EU - JAPAN CENTRE FOR INDUSTRIAL COOPERATION



日欧産業協力センタ

NEWSLETTER

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The EU-Japan Centre for Industrial Cooperation

is a joint venture co-financed by the European Commission and the Ministry of Japanese Economy, Trade and Industry (METI). Its aim is to foster the development of industrial cooperation between companies from both regions through training programmes for business people, for EU and Japanese students and researchers, and through information services and an industrial dialogue.

Japan Head Office

Round-Cross Ichibanchou 4F 13-3 Ichibancho, Chiyoda-ku, Tokyo 102-0082, Japan Tel: +81 (0)3 3221 6161 Fax: +81 (0)3 3221 6226 Email: <u>eujapan@eu-japan.gr.jp</u> <u>http://www.eu-japan.gr.jp</u>

European Office

Rue Marie de Bourgogne 52, B-1000 Brussels, Belgium Tel: +32 (0)2 282 0040 Fax: +32 (0)2 282 0045 Email: <u>office@eu-japan.eu</u> <u>http://www.eu-japan.eu</u>

This occasional newsletter is produced by the European office of the EU-Japan Centre, and is primarily intended to provide EU/Japan-related news.

Any EU/Japan-related information to be published in the next issue ?

Please send details to: michelson@eu-japan.eu

The European Office of the EU-Japan Centre alone is responsible for the information contained in its communications or publications.

Neither the European Commission nor the Government of Japan is responsible for any use that may be made of the information contained therein. Editor: J. Michelson

In this issue (among other topics):

- Forthcoming funded managerial training activities in Japan
- 20 years of the Centre !
- Vulcanus in Japan's 10th anniversary
- 9th EU-Japan Business Dialogue Round Table
- EU Gateway Programme for Japan and Korea Call for Tenders
- Osaka Business Cup
- World Class Manufacturing Award
- 7th International Lean Manufacturing Conference
- Polish CCI in Japan
- Promotion of the German Capital Region in Japan
- nano tech 2007
- Migration and Integration Japan in a Comparative Perspective
- News in brief
- Calendar of EU/Japan-related events

Forthcoming managerial training activities in Japan for companies

The EU-Japan Centre is currently inviting applications for the following training missions in Japan:

< World Class Manufacturing > 5-day training mission

For EU managers working for manufacturing companies in the EU

The training course consists of lectures and workshops, and European top decision-makers Training dates: 11 to 16 November 2007 (5 days) Pre-departure Briefing date in Europe: 12 October 2007 (1 day) Application deadline: 12 September 2007

are able to visit some Japanese factories to understand the real "Gemba" (the production site), to talk directly with their production managers and to observe the effective implementation of manufacturing methods. A preliminary visit to an industry applying WCM methods is held in Europe, as well as a Pre-departure briefing session, prior to the training in Japan.

More details on: http://www.eu-japan.eu/europe/wcm_november.html

< HRTP-Japan Industry Insight > 2-week training programme

For EU managers working for Japanese companies in the EU

With the support of the Japan External Trade Organization (JETRO), the 43rd session of

Training dates: 21 January to 1 February 2008 (2 weeks) Pre-departure Briefing date in Europe: 7 December 2007 (1 day) Application deadline: 10 October 2007

the HRTP programme is focused on improving communication between Japan headquarters and affiliated companies in the EU in all areas of daily management and practices.

More details on: http://www.eu-japan.eu/europe/hrtp_j.html

< Foreign Direct Investment in Japan > 5-day training mission

For EU managers responsible for the financial strategy of their EU company on Mergers & Acquisitions in Japan

This short course on FDI in Japan for EU firms will provide an overall understanding

Training dates: 18 to to 22 February 2008 (5 days) Application deadline: 14 November 2007

of the implications and relevance of Japan's FDI policy for EU firms interested in starting or growing business in Japan by acquiring local assets. One of the objectives of the mission is to help EU firms to identify strategic investment opportunities by enabling participants to gather information and resources about the incentives offered by various Japanese national, regional and local authorities to attract FDI.

More details on: http://www.eu-japan.eu/europe/fdi.html



20 years of the Centre !

1987	Opening of the EU-Japan Centre for Industrial Cooperation (Tokyo, Japan)		
1987	Launch of the comprehensive "Japan Industry Insight" programme to examine Japanese business structure, management and industry through lectures, field trips, seminars, and individual company visits Launch of the "Alternative Energy" programme for experts in the field of renewable energy		
1987			
1988	Launch of missions focusing on "World Class Manufacturing" to identify Japanese production processes and "Innovation made in Japan" to analyse various ways in which Japanese firms develop innovative ideas into marketable products		
1995	Launch of the EU-Japan Business Dialogue Round Table intended for leaders of Japanese and EU companies mandated to make recommendations to the EU and Japanese Authorities for further trade/investment liberalisation		
1996	Launch of the "Vulcanus in Europe" programme offering language courses and traineeships in EU companies for Japanese students		
1996	Opening of the European Office of the EU-Japan Centre (Brussels, Belgium)		
1996	The EU-Japan Centre is appointed the Secretariat for the forum which will become the annual EU-Japan Business Dialogue Round Table and which comprises chief executives of about 50 leading EU and Japanese corporations		
1997	Launch of the "Vulcanus in Japan" programme offering language courses and traineeships in Japanese companies for EU students		
1997	Launch of the "Meet Asia in Japan" training mission to increase EU industry's awareness of the business environment in Asia		
1998	Launch of the "Distribution & Business Practices" training mission to provide the participants with an insight into how products reach the market in Japan		
1999	Launch of the new "Alternative Energy" programme for policy-makers		
2000	Launch of an ICT version of the "Japan Industry Insight" programme, the first time that a particular business sector has been targeted		
2000	Centre appointed "Coordinator in Europe" of Osaka Chamber of Commerce & Industry's annual "Global Venture Forum" - a forum for companies in new, high-tech, and emerging fields of business to meet with potential Japanese business/technology alliance/finance partners		
2001	Launch of an ICT version of the "Meet Asia in Japan" programme to analyse developments in the ICT sector in Asia		
2001	Launch of a food & drinks version of the "Distribution & Business Practices" programme to include participation in the annual "Foodex" trade fair		
2003	Launch of the comprehensive "Japan Industry Insight" programme intended for EU managers working for Japanese-affiliated companies		
2003	Launch of a series of information seminars on EC policies intended for Japanese managers working for Japanese-affiliated companies in the EU		
2004	The first workshop on World Class Manufacturing welcomed 270 experts in lean production methods		
2005	Extension of the Vulcanus in Japan programme to engineers in architecture		
2005	Publication of "EU-Japan Bridge", the first directory ever of all EU-Japan related organisations		
2005	Organisation of a workshop on Foreign Direct Investment gathering EU and Japanese FDI specialists		
2006	The second workshop on World Class Manufacturing welcomed 320 experts in lean production methods, from 26 countries		
2007	Launch of a "FDI in Japan" mission intended for EU corporations seeking a base in East Asia		
2007	The Centre celebrates the 20th anniversary of its creation and expresses its deepest gratitude to the 2,000 managers, students or researchers who have taken part in at least one of these training courses		





10th anniversary of the "Vulcanus in Japan" programme

On Saturday 9 June the Centre celebrated the 10th anniversary of the "Vulcanus in Japan" programme with a Get-Together, at the Hotel Renaissance (Brussels), for the Vulcanus Alumni.

The event was a big success. c.100 alumni from across Europe attended the event. Mrs. Keiko Sato, in charge of the programme since its creation, was the special guest and was warmly welcomed by all the ex-participants.

The event also saw the launch of the new version of the Vulcanus Alumni website. For more info on the website please see: http://www.vulcanusalumni.net

EU-Japan Business Dialogue Round Table in Berlin, Germany

The EU-Japan Business Dialogue Round Table (EJBDRT) held its annual meeting in Berlin on 3 and 4 June 2007 under the co-chairmanship of Georges Jacobs and Tadashi Okamura, in the presence of EC Commissioner Günter Verheugen and representatives from the Japanese Authorities.

EU and Japanese business leaders presented their recommendations on the most pressing issues from the business point of view: the future of the WTO negotiations, the new bilateral agenda, joint cooperation on energy and climate change, and innovation.



[©] Christian Kruppa, 2007

This meeting took place prior to the important bilateral Summit on 5 June 2007 at which it was agreed that in the current new environment, the EU and Japan, which are global partners, should intensify their close mutual cooperation on bilateral as well as multilateral levels.





The Information Desk of the Centre - Success Story

Do not forget to take advantage of our free information service - please see success story below.



"When Japan Consulting Office started its activities in early 2007, it naturally turned to the EU-Japan Centre for Industrial Cooperation for consultation. Having more than 20 years of experience in strengthening ties between the European Union and Japan in various fields, the Information Desk of the Centre was able to provide us with books (such as EU-Japan Bridge, Success Stories), advice and valuable information. We were impressed by the professionalism and friendliness of the staff.

The mission of Japan Consulting Office is to bring European and Japanese business people closer together by offering training, consulting and support services. We have developed different types of training programmes to increase cultural awareness, from introductory level (such as 'Introduction to Japanese business') to advanced ('Doing better business with Japanese' or 'Working in a multicultural company'.) Trainings are given in English and Japanese. Based in Brussels, Japan Consulting Office reflects the convergence of cultures, languages and nationalities that is central to the heart of Europe."

More information: http://www.JapanConsultingOffice.com

EU Gateway Programme for Japan and Korea - Call for Tenders



Call for tenders related to the implementation of the EU Gateway Programme for Japan and Korea

Call start date: 2 May 2007 Call end date: 7 August 2007 Event location: Japan/Korea

Organised by: European Commission, DG RELEX, Unit for Relations with Australia, New Zealand, Japan and Korea

The new EU Gateway Programme aims at assisting EU companies in a pro-active manner in their attempts to get a strong foothold in the Japanese and Korean markets.



The European Commission has launched a call for tenders to conclude service contracts for the implementation of this new programme. The contract will consist of 4 lots.

Details can be found on Event web page: http://ec.europa.eu/external_relations/tender/index.htm





« OSAKA BUSINESS CUP »

The Osaka city Paris representative office launches an economic contest: « OSAKA BUSINESS CUP »

From May to September 2007, this contest is open to companies, research institutes or public bodies. You simply have to fill in the application form and present a small business plan.

The most promising projects will get a market pre-study on their product/service as well as a business matchmaking mission in the Osaka region guided by a business consultant and an interpreter.

Seize the opportunity to concretise your plans, to build or consolidate your setting-up strategy with consultants and to meet in Japan the future partners and actors of your achievement!

Further information can be found on: http://www.osaka.fr/english_version/topics/index.html

Or please contact Mr. Flaujac: +33 1 40 15 93 66, e-mail: info@osaka.fr

4th Business Forum Japan

Within the framework of the "Printemps du Japon" (Japan's Spring), which takes place every year in Aix en Provence, the 4th Business Forum Japan, organised by JETRO Lyon in cooperation with the Mediterranean Japanese Center, was held from 13-14 June.

This year's edition focused on 3 issues: agribusiness, sustainable development, and the International Thermonuclear Experimental Reactor (ITER) project.

During the two days various conferences were held in order to enable Japanese and French companies to discover new market opportunities. The participants could also take part in B-to-B meetings in order to initiate potential business partnerships, and consult Japanese market experts from JETRO Lyon and from the French Trade Commission of Tokyo.

This event's main purpose was to promote industrial cooperation between France and Japan and to help French companies to get into the Japanese market.

More information: http://www.jetro.go.jp/france/lyon





World Class Manufacturing Award



reps, in the presence of Houn. Ana Aguirre, Basque Minis Industry, and S. Dayan (left), Jury member and plant audito

Source: Robert Dapère - Arcelor

The **first World Class Manufacturing Award** ceremony took place in the Guggenheim Museum, Bilbao, Spain, on 20 April 2007.

The following plants have received the Bronze Level Award:

- ACB Sestao plant, Spain, Arcelor Mittal;
- Chambéry plant, France, Saint Gobain Gypsum;
- Tychy plant, Poland, Fiat Group.

They were recognised for their achievement during a ceremony chaired by Mr. Michel Wurth, member of Arcelor Mittal Group Management Board and Mr. Robert Dapère, President of the WCM Association. These three plants are working under the guidance of Professor Hajime Yamashina, very well known by the friends of the EU-Japan Centre for Industrial Cooperation.

The WCM Association exists to promote the use of WCM techniques to enhance the performance and competitiveness of manufacturing industry. The Association was established in 2006 by four founding members: Arcelor Mittal Group, Fiat Group Automobiles and LCV, Saint Gobain Gypsum and Kyoto University.

Arcelor: Robert Dapère, Director Business Excellence, Flat Carbon Europe and Chairman of the WCM Award Steering Committee BPB Saint Gobain: Simon Dayan, BPB Operations Director Campbells: Graeme Anderson, CEO Fiat: Luciano Massone, Director Production System Development Kyoto University: Professor Emeritus Hajime Yamashina

7th International Lean Manufacturing Conference

18-20 June 2007 - Wroclaw, Poland - Organised by: Lean Enterprise Institute Polska (Poland)

The conference programme contained plenary speeches, case studies, seminars on specific lean topics, workshops presented on the companies' premises (Whirlpool, DeLaval, Remy), as well visits to Toyota plants: Toyota Motor Manufacturing Poland and Toyota Peugeot Citroën Automobile Czech.



LEAN ENTERPRISE INSTITUTE POLSKA

Conference special guest speakers were Prof. Daniel Jones (UK), Art Smalley (USA), Marek Piatkowski (CA) and Prof. Bohdan Oppenheim (USA). The following companies shared their experiences on lean implementation: Sonion, Philips Lighting, Whirlpool, Hewlett Packard Business Process Outsourcing, GKN Driveline, Volkswagen, Okfens - Saint Gobain, GATX Rail, Robert Bosch.



EU-Japan Centre FDI advisor awarded by the Republic of Poland

On 4 June 2007 Mr. Hiroshi Watanabe was awarded with the Commander's Cross of the Order of Merit of the Republic of Poland. The ceremony took place at the Ministry of Foreign Affairs' Mansion in Warsaw, Poland, and was widely attended by respected and esteemed guests, both from Polish and Japanese political and business circles.

Mr. Watanabe's mission to Poland as a Board Advisor of the Polish Information & Foreign Investment Agency was arranged first by JICA, and then by the **EU-Japan Centre for Industrial Cooperation**. Mr. Watanabe was first in charge of investors' servicing advisory in 2003, however, as from 4 April 2004

he has been continuously engaged in supportive activities for attracting Japanese investments into Poland. Mr. Watanabe is a perfect Polish speaker as well as an expert in the field of Polish culture, economy, history and politics. Not only did he support PAIIIZ as an "Investment Board Advisor", but he also did his utmost to create a vivid image of Poland as the most attractive among all Central-East European countries.

Mr. Watanabe contributed considerably to the constant inflow of Japanese direct investments into Poland, as well as to the boom observed in 2006 - for the first time in the whole history of the two countries' mutual relations.

Source: Foreign Investment Department - Polish Information & Foreign Investment Agency - http://www.paiz.gov.pl

Polish CCI in Japan



The Polish Chamber of Commerce & Industry in Japan held its first general

meeting on 29 March 2007 and a commemorative ceremony on 11 May 2007. Both events were held at the Embassy of the Republic of Poland in Tokyo.

The aim of the Polish Chamber of Commerce & Industry in Japan is to foster economic exchanges between the nations of Japan and Poland, particularly in the area of trade. In order to realise this aim the new Chamber of Commerce will work to establish ties with the governments of Japan and Poland, key parties in the EU and prominent business leaders.

The Polish Chamber of Commerce & Industry is now looking for new members. Regular membership is open to all corporations, economic organisations and individuals, both inside and outside Japan, that support the aims of the Polish Chamber of Commerce & Industry. The representatives of corporations and organisations in both Japan and Poland are particularly welcome. The headquarters for the Polish Chamber of Commerce & Industry in Japan will be located in the Shibuya Ward of Tokyo.

Promotion of the German Capital Region in Japan

page 5

16-20 May 2007 - Tokyo, Japan Organised by: Potsdam Chamber of Commerce & Industry

Minister for Economic Affairs of Brandenburg, Ulrich Junghanns, travelled together with Mr. René Kohl, Managing Director of Potsdam Chamber of Commerce & Industry, to Japan from 16 to 20 May. The aim of the trip was to visit Japanese companies that have invested in the business region Berlin-Brandenburg.

"We would like to expand our relationship to the world's second most important economic nation. Therefore we are presenting the region Berlin-Brandenburg in Japan, to make the German Capital Region more famous in the country of the sun origin", Minister Junghanns said.

Minister Junghanns met among others the President of Japanese Yamaichi Electronics, Shinochiro Koga. In Tokyo the Minister also met representatives of Olympus Holding Management. For Mr. Kohl the expansion of Japanese relationships is in focus. Last year exports from Brandenburg to Japan reached nearly 40 Million euro.

Source: http://www.pccij.or.jp/intro_en.html

More information: http://www.potsdam.ihk24.de

nano tech 2007, the world's largest international nanotechnology exhibition

Joint Fraunhofer booth at nano tech 2007, Tokyo, 21-23 February - Tokyo Big Sight, Japan (exhibition/tradeshow)

Scientists from seven Fraunhofer Institutes in Germany displayed nanotechnology-related developments at the Tokyo trade show

From 21-23 February 2007, Tokyo Big Sight exhibition centre hosted the nano tech 2007, the world's largest international nanotechnology exhibition and conference programme, with more than 480 exhibiting enterprises and 48.500 visitors from all over the world. The participating Fraunhofer Institutes (ICT, IFAM, IGB, IKTS, ISC, ISE, TGB) presented, amongst other things, an ultra-flat vision system, modelled after the compound eye of a fly. Only half a millimetre thick, the optical sensor is able to produce conventional images, making it a unique vision system suitable for future appliances such as quality control or personal identification.

Other topics presented were nanotechnology in solar cells, dirt-resistant seat covers, intelligent packagings and batteries based on nanotechnology. This year, more interested companies were visiting the booth, leading the first time to development contracts being discussed already at the exhibition ! More information: http://www.fraunhofer.jp

Romanian Opportunities for Japanese Investors

When thinking about Romania the first thing that comes to mind is one of the newest members of the EU, finding its way back into the European family where it rightfully belonged, but Romania is much more than just a "new kid on the block": it is a land of opportunities where success in business can be achieved, and profit is the keyword when taking upon business here.

EU membership means boosting economic growth and encouraging development, offering a clear positive sign of economic stability to investors, while the European Single Market helps companies to export their products throughout the EU, promoting greater competition, and hence better services for

customers. Romania's integration into the EU, in January 2007, enhanced a growing reputation for attracting foreign investment. Companies from outside the EU also find Romania very appealing for doing business having the special meaning of doing business in the European Union as a great opportunity to enter the European market.



desnow)



Business Round Table Japan 18 July 2007 - KUMAS / Augsburg, Germany

Organised by: IHK Schwaben, Deutsch-Japanische Gesellschaft in Augsburg und Schwaben e.V. (DJG), OAV (German Asia-Pacific Business Association), KUMAS (Kompetenzzentrum Umwelt Augsburg Schwaben)

The German-Japanese Association in Augsburg (DJG) organises in cooperation with OAV (http://www.oav.de) and KUMAS (http://www.kumas.de) a Business Round Table. In July a business lunch will be organised for companies which have already had business experiences in Japan or have some collaborations in Japan. There is place for only a limited number of participants.

For further information please contact: the German-Japanese Association in Augsburg c/o Petra Volker, phone number +49-821-3162-375 or by e-mail: petra.volker@schwaben.ihk.de. or consult: http://www.schwaben.ihk.de

EU-Japan Cooperation in Science and Innovation

15 June 2007, Milan

Cooperation in science and technology is high on the political EU-Japan agenda, but also of growing importance for European industry, that is evaluating Japan as a partner and location for research, technology development and innovation.

Against this background, the European Japan Experts Association (EJEA), the Japanese-German Center Berlin (JDZB) and the Contemporary Asia Research Center at Milan University jointly organized a conference. Academics, decision-makers, business representatives from the European Union and Commission, various European countries and Japan discussed what has been achieved and what are the prospects for EU-Japan cooperation in science, technology and innovation. The objective was to identify options for EU-Japan cooperation in a changing global environment for research and innovation.

More information:

http://www.jdzb.de/index.php?option=com_events&task=eventDetails &cat_id=1&cid=6&Itemid=30&Iang=en

23-24 October Conference - Migration and Integration - Japan in a Comparative Perspective



This conference addresses the issue of demographic change and labour migration in Japan in a comparative perspective to Germany. Two sets of aspects shall be highlighted, one addressing the current status quo and the factors challenging it; the other questioning how the actors involved deal with the issues at hand. Firstly, the demographic data, legal aspects, and labour market structures in these countries as well as in potential sending countries of migrants will be examined. Secondly, a multi-level political approach will be employed to deal with the concept and the realities of migration and integration. In order to ensure that a comprehensive picture is gained of the current political and economic questions at stake as well as of the practical aspects of how these questions are being dealt with, this conference will bring together not only social scientists from various disciplines, but also persons directly involved in the political decision-making processes.

Where: at the Centre for the Advancement of Working Women (Josei to Shigoto no Miraikan), Tokyo, http://www.miraikan.go.jp/english/index.html

Organised by: Dr. Gabriele Vogt, German Institute for Japanese Studies (DIJ); Glenda Roberts, Ph.D., Graduate School for Asia-Pacific Studies, Waseda University. More information at vogt@dijtokyo.org or on http://www.dijtokyo.org

Bulgarian-Japanese Economic Council

On 29 May 2007 the Bulgarian-Japanese Economic Council (BJEC) held its regular session in Sofia. Members of the BJEC, Bulgarian AOTS Alumni Society and official guests from the Embassy of Japan in Sofia, Mr. Nawata and Mr. Matsumoto, attended the session.

The Honorary Chairman of the BJEC, Mrs. Lydia Shuleva, awarded Mr. Toshiyuki Nawata, commercial attaché of Japan in Bulgaria, with an Honorary Dipoma for his contribution to the development of Bulgarian-Japanese economic relations. Main sectors of mutual interest, such as collaboration for manufacturing of automotive components, renewable energy and biomass utilisation projects were discussed. Mr. Georgi Stoev, President of BulAOTS/EFAAS and Vice-Chairman of the BJEC, informed the members about the study mission from JETRO, planning to visit Bulgaria during July 2007 and outlined the preparation of the schedule and arrangements of the company visits. Mr. Petar Andonov informed about the scheduled investment seminar for Bulgaria and Romania in Tokyo during September 2007. Mr. Andonov has been requested to coordinate the mutual activities of the BJEC and JBEC for the success of the event.

Mr. Georgi Stoev replaced Mr. Zoran Jolevski from Macedonia as Vice-Chairman of the Committee of Trade at the Economic Council for Europe-United Nations, Geneva for the mandate May-October 2007.



More information: http://www.bcci.bg - the joint Chambers (Bulgarian-Japanese Economic Council) or news section.

Japan investors want to invest more in V4 countries and in the Balkans

A representative of SARIO (Slovak Investment & Trade Development Agency), Juraj Vojtas, participated in the Investment Seminar in Japan, whose aim was to present the investment environment of Slovakia but also to share investment experiences with other Central European countries



with other Central European countries, which became more and more attractive for Japanese investors.

The untraditional recommendation of Japan to present the Central European region as one region on the Japanese market was accepted differently. Once more the question whether Central European countries are competitors or partners became apparent. In any case, this event was a remarkable enrichment for all participants concerning the Japanese culture and mentality.

At the meeting delegates were present from the Ministry of Foreign Affairs of Japan (MOFA), V4 countries (Czech Republic, Hungary, Slovakia, Poland) and nine Balkan countries.

SARIO representatives in cooperation with the Slovak Commercial Counsellor in Japan, Roman Ondrus, organised many bilateral meetings with potential investors and also the largest financial institutions (e.g. the world's largest bank, The Bank of Tokyo Mitsubishi-UFJ).

The positive feedback of these institutions on the economy of Slovakia and the decision of SONY to enlarge its production in Nitra gave a strong and positive signal for other Japan companies.

Source: http://www.sario.sk/?news&novinka=193



The 2nd Oxford-Kobe International Maritime Transport Seminar

13-16 June 2007 - The Kobe Institute, Kobe Japan



One of the most serious issues in the world is the mid- to long-term strategy to maintain sustainable maritime activities in such areas as shipping, ports and professional education without putting a load on the environment or even by reducing it. In this seminar, various issues to develop sustainable maritime activities in harmony with the environment were discussed. In the 2nd O-K Seminar, open lectures were held at the Kobe International Conference Hall (free of charge, with simultaneous translations), which were followed by seminars in reference to the EU Green maritime Paper, and laws. The latter is most closely related with maritime business. Sustainable maritime activity was the keyword in this series of the international seminar, because the core of the concept included environmental protection in maritime activities that has long been ianored.

More information: http://www.kobeinst.com/

EXPORTING TO JAPAN? Grants now available

Are you a Dublin city-based business seeking to develop your Japanese exports? The Dublin City Enterprise Board Export Marketing Initiative Fund can assist you.



The Board can part-fund the cost of Travel & Subsistence, Trade Fair Attendance/Exhibiting, and the creation of marketing material specifically for overseas markets. Businesses that employ fewer than 10 employees and are involved in manufacturing or internationally traded services can apply. Early applications are advised.

Funding Terms: the grant covers 50% of eligible costs (subject to a maximum of \in 5,000). Applications must be made prior to any expenditure being incurred. Payment will be made to approved projects on receipt of proof of payment of all qualifying and approved expenses.

Contact Dublin City Enterprise Board E-mail: info@dceb.ie More information: http://www.dceb.ie To promote the Rhône-Alpes' economic fabric on the international stage

Enterprise Rhône-Alpes International -ERAI's mission is simple: To develop and promote the Rhône-Alpes' economic fabric on the international stage like simplifying the export process for Small and Medium Enterprises (SMEs).

When a company is already present in the marketplace, it may



wish to set up its own local sales force. ERAI can then help building the strategy development, recruiting the most suitable salesman, training and following him until he reaches the goal set by the company. In a word, the company saves time and money.

Dickson Coating, specialised in technical textile manufacturing, is one success story. Its representative in Japan, Mr. Alain Tieu, now has full benefits of ERAI's business centre and coaching programme: "It's been 2 years since ERAI began to support our action. The "plug and play" full options business centre formula is the best combination to get a quick and efficient start."

More information: http://www.erai.or.jp

50th anniversary of relations between IE and JP

The Taoiseach, Bertie Ahern, and Prime Minister Abe exchanged greetings on 5 March to mark the 50th anniversary of the establishment of diplomatic relations between Ireland and Japan. Both countries are celebrating this important anniversary with a year-long programme of events.

http://www.irelandinjapan.jp/content/view/58/35/

Publication: Europe's World New issue out on 11 June!

Europe's World

Aid tangles Russia African security Afghanistan Asia An EU supremo Frozen conflicts Resisting Brussels Multi-speed Europe Special Security & DEFENCE Top authors include: Michèle Alliot-Marie, France's Minister of Interior Ashraf Ghani, Afghanistan's former Finance Minister O João Gomes Cravinho, Portugal's Secretary of State for Foreign Affairs and Cooperation O

Roman Herzog, Germany's former President • Jo Leinen, Chairman of the EP's Constitutional Affairs Committee • Nicolas Schmit, Luxembourg's Delegate Foreign Affairs Minister • Swedish MEP Anders Wijkman

Including a Special Policy Dossier on Security and Defence.

More information: http://www.europesworld.org

World Sustainable Energy Days 2008

5-7 March 2008, Wels/Austria - organised by O.Oe. Energiesparverband, Austria

The World Sustainable Energy Days, the largest annual conference in this fie



annual conference in this field in Europe, offer a unique combination of events on sustainable energy production and use, covering energy efficiency and renewable energy sources for buildings, industry and transport.

Seven conferences and seminars - which present the latest technology trends, outstanding examples and European strategies - and the "Energiesparmesse", an important energy exhibition, offer ideal opportunities to establish new partnerships. The conference makes an important contribution to awareness-raising for green energy and energy efficiency.

For 16 years experts and decision-makers from all over the world flock to Upper Austria to attend the events - in 2007 the conference attracted more than 1000 participants from 61 countries.

More information: http://www.wsed.at

8th Annual World Barista Championship

29 July - 2 August 2007 - Tokyo Big Sight Organised by: Speciality Coffee Association of Japan

Japan has become the 4th biggest coffee consuming country in the world-preceded by the USA, Brazil and Germany- with a very quality-focused market.



The World Barista Championship is an annual event enhancing coffee art and coffee craftsmanship in the preparation of the cup. Hosted for the first time by Japan, this year's WBC will bring together all the Speciality Coffee Associations of the world, namely the SCA of Japan (SCAJ), the SCA of Europe (SCAE) and the SCA of America (SCAA) and several others. The incoming SCAE President is Dr. Max Fabian from Demus (IT), who is also the President of the European Decaffeinators Association (EDA).

This coffee event may also provide an opportunity to bring up EU-Japan regulatory issues for coffee.

More information:

http://www.worldbaristachampionship.com



Date / Location	Event	Contact
11-12 September 2007 Osnabrück, Germany	German-Japanese Dialogue forum on environment	http://www.dbu.de/123artikel26562_106.html
12 September 2007 Kiel, Germany	Seminar: "Doing Business in Japan" - the general aspects of start- ing or extending business relations with Japan.	Chamber of Commerce & Industry of Kiel - Germany http://www.ihk-schleswig-holstein.de
1 October 2007 Tokyo, Japan	Showcase and meetings French Japanese B2B meetings in the Music Industry	Mission Economique du Japon et Bureau Export de la Musique (Paris et Tokyo), (French Music Export Office) Cultural Service of the Embassy of France in Japan http://www.missioneco.org/japon
4 October 2007 St. Etienne, France	Japan Day Market access and Investment (Accès au marché et investissement)	JETRO - Japan External Trade Organization and CCI St. Etienne, Ville de St. Etienne http://www.jetro.go.jp/france/paris/
2 June - 7 July 2007 Pays d'Aix, France	"Printemps du Japon" (Japan's Spring)	JETRO Lyon in cooperation with the Mediterranean Japanese Center http://www.jetro.go.jp/france/lyon
5 July 2007 and 2-6 October 2007 Tokyo, Japan	Conference: 21st Century of Excellence Programme "Biodiversity and Ecosystem Restoration" Biodiversity and Sustainable Development in Japan and Europe Part I and Part II	Japanese-German Center Berlin - JDZB and Tokyo University http://www.jdzb.de/index.php?option=com_events&task=e ventDetails&cat_id=1&cid=10&Itemid=30 http://www.jdzb.de/index.php?option=com_events&task=e ventDetails&cat_id=1&Itemid=30&cid=13
19-20 October 2007 Leipzig, Germany	Event: "Members Invite Members" Prof. Dr. Uwe Vollmer invites to University of Leipzig	German JSPS-Club (Deutsche Gesellschaft der JSPS-Stipendiaten e.V.) jsps-club@t-online.de - http://www.jsps-club.de
11-16 November 2007 Tokyo, Japan	European Commission-funded Programme Training Mission in Japan <world class="" manufacturing=""> Application deadline: 12 September 2007</world>	EU-Japan Centre for Industrial Cooperation http://www.eu-japan.eu/europe/wcm.html E-mail: office@eu-japan.eu - Tel: +32 2 282 3712
21 Jan - 1 Feb 2008 Tokyo, Japan	Training Programme in Japan for Japanese companies based in the EU <hrtp -="" industry="" insight="" japan=""> Application deadline: 10 October 2007</hrtp>	EU-Japan Centre for Industrial Cooperation http://www.eu-japan.eu/europe/hrtp_j.html E-mail: office@eu-japan.eu - Tel: +32 2 282 0042
14-18 February 2008 Tokyo, Japan	European Commission-funded Programme Training Mission in Japan <foreign direct="" in="" investment="" japan=""> Application deadline: 14 November 2007</foreign>	EU-Japan Centre for Industrial Cooperation http://www.eu-japan.eu/europe/fdi.html E-mail: office@eu-japan.eu - Tel: +32 2 282 0042
2-7 March 2008 Tokyo, Japan	European Commission-funded Programme Training Mission in Japan <distribution &="" business="" in="" japan="" practices=""> Application deadline: 12 December 2007</distribution>	EU-Japan Centre for Industrial Cooperation http://www.eu-japan.eu/europe/dbp.html E-mail: office@eu-japan.eu - Tel: +32 2 282 3712

