

ALASKA LEGISLATURE SPECIAL COMMITTEE/SUBJECT FILE 8672

1677 SCOMM 65: HOUSE SPEC. COMM. ON FOREIGN TRADE, 1989-90

1245

Ron Miller, Office of International Trade

Ron recently returned from a three-week visit to the Soviet Union. He noted that while in Vladivostok he discussed fishing joint ventures with Mr. Luzikov and that 4 pilot proposals were mentioned:

Alaska Joint Venture Seafoods
Ocean Trawlers
Alaska Crab Coalition
Marine Resources (on Kamchatka).

Miller noted that there are "alot of suitors" in Vladivostok and that the Japanese and Koreans are putting forth competition but that the Soviets would still prefer to do business with Americans. Ron also discussed the recent political changes occuring in Moscow with the Supreme Soviet and Ministerial level appointments.

Ron is preparing a detailed trip report in conjunction with University of Alaska officials Lee Gorsuch, Gunnar Knapp and Diddy Hitchins.

Heather Bradner, Representative Jacko's Office

Heather described the Alaska International Trade Committees proposed trip to the Soviet Far East and asked for comments and assistance with review of her proposal. The trip is scheduled to cover the same itinerary as Governor Cowper's trip but will depart Nome in mid-September. Approximately 10 legislative officials are interested in the trip.

Caleb Pungowyl, Kawarek, Inc.

Caleb commented on the status of the federal-level negotiations on Native visa-free travel in the Bering Straits region. He also mentioned the Elder's Conference scheduled for September in Alaska and asked for assistance in securing Soviet native participation.

Larry Dineen, Port of Anchorage

Mr. Dineen noted that he is working together with Paul Fuhs on port relationship with the Soviets and studying the northern shipping route system.

MEMORANDUM

To: Garrey Peska, Chief of Staff
Bob Poe, Director, OIT and General Schaeffer
From: Ginna Brelsford, OIT
Subj: Governor Cowper's SFE visit -- Status Report
Date: August 6, 1989

Trip Planning/Logistics

Itinerary/Schedule: Magadan Territory

August 29 -- Tuesday: Fly commercial to Nome, Alaska. Spend night in Nome.

August 30 -- Wednesday: 8:30 a.m. depart Nome for Provideniya.

August 31 -- Thursday: 7:00 a.m. Arrive Provideniya, USSR, Thursday.

7:00-8:00: Airport greeting, press shots, welcoming by Provideniya officials.

8:30 - Helicopter ride to Sireniki

9:00 -- Welcoming by village officials, official dancing and entertainment, meeting with schoolchildren and press corps. Lunch banquet.

11:30 -- Helicopter to New Chaplino: Meeting with townspeople/ official announcement by Cowper about the Native travel agreement being signed and explanation of implications for the local population and visits to Alaska. Q&A

3:00 -- depart New Chaplino for Provideniya by car. 20 kilometers.

4:00 -- check in to hotel, prepare for evening activities

5:30 p.m. -- Meeting with Executive committee; dinner. Discussion to focus on Provideniya plans for tourism development; specifics on air links between Alaska and Provideniya -- customs, visas, simplification of process if possible; focus on Bering Air.

7:00 p.m. -- Community meeting with question/answers. Cowper makes speech, gives city officials gifts.

September 1 -- Friday. Travel from Provideniya to Lavrentiya.

7:30: Breakfast in Provideniya. Check-out of hotel.

9:00: Go to airport; fly to Lavrentiya.

10:00: Arrive Lavrentiya. Airport greeting -- dance troupe.

11:00: Helicopter ride to Uelen -- visit to ivory shop and school for exchanges. Lunch in Uelen.

2:00 p.m.: Helicopter ride to Cape Dezhnev, Naukan, across the Bering Straits to Big Diomedes. Meeting with Border Guard officials on Big Diomedes -- concrete discussions about search and rescue.

5:00 p.m.: Return to Lavrentiya. Meeting with Tottoto and Executive Committee. Discussion to focus on recent visit by Tottoto and delegation to Kotzebue on tourism development and air routes. Also, meeting with newly formed Eskimo Association. Dinner.

Evening: Drive to hot springs, spend the night.

September 2 -- Saturday travel from Lavrentiya to Anadyr.

7:30 a.m. -- Breakfast/ prepare to fly to Anadyr.

8:30 a.m. -- Drive to airport at Lavrentiya.

10:00 a.m. -- Fly to Anadyr.

12:00 -- arrive Anadyr. Boat/helicopter to city.

1:00 -- Lunch and check in at hotel.

2:00 -- Meeting with officials responsible for regional authority over trade, cultural, education -- (Government hub), Otko, Kashtikan. Discussion to focus on trade opportunities with Alaska. Joint venture proposals, establishment of cooperative/investment trading company in Anadyr, possible flights between Anchorage and Anadyr by Alaska Airlines; food distribution system. Meeting with Otko about native agreement implementation process. Follow-up on search and rescue discussions.

• Cowper to present/follow-up on Iditarod proposal for Chukotka. ~~Susan Butcher and Rosemary Phillips will have just returned from Anadyr.~~

5:30 -- Dinner with Executive Committee.

7:00 -- Meeting with people of Anadyr; press conference. Cowper speech.

September 3,4,5: Sunday, Monday, Tuesday MAGADAN CITY

8:00 a.m. -- Breakfast/Hotel check-out.

9:00 -- fly to Magadan City.

12:00 -- Arrive Magadan City. Airport welcoming by city officials.

12:30 -- Hotel Check-in. Lunch.

Fishing or Cultural Program with local theater group.

September 4 Monday

Return from fishing in morning.

12:00 -- Lunch in Magadan City.

2:00 -- Meeting with Executive Committee

Topics for discussion: Alaska-Magadan Commission; teacher exchanges between University of Alaska and a similar institute in Magadan in language and business/economics. Air route between Anchorage and Magadan City. Final discussions about International Dateline Ceremony Agreement. Iditarod proposal presented to Kobets for support.

6:30 -- dinner

Evening free.

September 5 Tuesday

7:30 a.m.-- breakfast/hotel check-out.

9:00 -- Continuation of meetings with officials. G. Shiskov [†] of Agricultural committee on reindeer, food distribution system. E. Tarasov, ~~economic~~ ties and discussion about Alaska-Magadan Commission; possible exchange of trade representatives and development of training sessions on economics/business how to's of Alaska and Magadan region. Discussion with Viktor Trezubov of Aeroflot about Alaska Airlines direct flights between Magadan City and Anchorage. ~~Visit to school number 1.~~

~~Afternoon press conference.~~

• Alaska National Guard picks up General Schaeffer. ~~Press can send material back to Alaska via General Schaeffer.~~

September 10 -- Travel to Magadan City/Provideniya
Travel day; spend night in Provideniya or Magadan City.

September 11 -- Provideniya/Nome, Alaska. Return to Alaska via National Guard flight. Arrive Nome, Alaska on September 10, Alaska time. Customs inspection in Nome.
(Governor and Michael Cowper fly from Nome to Anchorage on evening of September 10). Press Conference in Anchorage.

II. Transportation

A. Bering Air: Jim Rowe of Bering Air has agreed to fly on August 30 Nome to Provideniya.

B. National Guard: Our office has assisted the National Guard with their flight plans including communication with the U.S. Department of State, Soviet Desk, and with telex communication to the Ministry of Civil Aviation in Moscow. The Guard has yet to receive official permission to fly into the Soviet Union. Because time is short, I have asked Jim Rowe to be prepared to help out if necessary. As it stands, we are relying on the Guard for three trips: August 30 - Nome to Provideniya; September 5 - Nome to Magadan City to pick up General Schaeffer; September 10 -- to Provideniya to pick up the delegation and return them to Anchorage.

C. Finances: Using the National Guard adds considerable expense to the visit. The Soviets require that the Guard use a Soviet navigator on these trips. The rules: The Guard fly (first-class, round-trip) a navigator from Moscow to Alaska, pay per diem, hotel, food. Because of the 3 trips, it may be easier to fly the navigator here and keep him/her in Alaska for from August 30 to September 11. Anticipated Costs over \$17,000.00

The Soviets have waived the navigator requirement for Bering Air. Costs of using Bering Air -- worse case scenario -- is approximately \$ 10,000.

III. State of Alaska Agenda/Goals

A. Magadan.

Discussion on 4 documents: Alaska-Magadan Commission; Federal Native visa-free travel agreement; International Dateline Agreement and Search and Rescue. Negotiation/Implementation of the Alaska-Magadan Commission. Discussion of specific trade representative exchanges; teacher exchanges -- Russian, English, Business; development of a travelling "How to do Business in Alaska and the Soviet Far East" program. Discussion of Alaska Airlines direct Anchorage-Magadan City route; understanding of tourism capabilities; reindeer joint venture briefing and food distribution system discussion. Discussion of visa process for businesspeople in both Alaska and Magadan. Northern Regions discussion.

B. Khabarovsk: Work program defined for the Sister-State Agreement. Specific exchanges outlined for ISER/OIT/Economics institute in Khabarovsk. Practical elements of business curriculum. Discussion about longterm possibilities of Anchorage-Magadan City-Khabarovsk air routes. Introduction of Northern Regions Conference themes.

C. Vladivostok: Thorough understanding of Special Economic Zones, the Association for development of business ties with Asia-Pacific; understanding of arctic shipping and FESCO; status of fisheries exchanges. Northern Regions 1990 conference.

Evening flight to Khabarovsk.

September 6, 7, 8 Khabarovsk (Wednesday, Thursday, Friday)

September 6 -- Khabarovsk

9:00 a.m. -- breakfast

10:00 -- Tour of Khabarovsk

11:00 -- Formal meeting with Khabarovsk Executive Committee and Chairman Daniluk.

1:00 -- Lunch.

3:00-5:00 : Business meetings with Civil Aviation/Economics Institute regarding future Anchorage, Magadan City, Khabarovsk flights; tourism development; three-way trade ties between Asia, Alaska and Khabarovsk; exchange of teachers in language and business courses; specific sports exchanges.

5:00 -- return to hotel.

6:30 -- Dinner / ride on Amur river/ cultural evening.

September 7 -- Khabarovsk

8:30 : Breakfast

9: 30: Visit to school, museum, collective farm, hospital.

Continuation of government/business discussions. Sports/Mining officials meeting.

12:00: Lunch.

2:00-5:00 : Chairman Daniluk and Governor Cowper meet to discuss the Alaska-Khabarovsk Sister-State Agreement and program for the next year.

5:30 : Press Conference.

6:00: Reception to be hosted by State of Alaska.

7:00: Dinner with Daniluk/Executive Committee.

September 8 -- Khabarovsk/Vladivostok

Breakfast/Conclusion of details for sister-state work program.

Fly to Vladivostok.

Arrive Vladivostok; hotel check-in.

Tour/Meeting with Executive Committee -- Governor Cowper officially meets with Chairman Lutsenko.

Dinner.

September 9 -- Vladivostok

8:00 a.m. -- Breakfast

9:30 a.m. -- Meetings with Lutsenko on Alaska-Vladivostok protocol.

TINRO /FESCO meetings tour of port/ice breakers for arctic shipping/tourism development program/plans for hotel/motel management training centers and negotiations about "How to do business in Alaska and the Soviet Far East training programs."

Lunch

2:00 p.m. -- Afternoon devoted to the Association for ties with the Asia Pacific region; economic development; thorough grounding in the special economic zones, and how they will affect trade relations with Alaska and Asia.

6:00 p.m. -- Press Conference.

6:30 p.m. -- Reception hosted by Governor and Mrs. Cowper 8:00 p.m. -- Dinner at restaurant.

Date: August 8, 1989
To: Kaz Hayashi
From: Ginna Brelsford
Subj: Japan visit of Poe/Brelsford

Please find attached a note from Toro Miyata regarding the proposed visit to Japan by Mr. Bob Poe and Ms. Ginna Brelsford. Ms. Brelsford will be traveling from Khabarovsk in the Soviet Union and Mr. Poe will be traveling from South Korea. The exact date/time of Ms. Brelsford is not yet determined.

Thank you for your offer to assist with our trip plans. The purpose of our visit is the following:

1. To begin discussions with Japanese government/private sector officials on Governor Steve Cowper's September 14-21, 1990 Northern Regions/Arctic International Relations Conference to be hosted in Anchorage, Alaska.
2. To familiarize ourselves with the operations, history, facts of the Northern Regions Center in Sapporo. This includes the daily operations, the history of the facility and meetings with key government and private sector leaders in Sapporo. It is important that we understand -- fully -- the concept behind the Northern Regions conference and the results of building a facility to continue the theme of Northern Regions.
3. We will meet with Toho officials to pursue fundraising for the conference.
4. Given our schedule in Sapporo, can you please arrange the meetings/times with the Northern Regions Center conference staff and government officials?

Thank you in advance for your kind assistance.

BRIEFING MEMORANDUM

subject: Governor's Meeting With Dr. Vyacheslav Zil'anov, Deputy Minister for Fisheries, USSR

Date: August 13, 1989

Place: Alaska Room, Anchorage International Airport

Time: 12:25-12:45 P.M.

-Dr. Zil'anov is the chief negotiator for the USSR in bilateral discussions with the US regarding high seas fishery issues.

-Governor Cowper met with Dr. Zil'anov in April, 1989 when Dr. Zil'anov was in Anchorage for the 1st Pacific Rim Fisheries Conference sponsored by the Alaska Center for International Business.

- At that meeting, Governor Cowper stated his position in favor of a moratorium on fishing in the "donut hole", the need for a bilateral research and management regime for the "donut hole" and the need to end the high seas driftnet fisheries that intercept US and USSR bound salmon. Dr. Zil'anov was in agreement with the Governor's position. Dr. Zil'anov wants to re-visit these issues with the Governor on the 13th.

-This is Dr. Zil'anov's 2nd visit to Alaska. He will tour fish plants in Kodiak, visit the Bethel area with Henry Mitchell, tour Valdez and meet with Dr. John Kim and Chancellor Behrend regarding the program for the 2nd Pacific Rim Fisheries Conference to be held in Anchorage next April.

-Commissioner Collinsworth will meet with Dr. Zil'anov on August 14, 1989 to discuss issues regarding the "donut hole", high seas driftnet fisheries and the Japanese fishery on Soviet salmon that is to be phased out by 1992.

-The next round of bilateral fishery discussions between the US and USSR is scheduled for September 18-23, 1989 in Leningrad. Commissioner Collinsworth and other Alaskan advisers to the State Department will participate in these discussions.

-Dr. Zil'anov will be accompanied by Alexander Vylegzhanin, Chief Counsel for International Affairs, Soviet Ministry of Fisheries and translator for Dr. Zil'anov. This is Mr. Vylegzhanin's 3rd visit to Alaska. Mr. Vylegzhanin has participated in all bilateral fishery discussions with the US in recent years.

-Ron Miller from OIT will bring Dr. Zil'yanov and Mr. Vylegzhanin to the airport and will have a gift for Dr. Zil'yanov from the Governor—a boxed, smoked Alaska salmon.

-Recommendations:

1. The Governor should reiterate his support for an end to fishing in the "donut hole", the need for a bilateral agreement with the USSR regarding the "donut hole" and the need to stop the high seas interception of salmon.
2. The Governor should also mention to Dr. Zil'yanov that he will be visiting the Soviet Far East in September. The Governor may request Dr. Zil'yanov to arrange meetings for him with Dalryba (Far Eastern Fishing Enterprise) when he is in Vladivostok Sept. 7-9. Dalryba officials are negotiating joint fishing venture proposals with Alaskan companies, including Alaska Joint Venture Seafoods and Oceanrawl, Inc.

Alaska Governor's Office of International Trade
3601 C Street, Suite 798
Anchorage, Alaska 99503
Telephone: (907)561-5585
Telefax: (907)561-4577

To: 林所長

From: 宮田 亨

Date: 8/8 89

Number of pages including transmittal: 2

Re: Bob's and Ginna's Japan trip

Their schedules are as follows:

September 11: Bob arrives in Narita at 7:00 p.m. (North West FLT60)

September 12: Ginna arrives from Nigata to Tokyo via bullet train

September 13: Meeting with Mr. Lockheimer (Director of Toho Life)
at 10-11:00 a.m.

: Meeting with Mr. Ota (President of Toho Life)
at 3-4:00 p.m.

: Both leave Haneda for Sapporo at 8:05 p.m.
(ANA FLT 75)

September 14: Meeting with the Hokkaido Government staffs

September 15: Meeting with the Hokkaido Government staffs

: Bob leaves Sapporo at 3:05 p.m. (JAL FLT 562)

: Ginna leaves Sapporo around noon

(Ginna's exact schedule has not been decided yet.)

Could you set up schedule with Hokkaido and make hotel
reservations? I attached the letter from Hokkaido. Thank you.



HOKKAIDO GOVERNMENT

WEST 4, NORTH 3, CHUO-KU, SAPPORO, HOKKAIDO 060 JAPAN

北海道

060 日本国北海道札幌市中央区北3条西6丁目

August 1, 1989

Mr. Robert G. Poe, Jr.
Director, International Trade
Office of the Governor
State of Alaska

Dear Mr. Poe:

We have received with thanks your letter of July 20th. I also am happy to have the opportunity to work with you on the Northern Regions Conference.

We would be pleased to welcome you when you come to Hokkaido in September. However, Governor Yokomichi will be out of town on the 14th to receive the Emperor and Empress at the first place they are to visit in Hokkaido before attending the opening ceremony of the Hamanasu National Sports Festival in Sapporo. For this reason, it would be extremely difficult for the Governor to meet with you on the 14th or 15th.

As for myself, I will be welcoming the Emperor and Empress in Sapporo as the Chief Protocol Officer. However, I will do my best to make time to meet with you when the itinerary of the royal visit is finalized. Even if I can not, the staff of the Northern Regions Research Center will be most pleased to welcome you to have a thorough exchange of information and views regarding the Conference.

In order to establish a firm system of cooperation for the Conference, notifying the Alberta Government with an official letter stating that Alaska is to host the Conference, is highly recommended.

We hope that preparational work for the Conference will all go well and Hokkaido is prepared to offer assistance with such matters as providing information and selecting the themes of presentations.

Sincerely yours,

Tatsuya Hori, Secretary
General to the Governor

*Chronology
Alaska-Soviet
Events*



ALASKA'S SOVIET FAR EAST INITIATIVE

International trade is a key component of Alaska's economy and cultural ties with countries of the Pacific Rim are an important part of Alaska's heritage. In record numbers, Alaskans are looking beyond their borders for new business, educational and cultural opportunities.

Governor Cowper's Soviet Far East initiative is part of the state's overall effort to promote international trade and improved relations. Launched in the summer of 1987, the initiative has four major components: a statewide and national campaign to open the Siberian Gateway, creation of research and trade relations, establishment of sister-province relations between Alaska and the Soviet Far East, and improved coordination of Alaska-Soviet projects.

In only two years, Alaska-Soviet relations have blossomed to the point where visits between the two countries are commonplace and business opportunities are booming. Here are the highlights of Alaska-Soviet relations under the Cowper administration:

- | | |
|------------|---|
| May 1987 | Governor Cowper supports Dr. Ted Mala's University of Alaska Siberia Medical Research Project designed to explore medical issues common to people of the North. |
| July 1987 | Lynne Cox's historic Bering Sea swim focuses attention on Alaska-Soviet geographic and cultural ties. |
| Fall 1987 | Governor Cowper directs his Office of International Trade to research economic potential of Alaska-Soviet Far East trade. University of Alaska report says trade potential great.

Governor Cowper proposes sister-province agreement and trade mission to Governor Danilyuk of the Khabarovsk Territory and receives favorable response. |
| March 1988 | Office of International Trade co-sponsors Alaska symposium on Alaska-Soviet relations featuring Soviet Spokesman Gennadi Gerasimov, who tours U.S. with Alaskan Dixie Belcher. Cowper meets with Gerasimov. |
| April 1988 | Concerted effort begins to launch Nome resident Jim Stimpfle's idea of a Friendship Flight to the Soviet Union. |

- June 1988** Governor Cowper leads Alaska Airlines' historic Friendship Flight between Nome and Provideniya.
- Soviets join search for seven missing St. Lawrence Island walrus hunters and permit U.S. search planes to enter Soviet airspace. Hunters are found after three weeks at sea.
- Fall 1988** Governor Cowper hosts 15-member Soviet delegation led Chairman Kobets of Magadan and Mayor Kulinkin of Provideniya to Nome and Anchorage.
- Governor Cowper's Chief of Staff Garrey Peska leads eight-member Alaska trade mission to the Soviet Far East.
- Winter 1989** Joint Soviet-U.S. Bering Bridge Expedition travels from Anadyr to Nome on skis and dog sled to promote Alaska-Soviet relations.
- Governor Cowper supports U.S.-Soviet talks aimed at opening the Alaska-Soviet border to visa-free travel by Native people.
- Governor Cowper hosts Soviet delegation to Alaska including Chairman Kobets during a week of business meetings, cultural events and concerts.
- April 1989** Governor Cowper and Chairman Kobets sign "Diomedes" agreement promoting visa-free travel, trade, tourism, communications and cultural exchanges.
- May 1989** Governor Cowper's chief of staff hosts Soviet delegation led by Khabarovsk Executive Committee Deputy Chairman Vozhevitov.
- Summer 1989** U.S. and Soviet governments reach visa-free travel agreement for Native people, to be signed in September.
- Nome's Bering Air begins regular charter service between Nome and Provideniya.
- Governor Cowper leads Alaska delegation to Soviet Far East.

Future relations between Alaska and the Soviet Union are full of promise. Many Alaskans are exploring business and cultural opportunities and Soviets are responding in-kind. The goal of Governor Cowper's September visit to the Soviet Far East is to elevate business, scientific and cultural ties and implement a process for joint search and rescue operations.

Governor Cowper Establishes Soviet Policy

Governor Cowper issued the following policy statement regarding visits and exchange with the Soviet Union. If you have any questions or concerns about this policy, please call the Governor's Office of International Trade at 561-5585.

Policy on Visits and Exchanges With the Soviet Union

Shortly after taking office, I began efforts to expand our relations with the Soviet Union. Because of the new attitude of the Soviet leadership reflected in Mikhail Gorbachev's policies of perestroika and glasnost, I saw an opportunity to reestablish family ties between the Inupiat on both sides of the Bering Straits and to investigate trade prospects for Alaskans with the Soviet Far East. As a result of my Soviet initiative, we have seen joint medical research projects, the Friendship Flight between Nome and Provideniya, trade missions, reciprocal visits by government officials and cultural exchanges.

Since the thawing of the "ice curtain", many Alaskans have received invitations to visit the Soviet Union. Alaskans are cautioned that acceptance of such an invitation may obligate them to host a reciprocal visit to Alaska by the Soviets. If Alaskans are not prepared to meet this financial commitment, a situation could arise that is embarrassing to them and to Alaska.

Recently, my office has received several requests to financially support visits by Alaskans to the Soviet Union and by Soviets to Alaska. I do not believe this is the proper use of State funds and have directed my staff to so inform those making these requests.

My staff has also been requested to issue letters of support for trade missions and sports and cultural exchanges between Alaska and the Soviet Union. Before I will issue a letter of support for these projects, I must be assured the Alaskans have the resources to meet any obligations the project entails, that the project is in line with my Soviet initiative and is one in which the Soviets are interested. A letter from me in support of a project should not be viewed as a commitment to fund that project.

During recent visits by Soviet government officials, they have expressed some concern about people who are not officials of State government but who present themselves in that capacity. To clarify matters, I will communicate the following guidelines directly to Soviet officials:

1. Only elected or appointed State officials will represent the State of Alaska in affairs of state with officials of the Soviet Union.
 - a. Commissioners will represent their agencies
 - b. The Office of International Trade will represent the State in trade matters
2. On occasion, private citizens may be asked to carry messages from me to Soviet officials, but these messages will be in letter form and signed by me.

We are on the threshold of an exciting era of trade, cultural exchanges and travel between Alaska and the Soviet Union. We must be mindful, however, that insensitivity to the Soviets by a few can foreclose these opportunities for all.

Steve Cowper
Governor

Alaskan Delegation to Visit Soviet Union

In June a five member delegation from the Governor's Office of International Trade (OIT) and Institute of Social and Economic Research (ISER) with the University of Alaska, will travel to the Soviet Union to study the possibilities of establishing an "Alaska-Magadan Commission". The commission would assist in the exchange of information, engage in joint research, and advise on trade and other exchanges between the two regions.

The delegation consisting of, Ron Miller, International Trade Specialist with OIT; Lee Gorsuch, Director of ISER; Diddy Hitchens, professor of political Science; Gunnar Knapp, an economist at ISER, and John Tichotsky, research assistant at ISER, will visit Moscow and then tour the Soviet Far-East (Khabarovsk, Vladivostok, Magadan and rural villages of the Magadan Region).

The trip is a result of an agreement signed in February by OIT, ISER, ACIB (Alaska Center for International Business), and the Magadan Department of External Relations and an economic institute within the Soviet Academy of Sciences, Far Eastern Branch.

Trade and Communication Links Highlighted

On April 23, 1989, a Statement of Intent was signed by Alaska Governor Steve Cowper and Magadan Region Executive Committee Chairman Vyacheslav Kobets as part of the International Dateline Ceremony planned for the joint Soviet-American Bering Bridge Expedition Team.

The Bering Bridge Expedition team — 12 people from two nations speaking five different languages — departed from Anadyr, Chukotka, USSR, on March 6 to begin an unprecedented journey by dog sled and ski through 20 villages on the Chukotka and Alaska coasts. After travelling more than 1,000 miles in 63 days, the team concluded their trek on May 8 in Kotzebue, Alaska.

The purpose of the expedition, was to promote better relations between the U.S. and the U.S.S.R., including trade relations and regular visits between native people from each country. Ginna Brelsford of the Governor's Office of International Trade participated in the expedition and helped promote trade contacts throughout the region.

The International Dateline Ceremony was to occur between the two Diomedes — the American Little Diomed and the Soviet Big Diomed — as expedition team members skied across the border. Unfortunately, bad weather prevented Governor Cowper from landing on Little Diomed so the Statement of Intent was agreed to over the phone with signed copies to be exchanged by mail. Highlights of the statement include; border crossing by native people, improved communications trade relations, travel, cultural and sports events.

*Trade & Friendship
Mission Goals*

**Governor Cowper's Soviet Far East
Trade and Friendship Mission**

Goals:

To advance overall cooperation between Alaska and the Soviet Far East through visits to the three principle territories of the region: Magadan, Khabarovsk and Primorskii.

To implement on a regional level the federal U.S.-U.S.S.R. agreements that affect Alaska-Soviet relations: Joint Search and Rescue, Native Visa-Free Travel.

To implement an annual working plan for the following Alaska-Soviet Far East regional agreements: Alaska-Magadan Commission agreement, Alaska-Khabarovsk Sister State Agreement, Alaska-Primorskii Protocol.

To advance all Alaska state government protocols and exchange agreements with the Soviet Far East in trade, education, science, environmental conservation, health, tourism.

Delegation: 13

Governor Cowper
Michael Cowper
General Schaeffer
David Ramseur
Ginna Brelsford
Robert Cockrell
Marc Olsen
John Tichotsky (Governor's translator)
Donald Adamson (Schaeffer's translator)

Dean Fosdick, AP
Dan Grubb, KIMO
Bruce Melzer, KSKA
Eric Sowl, KIMO

Department Goals for Soviet Far East Trade/Friendship Mission

Aviation/Alaska International Airport System/Alaska Airlines/Bering Air:

(Magadan/Khabarovsk)

1. AIAS: Formation of technical committee. Khabarovsk civil aviation Minister, Mr. Skrypnik, on his recent visit to Alaska informally proposed the formation of a joint Far East-Alaskan committee to address technical issues related to airport development/upgrading. AISA asks Governor Cowper to support this and address the idea in both Magadan and Khabarovsk.
2. Establish a joint marketing study committee with industry support that seeks to define the markets associated with an Alaska-Soviet Far East route.
3. Support Alaska Airlines efforts to develop Anchorage-Magadan-Khabarovsk routes.
4. Support continuation of Bering Air's service from Nome to Provideniya, Lavrentiya and Anadyr.

Fish & Game: (mainly in Vladivostok)

1. Continuation of support for Alaska participation on negotiations for high seas salmon interception and donut hole problems.
2. Salmon Agreement -- support emphasis on strong enforcement provisions for 3rd party nations illegally taking salmon stock; strong scientific research component.
3. Donut hole: seeking cooperative management program; less success with Soviets here; alliances between USSR and Japan.

Health and Social Services: (Magadan Region)

1. Support existing joint arrangement between Biological Problems of the North, the University of Alaska Institute for Circumpolar Health and the Department of Health and Social Services.
2. Work program includes joint studies and exchanges in areas of: epidemiology, family planning/practice/ neonatal studies/ alcoholism/ orthopedics.

Education: (all three regions)

1. Promote further development of sister-schools; pass out official form for agreements developed by department of education;
2. Visit school number 1 in Magadan.

Environmental Conservation: (emphasis on Magadan)

1. Protocol recently signed between DEC and Magadan institutes: Complex Problems and Environmental Protection Problems. Calls for exchange of delegations and scientific research.
2. Joint research/exchanges on oil spill technology.

Department of Natural Resources: (Magadan/Khabarovsk)

1. Agricultural exchanges: Promote with Shiskoff in Magadan, exchange of farmers, techniques and potato seeds.
2. Raise level of interest in information exchanges on agricultural production at latitudes similar to Alaska's.
3. Raise level of involvement in exchanging information on reindeer herds.
4. Oil and gas: seek more information on technology and exchanges for drilling and oil spill cleanup; especially Soviet gas hydrates technology.
5. Forestry: raise level of interest in exchanges for management of boreal forest and reforestation in the arctic; also exchanges on joint manufacturing and marketing of wood products.
6. General interest in world conference on boreal forest.

Office of International Trade: Magadan, Khabarovsk, Vladivostok

1. Establishment of Alaska Soviet working group with joint participation of each region and Alaska to establish single point of contact on trade/business; develop joint marketing research/ exchange of business/economics/trade representatives. Continue identifying barriers to trade and work on a federal level to address the problems.
2. Advocate Soviet participation in 1990 Northern Regions Conference for September 14-21 in Anchorage, Alaska. Solicit commitment from all three regions to make two planes available to bring Soviets to the conference.

National Guard (Magadan)

1. Discuss concrete measures for exchanges of guards for search and rescue/communications/training exercises.

University of Alaska (three regions)

1. Support existing exchanges between UA and Magadan in health/environmental conservation/aviation study.
2. Support resolution of Alaska-Soviet commission ISER/ACIB/OIT.

*Trade & Friendship
Mission Itinerary*

AUGUST

SEPTEMBER

SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
		Fly commercial to Nome, Alaska and spend the night here.	Depart for Provideniya.	7:00 Arrive Provideniya, USSR 7:00 Airport greeting, press 8:00 ³ shots & welcome 8:30 Helicopter ride to Sirenki 9:00 Welcome, entertainment, school children & press corps. Lunch banquet 11:30 New Chapline. Meeting 3:00 To provideniya by car. 5:30 Meeting w/executive committee, dinner.	7:30 Breakfast at Provideniya Check-out 9:00 Fly to Lavrentiya 10:00 Arrive Lavrentiya 11:00 Helicopter ride to Uelen Lunch and visit 2:00 Helicopter ride to Cape Dezhnev, Nauken 5:00 Return to Lavrentiya Evening: Hot springs	7:30 Breakfast 8:30 Go to Lavrentiya Airport 10:00 Fly to Anadyr 12:00 Arrive Anadyr Best-helicopter lunch 2:00 Meeting with Kashtan and Otko 5:30 Dinner with the Executive Committee 7:00 People of Anadyr Press Conf and Speech
27	28	29	30	31	1	2
8:00 Breakfast/Check-out 9:00 Depart for Magadan 12:00 Arrive Magadan Welcome Committee 12:30 Hotel check-in Lunch, fishing or cultural program	Return from fishing in the morning 12:00 Lunch in Magadan 2:00 Continue meetings with officials. Visit School no. 1 6:30 Dinner Evening free	7:30 Breakfast/Check-out 9:00 Meeting with officials School visit Afternoon press conference Evening flight to Khabarovsk	9:00 Breakfast 10:00 Tour of Khabarovsk 11:00 Meeting with Khabarovsk Executive Committee 3:00 Meetings 5:00 ³ Meetings 5:00 Return to hotel 6:30 Dinner, visit Amur River Cultural evening	8:30 Breakfast 9:30 Visit school, museum, farm hospital. Government and Business discussions 12:00 Lunch 2:00 Denikuk - Cowper 5:00 ³ Sister-State agreement 5:30 Press conference	Breakfast/Concusion of details for sister-state work program. Fly to Vladivostok. Arrival at Vladivostok Hotel check-in tour/Meeting with Executive Committee. Dinner.	8:00 Breakfast 9:30 Protocol meetings with Lutsenko 2:00 Association for ties with Asia Pacific region meeting 6:00 Press conference 6:30 Reception hosted by Governor & Mrs. Cowper 8:00 Dinner at Restaurant
3	4	5	6	7	8	9
Magadan City /Provideniya Travel day; spend night in Provideniya or Magadan City	Provideniya/Nome, Alaska Return to Alaska via National Guard flight. Arrive Nome, Alaska on September 10, Alaska time. Flights to Anchorage; Anchorage press conference.					
10	11	12	13	14	15	16

Page - 2- Itineary

Daily Itinerary /Schedule (Note: this itinerary is tentative, expect changes upon arrival in the Soviet Union.)

August 29: Tuesday. Anchorage to Nome.

1:10 Press Conference, Anchorage International Airport
(Ramseur to organize.)
2:10 Fly Alaska Airlines to Nome.
Overnight in Nome.

August 30: Wednesday. Nome to Provideniya.

8:30 Fly National Guard and Bering Air to Provideniya.

August 31 Thursday. Arrive Provideniya.

7:00 a.m. Airport welcoming with Mayor Kulinkin.
Cowper gives brief remarks; speech in the evening.

8:30 Helicopter to Sireniki.

- Reunification efforts between Eskimo families in Alaska and Chukotka. (Sireniki is one of two Eskimo villages in Chukotka that has any cultural connection to Alaska Eskimos on St. Lawrence.)
- Express support of agreement visa-free travel for up to 90 days for Natives in the Chukotka region and Western Alaska.
- View dance troupe. Gift giving.

11:30: Helicopter to New Chaplino.

- New Chaplino is the other Eskimo village in Chukotka.
- A ferry ship will travel between St. Lawrence and New Chaplino beginning this summer leading to family ties and tourism development.
- Note village participation in Elder's Conference.

5:30: Return to *Provideniya* and meet with Executive Committee for dinner. Agenda:

- Tourism/Air link development. Discuss customs procedures.
- Civil Aviation bilaterals: Ministry of Civil Aviation/Magadan to upgrade runways and develop tourism infrastructure before opening an air route system.
- Joint Ventures: tourism development/hotel/motel construction.
- Arctic Shipping: Alaska's continued interests in using Soviet Arctic Shipping capabilities.
- Native Visa Free Travel: Villagers must receive official invitations to travel and must notify the regional authority -- Mayor Kulinkin of *Provideniya* -- of their travel plans.
- Telecommunications: Alascom's system will be operative Aug.23
- Promotion of 1990 Iditarod race in Chukotka

7:30 Community meeting. Cowper delivers speech. Gift-giving.
Overnight in *Provideniya*.
Morning departure for *Lavrentiya*.

September 1 Friday. Provideniya to Lavrentiya, Chukotka.

Goal/Agenda:

- Promotion of tourism between Kotzebue and Lavrentiya. Includes hotel development, training seminars in service and tourism management.
- air routes between Lavrentiya and Kotzebue;
- support of Native visa free travel;
- implement joint search and rescue agreements.
- inquiry of trade opportunities with fox fur and food distribution systems.

7:30 Breakfast

9:00 Airport/fly to Lavrentiya

10:00: *Lavrentiya*. Airport greeting with dance troupe and Chairman Tottoto (Chukchi leader of northern villages in Chukotka).

Helicopter to Big Diomede. Cowper/Schaeffer agenda:

- Meet with Border Guard on joint search and rescue;
- Propose joint exercises (Schaeffer).
- Discuss communications systems.

5:00 Return to Lavrentiya. Meeting with Chairman Tottoto and Executive Committee; also meet with newly founded Eskimo Association.

8:00 trip to hot springs.

Overnight in Lavrentiya/hot springs.

Depart for Anadyr in early morning.

September 2 - Lavrentiya to Anadyr, Chukotka.

Goals/Agenda:

- Discuss Native visa free travel program.
- Discuss economic and trade issues to better understand Anadyr's autonomy in making economic decisions.
- Joint search and rescue;
- International Dateline Ceremony agreement;
- Status of reindeer project and potential for further developing industry.
- Food distribution system;
- Promote Iditarod 1990 in Chukotka;
- Civil aviation: Bering Air, Alaska Airlines proposals.

7:30 Breakfast

8:30 Drive to Airport.

10:00 Departure for Anadyr.

3:00 City officials/Chairman Kulinkin and N. Otke and Executive Committee meeting.

5:30 Dinner with executive committee. Toast.

**7:00 Community meeting. Speech by Cowper. Gift-giving.
Overnight in Anadyr.**

Page - 5- Magadan City itinerary

September 3, 4, 5 - Anadyr to Magadan City

Goals/Agenda:

- Alaska-Magadan Commission.
- simplification of visa procedures and to agree upon mutual actions to federal authorities.

- Explore state government interests:

Natural Resources --

- Agriculture: seed potato exchange;
- oil and gas exploration of arctic technology and oil spill cleanup technology;
- forestry: boreal forests and reforestation in cold climates
- exchanges for Bering Sea culture and archeology;

Education: sister-school forms/information and school number 1 visit;

Aviation: Alaska Airlines into either Anadyr and/or Magadan City. How to upgrade Magadan's airport to best address other technical problems and how to reduce cost of navigator requirement.

- Proposal: state officials participate in a joint marketing study to assess economic viability of opening an air route.

OIT: Alaska-Magadan Commission/overall SFE commission; Governor's policy on the Soviet Union and Kobets response;

- Exchanging trade officials and developing a "How to do business in the Soviet Far East and Alaska video and training program."

National Guard: General Schaeffer/Governor Cowper discuss proposals for implementing joint search and rescue program.

Health/Social Services: Promotion of 1989-1990 HSS Alaska-Magadan Health Studies joint program with UAA Institute for Circumpolar Health.

- trauma surgery/ special needs program for mothers and children; special problems of Native peoples.

Overnight in Magadan City.

September 3 Sunday. Fishing with Chairman Kobets.

Overnight in Magadan City/fish camp.

September 4 Monday. Magadan City

12:00 return from fishing

2:00 Meeting with Chairman Kobets and Executive Committee.

Evening: No scheduled events.

Overnight in Magadan City.

September 5 Tuesday. Magadan City

7:30 Breakfast

9:00 a.m. Continuation of meetings with Agriculture, Trade, Civil Aviation officials.

Afternoon Press Conference.

General Schaeffer/ National Guard crew overnight in Magadan.

Evening flight to Khabarovsk.

Overnight in Khabarovsk.

Page -6 - Khabarovsk itinerary

September 6,7,8 - Khabarovsk

Goals/Agenda:

- Implement annual working plan for Alaska-Khabarovsk Sister State Agreement.

- Discuss Alaska-SFE commission concept.

- Implement state government protocols/exchanges:

OIT: Development of program to define "How to do business in SFE and Alaska" and exchange of business education curriculum/training seminars.

Aviation: Discussion of joint marketing study and technical committee to explore avenues for influencing bilateral agreements for Alaska-Magadan-Khabarovsk route.

September 6 Wednesday. Khabarovsk.

9:00 - Breakfast

Morning -- tour of the city.

11:30 - Formal meeting with Chairman Daniluk and Executive Committee. Cowper to make official greeting only; business later.

3:00 - 5:00 Meetings with Civil Aviation officials and Economics Institute. Exchange of training program officials/students in both aviation and business development.

6:30- Dinner and Amur river tour.

Overnight in Khabarovsk.

September 7 - Khabarovsk

8:30 Breakfast

10:00 Visit school, museum, collective farm, hospital.

2-3:30 Staff working session (Tolkachev, Brelsford, Ramseur) to discuss annual sister-state work program.

4:00 Chairman Daniluk and Governor Cowper discuss sister-state program.

5:00 Press Conference.

6:00 Reception hosted by Governor and Michael Cowper. Cowper makes toast.

7:00 Dinner with Daniluk/Executive Committee. (Cowper toasts and gives gifts).

Overnight in Khabarovsk/prepare to travel to Vladivostok in morning.

Page - 7 - Vladivostok itinerary

September 8,9,10 Vladivostok

Goals/Agenda:

- Work program for Alaska-Vladivostok protocol.
- Understand special economic zones.
- Understand the Asia Pacific Business Association and Alaska trade relations.
- Arctic shipping with Far Eastern Shipping Company officials.
- Teacher exchanges in Russian/English.
- Explore management training seminars and "How to do business in Alaska and the Soviet Far East" training programs.
- Fisheries relations with Ministry of Fisheries officials.

September 8 - Khabarovsk to Vladivostok

8:00 - Breakfast

9:00 Travel to Vladivostok.

Arrival/Check-in and city tour.

5:00 Cowper courtesy call to Chairman Lutsenko.

No official function in evening.

Overnight in Vladivostok.

September 9 - Vladivostok

8:00 Breakfast

10:00 Staff meet to discuss Alaska-Vladivostok protocol; FESCO/TINRO.

11:00 Chairman Lutsenko and Governor Cowper discuss protocol.

2:00 Session on economic system/special zones and Asia Pacific Business Association. (Lozovoy, Luzikov meetings.)

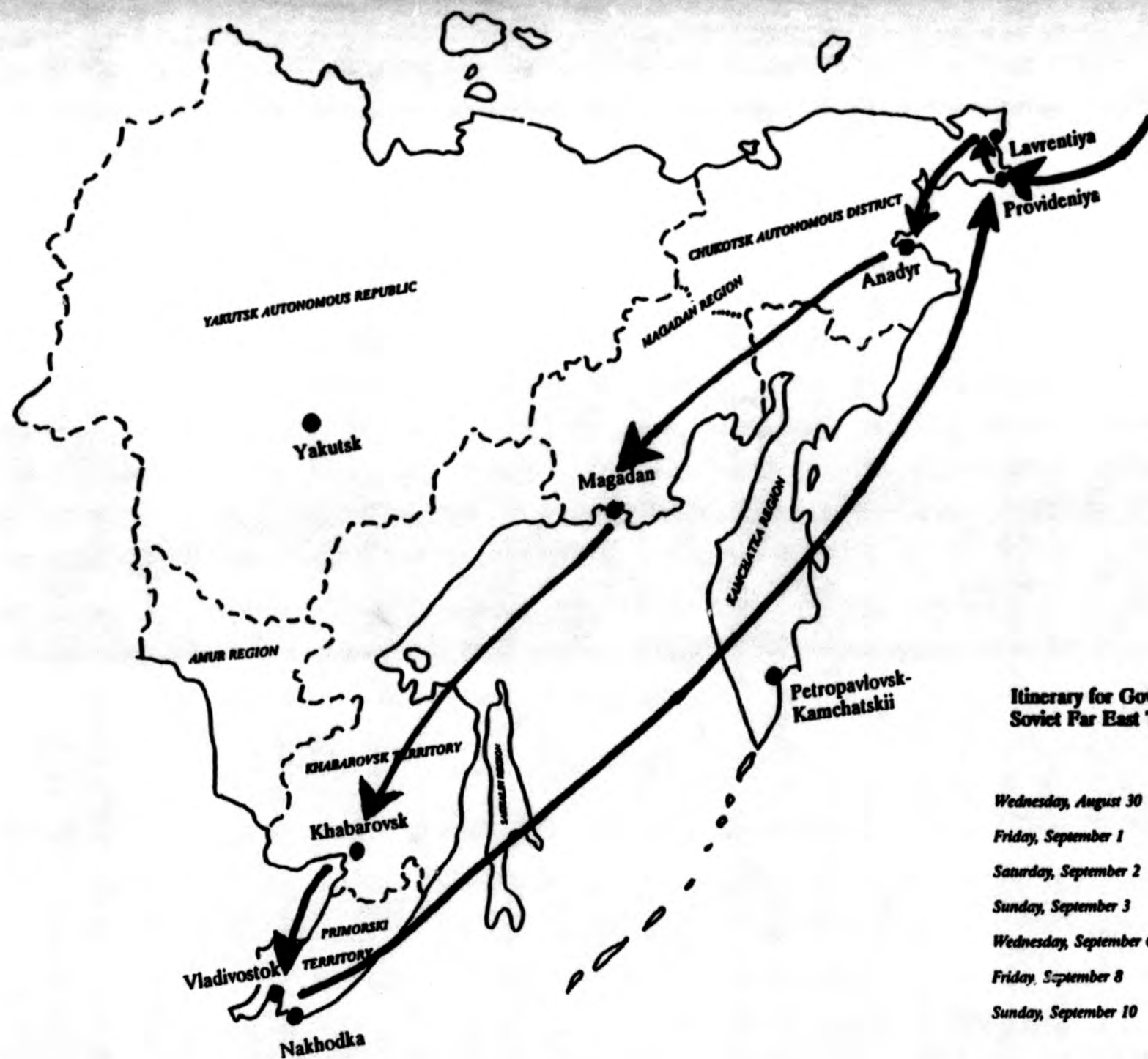
6:00 Press Conference -- prepared statement.

6:30 Reception hosted by Governor and Michael Cowper. Toasts.

8:00 Dinner at restaurant. Toasts/gift giving.

Overnight in Vladivostok.

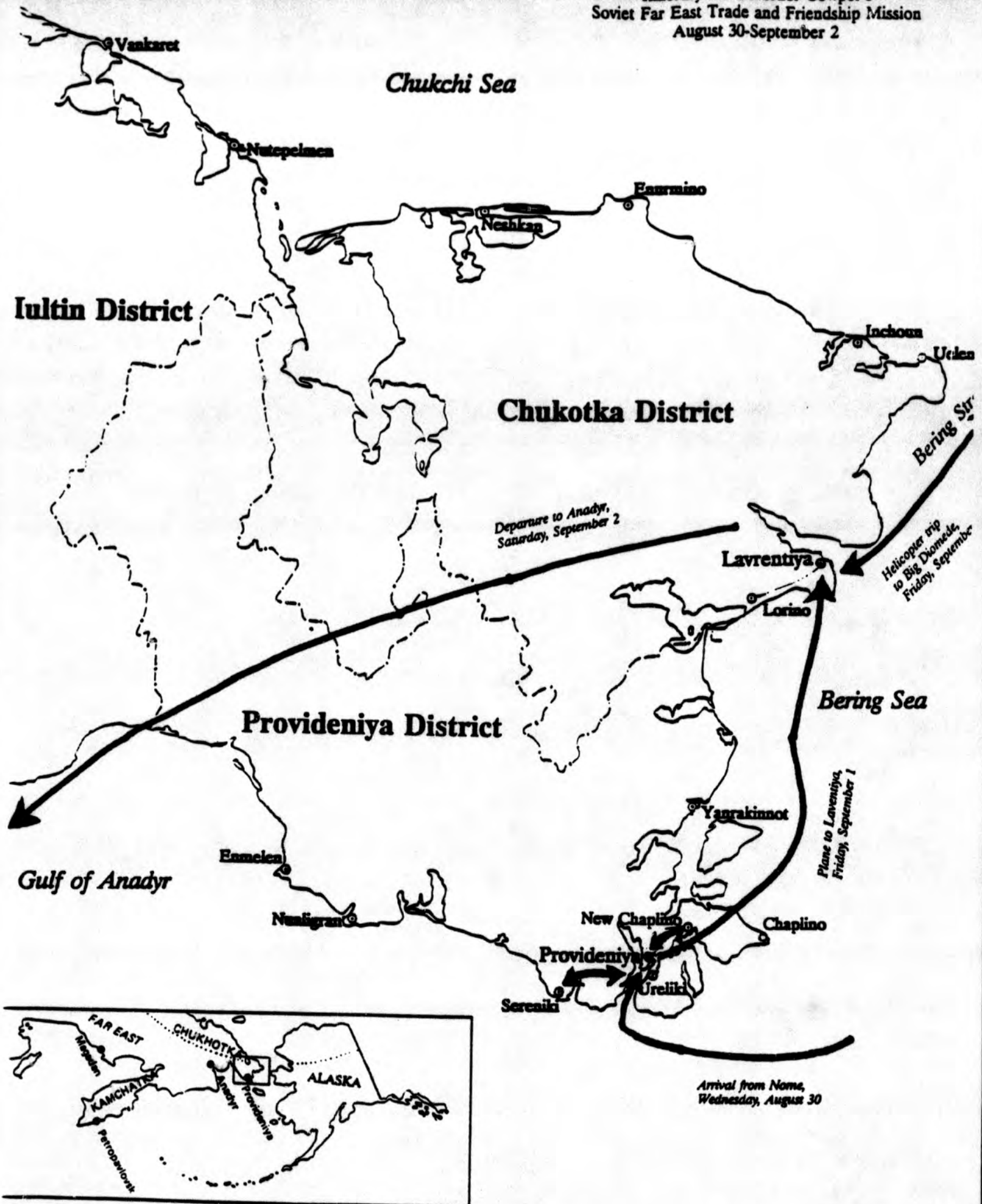
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September 10-11 - travel to Provideniya where National Guard Twin Otter will transport delegation back to Nome, Alaska arriving Nome at 10:00 p.m. on September 10, Alaska time.



**Itinerary for Governor Cowper's
Soviet Far East Trade and Friendship Mission**

<i>Wednesday, August 30</i>	<i>Norne-Provideniya</i>
<i>Friday, September 1</i>	<i>Provideniya-Lavrentiya</i>
<i>Saturday, September 2</i>	<i>Lavrentiya-Anadyr</i>
<i>Sunday, September 3</i>	<i>Anadyr-Magadan</i>
<i>Wednesday, September 6</i>	<i>Magadan-Khabarovsk</i>
<i>Friday, September 8</i>	<i>Khabarovsk-Vladivostok</i>
<i>Sunday, September 10</i>	<i>Vladivostok-Provideniya (via Magadan and Anadyr)</i>

Itinerary for Governor Cowper's
Soviet Far East Trade and Friendship Mission
August 30-September 2



**ALASKA
TRADE AND FRIENDSHIP MISSION
TO THE SOVIET FAR EAST**

OCTOBER 19-29, 1988



**ALASKA GOVERNOR'S OFFICE OF INTERNATIONAL TRADE
3601 C STREET, SUITE 798
ANCHORAGE, ALASKA 99503**

Alaska-Soviet Far East Trade Mission Report Khabarovsk, Primorskii, Magadan Territories

Between October 19-29, 1988 eight representatives of Alaska businesses and government traveled to Soviet Asia to promote trade relations and strengthen ties between Alaska and the Soviet Far East. The delegates met with officials from Khabarovsk, Primorskii, and Magadan territories.

Key Accomplishments

- Signing of first ever Sister-State Agreement between U.S. State and Soviet counterpart: Alaska and Khabarovsk Territory;
- Signing of three separate protocol agreements detailing plans for commercial, cultural, educational and recreational exchanges between Alaska and Khabarovsk Territory, Primorskii Territory and Magadan Territory;
- Establishing commercial ties between several Alaska entrepreneurs and Soviet Far East entities. Highlights of business negotiations pending: establishment of joint ventures in fisheries; development of a telecommunications system between Alaska and Siberia ; exchange of retail goods; mining tours/exchanges, Soviet arctic shipping capabilities; transfer of technology, marketing, packaging and processing of reindeer products; and tourism projects including the exploration of air cargo service between Alaska and the Soviet Far East and the establishment of the Nome/Provideniya air transportation link with the possible expansion of air route service to Magadan, Anadyr and Khabarovsk.
- Delivery and promotion of over ten Alaska business, academic and sports exchange proposals to Soviet Far East government officials;
- Establishment of academic exchange relations between University of Alaska Southeast, Alaska and Khabarovsk Territory educational institution; proposal to exchange youth between school #1 in Magadan Territory and Soldotna school children; 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.

CORRECTION

**THIS DOCUMENT
HAS BEEN REPHOTOGRAPHED
TO ASSURE LEGIBILITY**

**ALASKA
TRADE AND FRIENDSHIP MISSION
TO THE SOVIET FAR EAST**

OCTOBER 19-29, 1988



**ALASKA GOVERNOR'S OFFICE OF INTERNATIONAL TRADE
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15	Magadan Territory
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18	Participant Profiles
back cover	Governor Cowper's Alaska Siberia Initiative Chronology

This report was prepared by Ginna Brelsjord in the Governor's Office of International Trade. If you would like additional copies or are seeking trade relations with the Soviet Far East, you can contact the Office of International Trade at 907•561-5585.

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Summary of Soviet Far East Itinerary

- | | |
|-----------------------|---|
| October 19, 20 | Travel between Alaska and Khabarovsk Territory via Niigata, Japan |
| October 21 | Arrival in Khabarovsk Territory, USSR |
| October 22-24 | Business/Government meetings in Khabarovsk |
| October 24-26 | Travel to Vladivostok for Business/Government meetings. Signing of Alaska-Primorskii Protocol. |
| October 26-28 | Return to Khabarovsk for Business/Government meetings with officials from Magadan Territory and to continue discussions with Khabarovsk Territory officials. Signing of Sister-State Agreement/Protocols. Departure for Niigata, Japan. |
| October 29 | Return to the United States. |

"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."

Garrey Peska, Chief of Staff and delegation leader

Trade Mission Participants: Economic Diplomacy

A sense of historical optimism, entrepreneurial ambition and excitement defines the Alaskan character. A trade delegation of eight Alaskan government and business officials traveled to the Soviet Far East to pioneer another frontier: the political and economic landscape of a dramatic landmass and cultural system in the Soviet Far East territories of Khabarovsk, Primorskii and Magadan.

These Alaskans discussed telecommunications, transportation, high-tech arctic engineering/mining, resource management and rural commercial distribution networks. Their unique challenge was to negotiate government-to-government and business projects with key Soviet officials who, for generations, have lived within a planned economy. It was, in essence, a crash course for both sides in communication about capitalist economics and five-year plans.

Trade mission delegates represented a diverse group of Alaska business and government leaders. All participants have devoted considerable resources — financial, political, time — toward establishing economic ties with the Soviet Union.

Delegation

Delegation leader: Garrey Peska, Chief of Staff to Governor Steve Cowper

Bruce Kennedy, CEO and President, Alaska Airlines

Bill Phillips, President, Alaska Joint Venture Seafoods

Samuel Salkin, President, Alaska Commercial Company

Ronald Sheardown, President, Greatland Exploration, Ltd.

Lee Wareham, Senior Vice-President, Alascom

Ginna Brelsford, International Trade Specialist, Governor's Office

Elisa Miller, Soviet Business and Trade Specialist and Mission Coordinator

"A value of this trip for me is that I was able to meet with the premiere arctic shippers in the world. We held discussions on transportation corridors and shipping mine ore concentrates from Lost River (outside Nome, Alaska) to a Soviet smelting plant where the ores would be processed. Soviet vessels would then be used to ship the ore to Pacific Rim nations and could operate year around because of their arctic expertise. We had substantial discussions and there is extreme interest in shipping and joint processing. We also discussed an exchange of technical mining delegations as well as an Alaska Miners Association Arctic Mine Tour."

**Ronald Sheardown, President,
Greatland Exploration Ltd.**

"Officials from Aeroflot, Intourist and Alaska Airlines noted with pleasure that they had worked together effectively on a series of summer tourist charter programs involving flights by Alaska Airlines to Khabarovsk and Leningrad during 1970, 1971 and 1972. 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 1989. I also indicated interest in extending tourist flights to Anadyr from Nome and to Magadan from Anchorage, possibly as soon as 1990."

Bruce Kennedy, CEO and President, Alaska Airlines

"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. Now, these are two technically oriented people discussing a technical solution to a problem of communication. We designed an efficient and economical way to solve the problem. The policymaking happens on a different level. We designed a multi channel UHF radio link between Provideniya and Gambell. It will involve bilateral negotiations between the Soviet Ministry of Posts and Telecommunications and the U.S. State Department and the Federal Communications Commissions."

Lee Wareham, V.P. Operations, Alascom

KHABAROVSK TERRITORY

The Alaska trade delegation was invited to Khabarovsk to sign a sister-state agreement and to conduct specific business meetings on mining, fishing, forest products, tourism, trade of consumer goods, and communications. Two working days were spent in individual meetings, in seminars describing the new business environment and in official functions by invitation of the local government. State-to-State matters included signing a Sister-State Agreement and discussion of educational, cultural, sports exchanges (including native peoples of the region). The Sister-State Agreement was signed by Mr. Peska and Mr. Vozhevitov (Deputy Chairman of the Executive Committee of the Khabarovsk Territory) on 27 October 1988.

"The special significance of this agreement is that other states in the United States and in the Soviet Union can follow our example and establish ties with one another as well. We are so proud to have this happen in the name of both peoples."

**Chairman, Executive Committee Daniluk,
Khabarovsk Territory**

"The signing of a first ever Sister-State Agreement between Alaska and Khabarovsk Territory indicates the commitment and vision leaders from both areas have to forge closer ties. This document (the Sister-State agreement) is to be a working document that provides the necessary political and economic muscle to realize commercial, cultural and economic exchanges."

Garrey Peska, Chief of Staff and delegation leader

**Agreement
to Establish Sister-State Relations between
the State of Alaska (USA) and
the Territory of Khabarovsk (USSR)**

In order to establish long-term and friendly ties between themselves, the State of Alaska and Territory of Khabarovsk officially enter into a sister-state relationship.

Given the fact that establishing friendly ties between regions is one of the factors contributing towards peace and towards the mutual understanding and cooperation between peoples, and considering the common wish of the citizens of the State of Alaska and the Territory of Khabarovsk to contribute their share to the development of good neighbor relations between the USA and the USSR, the plenipotentiaries of the Governor's Office of the State of Alaska and the Executive Committee of the Khabarovsk Territorial Soviet of People's Deputies herewith sign this Agreement to establish sister-state relations between the State of Alaska and the Territory of Khabarovsk.

In the spirit of sister-state relations, both sides express their readiness to cooperate in the following general areas:

exchange of official delegations: specialist in regional problems, tourist groups, representatives of science, technology, economy, art, literature, culture, youth and sports;

exchange of information on different cultures and the activities of local governments, having in mind that these exchanges can facilitate a deeper understanding of each other's experience with economic development, trade, education, provision of social and health services, culture and sports.

Both sides will strive to find other areas and forms of cooperation that represent their mutual interests.

Specific programs of exchange and cooperation will be agreed to each year between the Governor's Office of the State of Alaska and the Executive Committee of the Khabarovsk Territorial Soviet of People's Deputies.

**Summary of
Khabarovsk Region proposals to State of Alaska:**

Forest Product Industry: Investigate, with the State of Alaska, the possibility of the construction of a joint venture for the processing of wood and the possibility of a sale to the enterprise, Dalesprom, of modern wood processing machinery and advanced technology.

State of Alaska action: Disseminate inquiry to forest product industry.

Fishing Industry: Study the question of fishing hake in the U.S. 200 mile zone with fishing vessels of Khabarovsk Fishing Industry Enterprise, Khabarybprom, and the possible acquisition by the Soviet side of cutting/fish processing equipment for filets.

State of Alaska action: Office of International Trade to work with fishing industry and the regulatory bodies to address hake question and fish processing equipment needs.

Air Transport and Tourism: April 1, 1989 deadline for American and Soviet exchange of ideas for the organization of flights between Anchorage and Khabarovsk with a landing in Magadan by Alaska Airlines Boeing 737 and Soviet planes TU-154 or IL-62 of the Far Eastern Division of Civil Aviation with frequencies and times according to negotiations and based on demand.

With the help of State of Alaska, locate tourism firms to work with the Khabarovsk Department of Intourist to explore organizing an August through September 1989 series of tourist programs between Khabarovsk and Anchorage.

Explore an air route between Khabarovsk and Anchorage taking into account the following factors: that Khabarovsk is ready and is realizing an international air route — Niigata/Penyang/Kharbin; that the base for a tourist industry in the city exists with a growth potential; the airport in Khabarovsk connects non-stop flights to Tashkent, Kiev, Moscow, Leningrad, Simferopol, Mineral Waters, Krasnoyarsk, Irkutsk, Novosibirsk, Magadan, Anadyr; there are direct flights to Europe's largest cities via Kiev, Leningrad, Moscow, Tashkent.

State of Alaska action: Work with Division of Tourism to coordinate tourism industry response to Khabarovsk proposals. Assist, when appropriate Alaska Airlines efforts.

Service Industry: Investigate the possibility of sending to the Soviet side, equipment and instruments for chemical and microchemical factories, for hairstyling, sewing and shoe repair.

State of Alaska: Issue information as trade lead in trade newsletter and work with appropriate industries to ascertain interest.

Cultural Exchanges: Concert ensemble, Dalnii Vostok (Far East) of the local Symphony (40-50 people); Chamber orchestra of the local symphony (20 people); Exhibition of Art (50-200 pieces of work); Folk Groups (2-3 groups of 17-25 people each); and traveling exhibit from Regional Museum.

State of Alaska action: Work with state arts groups, native groups and museum to implement exchange proposals.

School children/teacher exchanges: Exchange art exhibits of school children and other "technical creations;" celebrate common festivals (Children for Peace); exchange delegations (Children for Peace); conduct sports events among school children; organize in the State of Alaska, an auction of the works of Native children and exchange teachers.

State of Alaska action: Work with Mt. Edgecumbe, students/teachers at Soldotna schools, State Board of Education, and sports groups to implement proposals.

Sports Contacts: Yearly exchanges of sport delegations on a bezvalutnyi basis (hosts pay hotel, food, local transport) — all kinds of sports, such as skiing, figure skating, hockey, swimming, basketball, light athletics, native sports, baseball.

Jointly conduct training groups, exchange trainers.

Participate in international tournaments taking place in Alaska and in Khabarovsk.

State of Alaska action: Transfer information to state/local sports teams; facilitate with government support of letters when necessary.

**Presented by Deputy Chairman A.M. Vozhevitov,
Khabarovsk Territorial Executive Committee**

Summary of Alaska Meetings in Khabarovsk Territory

Cultural Exchanges/Native to Native Exchanges: Proposal to have two exchanges of Alaska Native groups to the Soviet Far East and for Alaska to receive two Native delegations to Alaska annually; Exchange of Natives in sports events such as the Eskimo Olympics to be held in Alaska. Both sides will seek visa waivers for travel.

Mr. Garrey Peska presented these ideas during a meeting with Mr. O.D. Zakosovskii, Chief of Section, National Peoples of the North, Territorial Committee.

Sports Exchanges: Anchorage Olympic Organizing Committee will issue invitations to the Chairmen of Sports from both Magadan and Khabarovsk Territories to attend the World Junior hockey championships in Anchorage, Alaska in December 1989 and to attend the world junior Alpine Championships in March 1989 in Alaska.

AOC and the Governor's Office will promote youth sports exchanges in hockey as well as high school and university level exchanges; also, covers other sports such as skiing, skating and basketball.

Educational Exchanges: Chief of Staff Peska issued invitation on behalf of the University of Alaska Southeast to exchange faculty and students. Also, Mr. Peska indicated he will contact Mt. Edgecumbe to pursue exchanges of students.

Telecommunications: Alascom and Ministry of Posts and Telecommunications Regional Branch conceptually identified the communications system proposed to be used in the first direct connection between Provideniya and Alaska.

Retail: Alaska Commercial Company (ACC) is exploring an exclusive North American marketing agent for Siberia products made from local gems and minerals. Mr. Salkin of ACC will take sample inventory of Siberian goods to Alaska, assess market and determine prices and estimate sales volume.

Khabarovsk Consumer Coop and ACC agreed to exchange a comprehensive inventory list for sale, average selling price and ACC will determine level of interest in American market. The emphasis is on furs and botanical samples to be submitted for a "similarity of quality" test. Mr. Salkin will seek out a distributor of remote industrial laundry and dry cleaning equipment for Khabarovsk Services Department.

Mining: Alaska Miners Association will organize Soviet Far East mining tour and proposes to exchange mining delegations with Khabarovsk.

Alaska Airlines: Alaska Airlines' current proposal and priority is to obtain final Soviet approval for weekly summer tourism flights connecting Provideniya with Nome, Alaska beginning June 1989.

Alaska Airlines indicated interest in extending tourist flights to Anadyr from Nome and to Magadan from Anchorage, possibly as soon as 1990.

Aeroflot officials urged Alaska Airlines to seek Magadan as a technical stop on an Anchorage/Magadan/Khabarovsk routing.

Alaska Joint Venture Seafoods: Several business proposals pending; President Bill Phillips will follow-up with further negotiations.

Other Alaska-Soviet Business Proposals

In addition, Chief of Staff Peska presented a number of Alaska business/educational/sports exchange proposals to Soviet authorities for consideration. The proposals reflected the interests of Alaskans unable to participate in the Trade Mission; they were gathered by the Governor's Office of International Trade. Proposals included:

- Alaska Pacific University — Pioneers Sports Exchange
- Calista Well Services
- University of Alaska Southeast • Cone Alaska
- Key Fisheries Management Group, Ltd
- ISMC
- Independent Cordova Alaska Fish
- PlanGraphics
- Southcoast
- Wrangell Forest Products
- Reindeer Industry Information
- Indian Valley Meats
- Northern Air Cargo Reindeer inquiries
- Alaska Reindeer, Inc.

List of Soviet Officials Alaskans met with in Khabarovsk

V.M. Andreen, Chair, Comm. Physical Education and Sport of Territorial Exec. Committee

E.I. Bogdanov, Director, Institute of Mining

O.D. Zakosovskii, Chief of Section, National Peoples of the North, Terr. Ex. Committee

V.G. Kamyshenko, Chair, Consumer Cooperative, Terr. of Khabarovsk

M.V. Kruglikov, Chair, Chamber of Commerce, Khabarovsk

E.B. Milovanov, Deputy of Far Eastern Economic Region, GOSPLAN

V.S. Ponomarev, Deputy of Intourist Office for Khabarovsk Region

V.H. Potapenko, Chief of Dept. of Education for Terr. Ex. Committee

O.M. Renzin, Chief of Section, Inst. of Economics Research, Academy of Sciences, Far East

V.V. Safonov, Director, Amurskii Division of TINRO

V.P. Safronov, Director, General Director of firm "Khabrybprom"

N.I. Seliutin, Chief of Dept. for Coastal Trade of Terr. Ex. Committee

V.I. Skrypnik, Chief Far Eastern Division of Civil Aviation

V.Ia. Stpokov, Chief of Department for Consumer Services of Terr. Ex. Committee

V.H. Tikhonov, Deputy Chair Planning Commission, Terr. Ex. Committee

PRIMORSKII REGION (VLADIVOSTOK)

The Alaska trade delegation flew from Khabarovsk to Vladivostok for two days of talks with government and industry personnel in Primorskii region. This was an extraordinary opportunity: the city of Vladivostok has been closed to foreigners and many Soviets for over 40 years. Alaska's trade delegation is among the first official state trade delegation to be hosted by Vladivostok authorities.

"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 and if there is interest on either side or both sides. We will exchange furs and botanical samples and will test samples through a laboratory analysis for 'similarity of quality.'"

Samuel Salkin, CEO, Alaska Commercial Company

Meetings were held with the newly formed Association for Business Cooperation with countries of the Asia-Pacific; individual meetings were held on shipping, trade in consumer goods, communications. State-to-State meetings focused on exchanging information on fishstocks in the "Donut Hole," as well as establishing regular relations and exchanges in all areas. A protocol — or summary of meetings and discussions — was signed by Chief of Staff Peska and Mr. Bukhanstov (Deputy Chairman of the Executive Committee of the Primorskii Territory) on 25 October 1988.

"A main accomplishment of this trade mission was the evidence of Soviet responsiveness to Alaska business proposals. The Soviets were eager and willing to sit down and talk business details. They met us at the table, we didn't have to go to the other side of the room, find them and bring them to the table."

Elisa Miller, Soviet Business Consultant

**Summary of
Protocol between Primorskii (Vladivostok) and Alaska
on the meetings during the visit of the delegation from the State of
Alaska to Vladivostok 24 to 26 October 1988**

The visit of the Alaska delegation marks a first step toward the establishment of trade, economic, scientific and cultural ties between the State of Alaska and Primorskii Territory. Mutual interest was expressed to establish cooperation in the following directions:

1. **Fishing:** during a meeting at TINRO with Chief of Staff Peska, both sides agreed to the need to exchange information on Salmon and Pollock in the "donut hole." The American side accepted the TINRO invitation to participate in a scientific research expedition on board a Soviet ship in 1989.
2. **Ocean Transportation:** During a meeting with FESCO, FESCO demonstrated great interest in the Greatland Exploration proposals for the transportation of ores from the Arctic port to ports in the Soviet Far East, Southeast Asia and Europe.
3. **Trade Relations:** During a meeting with Kraipotrebosoyuz, both sides discussed the possibility of exporting Soviet goods to the USA on a barter basis for dried medicinal herbs, essential oils, honey and other goods in exchange for consumer goods imports from USA. The American side expressed the need for preliminary market research and laboratory analysis of selected products and agreed to provide the Soviet side with price information.

Both sides agreed to study methods of transporting goods as this is a key element to successful business relations.

4. **Telecommunications:** FESCO will study the Alascom proposal to offer assistance to FESCO ships working in the Eastern section of Chukotka in VHF and MV.
5. **Association for Business Cooperation for Asia-Pacific countries:** The Association leadership explained the purpose of the business association — that it will operate outside of the realm of government and have access to foreign capital and be permitted to trade directly with foreign nations using the special economic zones established in Nakhodka and Vladivostok. The Alaskans discussed the organizational and management structure of the Association and offered ways to raise capital, define services, market services and generally develop a functioning organizational structure.

The program to continue an exchange of delegations will be decided in the first quarter of 1989 and approved by each side. The initial stage of Soviet-American communication will be carried out through the Association for Business Cooperation for Asia-Pacific countries:

690110, Vladivostok
Ul. Leninskaya, 22
Primorskii Kariispolkom
Telex 213221 ASCO SU

Other Proposals: Chief of Staff Peska presented Alaska business proposals (already listed) to the Chamber of Commerce and the Association for Business Cooperation in Asia-Pacific countries.

Key Vladivostok Contacts/Meetings with Alaskans:

- V. F. Lutsenko**, Chairman, Ex. Comm. of Primorsky Region Soviet People's Deputy
- N.D. Bukhantsov**, Deputy Chairman, Ex. Comm. Primorsky Region
- V. K. Lozovoy**, Director General, Association for Business Cooperation with the Asia-Pacific
- V. Arkhipov**, Director, Association for Business Cooperation with the Asia-Pacific
- G.I. Pikua**, Vice-President, Far Eastern Shipping Company (FESCO)
- I.K. Nikiforov**, Manager, Public Relations, FESCO
- V.Nagel**, Project Manager, DALRYBA Central Design Bureau
- M. Litvinenko**, Chair, Primorskii Consumer Coop
- V.D. Gavriliuk**, Vice-Chair Chamber of Commerce

MAGADAN TERRITORY

"Alaska Joint Venture Seafoods, Inc. held extensive discussions with fishing officials from Magadan Territory. The discussions reviewed the operation and capability of both sides and explored areas for joint cooperation. The resources in the Soviet fishery conservation zone are substantial and they have been well managed. The Soviet side shares in the commitment of the U.S. industry to develop a means of controlling the unregulated fishing in the international zone of the Bering Sea. American fishermen have a friend and an ally in the fight for conservation in the North Pacific. Without the assistance of a government sponsored trade mission, I would not have gained access, as easily, to important Soviet officials."

Bill Phillips, President, Alaska Joint Venture Seafoods

Another working day was devoted to meetings with a delegation from Magadan Territory. A delegation of nine from Magadan, led by the Deputy Chairman of the Executive Committee, came to Khabarovsk for meetings on tourism, reindeer meat industry, mining, fishing, exchange of consumer goods — including art objects — and exchange of students in Soldotna, Alaska with students from School number 1 in Magadan.

In discussion and the resulting protocol, specific attention was given to joint efforts to develop coastal and border trade points between Nome, Alaska and Provideniya, Chukotka, and streamlining the travel procedures between these two points. Emphasis was also placed on the development of ties between native peoples in Chukotka and Alaska. A protocol — summary of business meetings and discussions — was signed by Chief of Staff Peska and Mr. Gagarinov (Deputy Chairman of the Executive Committee of the Magadan Region) on 26 October 1988.

**SUMMARY OF
PROTOCOL BETWEEN ALASKA AND MAGADAN TERRITORY
on the business meeting between the delegation from Magadan
Oblast and the delegation from the State of Alaska, which took place
in the city of Khabarovsk on 26 October 1988.**

1. **Coastal Trade:** Both sides agreed to apply to their respective governments (USSR and USA) with proposals to allow Coastal and Border Trade between Magadan Oblast and the State of Alaska, to permit visa waivers for travel between Nome and Provideniya and to simplify the visas for mutual visits to villages and cities in Magadan Oblast and in the State of Alaska.
2. **Tourism:** Organization of a tourist route between Nome and Provideniya with other possibilities in the future; the enterprise "Magadanpromokhota" is able to organize hunting and fishing tourist trips.
- 2.2 **Family Ties:** Development and growth of family connections of native peoples in Chukotka and Alaska, mutual visits of relations, exchange of native folk artists and groups, joint celebration of common native holidays, exchange of delegations of teachers and children with stays in homes, exchanges of students from higher education and exchanges of sports delegations. It is advised to include Intourist and the International Bureau, Sputnik.
- 2.3 **Reindeer Industry:** create in the village of Chaibukha in the North Evenskii region, a joint venture for the processing of reindeer meat; the Soviet side is able to contribute buildings, communications, raw materials, work force; the American side is able to contribute equipment and packaging material. In the future, it is possible to increase the number of such enterprises to five or six.

The Magadan Committee for Agriculture Industry is able to send to interested firms in Alaska skins, young horns and broken horns of the northern reindeer, and is willing to sell high quality female reindeer under F.O.B. conditions, that is export from the city of Peveka with transportation paid for by the purchasing firm.

- 2.4 **Consumer Goods:** The potential organization of a store in Anchorage to sell consumer goods produced by Magadan; the American side contributes the building, sales personnel and the Soviet side contributes goods. The money earned by the Soviet side will be used to buy equipment to serve the needs of the local population in Magadan Oblast.
- 2.5 **Fish/Equipment:** Study the possibilities for catching fish and other sea products, and the processing and marketing of these products. The enterprise "Magadanrybprom" is able to conduct exploration to define the reserves of sea mollusks.

- 2.6 Mining:** Explore cooperation in mining between Magadan and Alaska. The enterprise "Severovostokzoloto" is the appropriate Soviet entity to explore mining interests. By April 1989, a program will be clarified and an exchange of delegations on a hosts pays all basis for eight individuals may occur.
- 2.7 Communication:** The organization, given need, of direct radio, telephone and telegraph communications between Nome-Provideniya-Anadyr. Arrange a multicable line for connections between Provideniya and the island of St. Lavrentia using satellite and TV connections Nome-Anchorage-Anadyr-Magadan.
- 2.8 Transportation:** Work to open air passenger route between Anchorage-Magadan-Khabarovsk. Take into account that air freight between Magadan and Alaska can be managed by airplanes of the Magadan Department of Civil Aviation.

Key contacts who met with Alaskans:

Mr. G.T. Gagarinov, Deputy Chairman of Magadan Executive Committee

Mr. Otto S. Sukhanov, Director, State Design Institute
Dalstroiprojekt

L.M. Shaitanova, Director, School Number 1 in Magadan

V.N. Braiko, General Director, Ministry of Precious Metals and Diamonds, North-East Gold Mining Association

A.A. Russ, Deputy Chief, Freight Department, Civil Aviation Department

G.M. Shishkov, First Deputy Chair, Magadan Agricultural Committee

G.P. Guchek, Deputy Chief, Department of Civil Aviation.

"Each time I visit the Soviet Far East I'm struck by the overwhelming task facing Soviet citizens and authorities: the system requires a comprehensive overhaul. The tension between old and new generations of leadership — in their thinking — is tangible. Both sides devoted considerable effort trying to comprehend and stake positions towards negotiations. Choices and interests are 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."

GINNA BRELSFORD,
Governor's Office of International Trade

Delegation Profiles

Delegation Leader: Garrey M. Peska, Chief of Staff, Governor Steve Cowper

Garrey Peska was appointed Chief of Staff in July 1987. As Governor Cowper's Chief Advisor, Mr. Peska oversees Cabinet members and the Governor's Office and spearheads the budgetary and legislative process.

Prior to serving as Governor Cowper's Chief of Staff, Mr. Peska served as Commissioner of Administration for the State of Alaska. A Certified Public Accountant by training, Mr. Peska brings over 18 years of Alaska government related experience and leadership to his present post as Chief of Staff. His positions have ranged from staff at the Division of Legislative Audit to senior aide to the Senate Finance Committee.

Garrey Peska was born May 25, 1945 in Abilene, Texas. He graduated with a Professional Accounting degree from Davenport College in Grand Rapids, Michigan. He is married to Karen Peska and resides in Juneau, Alaska.

Participants

Profile: Bruce R. Kennedy, President and CEO, Alaska Airlines

Bruce R. Kennedy has been a member of the Board of Directors of Alaska Airlines, and a member of the Executive Committee of the Board of Directors, since 1972. He served as Senior Vice President/Properties from 1973 to 1978; served as President and Chief Operating Officer beginning in 1978; and has served as Chairman of the Board of Directors and Chief Executive Officer since 1979.

Mr. Kennedy also holds the offices of Chairman, Chief Executive Officer and President of Alaska Air Group, Inc., the parent company of Alaska Airlines and of Horizon Air, a regional commuter airline which, like Alaska Airlines, is headquartered in Seattle.

Mr. Kennedy was born in Denver, Colorado in 1938 and in 1959 moved to Fairbanks, Alaska, where he lived until 1973. He is a 1963 graduate of the University of Alaska. He currently resides in Seattle, Washington with his wife and two children.

Profile: Bill Phillips, President, Alaska Joint Venture Seafoods

Mr. Phillips is President of Alaska Joint Venture Seafoods. AJVS is the largest Alaska based joint venture company, with a variety of international contract operations. In 1987, it had catch volume of 150,000 metric tons. AJVS owns five modern fishing vessels and manages others.

Mr. Phillips is a lawyer with international expertise. He is a partner in the Chicago-based law firm of Hopkins and Sutter. He manages the legislative and international division of his law firm. He is married and has one son.

Profile: Samuel Salkin, President and CEO, Alaska Commercial Company

Mr. Salkin is President and Chief Executive Officer of Alaska Commercial Company, a twenty-one store chain of retail grocery and general merchandise stores in rural Alaska.

Mr. Salkin has extensive experience in planning, managing and financing community economic development with emphasis on retail enterprises. He has been a consultant to private industry, state and local governments, community development corporations, labor unions, and cooperative organizations.

Mr. Salkin holds an advanced degree in economics and planning from Cornell University as well as a bachelor's degree in industrial relations. He serves on the Board of Directors of First Federal Bank Alaska and Frontier Cooperative Herbs. He is married and the father of two daughters.

Profile: Ron Sheardown, President, Greatland Exploration, Ltd.

Mr. Sheardown serves as President and General Manager of Greatland Exploration, Ltd., a corporation performing mineral exploration, development, mining and consulting. Mr. Sheardown has held this position since 1976. Mr. Sheardown is on the Alaska Minerals Commission, the Executive Board of the Anchorage Olympic Organizing Committee for the 1998 Olympic Winter Games, Vice President Protocol.

Born in 1936 in Ontario, Canada, Mr. Sheardown attended high school and university in Ontario, Canada. He has studied aviation, geology, mining engineering at the University of Toronto and Anchorage Community College. He is married to Karin Sheardown and resides in Anchorage, Alaska.

Profile: Mr. Charles L. "Lee" Wareham, Vice President, Operations, Alascom, Inc.

Mr. Wareham serves as Vice President, Operations for Alascom, the full-service long distance telecommunications company providing service to Alaska. He is responsible for maintenance and operations of more than 200 satellite earth stations and a mix of terrestrial and maritime communication. He has served in a variety of technical and management roles with Alascom since the Company's inception in 1971. Mr. Wareham served as Manager of Pipeline Communications for TAPS, 1974-77.

Born in Butte, Montana, September 24, 1938, Mr. Wareham attended schools in the State of Washington and served in the U.S. Army Signal Corps from 1956-1959. He also attended the University of Washington and Northeastern University. Mr. Wareham is married and has two sons and a daughter.

Ginna Brelsford, International Trade Specialist, Governor's Office of International Trade

Ginna Brelsford coordinates Governor Cowper's Alaska-Soviet Trade Initiative. As a trade specialist, she is responsible for the international marketing of Alaska trade opportunities to Japan, Korea, Taiwan, China and the Soviet Union. She promotes trade leads, trade shows, trade missions, press relations, international business development seminars, and is editor of the Alaska International Trade Digest.

Ginna Brelsford was born in 1958 in Denver, Colorado. An Alaska resident since 1970, Ginna helped found and graduated from Steller Secondary School in Anchorage. A 1980 graduate of Brown University, Ginna holds a B.A. in World Religions and an M.A. in International Relations — with a concentration in international trade law and economics of the North Pacific — from the Fletcher School of Law and Diplomacy of Tufts/Harvard universities. She is married and resides in Anchorage.

Elisa Miller, Soviet Business and Trade Specialist and Mission Coordinator

Elisa Miller is a specialist in Soviet Business and Trade with special expertise on trade between the U.S. West Coast states and the Soviet Far East economic region.

She has her PhD in Soviet-East Asian Economic Relations. She has taught Soviet Business and Trade at the University of Washington's School and Graduate School of Business Administration since 1976. She has been an invited lecturer on many occasions to talk about Soviet Business and Trade and the USSR's Asia Pacific Economic Relationship. She is married and has two children.

Governor Cowper's Alaska-Soviet Trade Relations Chronology

Goal: To build upon existing government/commercial ties to promote Alaska-Soviet Far East Trade.

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 Office of International Trade researches the micro/macro economic potential for Alaska-Soviet Far East Trade. University of Alaska ISER submits report.

Governor Cowper sends message to Khabarovsk Territory Governor Danilyuk seeking a sister-province agreement and trade mission. Receives favorable response.

3/88 Office of International Trade co-sponsors symposium on 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. Governor's Office, Jim Stimpfle of Nome, Alaska Airlines and Senator Murkowski's office.

5/88 Governor Cowper receives word from the Soviet Embassy 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.

SCOMM

65:27

THE OPPORTUNITIES

Business Mission: \$2950

- seminars on "Doing Business in the Soviet Far East" led by the Division of Foreign Economic Ties of the Khabarovsk Soviet of People's Deputies
- organized forum for specific Soviet business and governmental contacts
- tours of industrial and governmental facilities
- contacts with Soviets in your areas of interest
- interpreter services
- river cruise on the Amur River and excursions to museums, theater, parks and shops
- familiarization tours of the city
- business excursions to Vladivostok and Sakhalin available

Cultural Tour Option: \$1800

- river cruise on the Amur River
- excursions to museums, theater, parks and shops perfect for spouses and friends of Business Mission members

All tickets include:

- RT jet flight from Anchorage to Khabarovsk (5.5 hours non-stop)
- all accommodations, meals, and excursions
- visa preparation

All trips based upon double occupancy

50% deposit due October 19th, 1990 to hold your reservation

You must have a passport (Request one now!)

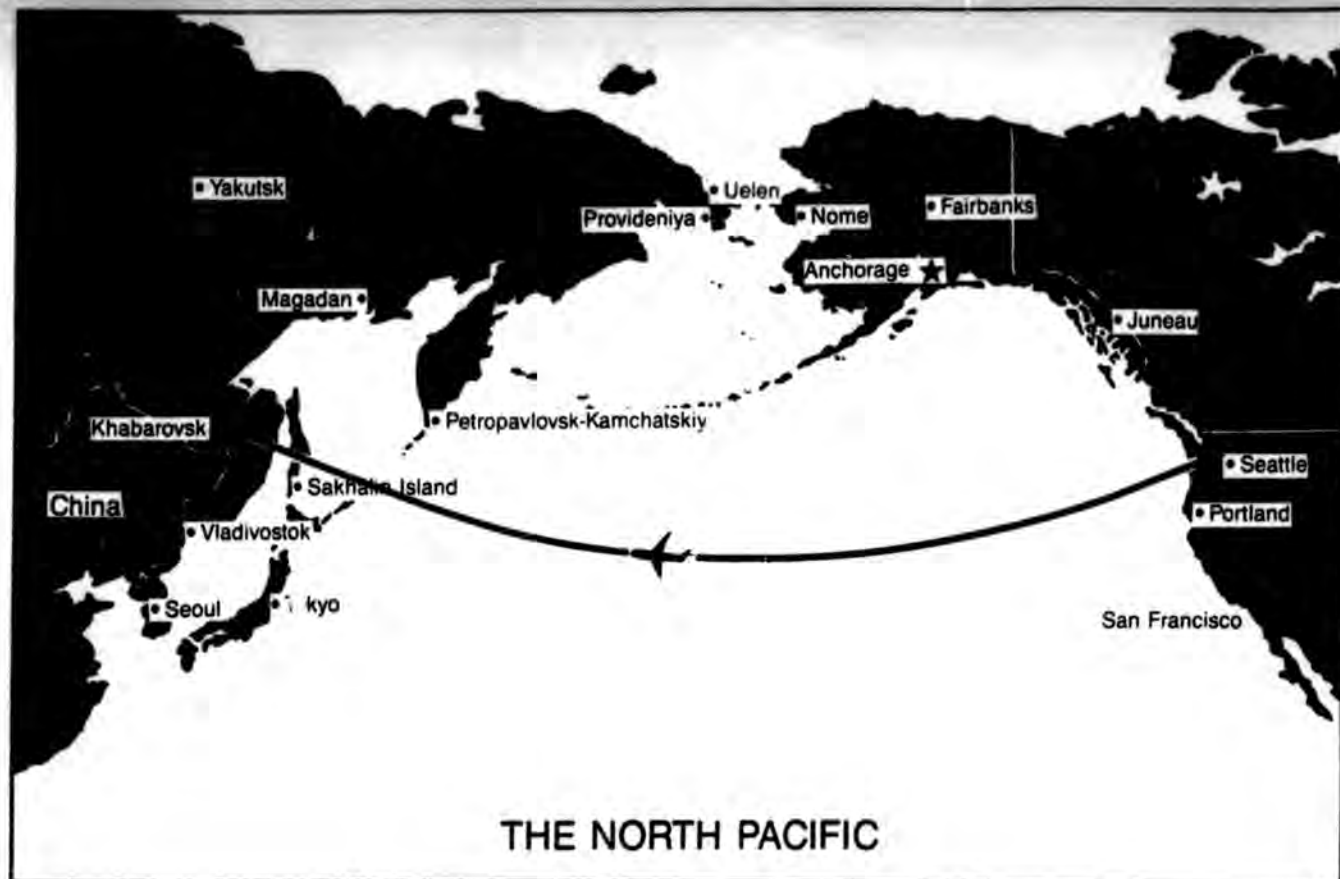
You must supply us with documents for your visa. Visa preparation takes 2 weeks!

For reservations and info call:

EAST MEETS WEST

phone 206-624-1931

fax 206-624-2907



THE NORTH PACIFIC

KHABAROVSK • VLADIVOSTOK • SAKHALIN

The Soviet Union is a "Pacific Rim" nation. The Soviet Far East is the region that extends west from the Pacific Ocean 1500 miles to Siberia and includes over 6,000 miles of coastline from Uelen in the north to the bustling port city of Vladivostok in the south. The region is an enormous storehouse of undeveloped natural resources including timber, fisheries, oil and natural gas, minerals and tourism in proximity to the exploring economies of Japan, Korea, Taiwan and China.

Khabarovsk, a city of 650,000 recently opened to the West, is the vital transportation and commercial hub of the Soviet Far East. This scenic city situated on the banks of the Amur River exhibits a fascinating mix of prerevolutionary architecture and modern Soviet structures. The people are friendly and hospitable and have openly expressed a desire to work with Americans on commercial and cultural projects.

Vladivostok is a major ice-free container shipping port city on the Sea of Japan, south of Khabarovsk. This is the heart of the Soviet fishing, shipping, and ship-building industries, terminus of the Trans-Siberian

Railroad, and headquarters of the USSR Academy of Sciences. Khabarovsk and Vladivostok, linked directly by air and rail are the commercial leaders of the Soviet Far East, and are rapidly connecting with nearby Japan, Korea, China, and Taiwan.

Vladivostok, population 750,000, is similar in climate, geography, and style to San Francisco, yet is still "closed" due to the presence of the Soviet fleet. In January, Vladivostok will be opened to the world. Our delegation has been given a rare opportunity to tour this historic city and meet its business and governmental leaders before the rest of the world discovers it.

Sakhalin - Island may be the next Hong Kong of the Pacific with beautiful climate, geography and a visionary government advocating business ties with the west.

This mission is sponsored by Eastern Soviet Trading Company (EASTCO), and the Khabarovsk-based Far Eastern Civil Aviation Administration of Aeroflot Soviet Airlines. EASTCO is dedicated to assisting Western companies in developing business and cultural relations in the Soviet Far East.

JOIN US ON AN HISTORIC MISSION TO Khabarovsk USSR

This is a truly revolutionary time. Monumental political changes now allow Westerners to visit the land of Lenin, Tolstoy and Gorbachev in a way thought impossible just months ago.

On Friday November 9th more than one hundred participants will depart Seattle on an Aeroflot IL-62 jet for a week-long visit to Khabarovsk in the Soviet Far East. We will explore business opportunities through a Soviet hosted business forum. You will have access to one-on-one relations with specific industry leaders. Personal relationships are vital to the development of a successful business relationship.

With three hundred million highly educated people and more natural resources than any other country on earth, the Soviet Union represents an incredible opportunity for the development of a market economy. This western fueled economy will no doubt rival the Pacific Rim neighbors to the south.

In June Soviet President Gorbachev said "Those who cooperate with us now will see many more opportunities for further cooperation, but those who stand on the sidelines will remain standing there - and I think that will be fair." The Executive Summary of the Pacific Northwest Goodwill Roundtable held in Seattle in August concluded that the next crucial step in developing relations in the Soviet Far East is the **exchange of key personnel**.

CALL NOW TO RESERVE YOUR SPACE!

EAST MEETS WEST
9th Floor 1011 Western Ave., Suite 900
Seattle, WA 98104-1023
phone: 206-624-1931
fax 206-624-2907

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Seattle, Washington 98104-1023

EAST MEETS WEST



An historic business and cultural mission
to
the Soviet Far East
November 9-16, 1990



**EASTERN
SOVIET
TRADING
COMPANY**

419 L Street
Anchorage, Alaska
99501 USA

(907) 274-EAST (3278)

Fax: (907) 272-0596

Telex: 981-074 WTCA AHG UD

October 16, 1990

Dear East Meets West Participant;

EASTCO would like to thank you for your contribution to the historic mission from Anchorage to the Soviet Far East. The accomplishments of this mission far exceeded anyone's expectations, and have paved the way for future groups to work easily in the region.

Many of you have remarked upon the graciousness and generosity of the Soviet hosts in Khabarovsk. Now it's our chance to return the favor. On November 9th, 120 Soviet citizens from Khabarovsk will arrive in Anchorage, and depart on November 16th. Most of these Soviets are leaders of industry or government, and could become invaluable contacts.

EASTCO is planning special events that hosts will be involved in, as well as workshops for Soviet and Alaskan businesspersons. As we develop the itinerary, we would appreciate your assistance in the following areas:

1. Phone in before Oct 20 to confirm the number of Soviets that you will host, and provide database information for the Soviet itinerary.
tel#: 907-274-3278 (Anchorage; all hours)
206-624-1931 (Seattle; work hours)
907-337-7792 (Mike Klueber's home number)
2. Pass on our phone # to friends or business associates who you feel would be good hosts for our guests. If someone is interested in hosting a Soviet for business reasons, this is fine. Because of the unexpectedly large size of the delegation, we ask that each participant recruit one other host family.
3. Let us know if you can assist at any events during the week of the Soviet's stay, or if you would like to suggest any cultural or business options.
4. We are planning some anchor events, and leaving blocks of time for customized itineraries. Your company is encouraged to arrange meetings for your Soviet guests.

To conclude, we feel that the efforts made by our Soviet counterparts was no less than exceptional. Let us now make an equal effort to assure the success and enjoyment of their stay in Alaska.

Best regards,

Susan R. Wilson
EASTCO

David J. Cannon

**EAST MEETS WEST
NOVEMBER 9-17, 1990
SCHEDULE OF EVENTS FOR THE PUBLIC**

A delegation representing the Soviet Union's Khabarovsk Territory will arrive in Anchorage on November 9 for a week of business and cultural exchange. The group will be officially welcomed to Alaska by the State of Alaska, the Anchorage Chamber of Commerce and EASTCO (trip coordinator) at an evening dinner on November 10, 7:00pm in the Arco Atrium. The following list reflects the primary organized activities being planned for the top level delegation:

Saturday, November 10

- 6:00pm** Welcome Reception hosted by EASTCO, Arco Atrium
- 7:00pm** Official State Dinner, hosted by the State of Alaska, Anchorage Chamber, EASTCO Arco Atrium (admission \$35 - call 274-3278)

Monday, November 12

- 2:00pm** Panel Discussion: "The 500 Day Plan & It's effects on US-USSR Business Relations" Anchorage Hilton Hotel, Alaska Room (Dr. John Kim, ACIB, Susan Wilson, EASTCO, Veronica Woodall, Key Bank, Ron Sheardown, Svzal, Steve Shropshire, Green Connection, Malcolm Roberts, Commonwealth North) (Reservations: 274-3278, donations accepted)
- 3:30pm** Following the panel, Soviet business representatives will be matched with Alaskan business people wanting to do business in particular areas of interest (fishing, mining, tourism, small business, oil, shipping, transportation, construction etc.)
- 7:00pm** Khabarovsk Slide Show, a presentation featuring photos taken on the first East Meets West trip to Khabarovsk on September 28, Anchorage Museum of History and Art (admission is free - donations accepted)

November 14, 1990

- 8:00pm** Soviet Concert including String and Piano Trio's performing Russian classics, an Alaskan Singing Ensemble performing several traditional pieces, and an exciting set of musical pieces performed by the visiting Khabarovsk Symphony, UAA Recital Hall (admission \$10 - call 274-3278)

November 16, 1990

- 8:30pm** Farewell Dinner, a Soviet-style stand up dinner with Soviet entertainment - a casual event, Hilton Hotel Bristol Bay Ballroom (admission \$20 - call 274-3278)

**How would you like to do business
with a Soviet?**

HERE'S YOUR CHANCE!

EAST MEETS WEST

NOVEMBER 9-17, 1990

**170 SOVIET BUSINESS AND CITIZEN DIPLOMATS
WILL VISIT ANCHORAGE TO MEET YOU!**

WHERE?

6:00 PM, November 10, 1990 - Official State Dinner
ARCO ATRIUM, Only \$35

2:00 PM, November 12, 1990 - Business Connections
HILTON HOTEL, Alaska Room, Donation

7:00 PM, November 13, 1990 - Khabarovsk Slide Show
ANCHORAGE MUSEUM, Donation

8:15 PM, November 14, 1990 - Soviet/Alaskan Concert
UAA RECITAL HALL, \$10

CALL 274-3278 OR 265-7174 FOR MORE INFORMATION

SOVIET PASSENGER LIST
9 NOVEMBER 90

AEROFLOT REPRESENTATIVES

Avdeyev, Vladimir B	1941	Heating systems eng.
Anikeyenko, Pyort F	1941	Deputy Commander, Nahodka
Baklin, Valery P	1944	Dep. Mngr, FE Div. Airfrt
Blyakharchuk, Pyotr P	1942	Flight capt.
Buguyeva, Nina P	1942	Inspector
Gan, Anotoli, V	1934	Deputy Comm KHV Div.
Dobrovelskaya, Vera N.	1950	Dept Mngr
Dorokhova, Ludmilla V	1936	Asst Mgr child care
Dyakonova, Vera G.	1951	Mgr Reg @ Svcs KHV div.
Zhovtoshtan, Valentina P	1938	Dispatcher
Zvonkov, Evgeny I	1947	Dep Mgr Sakhalin Div
Zubkov, Nikolai I	1934	Metal worker
Ilina, Ludmila	1949	Chief Accountant
Inchagov, Aleksandr D.	1955	Technical Engineer
Kachkin, Viktor I.	1934	Aircraft technician
Kirsinova, Zinaida P.	1942	Engineer
Kichaty, Mikhail Ya.	1953	Radio technician
Kononenko, Sergei P.	1946	Dep. comm. Birobidzhan Div
Korolev, Anatoly A.	1937	Comm., Sakhalin Division
Kirodubov, Valery P.	1945	Dep. Mngr. UTTs
Kryzhnovsky, Stanislav A.	'38	Mgr., Construction Trust #35
Kushnarenko, Ivan M.	1934	Dep. Dir. Ground Services
Lebedev-Kosov, Oleg I.	1941	Mgr. PTO ATB
Leonov, Eduard V.	1961	Navigator
Logwinova, Alla N.	1960	Cheif Acct. Birobidzhan
Matnina, Irina G.	1952	Medical worker
Marchenko, Oleg A.	1961	Flight attendant
Maychev, Lev V.	1957	1st Dep. Mngr.
Medvedev, Viktor A.	1957	Commander, Amursk Div.
Makhalov, Vladislav M.	1956	Engineer
Nikitina, Galina	1952	Flight attendant
Pavlenko, Gennady P.	1952	Electrical engineer
Pilipenko, Ludmila G.	1941	Engineer, TSAVS
Polezhaev, Aleksandr D.	1954	Engineer
Pridukhin, Ivan G.	1935	Engineer
Savvin, Oleg S.	1938	Senior navigator
Sergienko, Anna G.	1964	Operator
Sergienko, Ludmila P.	1939	Dept. mngr. TAVS
Skobtoova, Valentina I.	1935	Dispatcher
Smorodsky, Nikolai V.	1951	Engineer
Suvorov, Vladislav N.	1953	Flight engineer
Tigai, Valentin	1952	Driver
Uklonsky, Nikolai N.	1950	Dep. Comm., Nahodka Div.
Fokina, Tamara D.	1941	Economist
Chikacheva, Lyubov C.	1954	Flight attendant
Shvets, Anatoly V.	1941	Flight Captain
Shevchenko, Larisa N.	1950	Senior Economist
Shendrik, Lyubova A.	1944	Senior instructor
Shilo, Yuri A.	1941	Chair, Trade Union Comm., Kh

page two, Soviet Passenger List, 11/9/90

Shilo, Boris V.	1937	Mngr., OEITZ
Yurkevich, Natalya K.	1956	Mngr., Freight Dept.
Yavarovsky, Aleksandr E.	1944	Pilot

BUSINESS REPRESENTATIVES

Balanda Aleksandr D	1943	Mgr Khv City Telephone Svc
Burya, Galina A.	1948	Mgr Khv Vneshakonombank
Byuller, Sergei	1958	Avionics Spec.Gagarin Aircraft Plant, Komsomolsk on Amur
Glushchenko, Anatoly S.	1942	Director, Dalstro (Construction)
Dugin, Aleksandr A.	1954	Camera operator, News Dept, Khabarovsk Television Broadcasting
Egorov, Viktor V.	1954	Director, Khabarovsk Center for Optical Microsurgery
Eremin, Sergel V.	1957	Chairman, Khabarovsk Territorial Org. for Parents of Disabled Children
Erokhin, Vladimir A.	1949	Chairman, Khabarovsk Krai Committee for Broadcasting
Kalinin, Boris K.	1937	Dir. Amurbyvod (Amur Basin Directorate for Fisheries Regulation and Monitoring)
Kirlyenko, Sergel L.	1952	Deputy General Director, Dalimpex, (Foreign Trade Dept Khabarovsk Kraispolkom)
Kostyuchenko, Nikolai K.	1939	Dir, Khabarovsk Furniture Plant
Kuperman, Vladimir A.	1936	Editor, Producer, Far East Studio for Documentary Films
Livertovsky, Grigory Ya.	1937	Chief Engineer, Spetsmekhanisatsiya (construction equip.)
Lozgachev, Vladimir S.	1937	Deputy Mgr. Khabarovskavtotran(trucking)
Maliev, Elbrus M.	1964	Commercial Director, Dalimpex, Khabarovsk Kraispolkom
Merkulov, Aleksel V.	1948	Director, Dept. of International Relations, Khabarovsk Institute for Economic Research
Nedorezov, Yuri A.	1951	Director, Khinganolovo, (Tin mining)
Pan, Vladimir P.	1938	Gen.Dir., Fe Div., Dalgeologiya (Geology)

page three, Soviet Passenger List, 11/9/90

Podgorny, Georgi F.	1934	Chairman, Khabarovsk Chapter, Society for the Disabled
Popov, Vladimir A.	1940	Gen.Dir. Khabarovokenergiya (Energy)
Sinitza, Nikolai T.	1938	Mgr.Khabarovsk Territorial Broadcasting Ctr
Soldatchenkov,Vladimir	1940	Deputy Chairman, Khabarovsk Territorial Executive Committee(Kraispolkom), Delegation Leader
Toker, Evgeni G.	1960	Chairman, Far Eastern film Company
Filippov, Anatoly I.	1948	Chief Specialist,Sakhalin Ecological Assoc.
Fintisov, Valery G.	1951	Dir.,Finance Dept., Primorsky Territorial CPSU Committee
Chekovich, Valery I.	1939	Dir.,Primorzoloto (gold mining)
Chudin, Vladimir I.	1931	Mgr.,Road Maintainence, Far Eastern Div., USSR Ministry of Rail Transport

CULTURAL REPRESENTATIVES

Aksenov, Vladimir S	1941	Rector, Khabarovsk Inst. of Culture
Alekhin, Valery K	1939	Member, Far East Symphony Orchestra
Antonov, Mikhail I.	1938	Deputy Chief Khabarovsk Militia(Police)
Bazun, Stanislav M.	1970	Member, Far East Symphony Orchestra
Balitsky, Aleksandr V.	1957	Dep.Chairman,Khabarovsk Chapter 119/1199P Friendship Society
Bezdenezhnikh, Yuri I.	1948	Chief Eng. Khabarovsk Building Materials
Bekach,Galina M.	1937	Choir,Far East Symphony Orchestra
Bespalova,Lillia A.	1951	Coodinator,Khabarovsk Center for folk Art
Bukreyev,Aleksandr I.	1958	Director,Khabarovsk Territorial Public Library
Butenko,Vladimir D.	1939	Commander, Far Eastern Sector,USSR Border Control
Volodin,Mikhail A.	1938	Member,Far East Symphony Orchestra

page four, Soviet Passenger List, 11/9/90

Gaponenko, Vasily E.	1934	Dep. Mgr., Domestic Trade and Product Distri-C button, Far East Div., Ministry of Rail Transport
Gaponenko, Georgi I.	1929	1st Dep., Dir., Far East Div., Ministry of Rail Transport
Gordeyeva, Tatyana Ya.	1951	Member, Far East Symphony Orchestra
Dmukh, Nikolai V.	N/A	Unknown
Dubovik, Vera A.	1952	Member, Far East Symphony Orchestra
Evseyenko, Nikolai I.	1950	Dep. Mgr. Khabarovsk Dept. of Culture
Eliseyev, Oleg N.	1944	Dep. Commander, FE Military District
Zolotov, Viktor P.	1941	Chief Eng., Khabarovsk Territorial Communications Network
Zubareva, Olga I	1949	Member Far East Symphony Orchestra
Kapura, Aleksel A.	1959	Chairman, Khabarovsk Territorial Sports Club for Invalids
Koralov, Anatoly A.	1952	Senior Inspector, Khabarovsk Dept., OVIR
Kravchenko, Anatoly M.	1934	Supervisor, Khabarovsk Customs Dept.
Kuznetsov, Viktor B.	1943	Dir., Commercial Dept Dalstroi (construction)
Malakhova, Valentina V.	1947	Member, Far East Symphony Orchestra
Mamonova, Elena A.	1959	Coordinator, Dalso-Pacific Primorsky Territorial Commercial/Cultural Ctr
Medvedev, Leonid V.	1937	Mgr. Engineering Dept., Dalstroi (Const)
Minaev, Evgeni V.	1955	Interpreter, Dalimpex
Mitin, Vladislav M.	1935	Chairman, Khabarovskaya Gold mining Cooperative
Natalyutkina, Elena V.	1951	Interpreter, Intourist
Novak, Natalya I.	1943	Dir., Khabrovsk City Dept. of Elementary Ed.
Onchurov, Boris S.	1940	Dir., heating systems, Komsomolsk-Na-Amur
Pavlyuk, Elena V.	1961	Member, Far East Symphony Orchestra
Perov, Georgi B.	1946	Correspondent, TASS
Pinegin, Aleksandr A.	1946	Chief, Khabarovsk Militia (Police Dept)

page five, Soviet Passenger List, 11/9/90

Ponomarev, Andrel V.	1956	Member, Far East Symphony Orchestra
Remeslenikov, Ilyaya	1946	Member, Far East Symphony Orchestra
Sakhatova, Valetina G.	1946	Professor, Khabarovsk College of Art
Smetanko, Vladimir G.	1937	Dir., Khabaravsk Philharmonic Orchestra
Soloveva, Galina L.	1953	Member, Far East Symphony Orchestra
Sorokina, Elizaveta L.	1948	Member, Far East Symphony Orchestra
Tarakanov, Evgeni I.	1953	Chief, Khabarovsk Div, State Auto Inspection
Tits, Viktor Z.	1938	Conductor, Far Eastern Symphony Orchestra
Tits Zhana A.	1938	Spouse of #136
Trusevskaya, Nina I.	1951	Senior Expert, Foreign Economic Relations Dept., Khabarovsk Kraispolkom
Farber, Aleksandr G.	1929	Member, Far East Symphony Orchestra
Fedosova, Zanaida I.	1941	Property Mgr., Hotel Intourist, Khabarovsk

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Alaska State Legislature

HOUSE OF REPRESENTATIVES

Official Business

MEMORANDUM

P.O. Box V
State Capitol
Juneau, Alaska 99811

TO: All Members
Alaska State House of Representatives

FROM: Representative George J. J. Jr.
Representative Mike Davis

DATE: November 13, 1990

SUBJECT: Meeting with Soviet legislators

You are invited and encouraged to attend a meeting between Soviet and Alaskan legislators on Wednesday, November 14th from 3:00 p.m. - 5:00 p.m. in the 5th Floor Conference Room of the Anchorage Legislative Office Building.

The purpose of this meeting is to provide the visiting Soviet legislators an opportunity to meet, ask questions and discuss concerns with their counterparts in Alaska.

The visiting Soviet legislators represent the territory of Khabarovsk, Alaska's sister state in the Soviet Far East. These 19 Soviet "deputies" are from the "Executive Committee," or the chief law and policy making body in the Soviet Far East territory of Khabarovsk.

Under Soviet reforms, the executive committees have reached greater levels of autonomy and regional control than previously allowed. In the future, it appears they will play a key role in the decision making, direction and development of one of Alaska's closest and most rapidly changing neighbors - the Soviet Union.

They are here to speak with Alaskan law and policy makers, businessmen and various others to better understand our system and potential working relationship. They are extremely interested in meeting and discussing issues with Alaskan legislators.

Your attendance is strongly encouraged. For more information contact Heather at 561-6154. Thank you.



Alaska State Legislature

HOUSE OF REPRESENTATIVES

Official Business

P.O. Box V
State Capitol
Juneau, Alaska 99811

Legislative Program for visiting Soviet Deputies

Wednesday, November 14

2:30 p.m. Legislative van will pick up Soviets at hotel and transport to 3:00 p.m. meeting

3:00 - 5:00 p.m.

Meeting with Alaskan legislators for an informal presentation on the Alaska State Legislature, discussion, question and answer session, etc... at the Anchorage Legislative Information Office
3111 "C" Street, 5th Floor Conference Room

Thursday, November 15

Business meetings scheduled throughout day.

8:45 a.m. Legislative van will pick up Soviets at lobby of Hilton Hotel

9:00 a.m. Meeting with the Small Business Administration to discuss how government assists small businesses

(The Small Business Administration is a federal/national agency that lends money, provides business counselling, and assistance with government contracting or procurement.)

Mr. Frank Cox, District Director

Mr. Don Strain, Deputy District Director

Mr. Valentin Skorbanov

Mr. Valery Gurevich, Mr. Georgi Gaponenko, and Mr. Vladimir Popov if interested

Any others up to 6 total are welcome

1:45 p.m. Pick up in lobby of Hilton Hotel

2:00 p.m. Meeting with environmental organizations for an overview of environmental movement in Alaska and answer Soviets' questions

Page 2

Sue Libenson, Director, Alaska Center for the Environment
Jim Stratton, Vice-President of Alaska Conservation Foundation
Jim Sykes, Candidate for Governor Alaska Green Party
Sergev Schitov, Design Engineering, Northern Naval Shipyard, Khabarovsk, and any others who are interested are welcome

For those who do not wish to attend meetings there is the following tour:

7:30 a.m. Pick up Soviets at lobby of Hilton Hotel
*capacity 35 Soviets. Please dress warm and comfortable.
All day trip to Portage, Alyeska and Seward (communities south of Anchorage approximately 110 miles) Lunch, food and beverages provided.

6:00 p.m. Return to Anchorage

7:00 - 9:00 p.m.

Reception honoring the visiting Soviet delegation at the Dillingham Room Anchorage Hilton Hotel
\$50.00 requested donation per person/\$90 per couple (Soviets free)

Friday, November 16

Business meetings throughout day. See attached list. For those who do not wish to attend meetings there is the following tour.

7:30 a.m. Pick up Soviets in lobby of Hilton Hotel
Please dress warm and comfortable
*capacity 15
Half day trip to the Matanuska Susitna Valley, a farming and agricultural area approximately one hour north of Anchorage.

Tour of dairy farm and musk-ox farm and the Iditarod Headquarters (a famous Alaskan dog sled race). Lunch provided.

Page 3

Early afternoon return to Anchorage

1:30 p.m. Friday afternoon: Meeting with George Irwin with th
Alaska Federation of Natives to discuss problems of ethnic
minorities in Alaska
Yuri Shilo, Chairman, Trade Union Committee, Khabarovsk Divisio.
Any others are welcome.

7:30 p.m. - 12:00 p.m. Farewell dinner celebration
Soviet-style stand up dinner
Bristol Bay Ballroom, Anchorage Hilton Hotel
\$20 requested donation per person/\$35 per couple
(Soviets free)

Saturday, November 17
Soviets depart to Khabarovsk

EAST MEETS WEST: FACT SHEET

DESCRIPTION:

Official delegation from the Soviet Far East Territory of Khabarovsk representing the Khabarovsk Territorial Executive Committee, The Khabarovsk Soviet of People's Deputies, the cultural community, and the business community. The delegation will be in Anchorage for one week to explore business and exchange opportunities between Alaska and the Khabarovsk Region.

DATES: November 9, 1990 - November 17, 1990

DELEGATION LEADER:

*Mr. Vladimir S. Soldatchenkov, Deputy Chairman, Khabarovsk Territorial Executive Committee (Kraispolkom)

DELEGATION PROFILE:

13 Political and military officials

- 9 People's Deputies
- 4 military and militia representatives

44 Trade officials

- 2 top level fishing industry professionals
- 9 construction representatives
- 3 shipping industry authorities
- 6 transportation representatives (rail, trucking)
- 1 customs specialist
- 3 mining industry professionals
- 9 communications, media and film representatives
- 2 oil and gas industry specialist
- 9 misc. business representatives

63 Tourism and airline officials

33 Cultural community individuals

- 19 members of the Khabarovsk Symphony
- 4 doctors and medical professionals
- 2 education professionals
- 8 misc. association representatives

MARKET ECONOMY CLASS

40 of the highest ranking members of the Khabarovsk delegation have been chosen by the Khabarovsk Territorial Executive Committee to attend the Market Economy Class. This course will be co-presented by members of the Anchorage and Seattle educational and business communities. Professional simultaneous translation will be provided to the Soviet delegates.

SCHEDULE IN BRIEF:

Friday, November 9, 1990

10:00am Delegation arrives Anchorage Intl.
Airport

Saturday, November 10, 1990

6:00pm Welcome Reception, Arco Atrium
7:00pm Official State Of Alaska Dinner,
Arco Atrium

Sunday, November 11, 1990

1:00pm- Market Economy Class for Delegation,
5:00pm Hilton Hotel, Aleutian Room

PAGE 2, EAST MEETS WEST FACT SHEET

Monday, November 12, 1990

7:00am North Slope Tour, Arco Alaska
8:45am Market Economy Class for Delegation
Hilton Hotel, Chart Room
11:30am Anchorage Chamber Luncheon, Hilton Hotel
2:00pm AK-USSR Business Contact Introductions;
Panel: "The 500 Day Plan & It's Effects",
Hilton Hotel, Alaska Room

Tuesday, November 13, 1990

all day Individual Business Meetings, Hilton Suites
8:00am Market Economy Class for Delegation,
Hilton Hotel, Chart Room
5:30pm VIP Reception, Elmendorf Officer's Club
7:00pm Art Exhibit: "Khabarovsk" by C.Mischler
Anchorage Museum of History and Art

Wednesday, November 14, 1990

all day Individual Business Meetings, Hilton Suites
7:00am Business Roundtable Breakfast
1:00pm Business Lunch for Delegation, hosted by ACIB
2:00pm Business Presentation for Delegation, ACIB
7:00pm UAA Concert, Recital Hall

Thursday, November 15, 1990

all day Individual Business Meetings, Hilton Suites

Friday, November 16, 1990

all day Individual Business Meetings, Hilton Suites
7:00pm Farewell Dinner,
10:00pm

Saturday, November 17, 1990

12:00noon Departure of Delegation
Anchorage International Airport

DELEGATION COORDINATOR:

Eastern Soviet Trading Company (EASTCO)
ANCHORAGE OFFICE: 419 L Street (99501)
907/274-3278 (or 1141)
FAX 907/272-0596
SEATTLE OFFICE: 1011 Western Ave., 9th floor
(98104-1023)
206/624-1931 FAX: 206/624-2907

CONTACTS:

Susan Wilson, Owner, Hilary Hardwick, Project Coordinator,
Shane Johnson, Media Contact

DELEGATION SPONSORS:

*State of Alaska (State Dinner)	*David Green Furier
*Bankston & McCollum	*Princess Tours
*Nabors Drilling	*Cal Worthington Ford
*Boeing	*Anchorage Cold Storage
*Anchorage Hilton Hotel	*Anchorage Daily News
*Arco Alaska (State Dinner)	
*The Green Connection (State Dinner)	

**EAST MEETS WEST
NOVEMBER 9 - 17, 1990
MEDIA SCHEDULE/INFORMATION**

MEDIA/MESSAGE CENTER

HILTON HOTEL, KENAI ROOM

Hours: 8:00am - 8:00pm

Opening at 8:00am on November 9, East Meets West will operate an office at the Anchorage Hilton Hotel which will be staffed by volunteers to answer questions, take messages, provide transportation for Soviet Delegation members and act as a central point for information distribution to the public and to the media.

Media Information Line	907/265-7173
Media Contact # before Nov.9	274-1141
CONTACT: Shane Johnson, Media Contact	
Message Center Line	907/265-7174
CONTACT: Hilary Hardwick, Project Coordinator	

Tuesday, November 7, 1990

5:00pm FINAL DEADLINE: Media interested in covering the Welcome Ceremony at the Anchorage International Airport (AIA), Denali Room, must call Keith Rulison, US Customs Officer, at 248-3373 (with name and date of birth) for an airport pass;

Friday, November 9, 1990

10:00am Aeroflot flight from Khabarovsk arrives with the official Kraispolkom (Khabarovsk Territorial Executive Committee) Delegation arrives Anchorage International Airport. Delegation is processed through customs and then matched with host families in the AIA Main Lobby.

(Note: Please call the media contact number listed above to register. Upon arrival at the airport, please check in at the registration desk for last minute details.)

10:20am Official Welcome Ceremony, AIA, Denali Room
Program

Welcome, Introduction of Governor - Susan Wilson, EASTCO
Welcome Remarks - Governor Cowper, State of Alaska
Introduction, Mayor Fink - Susan Wilson, EASTCO
Brief Remarks - Aleksandr Akchurin, USSR Delegation
Delegation Gift Presentation - TBD
Media Q & A

Other VIP's in attendance will include Senate President Tim Kelly, Senator Jan Faiks, Senator Mike Syzmanski, and Mr. Dick Reeve, President of Reeve Airlines. The balance of the day, delegates will settle in, get to know their host family, and will not be involved in any coordinated activity.

page two, EMW Media Schedule/Information

Saturday, November 10, 1990

6:00pm Official Welcome Reception begins at the Arco Atrium. Guests will include: 167 Soviet Guests, 30 State of Alaska representatives (Governor Cowper, Senator Kelly, Senator Faiks, Senator Syzmanski, Representative Cotten), Mayor Tom Fink, and the general public (510 total);

(Note: Please call the media number listed above to register. Upon arrival, please check in at registration desk. Also, a press area with coffee/tea will be provided to those covering this evening event.)

7:00pm Official State Of Alaska Dinner, Arco Atrium, sponsored by the Anchorage Chamber of Commerce, the State of Alaska, and the Eastern Soviet Trading Company (EASTCO)

Program

Welcome/Introduction - Susan Wilson, EASTCO
Brief Remarks/Introduction - Governor Cowper, SOA
Brief Remarks - Alexandr Alchurin, USSR Delegation
Self Introduction/Toast, Steve Shropshire, Anchorage Chamber
Dinner Served
State of Alaska/Soviet Delegation Gift Exchange

Sunday, November 11, 1990

1:00pm- Market Economy Class for Delegation,

5:00pm Hilton Hotel, Aleutian Room

Forty of the highest ranking members of the Khabarovsk delegation have been chosen by the Khabarovsk Territorial Executive Committee to attend the Market Economy Class. This course will be co-presented by members of the Anchorage and Seattle educational and business communities. Professional simultaneous translation will be provided to the Soviet delegates.

Monday, November 12, 1990

7:00am North Slope Tour participants (20) will depart to the Slope, compliments of Arco Alaska

8:45am Market Economy Class for Delegation
Hilton Hotel, Chart Room

11:30am Anchorage Chamber Luncheon, Hilton Hotel

2:00pm AK-USSR Business Contact Introductions, Hilton Hotel, Alaska Room - a forum beginning with a panel which will discuss "The 500 Day Plan & It's Effects on US-USSR Business Relations" and transition into a forum identifying Soviet industry leaders and matching them with American counterparts. This matching process will allow Americans to schedule individual business meetings with Soviets they are interested in dealing with.

page three, EMW Media Schedule/Information

Tuesday, November 13, 1990

all day Individual Business Meetings, Hilton Suites

8:00am Market Economy Class for Delegation,
Hilton Hotel, Chart Room

5:30pm VIP Reception, Elmendorf Officer's Club

(Note: Please call the Media Center for reservations to attend this event. Cost to attend: \$50.00)

7:00pm Slide Show: "Khabarovsk" by C.Mischler
Anchorage Museum of History and Art

Program

Introduction

Narration of Slide Show - Clark Mischler

Open Q & A

The slides being presented by Clark Mischler, a local photographer, are a sample of the photos he took while on the first East Meets West visit to Khabarovsk last month.

Wednesday, November 14, 1990

all day Individual Business Meetings, Hilton Suites

7:00am Business Roundtable Breakfast

(Note: Call the Media Center for more information.)

1:00pm Lunch for Business Delegation, hosted by
ACIB (ACIB Offices)

2:00pm Business Presentation for Delegation,
ACIB Offices

(Note: Please contact the Alaska Center for International Business (561-2323) for more information about the ACIB hosted events.)

7:00pm UAA Concert, Recital Hall

Program

Roderick Teh - Soviet piano pieces

Local Singing Ensemble - Broadway Pieces

Khabarovsk Symphony - Sonata for Wind & String

Thursday, November 15, 1990

all day Individual Business Meetings, Hilton
Suites

page four, EMW Media Schedule/Information

Friday, November 16, 1990

all day Individual Business Meetings, Hilton Suites

7:00pm- Farewell Dinner,
10:00pm

(Note: Please call for more information about the Farewell Dinner.)

Saturday, November 17, 1990

12:00pm Departure of Delegation, Anchorage
International Airport

(Note: There are no formal activities planned for the departure of the Soviet delegation.)

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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

CONTENTS OF PACKET

- Itinerary for Friday, November 16, 1990
- List and biographies of visiting Soviet deputies
- Profile of Khabarovsk Territory and City
- ~~-Explanation and chart of political structure of the Soviet Far East~~
- Information on Alaska Legislature from the Alaska Blue Book
1989-1990
- Maps
 - The State of Alaska
 - The Soviet Union



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

Itinerary for Visiting Soviets - Friday, November 16, 1990

- 8:00 a.m. Meet in lobby of Anchorage Westward Hilton
- 8:15 a.m. Depart to Matanuska Susitna Valley (one hour north of Anchorage) to visit the communities of Palmer and Wasilla
- 9:45 a.m. Arrive Palmer area
- 10:00 a.m. Visit the Musk-Ox Farm
Tour by Director John McGee
- 11:00 a.m. Visit Hamilton's Dairy Farm
Tour by Barb Hamilton
- 12:15 p.m. Lunch at the Mat-Su Restaurant
- 1:30 p.m. Visit the Iditarod Headquarters
Demonstration of dog sled racing
Visit Soviet mushers training for the Iditarod race
- 2:00 p.m. Depart to Anchorage
- 3:00 p.m. Arrive Anchorage
Return to Anchorage Westward Hilton

EAST MEETS WEST
VIP PROTOCOL LISTING
NOVEMBER 9-11, 1990

Top 20

Aleksandr I. Akchurin, Director, Foreign Economic Relations Department, Khabarovsk Territorial Executive Committee (Kraispolkom); 55 years old
Galina A. Buraya, Manager, Khabarovsk Regional Office, Bank for Foreign Economic Affairs (Vneshekonombank); 42 years old
Vasily E. Gaponenko, Deputy Manager, Domestic Trade and Product Distribution, Far East Division, Ministry of Rail Transportation; 56 years old
Anatoly S. Glushchenko, Director Dalstroï (construction); 48 years old
Valery S. Gurevich, Deputy Chairman, Executive Committee, Jewish Autonomous Oblast; 42 years old
Oleg N. Eliseyev, Deputy Commander, Far East Military District; 46 years old
Vladimir D. Butenko, Commander, Far Eastern Sector, USSR Border Control; 51 years old
Sergei B. Byuller, Avionics Specialist, Gagarin Aircraft Plant, Komsomolsk-On-Amur; 32 years old
Boris K. Kalinin, Director, Amurysbvod (Amur Basin Directorate for Fisheries Regulation and Monitoring); 43 years old
Vitaly A. Kirsanov, Secretary, Primorsky Territorial Communist Party of the Soviet Union (CPSU); 41 years old
Anatoly A. Korolev, Commander, Sakhalin Division, Aeroflot (DVUGA); 53 years old
Nikolai K. Kostyuchenko, Director, Khabarovsk Furniture Plant; 51 years old
Lev V. Marychev, First Deputy Manager, Aeroflot (DVUGA); 33 years old
Vladimir P. Mikhaylev, Deputy Chairman, Executive Committee, Komsomolsk-Na-Amur; 45 years old
Natalya I. Novak, Director, Khabarovsk City Department of Elementary Education; 47 years old
Vladimir S. Soldatchenkov, Deputy Chairman, Khabarovsk Territorial Executive Committee (Kraispolkom); 42 years old
Anatoly M. Sukhov, Director, Amur Shipping Company;
Nikolai I. Tolmachev, First Deputy Chairman (Vice Mayor), Khabarovsk City Council;
Valery G. Fintisov, Director, Finance Department, Primorsky Territorial Communist Party of the Soviet Union (CPSU); 39 years old
Viktor G. Shumenko, Office Manager, Khabarovsk Territorial Executive Committee (Kraispolkom); 50 years old

EAST MEETS WEST
NOVEMBER 9 - 17, 1990

BUSINESS BIOGRAPHIES

The attached lists a short biography for each of the business representatives visiting Anchorage from Khabarovsk on the upcoming EMW trip. For your convenience, the list below separates the attached list by subject area by reference number.

AREA OF EXPERTISE	LIST REFERENCE NUMBER
mining, geology	24, 26, 37,
construction	7, 9, 15, 33,
fisheries	11
banking/finance	3, 36,
engineering	12, 15, 19, 25,
railroad	5, 15,
telephone	10
customs	14
port/shipping	1, 6, 18, 20, 31, 38,
airlines	2, 4, 13, 23,
law	14, 16,
journalist/media	10, 17, 32,
trade officials	1, 8, 21, 22, 23, 30, 34,
	35,
energy	27,
chemical	28,
health profession	39,
highway	29,

Biographies of Business Course Participants.
Anchorage, Alaska (November, 1990)

1. Aleksandr I Akchurin

Age 33. A marine engineer by training and a graduate of the Higher Marine Engineers School, Vladivostok. Mr. Akchurin has worked in the ship building industry for 32 years, ten of which have been as Shipyard Director. Starting in 1990, he has served as head of the Foreign Economic Relations Department of the Khabarovsk Territorial Executive Committee.

2. Valery P. Baklin

Age 46. Aviation engineer. Mr. Baklin is a graduate of the Institute of Civil Aviation Engineering. He has worked at various aviation technical centers and has served as the head of the Aviation Communications Agency. He is an expert in both passenger and cargo air transport. Currently, he heads the Aviation Department of the Far East Department for Civil Aviation.

3. Galina A. Buraya

Age 42. Educated as an economist, Ms. Buraya has worked in the Soviet banking system for 24 years as a credit inspector, Deputy Manager and Manager of the Khabarovsk Branch of the State Bank of the USSR. Since 1988 she has been head of the Foreign Economic Relations Department of the Khabarovsk Branch of the State Bank of the USSR.

4. Anatoly V. Gan

Age 36. Pilot. Engineer. Mr. Gan has served as flight captain of various types of aircraft, including Ilyushin IL-62s. He is currently Deputy Commander of both the Khabarovsk Aviation Amalgamations and the Khabarovsk airport.

5. Vasily E. Gaponenko

Age 61. A graduate of the Technical School of the Khabarovsk Institute for Railway Engineering, Mr. Gaponenko has served as head of railroad various

sections and services in the Far East. Since 1972, he has been Deputy Director for Far East Rail Transport.

6. Georgi I. Gaponenko

Age 36. A marine engineer by training, Mr. Gaponenko is a graduate of the Higher Marine Engineers' School in Khabarovsk and the Institute of Water Transport Engineers in Novosibirsk. He has worked aboardship as a navigator and has held various posts in several Far East shipyards. For five years he served as Vice Mayor of Khabarovsk and is currently head of the Industrial Supply Department of the Khabarovsk Territorial Executive Committee.

7. Anatoly S. Gluschenko

Age 42. Construction engineer. Mr. Gluschenko is a graduate of the Khabarovsk Polytechnic Institute and since 1963 has worked as both a foreman and chief engineer at numerous construction sites, as well as

Director of the Amalgamation of Construction Enterprises. Since 1990, he has served as head of the Khabarovsk Territorial Construction Organization "Dalstroil".

8. Valery S. Gurevich

Age 42. Economist. Mr. Gurevich has studied and worked as an engineer. He has held positions in the Labor Organization of the Birobidzhan Agricultural Machinery Plant and the Trade Union Amalgamation as well as having served as Vice Mayor of Birobidzhan. For the last three years he has been Chairman of the Economic Planning Department of the Executive Committee of the Jewish Autonomous Oblast.

9. Vladimir I. Dimov

Age 50. Construction Engineer. Mr. Dimov began his career at age 21 as a Construction foreman and since then has served as construction superintendent,

engineer, head of a construction trust (conglomerate) organization, as well as having participated in the building of the new town of Amursk on the Amur River. Since 1987 he has served as the head of the Amalgamation for Industrial Construction.

10. Vladimir A. Erokhin

Age 41. Mr. Erokhin is a graduate of the Khabarovsk Pedagogical Institute, where he later served as an assistant in the Philosophy Department. He has studied at the Moscow Academy of Social Sciences, specializing in ideology and headed the Regional and Khabarovsk Territorial Youth Organization. He is currently head of the Television and Broadcasting Committee of the Khabarovsk Territorial Executive Committee.

11. Boris K. Kalinin

Age 54. Mr. Kalinin is both an engineer and a specialist in commercial fisheries resource management

engaged in the development and maintenance of hatcheries and fisheries preservation in the Far East. After graduation from the Far Eastern Fisheries Institute he worked as an inspector in the Fisheries Protection Department. He has also worked in the ship building and in an amalgamation of fishing cooperatives. For the last 17 years he has been Chairman of the "Amurysbvod" (Amur Fisheries) Department in the Khabarovsk Territory.

12. Nikolai K. Kostyuchenko

Age 51. Mechanical Engineer. Mr. Kostyuchenko is a graduate of the Khabarovsk Technical School and later studied at the Institute for Water Transport Engineers in Novosibirsk. After graduation, he worked as both a foreman and shop chief at the Khabarovsk Shipbuilding yard. For the past 11 years he has been General Director of the Khabarovsk Universal Cable Plant.

13. Anatoly A. Korolev

Age 53. Aviation Engineer. After graduation from the aviation engineering institute, Mr. Korolev served as flight captain aboard various types of commercial aircraft. He is currently the Commander of the Sakhalin Civil Aviation Department, concerned with the development of international aviation communications.

14. Anatoly M. Kravchenko

Age 36. Educated as a lawyer, Mr. Kravchenko has had 32 years of experience in USSR Customs. He currently heads the Khabarovsk Customs Department.

15. Stanislav A. Krizhanovsky

Age 52. Construction Engineer. Mr. Krizhanovsky is a graduate of the Khabarovsk Institute of Railway Engineers and has worked as a foreman, construction superintendent and chief engineer. He is currently Director of a Construction trust in Khabarovsk.

16. Sergei L. Kirienko.

Age 28. Attorney. Mr. Kirienko is a graduate of the Khabarovsk Law School. He currently works in the "Dalimpex" Trade Firm of the Khabarovsk Territorial Executive Committee.

17. Vladimir A. Kuperman

Age 54. Educated as a journalist, Mr. Kuperman has visited the USA, Japan, Australia, Algeria, Cuba, The Netherlands, Uruguay and Singapore. An experienced film maker, his film "The Mission" is famous in Alaska and other states of the USA.

18. Sergei S. Lodizhets

Age 59. Marine Engineer. After graduating from the Higher Marine Engineering School in Vladivostok and the Academy of National Economy in Moscow, Mr. Lodizhets

worked at the Sovetskaya Gavan Ship Repair Yard. Since 1958, he has worked at the Khabarovsk Shipyard, where he is currently the shipyard Director.

19. Vladimir S. Lozgachev

Age 54. Educated as a mechanical engineer, Mr. Lozgachev has worked as both a professional driver and automotive mechanic. Previously, he headed the Khabarovsk Automobile Enterprise and currently serves as Deputy Director of the Territorial amalgamation "Khabarovsk-Avtotrans".

20. Lev V. Marichev

Age 36. Mr. Marichev is a graduate of the Institute for Civil Aviation Engineers in Kiev. He is the Deputy Director of the Far East Civil Aviation Department, engaged in the promotion and development of commercial air links between the USSR and points in the USA and South Korea.