

Japan External Trade Organization

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JETRO Chicago Midwest NEWSLETTER

Illinois • Indiana • Iowa • Kansas • Michigan • Minnesota • Missouri • Nebraska • North Dakota • Ohio • South Dakota • Wisconsin

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Strengthening the Japan-U.S. Relationship by Growing Investment

Summary of Keynote Speech by Hiroshige Seko, Minister of Economy, Trade and Industry of Japan, JETRO Seminar, August 2, 2018, Columbus Ohio.



Investment by Japanese companies in the United States has contributed to the strong ties between the United States and Japan. There are 484 Japanese companies that have invested here in Ohio, and they are hiring 77,000 employees. We would

like to take this opportunity to express our appreciation to state and local governments and their economic development corporations for accepting all these companies.

Since the 1980s, Japanese investment in the United States has been growing at a 10% average annual growth rate. The result is that Japanese investment in the United States is 90 times larger than it was in the 1980s. It has now reached approximately \$469 billion on a cumulative basis and has created about 860,000 jobs across the country.

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Celebrating the Many Milestones of the Indiana-Japan Relationship



Guest View

Eric J. Holcomb
Governor,
State of Indiana

Indiana is profusely grateful for the relationship we have with our friends and business partners in Japan. The cultural and economic ties between Indiana and Japan are strong and continue to grow. With more than 290 Japanese businesses now operating in the Hoosier state, Japan is our largest foreign investor, placing the Indiana-Japan relationship at the forefront of our economy, but more importantly, weaving it into the culture of our everyday lives.

Since coming into office, I have focused on the our relationship, building on the ties that have been established and nurtured over the last 30 years and ensuring this partnership will continue to grow and develop well into the future.

Last year, I had the pleasure of representing Indiana at the Midwest U.S.-Japan Association Conference, in Tokyo. Indiana was well-represented at the conference, having the largest delegation of any U.S. State. Indiana mayors, business executives and economic development partners enjoyed our week-long trip, visiting our sister state Tochigi Prefecture, meeting with Japanese businesses with Indiana operations like Subaru, Toyota and Honda, developing a new friendship with Aichi Prefecture and establishing a unique partnership with the Government of

See "Guest View: Gov. Holcomb" page 6

The Midwest Heartland and Japan – A Special Relationship



From the Chief Executive Director

Ralph Inforzato
Chief Executive Director,
JETRO Chicago

All of us are interested in the dynamics of our economic relationship with Japan – we want Japanese companies to continue to grow and expand in the Midwest, our Heartland, and we want our American companies to grow and expand in the Japanese market. Trade and investment flows two ways between our economies; it is the driving economic force between our countries. As Midwesterners, we have always known of this economic dynamic. Now, however, leaders of the Government of Japan are shining a light on our Midwest by making visits to cities like Seymour, IN, Schaumburg, IL, Indianapolis, IN, Columbus, OH, and Detroit, MI to meet their business and political leadership. The realization by Japan's most senior policymakers such as METI Minister

This summer, Minister Hiroshige Seko of the Ministry of Economy, Trade and Industry of Japan and Shinsuke J. Sugiyama, Japan's Ambassador to the United States, made separate and unprecedented visits to the Midwest. Ambassador Sugiyama visited Indiana and Illinois in early July which was followed by Minister Seko's visit from August 1st to August 3rd, a full three days in Indiana, Ohio and Michigan. Why?

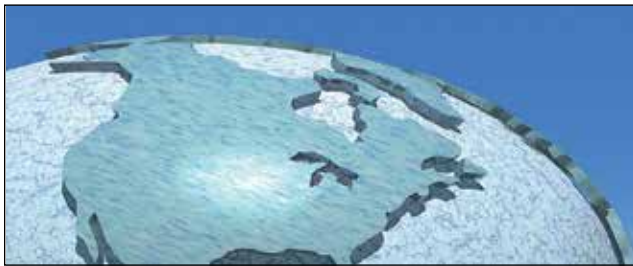
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JETRO Around the Midwest

Seminars, Meetings and Events



A Corporate Roundtable on July 11, 2018, presented by the Japan America Society of Minnesota (JASM) featured JETRO Chicago's Ralph Inforzato (photo center) as the main speaker. Also speaking was JETRO's Tsubasa Hashimoto (photo left). Pictured at right are Marc Blebert, President, JASM; Ralph Inforzato, Dick Stahl, Honorary Consul of Japan in Minnesota, and Rio Saito, Executive Director, JASM.



A delegation from Radius Indiana, a regional partnership representing eight counties in Southwest Central Indiana, visited JETRO Chicago on May 18, and met with JETRO staff.



In advance of the SelectUSA conference in Washington, DC in June, briefings were held in locations including Cincinnati, Ohio, and Chicago, Illinois. In Cincinnati, speakers included JETRO Chicago's Ralph Inforzato (above left) and Takayuki Watanabe (above right). In the photo at left, JETRO's Tsubasa Hashimoto spoke in Chicago.



During his August 2 visit to Columbus, Ohio, Hiroshige Seko, Japan's Minister of Economy, Trade and Industry (center) had the chance to exchange greetings with Dana McDaniel, City Manager of Dublin; Lydia Mihalik, Mayor of Findlay; Mike Barborst, Mayor of Sidney; and Terry Emery, City Manager of Marysville.



A delegation from the City of Osaka visited Chicago on June 8. Above, (from left) Taeko Kitano, Osaka City Councilor, Junko Tsuji, Osaka City Councilor, City of Osaka Mayor Hirofumi Yoshimura, with Ralph Inforzato.



The Japan America Society of Indiana (JASI) held their Gala on August 8 in Indianapolis. Celebrating (at left, from left) are: Tsubasa Hashimoto and Ralph Inforzato, JETRO Chicago; with Sarah Rodriguez, Director of Business Development, Northeast Indiana Regional Partnership; Mari McHenry, Director of Int'l Community Services, Trine University; Larry Ingraham, President, Ingraham and Associates, Inc.; and Bob Mason, Vice President and Int'l Sales Manager, The Ford Meter Box Company.

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Effingham County (IL) Works to Attract Japanese Companies through Local Efforts and SelectUSA Program



Guest View

Craig A. Nielson
*President and CEO
The Effingham
Regional Growth
Alliance*

At the intersection of Interstate 57 and 70, Effingham County, IL is uniquely located to accommodate a wide variety of industry. Our early history revolved around agriculture, entrepreneurship, and a work ethic second to

none. The roots planted by those early settlers have expanded to include advanced manufacturing, higher education and a rich quality of life empowering individuals, companies, and communities to excel and grow. Our workforce continues its longstanding tradition of hard work, problem-solving, independence, and personal responsibility. Thriving homegrown companies such as John Boos & Company and Siemer Milling have paved the way for additional local companies that have grown to have a national and even a global presence such as Heartland Dental, The Patterson Companies, Stevens Industries, Three Z Printing, and Versatech LLC, just to name a few.

We are also home to Waupaca Foundry, a division of Hitachi Metals which produces best-in-class gray iron, ductile iron, austempered ductile iron and compacted graphite iron castings. The facility spans 180,000 square feet and employs 125 people with a focus on suspension components, exhaust manifolds, and brackets for original equipment automotive manufacturers. Over the years, Waupaca has had a significant impact on our community in the following ways: providing a safe and expanding work environment, advancement opportunities, giving back to the community through charitable service and providing leadership which has led to other start-up companies in the region. This type of success is evident in many Japanese companies and more of what we strive to attract in Effingham County.

While other small communities in rural Illinois struggle to grow or retain existing industry, the Effingham County region has seen many local companies expand their operations. Over 1,000,000 square feet has changed hands, been built or is under construction to accommodate industry growth in the last couple of years. This growth brings opportunities to fill vacated space with new or other expanding companies.

The Effingham Regional Growth Alliance was pleased to welcome and host Japan's team from the Consulate-General Chicago office and JETRO during recent visits. JETRO Chicago Chief Executive Director Ralph Inforzato wrote this comment regarding his visit, "I learned much about the efforts of the passionate Effingham leadership dedicated to its citizens and to growing their economy...all care deeply about the well-being of The City of Effingham, which is what made the deepest impact on me." Cultivating this relationship is a top priority as more and more Japanese companies see the benefit of what our region can offer.

Our most recent collaboration with JETRO was the production of a bilingual marketing piece for our region. This piece was distributed at a

special meeting to Japanese company representatives as they listened to presentations from various states attempting to attract Japanese FDI at the SelectUSA Conference in June. Illinois has done well in this battle with over 600 Japanese companies in the state with a total workforce of almost 47,000 employees. Effingham County is near the center of the state and offers an excellent logistic location to all parts of the U.S..

I was also honored to be invited to a reception at the beautiful home of Ambassador Shinsuke J. Sugiyama, Japanese Ambassador to the United States as part of the conference as well. This truly was a highlight of my attendance at the SelectUSA Conference. Amb. Sugiyama spoke to those in attendance of continued expansion in the U.S. and growing opportunities between our two countries. He also provided me with a personal audience as I promoted our region and opportunities in Effingham County. It was a wonderful evening.



Craig Nielson with Ambassador Shinsuke J. Sugiyama.

We look forward to a long lasting profiting relationship and new Japanese FDI investment to Effingham County. Come grow with us!

Contact JETRO Chicago • www.jetro.go.jp/usa/

JETRO Chicago is located at 1 East Wacker Drive, Suite 3350, Chicago 60601. Phone: 312-832-6000; Fax: 312-832-6066

For general information, call the number above.

The JETRO Chicago team offers a wide variety of business support services for companies in the Midwest planning to initiate a business presence or seeking to add to their existing investment in Japan, and/or work with Japanese companies. Please feel free to contact us.

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Hiroshige Seko that the Japan-U.S. economic relationship should also include making personal visits to listen to the leadership voices from Novi and Detroit, Michigan, Princeton and Lafayette, Indiana and Findlay and Dublin, Ohio seems to be a reflection that a Midwestern perspective on trade does matter and offers substantive clarity for the Japan-U.S. economic relationship – this is the logic behind these leaders visiting our Midwest.



Nebraska Governor Pete Ricketts toasting the U.S.-Japan relationship with Japan's Ambassador Shinsuke Sugiyama (right) on June 6.



JETRO Chicago's Ralph Inforzato with Minister Seko.

I was with Minister Seko in many of his meetings. He listened to our local business and political leadership, obtaining perspectives on the economic challenges they face in workforce development as well as trade issues, especially potential U.S. automotive import tariffs. He obtained insights from the Midwest that he would not otherwise hear. As the transition of U.S. trade policy continues, it is currently as important to know and maintain a dialogue with the leadership in growing clusters of Japanese companies, such as Columbus, IN and Columbus, OH as it is with the leadership in Washington. That's exactly what Minister Seko and Ambassador Sugiyama did this summer.

In 2018, if you wish to engage in a full-throttle exchange on U.S. trade policy, you had better travel to places like Omaha, NE and Indianapolis, IN – they're actually as important to visit as Washington.

Ambassador Sugiyama strongly told the communities of Seymour, IN and Schaumburg, IL that Japan's relationship with the U.S. is "The relationship for Japan," and that the U.S. is more than an ally of Japan; "it is the only ally of Japan." Ambassador Sugiyama was very clear in communicating how preminent the U.S.-Japan relationship is from the Government of Japan's perspective, and the leadership throughout Indiana and Illinois was taken with the Ambassador's passion for this singular Japan-U.S. bond of friendship.

However, it was the urgency in

Minister Seko's message on trade that was the difference in both his public interviews and private meetings, as he specifically said that if the U.S. automotive related Section 232 tariffs are implemented, the economic contributions by Japanese companies in the U.S., such as job growth and factory expansion, will be at risk. The Minister was very forthright on the issue of trade, indicating that U.S. imposed tariffs will threaten the stability of the North American automotive supply chain; he made it very clear. The Midwest leadership respected his message. And Minister Seko made this point to show the Government of Japan's concern for the transition in U.S. trade policy, specifically of the Section 232 investigation related to automotive tariffs. It was a singular visit at a very important time.

Our efforts to engage in a grassroots dialogue on the U.S.-Japan economic relationship is actually expanding outside of the Midwest; we participated in the SelectUSA Conference in late June and also organized a session, "Joining with Japan: Strengthening Partnerships from an Ocean Away," at the National Governors Association summer conference in Santa Fe, New Mexico.

We coordinated the visits of approximately 25 Japanese companies to the Select USA Conference. As a value-added component, we asked Japanese companies to also make regional visits in the United States before meeting up at the SelectUSA Conference. In the Midwest, JETRO Chicago coordinated a Japan company delegation spin-off visit to Cincinnati co-organized with REDI, and in the Columbus area co-organized by Columbus 2020 and JobsOhio. It was a good experience for Japanese company representatives to see for themselves the lay of Ohio's investment landscape and to personally meet Ohio's economic development professionals. This spin-off event went well, enabling our Japanese delegation to hear from Ohio's leaders in 3D metal printing technology as well as smart transportation and smart city infrastructure.



Justin Kocher, JobsOhio, at JETRO Program "U.S. States Meet Japan," at SelectUSA, June 20.



JETRO New York President, Issei Hatakeyama, opening our Japan panel at the National Governors Association Conference, Santa Fe, NM, on July 19, 2018.

At the SelectUSA conference itself, we at JETRO organized a June 20 program called the "U.S. States Meet Japan," which gave state economic development representatives the opportunity to make their five minute investment pitch to Japanese companies. I am pleased to say that out of the fifteen states doing investment pitches, eight were

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Mark Hogan, State of Wisconsin making an investment pitch at JETRO's U.S. States Meet Japan session at SelectUSA, on June 20.

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from the Midwest. A great deal of the activity of SelectUSA is networking, and again many Midwesterners gathered at the official residence of Japan's Ambassador to the United States, Shinsuke Sugiyama, to meet him while networking with the numerous attending Japanese company representatives. Nebraska Governor Pete Ricketts offered the official toast for the evening.

And finally, we organized "Joining with Japan: Strengthening Partnerships from an Ocean Away," a ninety-minute session for over 150 attendees at the National Governors Association (NGA) summer conference in Santa Fe. Our discussion with the governors and attendees was focused on the long-term commitment to business growth by



Ralph Inforzato, JETRO Chicago, with Kentucky Governor Matt Bevin, at the NGA Summer Conference, Santa Fe, NM, on July 19.

Japanese companies in the United States. Foreign direct investment from Japan is not a mere economic phenomenon, nor is it only a key driver of job growth; and work force training is becoming more and more of a concern for Japanese companies.

Governor John Hickenlooper (Colorado), and Governor Matt Bevin (Kentucky) joined our panel with David Fernandes, President of Toyota Motor Manufacturing Alabama; John Nunneley, Senior Vice President, Design Engineering, and General Manager, Hitachi Automotive Systems; and David Calabrese, Senior Vice President, Government Affairs, and Deputy General Manager, Washington D.C. Office, Daikin U.S. Corporation. These three panelists all received high praise from Governors Bevin and Hickenlooper for their companies' commitment to job growth in the U.S. market. Our speakers and the governors that attended were aligned in the fact that Japanese companies in the United States are a jobs growth narrative and these companies have become in many states an important driver of economic growth. Governor Hickenlooper told me, "It was a very valuable session for us. Our main concern is helping companies to grow, and we received advice from Americans representing Japanese companies. It's a good session." You can see how active we have been this summer. We will continue with these efforts in enabling key Japanese leaders to visit our Midwest and to carry forward a dialogue here with our communities. These types of interactions in America's Heartland, I believe, provide a certain depth and richness in the Japan-U.S. dialogue and thereby strengthen the bilateral relationship.

Midwest U.S.-Japan Association Conference Meets in Omaha, NE

The Midwest U.S.-Japan Association will hold its 50th Anniversary Conference September 9-11 at the Hilton Omaha in Omaha, Nebraska. The conference theme is "Growing Together in a Global Economy."

For five decades, business leaders from the Midwest region of the United States and Japan have met on an annual basis to discuss the growth and progress of economic relations of the American Midwest and Japan. From governors to top executives at leading companies in both the U.S. and Japan, the Midwest U.S.-Japan Association Conference serves as a unique venue for bringing together political and business leaders to foster business relations.

Many high-ranking government officials from the U.S. and Japan are participating in the program, along with leaders from business, industry, and civic organizations.

Following a VIP reception on Sunday evening, with a welcome greeting by Nebraska Governor Pete Ricketts, the program officially kicks off Monday morning.

The Opening Ceremony features remarks from W. Gordon Dobie, U.S. Conference Honorary Chairman, and Yuzaburo Mogi, Japan Conference Chairman, Honorary CEO and Chairman of the Board, Kikkoman Corporation. Governor Ricketts will also deliver welcoming remarks, along with Hon. Naoki Ito, Consul-General, Consulate-General of Japan at Chicago.

Governors planning to attend will make remarks, including Gov. Jeff Colyer, State of Kansas (invited); Gov. Taizo Mikazuki, Shiga Prefecture; Gov. Eric J. Holcomb, State of Indiana; Gov. Kiyoshi Ueda, Saitama Prefecture; Gov. Bruce Rauner, State of Illinois; Gov. Ikuo Kabashima, Kumamoto Prefecture; Gov. Kim Reynolds, State of Iowa; and Gov. Rick Snyder, State of Michigan.

One of the opening session keynote addresses will be delivered by H.E. Shinsuke Sugiyama, Japanese Ambassador to the United States; and Ted McKinney, U.S. Department of Agriculture Under Secretary for Trade and Foreign Agricultural Affairs. A luncheon will feature a video greeting from H.E. William Hagerty, U.S. Ambassador to Japan, and an keynote from Amb. Gregg Doud, Chief Agricultural Negotiator, USTR.

Other program speakers and panelists on opening day include Scott Marrion, President, Infrastructure Division, Lindsay Corporation; Yoshinori Kanehana, President & Chief Executive Officer, Kawasaki Heavy Industries, Ltd.; Masato Matsumoto, President, Nexco; Osamu Shinobe, Vice Chairman, ANA Holdings Inc.; Ron Newman, SVP of Alliances & Global Accounts, NTTSecurity (U.S.) Inc.; Shigeo Ohyagi, Senior Advisor, Teijin Limited; Dean Kanelos, Market Dev. & Product Applications Manager, Nucor; and Shinichi Yasui, Executive Vice President, Toyota Motor North America, Inc./President, Toyota Motor Engineering & Mfg North America, Inc.

Tuesday features an executive panel discussion moderated by Hiroyuki Ishige, JETRO Chairman and CEO, titled "Success Stories in Trade & Investment," with panelists including Takeo Inokuchi, Honorary Advisor, Mitsui Sumitomo Insurance Co., Ltd.; Norm Krug, CEO, Preferred Popcorn, LLC; and Shigeru Yamazoe, Vice Chairman, Marubeni Corporation/Chairman of Americas-Japan Relationship Committee, KEIZAI DOYUKAI (Japan Association of Corporate Executives).

The Tuesday Closing Ceremony will feature remarks from Gov. Scott Walker, State of Wisconsin, and guest speeches from Vice Governor Akihito Yoshihashi, Shizuoka Prefecture; Hon. Mitsuhiro Wada, Consul-General of Japan in Detroit; and Governor Pete Ricketts. Closing remarks will be made by Yuzaburo Mogi, Japan Conference Chairman and W. Gordon Dobie, U.S. Honorary Conference Chairman.

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Minister Seko ... from page 1

Japanese automobile manufacturers have contributed to growing the auto industry in the United States, together with American companies. Over 90,000 American workers employed by Japanese auto makers operating in the United States are now producing 3.8 million units, which is twice the number of cars exported from Japan to the United States. The number of American workers involved in Japanese auto production is 1.5 million if indirectly employed workers are included. In addition to this, 420,000 cars are exported from the United States, which contributes to an improvement of America's balance of trade.

Japanese companies have actively contributed to human resources development and have provided social services in order to develop a commitment to their local communities and be good corporate citizens of America. So far, more than 100,000 Americans have participated in job training programs provided by Japanese companies.

We would like to strengthen our close relationships in trade and investment with the State of Ohio and other states in the Midwest, the center of American manufacturing. To that end, we will continue to strongly encourage and support companies in both countries that are eager to expand their overseas businesses, through the business matching program and investment promotion seminars hosted by JETRO, which has 45 offices across Japan.



Above, Minister Seko attends a discussion on economic relations in Indiana, with the state's Japan automobile industry representative, along with Indiana Governor Eric Holcomb.



The Mayor of Detroit, Mike Duggan, and the President and CEO of the Detroit Regional Chamber, Sandy K. Baruah, are among those who joined Minister Seko at a breakfast meeting to discuss their community and the Japan automobile and parts industries.

Governor Holcomb ... from page 1

Japan to further ties between our two great states.

In Indiana, I've welcomed Japan Minister of Economy, Trade and Industry, the Honorable Hiroshige Seko, and the Ambassador of Japan to the United States, H.E. Shinsuke J. Sugiyama, to our capital city and celebrated alongside the Japan America Society of Indiana to commemorate the organization's 30th anniversary. I participated in Kagami Biraki, traditional sake barrel ceremony in Shelbyville, Indiana, to open the new Nippon Steel Cold Heading Wire Indiana facility and cut the ribbon on a new manufacturing facility for M&C Tech in Washington, Indiana. We have celebrated new job commitments from companies like Aisin Drivetrain and Oji Intertech Inc.

And it's important to note, because this isn't just a one-way street, Indiana companies like Cook Medical, Cummins and Zimmer Biomet are finding success on Japanese soil. In fact, we recently celebrated the grand opening of the new Eli Lilly Japan headquarters in Kobe, Hyogo Prefecture.

Subaru recently marked 30 years of success operating in Indiana, Toyota has passed 20 years, and this year, we'll honor the 10th anniversary of Honda in Indiana. While the milestones are many and continue to grow, Indiana's relationship with Japan goes beyond jobs and investment – it is rooted in our shared values and in our friendship.

I've played basketball in Indiana's Sister State, Tochigi Prefecture with Tochigi Governor Tomikazu Fukuda and at Toyota Headquarters in Toyota City and



Indiana Governor Eric Holcomb greets Minister Hiroshige Seko, when Seko visited Indianapolis.

celebrated as two of our own – Purdue University President, Mitch Daniels and Japan America Society of Indiana, Executive Director Theresa Kulczak – were honored with the prestigious Order of the Rising Sun Award. In 2017, I even had the privilege of sitting next to the Honorable Consul-General Naoki Ito, Consulate-General of Japan in Chicago at the Indianapolis Motor Speedway as his countryman, Takuma Sato, won the Indy 500.

Sato's victory was symbolic of the many victories Japan and Indiana are experiencing because of this important partnership. In Indiana, we're celebrating more residents working than ever before and an economy that continues to grow and diversify, pushing us to the forefront of a global economy. And all of this would not be possible without our friends in Japan. We are grateful for the trust and faith Japanese businesses have entrusted in us, and I will work every day as governor to ensure that our best days are still to come.



Left to right: Karen Johnston, Regional Director, Government Affairs, Toyota Motor Manufacturing Indiana; Millie Marshall, President, Toyota Motor Manufacturing Indiana; Tom Easterday, Senior Executive Vice President, Secretary & Chief Legal Officer, Subaru of Indiana Automotive, Inc.; Consul-General Naoki Ito, Consulate-General of Japan in Chicago; Jim Schellinger, Secretary of Commerce, State of Indiana; Governor Eric Holcomb, State of Indiana; Minister Hiroshige Seko, Japan Minister of Economy, Trade, and Industry; Elaine Bedel, President, Indiana Economic Development Corporation; Tim Myers, Senior Vice President, Honda Manufacturing of Indiana; Ralph Inforzato, Chief Executive Director, JETRO Chicago; Isao Matsuzaki, President, Honda Manufacturing of Indiana.

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Shinsuke J. Sugiyama, Japan's Ambassador to the U.S., Visits the Midwest

Japan's Ambassador to the United States, Shinsuke Sugiyama, made a visit to the Midwest in early July, visiting Indiana and Illinois. He met with officials and spoke with government and business leaders in Seymour, Indiana and Schaumburg, Illinois, before heading to the National Governors Association (NGA) summer conference in Santa Fe, New Mexico. At that event JETRO presented "Joining with Japan: Strengthening Partnerships from an Ocean Away," a ninety minute session. Ambassador Sugiyama and JETRO Chicago's Ralph Inforzato both spoke at the panel session.



Ambassador Sugiyama had the opportunity to tour Sunstar Americas in Schaumburg, IL.



Ambassador Sugiyama with Illinois Governor Bruce Rauner.



Ambassador Sugiyama addresses the National Governors Association (NGA) summer conference.



Ralph Inforzato with Ambassador Sugiyama and Mitsukuni Baba, Executive Director of the Japan America Society of Chicago, in Schaumburg, IL.



Ambassador Sugiyama and Illinois Governor Bruce Rauner, along with Consul-General Naoki Ito and Ralph Inforzato, tour AMADA America Inc., in Schaumburg, IL on July 10.

JETRO to Return to IMTS 2018 in Chicago

The International Manufacturing Technology Show, or IMTS, will return to McCormick Place here in Chicago from Monday, September 10 to Saturday, September 15. JETRO Chicago will return to IMTS this year with a pavilion showcasing Japanese advanced manufacturing technologies and products from 10 small and medium-sized enterprises (SMEs). The Japanese products to be exhibited include a chip saw, winch, medical fine components, speed reducer, metal surface grinding machine, illuminated magnifier, overhead crane, and more. The technology for precision cutting and precision sheet metal processing will also be showcased in the event.

IMTS is held every other year in Chicago by the Association for Manufacturing Technology (AMT). It is the largest show in Chicago and the largest manufacturing show in the Western Hemisphere. This year is expected to be a record-breaker in overall size and attendance; IMTS 2016 had over 2,400 exhibitors, over 1.3 million square feet of show space, and over 115,000 attendees. For more information about our exhibitors or to request a meeting, please contact Stephen Vullo at Stephen_Vullo@jetro.go.jp. We hope to see you there!

The pavilion is located at booth #121174 in the East Building, Level 2. Our exhibitors are:

- Amitec Corporation from Nagoya City** <http://www.amitec.co.jp/eng/index-e.html>
- Fujiseiki Co., Ltd. from Yamanashi Prefecture**..... <http://fuji-seiki.com/en>
- Gogoh Co., Ltd. from Aichi Prefecture** <http://www.gogoh.jp/>
- Kamiya Saw & Knife Mfg. Co., Ltd. from Osaka City** <http://www.kamiya-saw.com/>
- Makishinko Co., Ltd. from Osaka City** <http://www.makishinko.com/>
- Maxpull Machinery & Engineering Co., Ltd. from Chiba Prefecture** http://www.maxpull.co.jp/english/index_e.htm
- Nisino Seiki Co., Ltd. from Ibaraki Prefecture**..... <http://www.nisino-seiki.com/en>
- Otsuka Optics Co., Ltd. from Tokyo City**..... <http://otsuka-op.com/english>
- Sanken Industry Co., Ltd. from Tokyo City**..... <http://www.sanken-mo.co.jp/en>
- Sheemetz Co., Ltd. from Ishikawa Prefecture**..... <http://www.kobayashi-mfg.co.jp/en/index.html>



IMTS2018
International Manufacturing Technology Show
September 10 - 15, 2018 · McCormick Place · Chicago

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Now Available for Download: “Japanese Auto Manufacturers’ Contributions to the U.S. Economy (July 2018)”

Get both the history and the latest information on the impact of Japan’s automotive industry on the economy of the United States. This joint research presentation from by METI and the Japan Automobile Manufacturers Association (JAMA) shows how Japanese brand automakers are contributing to the American economy, from California to North Carolina, with a heavy emphasis on the Midwest.

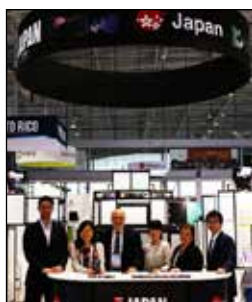
Download this slide presentation in PDF format at <https://goo.gl/Rx4TDT>.



25 Japanese Companies Exhibit in Japan Pavilion at BIO 2018

The Biotechnology Innovation Organization (BIO) held its 25th annual BIO International Convention in Boston from June 4th-7th. There were more than 1,800 exhibitors, which included 50+ international, regional and state pavilions. More than 18,000 individuals attended, from 67 countries and 49 states.

This year, JETRO recruited 25 Japanese life science companies and research organizations to exhibit in the Japan Pavilion. They presented advancements in



The JETRO Team at the Japan Pavilion.

Pfizer, Ultragenyx, and Biobide made closed-door presentations to the Japan Pavilion members. Speakers introduced their companies, detailed the therapy areas which they focus on, and explained how they collaborate with other firms on research, licensing and marketing. Their presentations were followed by a networking session where Japanese delegates were able to connect with the speakers.



Consul-General Rokuichiro Michii and Ralph Inforzato.

On the opening day of the exhibition, JETRO hosted an exhibitor reception, welcoming more than 350 visitors to the Japan Pavilion and serving a selection of sake from Fukushima.



Dr. Yuan-Hua Ding meets with JETRO exhibitors at the Partnering Workshop.

regenerative medicine; drug discovery tools; new treatments for oncology, pain management, cognitive and neurological disorders; contract manufacturing; and R&D. BIO’s advanced partnering system allowed the exhibiting companies to search for potential partnering opportunities and arrange meetings. The meeting spots within the Japan pavilion were busy

from open until close throughout the entire convention, with 365 official partnering meetings taking place.

As a part of the program, JETRO Chicago organized a partnering workshop for our Japanese exhibitors. Representatives from



Consul-General Rokuichiro Michii, Consul-General of Japan in Boston, meets with Japan Pavilion exhibitors.



Scott Galasinski, Ultragenyx Pharmaceutical, Inc., at the Partnering Workshop.



Andoni Cruz, Biobide, at the Partnering Workshop.