

Oct. 5, 1992

TO: Bernard Krisher. FAX: 81-3-3486-6789

FROM: Michael Hayes, Phnom Penh Post, Fax: 855-23-26568

Dear Mr. Krisher:

I stopped by the Japanese Embassy today and they provided me with the following information on Japanese companies operating in Phnom Penh:

Company	# Telephone	Address	Parent firm/business
Itohchu	26504	#45, St. 214, PP	C. Itoh
Okada	26518	#9, St. 250, Achar mean	Joint Ven.\timber
Campex		#21, St. 352	Japex
Kyowa	26042	#291, Achar Mean	Trading Corp.
Kinsho Mataichi	26509	#51, St. 75/88	Mitsubishi
Tomen	25393	#30, St. 214	Construction
Toyota	24799	Hotel Monorom	Service/sales
Transindo/Japan	26524	#46, St. 214	Shipping
Nisshoiwai	26603	#65, St. 214	Gen. Commerce
Maeda			
Marubeni	26505	#5, St. 75/84	Gen. Commerce
Sumitomo		no address yet.	

This is all the information the embassy had. I don't know if any of these numbers are faxes. In getting this information, I gave rough details of your upcoming visit. Your name was well known, but this was the first they had heard of your impending visit. They asked me to keep the embassy posted on any further details.

My resume is attached for your information and use as needed.

Copy of a piece I wrote on the new phone rates is attached. The information was given to me by OTC, the Australian telecommunications firm that set up the IDD system here. I can't confirm that these rates have actually gone into effect. It takes quite a while to get phone bills here; we haven't gotten ours for June yet.

Nate has gone north to visit the FULRO troops again. He will be back in four or five days. I shared your Oct. 4 fax with him before he left. It will probably take some time to get a 1200 word piece from him on the need for a free press in Cambodia.

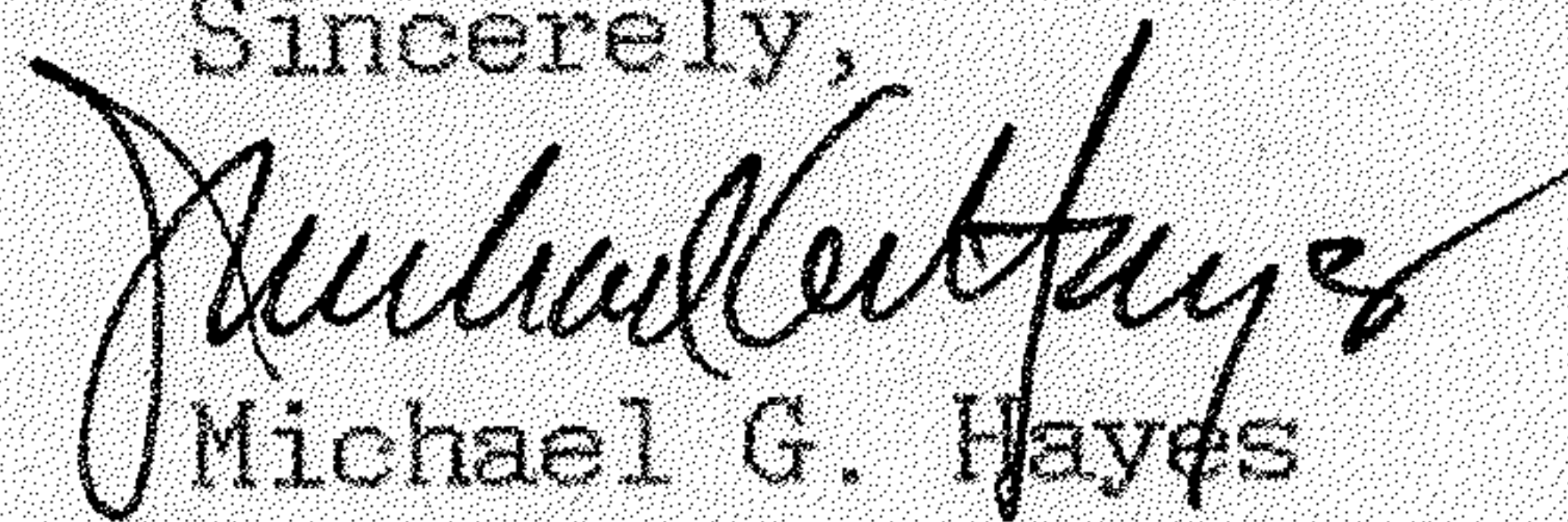
As far as the issue of setting up a daily newspaper, I think it is best if we meet first and take some time to flush out any number of issues. I don't have any problem with the principles you outlined. They are basically the ones I hold in producing the Post. The largest question is whether my team here is willing to take on the task of going daily. We would like to go weekly, but daily is another matter. I enjoy the luxury of giving more depth to the news that we cover here. I think it is needed both inside Cambodia and elsewhere. I worry that a daily would force us into a position of sacrificing depth and good analysis for speed and increased frequency of publication. I am not closed to the idea, I just think that it would be most beneficial to discuss at length all the issues involved. An important one is the increased staff and equipment required to produce a daily as well as the logistical problems involved in expanding. It takes an enormous amount of time to train anyone here in anything and we have a hell of a time just

keeping a fortnightly on track. Maybe that's just the result of trying to do this paper on an extremely limited budget. If we had more staff and financing, obviously the process would be easier, but finding any staff, training them and getting additional equipment set up and keeping it maintained is a process that requires the patience of Job, many miles of legwork and constant, unlimited headaches.

The bottom line is that right now I am reluctant to commit to a plan for expansion which includes a daily. I am very interested and would like to pursue the ideas you have proposed in great detail to see how they could fit in with what we think we can realistically do. I expect that we will have time to do this when you arrive in Phnom Penh.

I leave for Bangkok on Thursday morning with the paper and plan to return to Phnom Penh on Monday, the 12th. From now until the time I depart for Thailand, it's non-stop on getting the next issue of the paper done.

Sincerely,

A handwritten signature in dark ink, appearing to read "Michael G. Hayes", with a stylized flourish at the end.

Michael G. Hayes

Business/Economic Briefs

PTT Introduces New Phone Rates

Effective August 1 the Post, Telegraph and Telecommunications Department introduced new phone rates for international calls. For the first time PTT will also charge users for local calls.

For most of the world, international rates will go down. For a one minute call to Europe or North America the rate has dropped from U.S.\$5.65 to U.S.\$5.30; for Japan, Southeast Asia (except Thailand) and the rest of Asia the new tariff has dropped from U.S.\$4.80 to U.S.\$4.50.; for Thailand the previous rate of U.S.\$4.80 is now set at U.S.\$4.00.

Rates to Eastern Europe, Russia and the newly independent Soviet Republics have increased from a previously subsidized U.S.\$2.80 per minute to a still low U.S.\$3.80.

The rates to Australia will stay the same at U.S.\$3.80 per minute.

For local calls, as a means to help offset government budget deficits, phone numbers with 22, 23, 24, and 25 exchanges will now be charged a flat fee of riel 1,000 per month. The 26 and 27 exchanges, those called "IDD lines" which can dial direct out of the country, will now be charged riel 20 per local call after 60 minutes of free calls per month.

Previously, all local calls on any exchange - 22 thru 27 - were free.

For the 28 exchange - the UN PABX dedicated lines - local calls to other 28 lines will still be free. Those non-28 exchanges calling into the U.N. will be charged accordingly. It has not been worked out whether 28 calls to non-28 exchanges will cost the U.N.

Presently there are about 3,000 22 to 25 exchange phones operating in Phnom Penh, none of which can call outside the city or overseas. IDD lines in operation number around 700, with an expected 2,200 lines available within three months. The U.N. PABX system has 200 lines in operation, with an expected 500 numbers capable of calling each other nationwide or overseas when the system is fully operational.

MICHAEL G. HAYES
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PROFESSIONAL EXPERIENCE

- 12/91-present PHNOM PENH POST, Publisher & Editor-in-Chief
- 9/89 - 8/91 THE ASIA FOUNDATION (TAF), Bangkok. Assistant Representative
Assisted with defining, managing and evaluating grant portfolios for issue areas on media/journalism, economic reform, and corporate/civic responsibility.
- 7/86 - 8/89 THE ASIA FOUNDATION, San Francisco
Director of Development and Public Affairs. Directed Foundation fundraising efforts with the private sector, resulting in over \$7 million in corporate, foundation and individual grants over four years. Responsible for Foundation publications, quarterly newsletter and press releases.
- 2/85 - 7/86 THE ASIA FOUNDATION, San Francisco
Development Officer. Supported Foundation private sector fundraising. Promoted to above position.
- 9/83 - 1/85 ROY M. HUFFINGTON, INC., Houston
Assistant to the President. Advisor to Roy Huffington, Chairman and President of the international oil company, public relations. Assisted Mr. Huffington with outside affiliations as chairman of the Asia Society, and board memberships with The Brookings Institution, the Center for International Business and the Middle East Institute. Wrote speeches, directed corporate contributions, and coordinated visits by Indonesian dignitaries.
- 1979 - 1981 NATIONAL PEACE ACADEMY CAMPAIGN, Washington, D.C.
Campaign/Media Coordinator. Formulated policy for a 20,000 member public interest organization. Edited the Campaign's quarterly newsletter. Handled relations with the media. Efforts led to creation of the U.S. Institute of Peace.
- 1978 -1979 UNITED STATES PEACE CORPS, North Africa, Near East, Asia and Pacific Regional Office (NAFEAP), Washington D.C.
Research Analyst. Assisted Deputy Regional Director and Training Officer in designing programs for expanding, upgrading and evaluating Peace Corps programs in 18 countries with over 2,000 volunteers.

OTHER POSITIONS

6/82 - 8/82 INTERNATIONAL BUSINESS INFORMATION, INC., Washington, D.C.
Business Development Officer

10/79 - 11/79 DEVELOPMENT ALTERNATIVES, INC., Arusha, Tanzania
Management Consultant

6/79 - 8/79 THE EXPERIMENT IN INTERNATIONAL LIVING Levier, France
Group Leader

3/75 - 10/75 TECHNOCRAT MAGAZINE Tokyo, Japan
Proofreader/Editor.

Short-term contracts include positions with the Ministry of Agriculture, Cairo, Egypt; Intensive English Course, Jakarta, Indonesia; International Law Institute/ARAMCO, Washington D.C.; and, Crown Cork Enterprise, Hiratsuka, Japan.

EDUCATION

Georgetown University, Masters of Science. 1981-1983

School for International Training, Bachelors of Arts
1976-1978

SPECIAL

ACHIEVEMENTS

Scholarships/Awards

- * Federal Summer Intern Program - initial position with Peace Corps was paid position awarded competitively to an applicant from international studies programs (1978).
- * World Union International, Pondicherry, India - three-month research fellowship to examine a local community conflict (1977).
- * Egyptian International Center for Agriculture, Cairo, Egypt - awarded by the Egyptian government to attend a five-month training program on community Development and Cooperatives (1977).

LANGUAGES

French	10 years classroom study
Indonesian	Moderate speaking ability
Thai	Basic speaking ability

PERSONAL

born July 1951, U.S. citizenship, excellent health, married