



*Embassy of the United States of America*

10-5, Akasaka 1-chome  
Minato-ku, Tokyo 107  
Japan

June 30, 1987

Mr. Mark E. Foster  
Attorney at Law  
Portland, Oregon 97201

Dear Mark,

As the end of my time in Japan draws near after eight years, I want to thank you for all your contributions in helping American firms export to Japan. You have truly been an outstanding example of how American business and the American Government can work together.

You recognized the business opportunities which would come from the Japanese Government's decision to revise its product standards laws and bring them into compliance with the GATT Standards Code. After the laws were revised and it became possible legally to have U.S. factories registered to export products to Japan, you took the initiative to work on changing the administrative regulations which would make it possible in fact as well as in principle.

And you had the stamina to see it through long months of tedious and difficult negotiations with Japanese bureaucrats.

The work you did between 1984 and 1985 on the telecommunications, medical, and electrical product standards systems laid the groundwork for the U.S. Government's major trade initiative in the "Market Oriented Sector Selective" negotiations.

We all owe a lot to your pioneering efforts.

Now there are ten designated foreign testing companies for MITI standards systems, about thirty firms have had their factories registered, and about seventy-five products have been approved to export to Japan based on the work you did. Many American firms who benefit from your work may never know what a key role you played.

I wish it were in my power give you a medal or something equally impressive to recognize your achievement. But all I can share with you is the satisfaction of knowing that you did one hell of a job.

Thanks and good luck.

Sincerely,

A handwritten signature in black ink that reads "Herbert A. Cochran". The signature is written in a cursive, flowing style.

Herbert A. Cochran  
Commercial Attache