

JETRO Chicago Midwest NEWSLETTER

Japan External Trade Organization

1 East Wacker Drive, Suite 600

Chicago, IL 60601

Phone: 312-832-6000

Fax: 312-832-6066

www.jetro.org

In this issue ...

- *December Symposium on East Asian Economic Integration ... page 2*
- *Director's Dialogue: Investment Seminar in Osaka ... page 3*
- *New White Paper on FDI ... page 5*
- *Photos from BioLink Forum ... page 6*



From the Chief Executive Director

*Takashi "Taka" Tsuchiya,
Chief Executive Director,
JETRO Chicago*

Midwest's enthusiasm on display in Japan

I made a short trip to Japan in early September in order to participate in the 39th Annual Joint Meeting of The Midwest U.S. - Japan Association and The Japan - Midwest U.S. Association which was held in Tokyo from September 9 through 11, and to assist in conducting the US-Japan Investment Initiative-Osaka Seminar, which was hosted by the Ministry of Economy, Trade and Industry (METI), the US Embassy in Japan and Kansai regional organizations as well as JETRO on September 12.

Just as I felt the heat outside the Imperial Hotel due to the unseasonably hot weather in Tokyo, I felt the heat of enthusiasm in the conference halls of the Tokyo event, particularly on the part of Midwest U.S. delegations toward creating business ties with Japan. This conference drew more than 400 attendees, the majority of which were American delegates. All of 10 member states were represented in one way or another and 3 Governors and 4 Lieutenant Governors actually participated. (By the way, 400 represents the largest attendance for this joint conference when convened in Japan.) Each state hosted networking receptions and arranged meetings

See "Chief Executive Director" page 3

Illinois Lt. Governor Quinn signs new Friendship Initiative with Osaka on Japan trip



Guest View

*Pat Quinn
Lt. Governor,
State of Illinois*

Illinois Lt. Governor Pat Quinn visited Tokyo and Osaka in September. The following report, prepared by Lt. Governor Quinn and his staff, recounts some of the highlights of the visit.

Fresh from his visit to Osaka City and Tokyo, Illinois Lt. Governor Pat Quinn is brimming with ideas to enhance exchange between the State of Illinois and the country of Japan, and he is paying special attention to water.

"In Osaka City we signed a first-of-its-kind Friendship Initiative between Osaka and Illinois that focuses on tourism and development opportunities along our individual waterways," Quinn said. "We really want to expand scientific, environmental and educational exchange between Illinois and Osaka with a special focus on protecting our natural resources."

The "Joint Statement on the New Illinois-Osaka Friendship Initiative," signed on Sept. 12 by Lt. Governor Quinn and City of Osaka Vice Mayor Masashi Igoshi, draws on the commonality between the two regions, which each boast thriving urban areas that depend on some of the world's most important natural resources.

"From the Illinois River and Lake Michigan in

See "Lt. Governor Quinn" on page 6

Hanson Robotics finds Osaka a good fit for efforts in service and entertainment robots



Guest View

*Matt Fisher, Business
Development Manager,
Hanson Robotics;
Founding Chairman,
KumoTek Robotics.*

Technology markets and entire industries are beginning to notice the global trends taking shape around service based robotics and intelligent devices. Modern day robotics companies are struggling to find ways to make their products viable, while other companies look for ways to make their products, well, robotic. The jury is out on which players actually hold the magic keys to success, or which companies will even survive long enough to witness the coming of age of a service robotics based society. In the midst of all this

explosive growth and commotion, however, and quietly planting the seeds of a technological infrastructure focused on robotics is Hanson Robotics.

Hanson Robotics sees great potential in offering conversational robot companions to the service sectors of various industries. In fact, the company has been developing a business model based on facilitating human-machine interaction, built upon years of R&D in A.I. development and learning how to develop these systems from studying the social behaviors of humans when faced with their mechanical counterparts. Rather than focusing all of their efforts on the benefits of physical robotics, Hanson has focused on creating astonishingly intelligent and appealing interactive characters that have a presence in both the virtual and physical worlds. There is no doubt that this is where the future of robotics based interactive entertainment is headed;

See "Hanson Robotics" on page 4

In this issue ...

- *JETRO Around the Midwest ... page 2*
 - *Director's Dialogue: Investment Seminar in Osaka ... page 3*
 - *New White Paper on FDI ... page 5*
 - *Photos from BioLink Forum ... page 6*
- Back to Page 1

December Symposium to focus on East Asian Economic Integration

The process of East Asian economic integration is progressing rapidly through an increasingly complex web of multi- and bilateral Free Trade Agreements.

Attendees of a half-day seminar hosted by JETRO in Chicago on Friday, December 7 will get a picture of the this integration in process, shedding light on the dynamic market and new business opportunities created by the economic synergies of East Asia, focusing on those aspects of integration that may be of particular interest to the Midwest business community.

The program will be held at The Chicago Club, 81 East Van Buren Street, in Chicago, and will start with registration at 8:00 a.m.

The program will include a keynote address from Mr. Yasuo Hayashi, Chairman and CEO of JETRO. Other speakers include Dr. Angang Hu, Professor & Director, Center for China Study, School of Public Policy & Management, Tsinghua University; Mr. Taizo Nishimuro, Former Chairman and Advisor to the Board, Toshiba Corporation and Chairman of the Board of Tokyo Stock Exchange Group, Inc.; Mr. Patrick Canavan, Senior Vice President, Global Governance, Motorola; and Dr. Marvin Zonis, Professor Emeritus of Business Administration, The University of Chicago. A leading thought-leader from ASEAN will also join the program.

Co-organizers of the program include: Chicago Council on Global Affairs, Japan America Society of Chicago, and the Japanese Chamber of Commerce and Industry of Chicago.

A similar program is scheduled for Wednesday, December 5 in Washington D.C.

There is no charge for this program, but advance registration is required. For more information, and to register, contact Kelly Denewellis at JETRO Chicago, 312-832-6000; Kelly_Denewellis@jetro.go.jp.



A group of students from the University of Wisconsin-Oshkosh paid a visit to the JETRO Chicago office on August 17, for an informative session.



JETRO Around the Midwest

Seminars, Meetings and Events

The Midwest Around Japan ...



Lt. Governor Lee Fisher of Ohio talks with with Yasuo Hayashi, JETRO Chairman and CEO and JETRO Chicago's Taka Tsuchiya in Tokyo.



JETRO Chairman Yasuo Hayashi welcomes Iowa Lt. Governor Patty Judge, Kansas Lt. Governor Mark Parkinson and Aaron Otto, Parkinson's Chief of Staff, to Tokyo on September 9.



On a recent trip to Des Moines, JETRO Chicago Chief Executive Director Taka Tsuchiya visited with Iowa Lt. Governor Patty Judge (photo at left), and with Kathy Hill and Allen Williams of the Iowa Dept. of Economic Development, (at right).



JETRO Chicago Chief Executive Director Taka Tsuchiya made a recent visit to Kansas where he met with Randi Tveitaraas Jack, Kansas Department of Commerce, Trade Development Division, and Kansas Lt. Governor Mark Parkinson



In Osaka, at the U.S.-Japan Investment Initiative Seminar, (from left) M. Yamada, State of Illinois North Asia Office, Tokyo; Taka Tsuchiya, JETRO Chicago; Cheryl Byers, Illinois Lt. Governor Pat Quinn; H. Suzuki, Director General, JETRO Osaka; and K. Takahashi, Director, JETRO Osaka

In Tokyo, at the meeting of The Midwest U.S. - Japan Association and The Japan - Midwest U.S. Association Yasuo Hayashi, JETRO Chairman and CEO with Nebraska Governor Dave Heineman.



Students from Meji Gakuin University, currently studying at Hope College came to JETRO Chicago on August 10. Among those speaking to the group was Steve Gan, President, Stellar Risk Management, Inc., who spoke on the business relationship building process in Japan and the U.S.



At the International Business Center, 3rd Annual Global Trade Networking Event in Rolling Meadows, IL on August 30, Endang Mardeyani, Consul, Consulate General of the Republic of Indonesia and Kelly Denewellis, Assistant Director, Business Development, JETRO Chicago chat with Ms. Arlene Mulder, Mayor, Village of Arlington Heights, IL.

In this issue ...

- JETRO Around the Midwest ... page 2
- December Symposium on East Asian Economic Integration ... page 2

- Director's Dialogue: Investment Seminar in Osaka ... page 3
 - New White Paper on FDI ... page 5
 - Photos from BioLink Forum ... page 6
- Back to Page 1



Ask JETRO

How do I access JETRO's online business matching services?

JETRO's TTPP (Trade Tie-up Promotion Program) lets you search for an international business partner via the Internet. It is available for anyone to search for and browse through over 30,000 business proposals in various areas over the world, spanning a wide range of fields from "Export & Import of Products / Parts", "Business Tie-ups" and "Technology Transfer." The service is available in English and Japanese. Foreign proposals posted are translated from English into Japanese, making it easier for Japanese users. All the TTPP services are free of charge.


TTPP lets you transmit your business proposal information to the world. The registered business proposals are posted on both the English and Japanese web pages to broaden your business opportunities. Registered information can be updated and deleted online enabling you to transmit your information at the right time.

There's a lot more to TTPP, including automatic notification of new proposals. Get the complete story, and register your proposals at www3.jetro.go.jp/ttppoas/index.html

Contact JETRO Chicago

JETRO Chicago is located at 1 East Wacker Drive, Suite 600, Chicago 60601. Phone: 312-832-6000; Fax: 312-832-6066; website: www.jetro.org

For general information, call the number above, or for a specific inquiry, use the form at www.jetro.org (select "Contact JETRO" from the menu bar at left).

For Invest-in-Japan and robotics information  contact Kevin Kalb, at kevin_kalb@jetro.go.jp.

For biotech information, contact Robert Corder, at robert_corder@jetro.go.jp

The U.S. Japan Investment Initiative Seminar 2007 – Toward Collaboration



Director's Dialogue

Ralph Inforzato
Director, Business Development
JETRO Chicago

On September 12th, in quite an amazing display of cooperation and sheer teamwork, ten American and Japanese governmental organizations coordinated the U.S. Japan Investment Initiative 2007 Seminar in Osaka. Ms. Kanae Yamamoto, Parliamentary Secretary for Economy, Trade and Industry of Japan and Ambassador Patricia M. Haslach, U.S. Senior Official for APEC, in her first official visit to Japan, set a positive tone for the program by citing both governments' commitments to encourage overseas investment while

stressing the importance of bilateral investment initiatives.

Special seminar guest speakers from the Midwest included the Lieutenant Governors of Illinois, Iowa, Kansas and Ohio. In a tremendous effort of cross-Pacific coordination, Ohio's Lieutenant Governor Lee Fisher (on his first trip to Japan) brought a rich diversity of almost 45 fellow Buckeyes from labor, economic development, university and private companies with him to the seminar. This was truly an unprecedented effort from the Lt. Governor's Director for International Trade Deborah Scherer and her team, which created a buzz throughout the seminar as well as the City of Osaka.

The objectives of the seminar were to learn how the Kansai and Midwest regions are promoting foreign direct investment, where there are areas for collaboration and

See "Director's Dialogue" on page 4

Chief Executive Director ... from page 1

to acquaint Governors and Lt. Governors with Japanese companies both inside and outside the Hotel. I admire the enthusiasm and stamina of Governors and Lt. Governors in their efforts to make the best use of their time in Japan despite the significant jet lag.

At the Osaka Investment Seminar (which is described further in the column by Mr. Inforzato, above), I was very impressed by the eloquent and persuasive presentations by Lt. Governors from Illinois, Iowa, Kansas and Ohio, as they described appealing opportunities of their respective states to some 200 attendees, who were virtually all ears.

Such enthusiasm to woo Japanese companies to their respective states is quite understandable, when you see the recent data of Japanese operations in the Midwest.

According to the Consulates General of Japan in Chicago and Detroit, as of October 2006, there are 1,876 Japanese business facilities with 192,865 locally hired employees in the 12 Midwest states. This employment figure accounts for a quarter of the total employment provided by Japanese companies in the US, judging from the Consulates' and US DOC data combined. Moreover, the Consulates' data shows that 58% of these Midwest business

facilities are engaged in manufacturing activities. This is very significant with respect to sustaining the industrial base in the US despite the popularity of overseas outsourcing.

The Japanese Chamber of Commerce and Industry of Chicago (JCCC) did an annual survey last May among 374 corporate members. The survey found that out of the 178 companies completing the survey, 53.9% (96 companies) expected a "sharp" or "moderate" increase in their sales for 2007 and 28.7% expected no change. For the second half of 2007, 48.3% (86 companies) answered that they are gearing up their operations for growth, while 47.6% (85 companies) said they would maintain the status quo. The results of the same questions in the last year's survey were 51.8% and 40.1% respectively. From the comparison you may say that although this seems to reveal a somewhat more cautious stance of Japanese business operators under the slowing down of the US economy, the aggressiveness is still being sustained.

As shown above, Japanese companies continue to be integral and reliable parts of the Midwest economy, just as the Midwest states continue to demonstrate their enthusiasm for Japanese business partnerships.

JETRO Chicago

Midwest Newsletter

September-October 2007, Page 4

In this issue ...

- *JETRO Around the Midwest ... page 2*
 - *December Symposium on East Asian Economic Integration ... page 2*
 - *New White Paper on FDI ... page 5*
 - *Photos from BioLink Forum ... page 6*
- Back to Page 1

Director's Dialogue ... from page 3

importantly, to develop relationships where there seems to be certain synergies. Can a state or a prefecture go it alone in accelerating investment in its respective state? It may have been possible in the later half of the 1980s, however, it is not likely today to happen in the 21st century, collaboration in some form is needed. For example, a case in point of corporate collaboration was cited by Tomio Saito, Vice Governor of Hyogo Prefecture who indicated they have developed a very close relationship with representatives of Procter & Gamble Japan. This helps Hyogo's officials obtain an understanding on how to promote Hyogo to potential global investors. It's interesting, ten years ago very few Japanese prefectures had the capability to market themselves to the global investment community. At this particular symposium, five Kansai governmental leaders made solid presentations showing that foreign companies are welcome in the Kansai region.

One of the underlying sub-themes at the seminar concerned how energy efficiency can be leveraged as a critical business issue for investment. Ms. Patty Judge, Lieutenant Governor of Iowa noted that her state leads the U.S. in the production of ethanol and bio-diesel fuels and will soon become the largest producer of wind energy, but that wasn't enough. She also cited the Iowa Power Fund, a four year \$100 million Iowa investment in bio-energy, which most likely makes Iowa one of the most proactive states in expanding renewable energy.

Illinois Lieutenant Governor Pat Quinn said that collaboration, especially in the areas of environmental and energy efficient technologies are of paramount importance for Japan and Illinois. The New Illinois-Osaka Friendship Initiative, focused in the area of waterways that he signed the day of the seminar with the City of Osaka's Vice Mayor Masashi Igoshi. This agreement defined new opportunities enhancing waterway development between Illinois and the City of Osaka. It's quite innovative actually, an agreement to promote the exchange of waterway development and river resources as a catalyst for obtaining new ideas to diffuse environmental technologies. Illinois and Iowa may be on to something; to accelerate direct investment, a Green strategy may be the ticket.

Lieutenant Governor Mark Parkinson of Kansas best illustrated the theme of close collaboration when he cited how, from 1991 through 2004,

Robotics ... from page 1

however, in order to achieve unparalleled success in a high resource consuming market, collaboration and cooperation among industry leaders is paramount. Hanson has found many of these partners in Osaka.

Japan offers a perspective on robotics development that Hanson has found invaluable to the company's development. The country's culture, robotics industry and sheer passion towards building a bright future for robotics has, in a sense, fostered an environment rich for breeding bright robotics startups and technology entrepreneurs. By working closely with several of these companies and the Japan External Trade Organization, Hanson has found the company's overall performance and world-wide footprint to grow significantly, measured by international media reports and sales successes. In order to nurture these relationships and to grow the company to its full potential, Hanson has decided to open an office in Osaka. This office will be a strategic staging area for

securing manufacturing deals and for giving back to the World's fastest growing robotics technology hub, Osaka, Japan.

To date, JETRO and the City of Osaka have provided invaluable guidance to Hanson Robotics in the form of business-partner matching, consultation services and event support. As an officially recognized technology company, for instance, Hanson Robotics and KumoTek (another Dallas, Texas based robotics company) were able to set up a booth and offer marketing materials side-by-side with JETRO and the City of Osaka at the 2007 Consumer Electronics Show in Las Vegas, free of charge. Members from JETRO Chicago and the City of Osaka have flown across the U.S. on several occasions to assist Hanson with trade shows and business operations, while also hosting members from Hanson at their offices in Japan.

Hanson Robotics is proud to be an early entrant into the international robotics movement into Osaka, Japan and hopes to be a role model for other companies following suit.

numerous Kansas business support groups came together to support Gunze Ltd., an Osaka based company, plan its first facility investment in the United States. Mr. Parkinson presented how existing Kansas based Japanese plastics packaging suppliers, various state economic development teams, including the Kansas Tokyo office and a local university's plastics technology program, all came together to assist Gunze make confident decisions on their initial and gradual investment expansion in plastic film capacity within Kansas.

A decade long effort in relationship building led to more than a facility expansion in Kansas, as Parkinson said, "it made a long lasting friendship."

Mr. Shakil Ohara, President of Hospira Japan Company, Ltd., (corporate head office, Lake Forest, IL) provided an interesting insight regarding how an American company looks at direct investment planning in the Japanese market. Mr. Ohara stated that the most important issue for a foreign life sciences subsidiary in Japan is to have a physical

presence near the Ministry of Health, Labor and Welfare in Tokyo, while having the ability to attract and retain Japanese human resource talent. Hospira Japan, with 70 employees, balances these two criteria by maintaining a smaller branch office in Tokyo enabling them to coordinate with the ministry and by having their primary office in Osaka. Prospective Japanese employees want to have a comfortable life style outside of company environs and are strongly seeking to reside in less congested Japanese cities. Mr. Ohara said that having Hospira located in Osaka makes it easier to attract Japanese talent to meet their quality of life needs.

The U.S. Japan Investment Initiative Seminar was a reflection on how creative both governments are in organizing a forum, where Japanese and Americans at a sub-national level can meet to dialogue and examine new ways to accelerate cross border investment. The seminar was a rare opportunity to make new and maintain existing Midwest-Japan relationships.



In this issue ...

- JETRO Around the Midwest ... page 2
- December Symposium on East Asian Economic Integration ... page 2

- Director's Dialogue: Investment Seminar in Osaka ... page 3
- New White Paper on FDI ... page 5
- Photos from BioLink Forum ... page 6
- Back to Page 1

JETRO's annual White Paper on International Trade and Foreign Direct Investment shows largest-ever outward FDI for Japan

JETRO's latest White Paper on International Trade and FDI shows that 2006 was the fourth consecutive year of double-digit growth in world trade, and that Japan played a major role.

The White Paper, released in early August 2007, determined that the strong growth was led by continued price hikes for primary products such as oil and metals and a buoyant global economy driven by the US and the EU along with China and other East Asian countries; strong growth among resource and raw material exporters in the Middle East and also Australia, Brazil and Russia was another contributing factor.

Japan's 2006 outward foreign direct investment was noted to be its largest ever. Japan's exports grew 8.2% year-on-year in 2006 to reach \$647.3 billion, while imports rose 11.7% to \$579.3 billion. Japan's net outward FDI grew 10.3% year-on-year (balance of payments basis) to \$50.2 billion in 2006, topping the previous record set in 1990. This surge was attributed to: 1) firms expanding operations in emerging countries, 2) increased investment by firms to secure energy resource stakes and

3) an upsurge in large M&A deals, as firms sought to broaden market share. Japanese firms continue to expand their business overseas, while increasing the profitability of such operations. Major firms, JETRO research revealed, get one-third of their profits overseas, of which Asia accounts for a third.

In 2006, Japan's inward FDI (balance of payments basis) resulted in a net capital outflow of \$6.8 billion, the first negative result since 1996. Both inflow and outflow were, however, at historic peaks.

The White Paper also includes information on Free Trade Agreement (FTA) trends in Asia and Japan's strategy of economic partnership agreements (EPAs) aimed at building Asia-wide economic partnerships

You can find the complete press release concerning the White Paper at www.jetro.go.jp/en/news/releases. The press release also includes a download link for and English translation of the White Paper Summary and Reference Materials.

JETRO provides support for Japanese filmmakers at The Chicago International Film Festival

Cultivating the growing interest in Japanese films and Anime among U.S. audiences, JETRO recently assisted in assembling a specialized program at the 43rd Annual Chicago International Film Festival, October 4 through 17, 2007.

Now in its second year, the "Anime Focus" section of the Festival presents family-friendly animated films by Japanese artists working in one of the most dynamic and inventive art forms in film today. Three anime films and a short subject are being screened at various locations and dates during this year's festival. JETRO's Chicago and Los Angeles offices worked to provide liaison with directors and distributors in Japan, to facilitate their participation.

Anime films screened include: *Atagoal: Cat's Magical Forest (Atagoal Wa Neko No Mori)*, directed by Mizuho Nishikubo; *Brave Story*, directed by Kôichi Chigira; and *The Girl Who Leapt Through Time (Toki Wo Kakeru Shôjo)*, directed by Mamoru Hosoda.

JETRO hosted a visit to Chicago by director Mamoru Hosoda, and director Hitoshi Yazaki, whose live action Japanese feature, *Strawberry Shortcakes*, is also being screened at the Festival. In addition, JETRO hosted a private reception for the visiting directors and selected industry guests and VIPs.



Front: Hiroko Saito, Japan-America Society of Chicago; Mamoru Hosoda, Director of *Girl Who Leapt Through Time*; Takashi Tsuchiya, JETRO Chicago; Masayoshi Watanabe, JETRO Los Angeles; Middle: Chizuko Tsukamoto, Mitsubishi NA; Yurico Murakami, Director, Coruzan en Fuego; Back: Sen Yamanaka, Japan-America Society of Chicago; Hiroshi Yazaki, Director of *Strawberry Shortcakes*; Hiroko Furo, Illinois Wesleyan University; John Bukacek, Japan-America Society of Chicago; Takashi Watanabe, Producer, *Girl Who Leapt Through Time*; Kevin Kalb, JETRO Chicago; Kazuya Nakajo, JETRO Chicago.

New faces at the JETRO Chicago office...



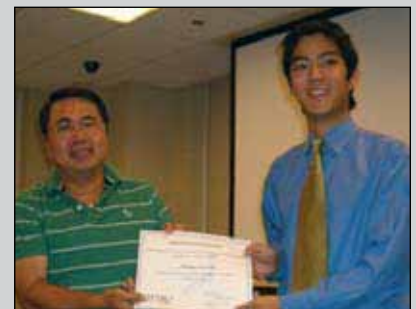
Meet two new members of the team at JETRO Chicago.

At far left, is Kyoichi Nakamura, Director of Japan Machinery Federation (JAMPCO), replacing Hidetakara Nagi.

At near left is Robert Corder, a new project coordinator at JETRO Chicago

Finishing a successful internship ...

Hiro Kawashima, accepts his JETRO Chicago internship Certificate of Appreciation from Chief Executive Director Taka Tsuchiya. JETRO Chicago thanks Hiro for his work, before beginning his senior year at New Trier Township High School in the suburbs north of Chicago.



In this issue ...

- JETRO Around the Midwest ... page 2
- December Symposium on East Asian Economic Integration ... page 2

- Director's Dialogue: Investment Seminar in Osaka ... page 3
- New White Paper on FDI ... page 5
- Photos from BioLink Forum ... page 6
- Back to Page 1

Lt. Governor Quinn ... from page 1



Lt. Governor Quinn talks with JETRO Chairman and CEO Yasuo Hayashi during a reception in Osaka.

Illinois, to the Dotombori River and Osaka Bay in Japan, our different and diverse shorelines offer many opportunities to increase tourism, trade and investment," Quinn said. "And we share a common commitment to doing all of this with a green way of thinking."

This green way of thinking was a consistent theme during Lt. Governor Quinn's trip to Japan. From Toyota Motor Corporation Chairman Fujio Cho to JETRO Chairman and CEO Yasuo Hayashi, everyone was interested in hearing about the cutting-edge sustainable initiatives taking place in Illinois, such as the growing popularity of "soybean roofs."

Quinn shared this concept with anybody who would listen, explaining the way that a white, paint-like coating made

from Illinois-grown soybeans is actually keeping Illinois buildings cooler in the summer and warmer in the winter.

"In Illinois, we are restoring old asphalt roofs with a substance that is derived from the soil of Illinois rather than the oil of the Middle East," Quinn said. "Soybean roofs are sprouting all over Illinois, and I was thrilled to hear about the many green initiatives that are on the rise in Japan. We have much to learn from each other."

Quinn had many opportunities to hear about new green ideas at the Japan-U.S. Investment Initiative Seminar in Osaka City and the Midwest U.S.-Japan Association: Innovation and Sustainable Growth Conference in Tokyo.

In fact, Quinn heard so many ideas that he plans to organize a Green Symposium in Chicago to continue the collaboration between Illinois and Japan. This symposium would bring together students from Illinois and Japan institutions of higher learning to exchange green ideas.

"We must continue to build upon the foundation that we laid in Japan," Quinn said. "I look forward to continued collaboration and further exchange between Illinois and Japanese students and businesses."

This was Lt. Governor Quinn's second trip to Japan. During each visit he traveled by the Shinkansen Bullet Train to Osaka City, which is a Sister City of Chicago. Next year, Osaka and Chicago will celebrate the 35th anniversary of their Sister City relationship.

Q&A with Lt. Governor Quinn

Q: What impressed you most about traveling through Japan?

A: The Shinkansen Bullet Train. It's never late! And if it is late, the conductor actually apologizes to the passengers. Now that's customer service.

Q: What were some of the highlights of your trip?

A: Consul General Kenji Shinoda took me to my first Bunraku Performance. The performers' attention to detail is incredible.

Also, both of the conferences that I attended in Tokyo and Osaka were well organized and informative. Many thanks to Marie Gaudette who organized the Midwest U.S.-Japan Association Conference in Tokyo, and to JETRO who helped put together the Japan-U.S. Investment Initiative Seminar in Osaka City.

Q: Overall impressions?

A: There are many opportunities to connect Illinois and Japan. We are fortunate to have a strong Japanese-American population in the Land of Lincoln who are operating thriving businesses and sending their children to Illinois schools. I look forward to continued collaboration with the Japanese community in Illinois to build more language programs, enhance educational and environmental exchange, and increase economic opportunities.

U.S. Companies turn out for JETRO's BIOLINK FORUM in Yokohama

BIOLINK FORUM is JETRO's international biotech business networking, symposium and business partnering event that provides an opportunity for representatives from biotech companies in Japan and abroad to come together for symposiums, networking and one-on-one business talks. BIOLINK FORUM 2007 was held in Yokohama from September 19-21, as part of the BioJapan Conference.



Michael Rosen, Business Development Executive, Illinois Science + Technology Park with Motoshi Yamada, Representative, State of Illinois North Asia / Oceania Office at the Illinois exhibition area for BioJapan 2007.



Ted Hunter, State of Missouri, Japan Trade and Investment Office stands by his state's display at the JETRO BIOLINK Networking Reception on September 20.



At the JETRO BIOLINK FORUM's Networking Reception; S. Matsuzawa, Governor Kanagawa Prefecture; H. Tsukamoto, President, JETRO; and Y. Miyahara, Chief Director, JETRO Yokohama.



At the Networking Reception: Uwe Peukert, MD, PhD, Director, Global External Research & Development, Eli Lilly and Company and Hideki Sakamoto, Business Development & Alliance Management, Eli Lilly Japan K.K. (Kobe)