral agreements. Resolution sends a strong signal to the Congressional delegation, Bush Administration, and State and Transportation Departments that Alaska is in this as a player.

Rep. Davidson mentioned resolution should be perhaps more project specific. Meyeroff responded that generic language allowed for bilateral issues that can emerge suddenly. Rep. Davis moved that CSSJR 15 be moved out of committee with individual recommendations. No objections were voiced and it was moved out of committee.

Chairman Jacko held HJR 27 over to a later unspecified date due to time constraints. Thanking everyone, the meeting was then adjourned at 1:03 p.m.

HAR-17-23 FRI 8:24 P. 02/84

NORTH SLOPE BOROUGH

OFFICE OF THE MAYOR

P.O. Box 89
Barrow, Alaska 99723

Phone: 907-852-2611

George N. Ahmaogak, Sr., Mayor



March 16, 1989

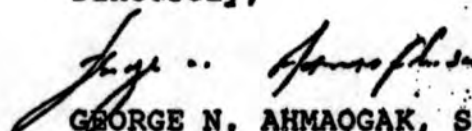
Representative George Jacko,
Chairman of Special Committee
on International Trade
Alaska State Legislature
Pouch V
Juneau, Alaska 99811

Dear Representative Jacko:

Enclosed for your information is the North Slope Borough position on House Joint Resolution #27. Any assistance that you may be able to give in moving this legislation quickly would be appreciated.

I appreciate the opportunity to communicate the concerns of the North Slope Borough and support those communities that this legislation will impact directly.

Sincerely,


GEORGE N. AHMAOGAK, SR.
Mayor

Enclosure

cc: Representative Eileen MacLean
Representative Jim Zawacki
SLI/HJR#27
Ann Stokes, NSB Attorney

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NORTH SLOPE BOROUGH

OFFICE OF THE MAYOR

P.O. Box 69
Barrow, Alaska 99723

Phone: 907-852-2611

George N. Ahmaogak, Sr., Mayor



NORTH SLOPE BOROUGH ON HOUSE JOINT RESOLUTION # 27

The North Slope Borough supports House Joint Resolution # 27, relating to compensation for lost revenue and income caused by the high seas interception of Alaskan salmon. It is clear that such interceptions, primarily by Japan, South Korea, and Taiwan, represent a great threat to both the economic well-being of Alaskan residents, and the continued viability of the Alaskan salmon stock. The resolution could perhaps be strengthened by placing further emphasis on the need to protect the fish stocks, and the proper allocation of the burden in this regard. Suggested additional clauses are as follows:

WHEREAS, the State of Alaska and Alaskan fisherman carefully and intensively manage the Alaskan harvest of salmon to insure the continued viability of the salmon stock; and

WHEREAS, the high seas interception of Alaskan salmon by foreign fleets is undertaken without regard for the continued well-being of the salmon stock; and . . .

These points are somewhat distinct from those already contained in the bill, and should not unduly lengthen the document.

govaff/resol.27/k

BY DAVIDSON, JACKO, MENARD,
FOSTER, ELLIS, CATO, MARTIN,
NAVARRE, BROWN, ZAWACKI AND
COLLINS

1 IN THE HOUSE

2 HOUSE CONCURRENT RESOLUTION NO. 26

3 IN THE LEGISLATURE OF THE STATE OF ALASKA

4 SIXTEENTH LEGISLATURE - FIRST SESSION

5 Supporting the establishment of Ports
6 Alaska.

7 BE IT RESOLVED BY THE LEGISLATURE OF THE STATE OF ALASKA:

8 WHEREAS Alaska is a maritime state with 95 percent of its population
9 along navigable waterways; and

10 WHEREAS the future of the state is closely linked to the future of its
11 ports; and

12 WHEREAS Alaska's ice free ports at tide water are closer to the major
13 trade centers of the North Pacific than any other ports in North America;
14 and

15 WHEREAS Ports Alaska is a federation of independent ports in the state
16 organized to cooperate in mutually beneficial projects; and

17 WHEREAS the mission of Ports Alaska is to facilitate the realization
18 of the maximum potential of Alaska's ports; and

19 WHEREAS Ports Alaska supports the marketing and economic development
20 of Alaska's ports; and

21 WHEREAS it is important to develop a strategy to build a strong mari-
22 time industry in the state, now that state and federal revenues and expen-
23 ditures are declining;

24 BE IT RESOLVED that the Alaska State Legislature supports the estab-
25 lishment of Ports Alaska and the goal of Ports Alaska to maximize the
26 potential of the state's ports and to foster a strong maritime industry in
27 the state.

28 COPIES of this resolution shall be sent to each municipality in Alaska
29 and to each harbor master and port director in Alaska.

30 HCR026A

-1-

HCR 26

COMMITTEE COPY

Senator Rick Uehling

Downtown, Elmendorf, Northeast Anchorage



Co-Chairman, Senate Finance Committee
International Trade & Tourism Committee
State Affairs Committee

MEMORANDUM

To: Representative George Jacko
Chairman, Special Committee on Foreign Trade

From: Senator Rick Uehling
Co-Chairman, Senate Finance *R. Uehling*

Subject: CSSJR 15 (ITT), relating to the support of bilateral
aviation agreements, et. al.

Date: February 20, 1989

I would appreciate your scheduling CSSJR 15 (ITT) for a hearing before the House Special Committee on Foreign Trade at the earliest possible time.

This resolution will have the effect of expressing legislative support for ongoing state and federal efforts to secure advantageous arrangements for Alaska's International Airports in international bilateral aviation agreements.

I have enclosed backup materials for CSSJR 15 (ITT) for your committee files. Please call my office if there is additional information I can provide for you.

Thank you for your consideration.

RU/ma

attachments

Attachments:

- A. Description of Economic Impacts if Threatened Transpolar Overflights Take Place
 - Letter to Alaska International Airport Tourism Marketing Council
- B. Statistics Illustrating the Movement of Cargo Through the Alaska International Airport System
 - Anchorage International Airport
 - Fairbanks International Airport
- C. Polar Projection of Alaska's Location Relative to Other International Air Centers
- D. Description of Purpose and Structure of Alaska's Aviation Bilateral Committee (ABC)
- E. Summary of Recent Events Involving Bilateral Aviation Agreement Negotiations
 - Memo from Gina Marie Lindsey to Commissioner Hickey

Alaska
International
Airport
System

P.O. Box 190649
Anchorage, Alaska
USA
99519-0649
(907) 266-1616

*Serving Alaska and
the world through
the Anchorage
and Fairbanks
International Airports*

Mr. Walter Hickel, Jr.
President
Alaska International Airport
Tourism Marketing Council
P.O. Box 104979
Anchorage, Alaska 99510

January 13, 1989

Dear Mr. Hickel,

The economic impact to the Alaska International Airport System and to the total economy of the State of Alaska due to the so-called "overflights" of our airports is great. The opening of Soviet airspace to Europe/Asia flights has negatively impacted the operations of the Alaskan airports. The planned operation by many major international carriers of new long-range aircraft such as the Boeing 747-400 series would most definitely mean fewer flights transitting Alaska as well.

Two international passenger carriers that are among the heaviest users of Anchorage International Airport, Japan Airlines and Lufthansa, have announced future plans for their Anchorage stations. Lufthansa will be eliminating passenger service through Anchorage in the summer of 1989. Anchorage's largest air carrier, JAL, has announced plans to reduce their passenger flights down to 4 a week by 1991, from the current 17 flights per week.

We calculate the loss to the State's economy caused by the elimination of these carrier's flights alone to equal approximately \$136,960,000 per year by 1991. This estimate includes the following components:

-AIAS Revenues		\$ 10,700,000
-Operations	\$2,900,000	
-Concession	7,800,000	
-State of Alaska General Fund		1,500,000
-Gasoline Tax	1,500,000	
-Non-Airport Revenue Losses		124,760,000
-concession	77,160,000	
-indirect impact	47,600,000	

		\$136,960,000 per year
		=====

Attached are the computations that support this estimate. These figures represent only the announced flight losses of two major international carriers and add up to a loss of about thirty percent of our international passenger flights.

The overflight plans of Air France, British Airways, China Airlines, Iberia Airlines, KLM, Korean Airlines, Sabena, Scandinavian Air Systems, and Swissair are not known at this time. The \$140,000,000 amount quoted above therefore represents what we believe to be the most conservative estimate of the possible negative effects to the economy and to AIAS and State General Fund revenues. A doubling of overflight losses to sixty percent of our current international flights is possible and would mean a loss to the state economy of approximately \$280,000,000 per year, \$20,000,000 loss of AIAS revenues, and \$3,000,000 in State General Fund revenues.

International airline and concession fees constitute fully sixty percent of the revenues of the International Airport System. The direct and indirect contributions of the international carriers keep costs down for all other operators, whether it be domestic airlines with flights to and from the Lower 48, commuter carriers, or businesses and individuals that lease tie-down spaces for small aircraft. It is therefore important to many Alaskans in Anchorage, Fairbanks and throughout the state that international flights through our airports continue at as high a level as possible.

As you are well aware, major airport marketing efforts began in earnest in November of 1987. While the Department of Transportation and Public Facilities has professionally managed and expanded the Anchorage and Fairbanks International Airports for many years, until last year there were no concerted efforts to market the airports. When the AIAS development team was created in November, 1987 we immediately did an analysis of the resources and strengths of the System. Two major directions for development seemed best to pursue: increased hub operations for international air cargo and international destination tourism. Alaska's major strength is its strategic location which means our major growth potential is in international markets.

With the Federal Express facility well under construction and cargo activity growing quickly, successful attainment of our first goal seems quite probable even in the short term. International destination tourism, however, remains a much more elusive target.