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Trade policy advisor Mark Foster '70 is the 2006 recipient of
the Distinguished Alumnus Award

mission

Alma College's mission is to prepare graduates who think critically, serve generously, lead purposefully and live responsibly as stewards of the world they bequeath to future generations.

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A strong background in international trade law coupled with Japanese language fluency and extensive knowledge of Japan's business and legal culture have enabled Mark

Foster '70 to achieve a number of prestigious milestones during a distinguished legal career.

- During the Reagan Administration, Foster was appointed as Special Counsel to the U.S. Embassy in Tokyo, advising Commerce Secretary Malcolm Baldrige and other U.S. government officials on trade negotiations with the Government of Japan in the telecommunications, medical products and electronics sectors.
- Earlier this year, Foster was elected to the prestigious American Law Institute. A national organization, the ALI has an elected membership of only 3,000 judges, lawyers and law teachers in the United States and some foreign countries. Election to ALI represents one of the highest honors to be accorded an American lawyer.
- In March 2006, he was appointed by Secretary of Commerce Carlos Gutierrez and U.S. Trade Representative Rob Portman to the Industry Trade Advisory Committee (ITAC) on Information and Communications Technologies, Services and Electronic Commerce. ITAC engages business leaders in formulating and implementing U.S. international trade policy.

Spreading the rule of law through international legal practice



"I'm flattered by the ALI recognition, not only to be elected by my peers but also to be nominated by luminaries such as [former U.S. Attorney General] Dick Thornburgh and [University of California Hastings College of the Law Chancellor and Dean] Mary Kay Kane," says Foster. "It is rewarding to be selected to advise the Secretary of Commerce and U.S. Trade Representative.

"I'm grateful for these honors. But they pale in comparison to other areas of my life," he says. "First, I have tried

to be a good husband and father. Secondly, I have tried to be intellectually and spiritually honest in what I do. I have tried to be guided by Christian principles, in part by following the Golden Rule."

In recognition of his career accomplishments, Foster is the 2006 recipient of the Alma College Distinguished Alumnus Award, the highest honor presented to alumni. The award recognizes alumni who have brought distinction to the College through their professions, have set strong examples for others, and have served their communities.

the hardest places for American business to operate, so if you succeed there, you have a good chance at succeeding elsewhere overseas," he says.

Originally from Farmington, Foster chose to attend Alma College because of its Presbyterian affiliation. He has fond memories of his college experience.

"I'm going to quote Art Smith: 'Before Alma I had nothing, and Alma gave me everything,'" says Foster. "Alma gave me a new family. Ask anybody from my class; we

"Alma gave me a new family. Ask anybody from my class; we were like siblings being nurtured by the mother's milk of Alma College."

Foster practices law in California's Silicon Valley, maintaining affiliate offices in Washington, D.C., and Tokyo. He earned his law degree from the University of California Hastings College of the Law and is now president of its trustees. Fluent in Japanese, Foster has practiced international and domestic commercial and regulatory law since 1981.

Widely recognized as a leading international business and trade lawyer, Foster's legal work has significantly helped open Japan's markets to American high-tech products.

Foster became fascinated with Japanese language, politics and history during his first visit to Japan in the early 1970s while on a fellowship from the National Council of Churches that enabled him to study at Waseda University. His early experience in Japan convinced him that he wanted to be involved in international law. After further Japanese studies at UC Berkeley, he attended law school.

"International law appeals to me; it's productive," he says. "I can focus on both public and private work, and I have done both — as a trade negotiator for the Reagan administration and now as a trade policy advisor, and in my private commercial law practice."

During the 1980s, Foster worked in a large Tokyo law firm, representing multinational companies in large deals. In 1986 he became the first American to be a lawyer/lobbyist in Japan for a U.S. trade organization, the American Electronic Industries Association. A front page Wall Street Journal article described Foster as "that rarest of specimens, a full-time lobbyist for American interests in Japan."

He later formed his own law firm. His knowledge of Japan's business and legal culture has also benefited his clients who are trying to sell, purchase or set up operations elsewhere in the world. "Japan is regarded as one of were like siblings being nurtured by the mother's milk of Alma College. One of the most influential persons in my life was Dr. Robert Swanson. I can't say enough about him; he had a profound impact. Also having an impact were faculty members like Gene Pattison, Verne Bechill, Eugene Sullivan and Tracy Luke, among others."

Foster now devotes time to several clients, leaving as much time as possible for Republican Party activities, ALI project work, and his recent executive-level appointment to the ITAC. A member of the Board of the Republican National Lawyers Association, Foster was an election lawyer for President Bush in the 2000 Florida recount.

As an advisor to the U.S. Trade Representative and Secretary of Commerce, Foster provides policy advice and recommendations regarding eliminating international trade barriers, negotiating World Trade Organization and other trade agreements between the United States and other countries, and implementing existing trade agreements.

He attends World Trade Organization talks and advises U.S. trade negotiators on matters of concern to the U.S. high-tech industry. In addition, he reviews and comments on working drafts of trade agreements between the United States and other countries, including NAFTA and bilateral free-trade agreements.

Foster met his wife, Miyoko, in Japan. They have a daughter, Lorissa Foster Segal, a physician in Salt Lake City.

— Mike Silverthorn

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