

B. Business Exchanges

1. 1990 - Kanagawa Business Subcommittee jointly sponsors seminar with JETRO on the Japan health care market
2. 1991
 - a. Yokohama Import Fair - 11 Maryland consumer product companies participated. Half of the companies made sales.
 - b. Economic Symposium in Kanagawa on the attractions of Maryland as a business partner, 200 Japanese businessmen attend.
 - c. Health and Care of Elderly Symposium sponsored by Kanagawa Business Subcommittee. 1 company made a direct sale.
3. 1992
 - a. Maryland Office in Japan - Kanagawa offered free office space in a prefectural building in central Yokohama until 1995.
 - b. Investment Manual - Investment Manual in Japanese on Maryland completed at cost of \$60,000 as 10th anniversary gift from Kanagawa Commerce and Industry Division.
 - c. World Trade Center Institute Seminar on "Doing Business in Japan" - In March 1992, the Kanagawa Business Subcommittee worked cooperatively with the WTCI to invite several businessmen from Kanagawa corporations to participate in their seminar.
 - d. BioJapan Trade Show - August 1992, the International and Commerce and Industry Divisions of the Kanagawa Prefectural Government arranged two days of briefings and targeted business meetings before the start of the BioJapan trade show which took place in Kanagawa's capital city of Yokohama. 26 Maryland companies were represented.
 - e. Kanagawa Role as Matchmaker - Martek Corporation, a Columbia biotechnology company, requested for MID to arrange an appointment with a particular Japanese company. Kanagawa officials set up the meeting. A licensing arrangement is in negotiation.
4. 1993 - The committee has identified a project and is discussing with JETRO, MITI and Kanagawa representatives in the U.S. to set up a seminar to inform Maryland companies how to take advantage of current Japanese government import initiatives. The Committee will then provide a match-making role to develop identified business relationships.