



411 of 513 DOCUMENTS

Copyright 1991 The Washington Post
The Washington Post

June 7, 1991, Friday, Final Edition

SECTION: METRO; PAGE B5

LENGTH: 431 words

HEADLINE: Schaefer Off to See Japan, Singapore

SERIES: Occasional

BYLINE: Richard Tapscott, Washington Post Staff Writer

DATELINE: ANNAPOLIS, June 5

BODY:

Maryland Gov. William Donald Schaefer was scheduled to depart Friday morning on a two-week trade mission that will include meetings with Japanese Prime Minister Toshiki Kaifu and Singapore President Wee Kim Wee.

The Far East trip marks Schaefer's ninth overseas journey since 1987, and the governor said he again hopes to "sow some seeds" that eventually will produce business for Maryland corporations and shippers.

"Maybe they've got a contract I can push," Schaefer said today.

State development officials say that past foreign travel by Schaefer has prompted outside business to invest a total of \$ 140 million and create at least 800 jobs in Maryland. Previous trips also have generated \$ 100 million in trade for Maryland companies, aides said.

Schaefer is one of the most frequent overseas fliers among U.S. governors, but he will not be the only chief executive on foreign shores. Virginia Gov. L. Douglas Wilder left last Saturday for a 11-day tour of Europe to push Virginia products, including tobacco. The trip is Wilder's first foreign venture as governor.

Though Schaefer and business leaders tout the importance of governors leading trade missions, his many trips have been the subject of some criticism back home.

His last five overseas trips have cost taxpayers \$ 613,000, according to the state Department of Economic and Employment Development. Schaefer's party to Japan and Singapore includes 11 state officials and four Maryland businessmen, and the cost of the Asian trip is expected to be \$ 100,000.

Schaefer Off to See Japan, Singapore The Washington Post June 7, 1991, Friday, Final Edition

Still, Schaefer aides said his presence has often made the difference in winning important audiences for Maryland businessmen, and some contracts do appear to be tied directly to his efforts.

For example, this week, IBM's Federal Section Division in Gaithersburg presented Schaefer a plaque honoring him for his help in winning the firm a \$ 51.6 million contract for an air traffic control system in Taiwan.

Schaefer said today that the British Embassy contacted him to discuss his audience with Kaifu, scheduled for Thursday in Tokyo. "They were worried over the relations between the United States and Japan, trade barriers and so forth," Schaefer said.

The governor will meet with executives in Japan and give a reception for government and business leaders. The trip also includes a brief stopover in Singapore, where he will call on shipping companies, government officials and business leaders.

In part, the trip was organized to observe the 10th anniversary of Maryland's sister-state relationship with Kanagawa Prefecture, in Japan.