

Report from Trade and Commerce Agency

Governor's Trade Mission to Asia Promotes Exports, Overseas Investments in California

Governor Pete Wilson recently completed a three-week tour of Southeast Asia and Greater China to promote California business in the fastest growing region of the world — Asia. Wilson visited Hong Kong, Jakarta, Singapore, Bangkok, Manila, Taipei, Beijing and Shanghai.

Mission's Objective

The objective of the mission was to develop business for California companies in Asia and secure reciprocal Asian investment into the state. The Governor's Asia mission brought immediate results.

The Governor broke ground for a \$281 million refinery for Chevron Oronite in Singapore, a \$160 million solid waste facility in the Philippines (a direct result of the Governor's Environmental Technology Partnership) and secured \$79 million in direct foreign investment from Taiwan.

During his tour, the Governor met with Hong Kong's future First Executive C.H. Tung and First Secretary Anson Chan, Indonesia's President Soeharto, Singapore's Prime Minister Goh Chok Tong and Senior Minister Lee Kuan Yew, Thailand's King Bhumibol Adulyadej and Prime Minister General Chavalit Yongchitvudh, Philippine President Fidel Ramos, Taiwan's President Lee Teng Hui, and China's President Jiang Zemin and Vice Premier Li Lian-Quing, and Shanghai Mayor Xu Kwan-Di.

Delegation's Efforts

Governor Wilson was accompanied by California Chamber President Kirk West and Cabinet members Bob White, then-chief of staff; Julie Meier Wright, secretary of the California Trade and Commerce Agency; Joanne Kozberg, secretary of the State and Consumer Services Agency; Jim Strock, secretary of the California Environmental Protection Agency.

While the Governor attended 80 meetings, and delivered 10 speeches during breakfast and luncheon receptions, his Cabinet members also had an intense schedule with a series of private and roundtable meetings with their respective government counterparts and senior



In Bangkok, members of the Governor's trade mission delegation include (from left) Julie Meier Wright, secretary of the California Trade and Commerce Agency; Governor Pete Wilson; Gayle Wilson; Pat Clarey, deputy chief of staff; Bob White, then-chief of staff; Russ Gould, Metropolitan West Securities, Inc.; Jon Kaji, director of the California Trade and Investment Office in Tokyo; Lloyd Day, assistant secretary of the Trade and Commerce Agency; Jim Strock, secretary of the California Environmental Protection Agency; Loren Kaye, Poulis Group; and California Chamber President Kirk West.



Png Choo Ling (left) and Chin Teck Huat (right) of the Singapore Confederation of Industries meet with (from left) California Chamber President Kirk West; Julie Meier Wright, secretary of the California Trade and Commerce Agency; and Russ Gould of Metropolitan West Securities, Inc.

private sector executives representing the business community.

These meetings helped enhance California's position in the dynamic Asian markets, opening the door for California companies to increase their presence in vital Asian economic sectors in greater China and Southeast Asia.

Governor's Message

In speeches and public remarks in every country and city-state visited,

Governor Wilson advocated open access for California to emerging Asian markets via tariff reduction, intellectual property protection, fair government procurement and dispute settlement regimes.

Moreover, the Governor addressed California's access to critical agricultural markets in Asia, calling for eliminating phyto-sanitary barriers and arbitrary restrictions on state agricultural exports.

Regarding tariff reductions for Califor-

See Trade: Page 7

Administration Moving Ahead with Reform of Environmental Rules



From Page 1
with mandatory reviews by public agencies of the environmental impacts of proposed projects and the preparation and

review of environmental impact reports and negative declarations.

The business community has been deeply involved in the revision process. The latest revisions to the guidelines incorporate two major reforms that are

strongly supported by the Chamber:

- Compliance with a regulatory agency's existing environmental standard negates the need for an environmental impact report.

- Lead agencies have discretion to determine that impacts on species other than endangered, rare or threatened species are significant, but the determination must be made in light of the whole record.

These reforms reflect the Wilson administration's firm commitment to reforming the regulatory process in

California. Since legislative changes have been exceedingly difficult to accomplish, the revision process provides the only means the business community has to make changes. Thus, this administrative revision is very significant to the business community.

Recent amendments to CEQA require the guidelines to be reviewed and changes made every two years, so this is just the first step of many on the road to reforming California's most complex and burdensome regulatory act.

Staff Contact: Valerie Nera

Governor Releases Proposals to Limit Lawsuit Abuse

From Page 1
law allows anyone to sue regarding an unlawful, unfair or fraudulent business act or practice, even if they have never suffered any harm or been exposed to the practice. The Governor's proposal would require attorneys filing such suits to have a real client. The claimant must have a claim

typical of the general public and any action brought on behalf of the general public could not be dismissed or settled without the approval of the court.

- **Summary Judgment Reform.** The proposal would prevent meritless cases from going to trial by conforming California law with the federal standard,

subject of the motion for summary judgment."

Chamber Position

The Chamber **supports** the Governor's liability law reform proposals. Litigation reform, specifically of employment laws and punitive damages, is essential to allow employers to

continue to hire new employees and to create additional jobs needed to meet the challenges of welfare-to-work.

Staff Contact: Fred Main

A study by the Rand Corporation estimates litigation costs associated with employment laws have reduced employment as much as 5 percent — which translates to a loss of nearly 650,000 jobs in California.

which provides that a summary judgment must be granted when "no reasonable jury could return a verdict for the [opposing] party on the matter that is the

Trade Mission Promotes Exports, Investments

From Page 5
nia agriculture, the Governor even used a toast as an opportunity to advocate market access, saying, "it would be a great deal easier to make the toast if the California wine he was lifting did not face a heavy 100 percent tariff."

In visiting Beijing and Shanghai, the Governor established a new threshold in commercial relations with China in his discussion with President Jiang and Vice Premier Li, as well as Sun Zhen-Yu, deputy minister of foreign trade and economic cooperation, and Gu Zi-Yu, deputy minister of the State Planning Commission.

The Governor also initiated discussions for a strategic economic partnership and collaboration between California and Singapore, which will be developed during the next fiscal year. This will further strengthen the Governor's U.S.-ASEAN initiative, announced last June, to position California for greater economic, trade and investment intercourse with the ASEAN nations (Thailand, Malaysia, Singapore, Brunei, Indonesia, Philippines and Vietnam).

This article was prepared by Lloyd Day, assistant secretary, California Trade and Commerce Agency.

Export Hotline



Market research reports and other information about doing business with Asia are

available free by fax through the California Chamber-sponsored Export Hotline. To register and get started, call (800) 448-9767.