



Ireland Japan  
Chamber of Commerce

# NEWSLETTER

SEPTEMBER 2021

## Message from the President



Dear members and friends,

The hot summer season has almost finished and I hope you are having a comfortable Autumn. The Covid19 situation in Japan has been improving and we expect the state of emergency to finish at the end of this month. The vaccination ratio in Japan has almost caught up to the USA's position and will match EU countries in October, which is a very rapid catch up.

Let me update you on some of our activities.

We held the "The Secrets of Developing Successful Partnership and Sales with Large Japanese Corporations – The Insider View" on 26th August. Three fantastic panellists Mr. Akira Ogushi, Chairman, Blue Rise Partners Ltd, Mr. Kazunari Miyazaki, Senior Expert, NEC Safety Solution Management Headquarters, Mr. Christos Makiyama, President and Founder, Silicon Planet and our MC and member Mr. Niall Keegan gave us very interesting insights.

In August we held "Ireland & Sustainability – A conversation with Ireland's Climate Envoy, Sinead Walsh". I would like to sincerely thank Ambassador Paul Kavanagh for very nice opening remarks and also Dr. Sinead Walsh, Climate Envoy of the Irish Government. I would like to also thank great panellists Mr. Tomo Hamakawa, Co-founder and Managing Director of Earth Company and Ms. Mariko McTier, Co-founder of Mymizu and Mr. Rick Grehan, IJCC Director and founder of ImageMILL for a fruitful panel discussion and active Q&A session.

Then on 9<sup>th</sup> September, we held our annual "IJCC×BCCJ Joint Online Networking". I would like to sincerely thank Ambassador Paul Kavanagh for opening the event and Mr. David Bickle, President of the British Chamber of Commerce Japan for representing BCCJ. This annual event was a great success with a warm friendly atmosphere as usual.

Finally, I wish you stay healthy and meet you all in person soon!

Best regards,

Yoshihiro Tsuchiya  
President, Irish Japan Chamber of Commerce (IJCC)

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## Member Focus

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### **Dermot Killoran**

Owner, Calderwood Images Inc

1. Could you give us an overview of your company?

I originally set up the company in 2003 as a video production business (Calderwood Productions) to produce corporate films. We had a certain level of success working with US car companies like Jeep, Chrysler & Dodge, re-editing and localizing promotional videos for their car showrooms in Japan. Working with the Dentsu Agency we also produced a number of TVCMs for Yamaha motorbike division in support of their sales & marketing in SE Asian territories.

Unfortunately, that business came to a complete stop with the 2011 Tōhoku earthquake and tsunami at which time my film & art director decided to leave Japan and return to London. I needed to downsize and reorganize the business and decided to concentrate on photography services, something I was very passionate about when I was much younger in Ireland. I now operate as a freelance photographer under the slightly changed name of Calderwood Images. I have two areas of speciality which are portrait/headshots and tourism-related photography although I sometimes do other work such as special events.

In these times of widespread use of social media, people recognize the need to have their own professional photos to use as their profile on various social & business platforms. More recently, we are all using online meeting platforms like Zoom etc, but that environment is not conducive to showing us in a good setting or with flattering lighting. For that reason, a growing number of people wish to have a professionally taken image of themselves knowing that after an online video session many of the participants will check out their counterpart's background and status on social media platforms - especially on LinkedIn.

So that's one of the value propositions that drive my business right now and I am fortunate to have my own professional photo studio in Yotsuya.

[For the rest of the interview please visit our website](#)

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We'd like to feature our corporate and professional members in this newsletter. If you want to be featured please contact [secretariat@ijcc.jp](mailto:secretariat@ijcc.jp)

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## **IJCC News**

**ElectroRoute Announced the Partnership with MC Retail Energy**

IJCC Corporate Member ElectroRoute is partnering with its sister company MC Retail Energy who will be supplying green power to Amazon in Japan with ElectroRoute balancing the 22MW portfolio of 450 solar sites in the Tokyo and Tohoku region from our 24/7 shift desk in Dublin. Congratulations ElectroRoute!

Read the article [HERE](#).

## The Deadlines of The Registration of JMEC 28 Participation & Sponsorship is Approaching

PROJECT CLIENT  
INFO SHEET

### Looking for Fresh Ideas and a Business Plan for your Market Entry or Business Expansion in Japan ?

HIRE YOUR OWN JMEC TEAM!  
THINK FRESH. ACCELERATE BUSINESS.

2021/2022  
PROGRAM SCHEDULE

**WHAT IS JMEC ?**  
Tokyo-based business training program whose participants create professional business plans for **YOUR** business.

Established in 1993, JMEC is organized and supported by 18 Foreign Chambers of Commerce in Japan.

JMEC is a non-profit organization.

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**WHY USE JMEC ?**  
Fresh perspective and ideas due to the diversity of participants.

Third-party objectivity in analysis and recommendations.

An additional resource of around 1,500+ work hours of market research and analysis.

At a cost substantially lower than commercial consultants.

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**WHO IS MY JMEC TEAM ?**  
4-6 mid-career English-speaking business professionals working in Tokyo. Average age 33-34.

Diverse range of professional background-engineers, accountants, designers, sales managers, other.

Each year, participants have represented 15-20 different nationalities.

Participant Mix: In recent years, around 50/50 Japanese/foreign nationals and 50/50 men/women.

**FEES & DEADLINES**

Project Client Fee: JPY 1,500,000  
Application Deadline: November 30, 2021

'Early-Bird' Discount Fee: JPY 1,200,000  
Application Deadline: September 30, 2021



**FOR MORE INFORMATION**

Website : [www.jmec.gr.jp](http://www.jmec.gr.jp)  
Contact Trond Varlid, Program Director  
Email : [trond@jmec.gr.jp](mailto:trond@jmec.gr.jp) Phone : 080 4368 2025

JMEC, Jingumae Tower Bldg. 14F  
1-5-8 Jingumae, Shibuya-ku,  
Tokyo 150-0001  
Email : [info@jmec.gr.jp](mailto:info@jmec.gr.jp) Tel: 03 6741 7206

# PARTICIPATE IN JMEC 28!

Internationally accredited by Pearson plc,  
the world's largest education company

## For More Information:

[www.jmec.gr.jp/participants](http://www.jmec.gr.jp/participants)

*Want to improve your business skills and learn how to write a professional business plan in a multinational environment? Then check out JMEC!*

### 2021/2022

#### PROGRAM SCHEDULE

**November 13** : Program starts with a series of lectures and workshops on Saturdays

**January 8** : Business plan projects given to the teams

**May 9** : Submission of written business plan

**May 28-29** : Oral presentations to JMEC Judging Panel

**May 30-June 8** : Team presentations to Project Clients

**June 8** : Awards Ceremony

For more details contact us at  
[info@jmec.gr.jp](mailto:info@jmec.gr.jp)



JMEC, Jingumae Tower Bldg. 14F, 1-5-8 Jingumae,  
Shibuya-ku, Tokyo 150-0001

Tel : 03 6741 7206  
[www.jmec.gr.jp](http://www.jmec.gr.jp)

Application Deadline : October 15, 2021  
Participant Fee : JPY 150,000

#### WHAT IS JMEC ?

A Tokyo-based business training program organized by 18 foreign chambers of commerce in Japan since 1993.

A 7-month weekend program designed for full-time working professionals with lectures on Saturdays.

A program to support mid-career managers develop practical business skills and hands-on experience.

A program that attracts men and women from a diversity of professions from Japan and other nations.

#### WHAT WILL YOU DO ?

**Part 1** : Participate in a lecture and workshop series with experienced executives, business owners and entrepreneurs as instructors.

**Part 2** : Learn how to research and write a complete professional business plan for a business client.

*Upon successful completion, participants receive an official Pearson Assured JMEC program certificate.*

#### WHY DO IT ?

To gain valuable insights into the Japanese Market and international business practices.

To work with a multinational group of people of diverse professional backgrounds—engineers, accountants, designers, sales managers, finance and administration managers, and others.

JMEC alumni have been promoted and advanced their careers due to the JMEC experience and skills.

#### SCHOLARSHIPS

You may be eligible for a scholarship. There are several available from JMEC, FEW, and some of the JMEC Chambers. To learn more about available scholarships contact [info@jmec.gr.jp](mailto:info@jmec.gr.jp)

### Need a Business Plan? Or Want to Upgrade Your Business Skills?

Are you a business owner looking for a business plan tailored to the Japanese market for your market entry or business expansion? If so, take part in the 28th Japan Market Expansion Competition (JMEC 28)!

As a JMEC Project Client, you can receive a professional business plan developed by some of Japan's brightest up-and-coming business leaders for a fraction of the cost of hiring outside consultants. To learn more about this opportunity, visit the JMEC homepage at [www.jmec.gr.jp](http://www.jmec.gr.jp) and/or contact [trond@jmec.gr.jp](mailto:trond@jmec.gr.jp) to discuss and get more details.

Or are you looking to upgrade your business skills? JMEC is also looking for individual applicants to participate in the program and learn how to research and develop a professional business plan. This 'mini MBA' style program includes classroom training with experienced executives and successful entrepreneurs as lecturers—as well as hands-on experience in writing a business plan for a real business project, submitted by a real company. Interested applicants can find more information here:

<http://www.jmec.gr.jp/participants>

The IJCC is a proud sponsor of JMEC and encourages our members and the greater business community to get involved with this excellent program. This year we will be offering a limited number of partial scholarships to participants in JMEC28. The value of the partial scholarships will be ¥50,000 for each participant and to be eligible, you must be an IJCC member and complete the full JMEC programme. For further information on JMEC, please contact [secretariat@ijcc.jp](mailto:secretariat@ijcc.jp).

### 7th Kyojin Irish Culture Week

Email: info@kyojin-stewhouse.com  
Phone: 0852 67 1255  
www.kyojin-company.com/Events

# 7th Kyojin Irish Culture Week

**Reservation by Email, Phone or Website**

**ONLINE MULTILINGUAL EVENT - FREE**

## Grass-fed Irish Lamb Collaboration

Learn a little about the Irish meat industry, hear from Hokkaido Irish Meat Importer Bergman and how we've tied up to showcase some Irish meat products through our Kyojin Business Online Event, November 2nd, 19:30 JST. Multilingual Event, Japanese & English. Register for Zoom Link.

【グラスフェッド・アイリッシュラム コラボレーション】  
北海道のアイリッシュミートインポーターBergman社や食肉産業に精通する皆様を招き、アイルランドの食肉産業の魅力をほか、私たち日本人ビジネスと今後どうやってアイルランド産の肉肉も取り入れていくかについてお話しします。  
11月1日(月) 日本時間 19:00-20:30 オンラインマルチリンガルイベント申込後、Zoomリンクが送られます。 日本語&英語



**ONLINE ENGLISH EVENT - FREE**

## Virtual Tour, Tasting & Conversation with Whitewater Brewery

Tour of Whitewater's state of the art Brewery and Visitor Center in the picturesque Mourne Mountains in Northern Ireland and chat with founder Bernard Sloan about the company's history, the Pandemic, BREXIT and their Kyojin Japan collaboration.  
Online Event, November 2nd, 19:30 JST  
Register for Zoom Link

【Whitewater醸造所 バーチャルツアー&試飲会・対談】  
Whitewater醸造所と、美しい景観が一層できる北アイルランド・モーン山脈のビクターセンターをバーチャルでご案内するほか、創業者Bernard氏が醸造所の歴史、アングストとウェゲモックの除菌での出来事や、日本人ビジネスコラボレーションによる日本のマーケット市場についての対談も行われます。  
\*英語のイベントです。Registerより登録後、Zoom招待リンクが送られます。



**IN-STORE MULTILINGUAL WORKSHOP - ¥3500/PERSON**

## Irish Nihonga Introduction & Workshop, "Animals from the book of Kells"

日本画ワークショップ「日本画で描くケルズの書の動物たち」  
Hosted by Erika Abe (Creative Partner & Artist)  
Nov.4th (Thursday) ¥3,500 per person, Togoshi Ginza Stewhouse  
定員5名+2回開催  
5 people per workshop x2 Workshops  
完全予約制 Reservation Required



**ONLINE JAPANESE EVENT - FREE**

## Ghost Story Reading hosted by Yoko Watanabe

【渡辺洋子さんによる、アイルランドのケルティック・ゴーストストーリーと小泉八雲の怪談話の朗読会】  
Friday 5th November, 6:30pm, Kyojin Stewhouse Tokyo

- 座席に限りがあるため、参加ご希望の方はご予約をお願い致します。
- Zoomによるオンライン中継あり



IJCC Regional Professional Member Alan Fisher's restaurant **Kyojin Stew House** Matsue will hold 7th Kyojin Irish Culture Week from Nov 1st (Mon) to 5th (Fri).

Registration is [HERE](#).

## Ireland Japan Business Award - Call for Nominations



Each year, the Ireland Japan Chamber of Commerce (IJCC) presents awards to key companies and individuals who have made outstanding contributions to Ireland-Japan business relations.

To help us identify the winners of the Ireland Japan Business Awards 2021, the IJCC is asking our members for nominations. Please propose for consideration any company and/or individual which you believe deserves recognition for contribution to business between Ireland and Japan. The board of the IJCC will vote on the nominations and the winners will be announced during the event.

## JBA 2021 Nomination Categories

### Company of the year:

A company that has made outstanding contributions to Ireland-Japan business relations in 2021.

### Entrepreneur of the year:

An individual in the Ireland Japan business community that has developed their business in a significant way in 2021.

## How to Nominate

To help the board with its evaluation, please include the following details:

1. The category that you are nominating your company or individual for. Company or Entrepreneur
2. Company or individual name and contact person (if available) for the company
3. A short summary of their business.
4. The reason you believe the company or individual should win the award and be recognized.

The deadline for submission of nominations is **Friday, 1st October**.

Nominations will be confidential and only shared with the board.

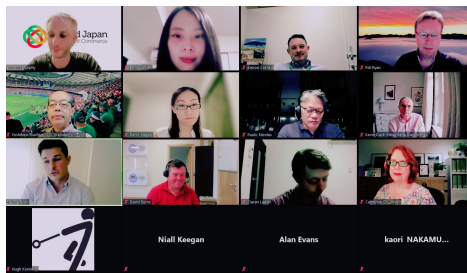
[Nominate Here](#)

## Event Info

### Member Spotlight October 2021

Oct 7th 2021 19:00-(JST)  
Online

See more details [HERE](#)



## Enjoy our events with a taste of Ireland.



The "**Irish Online Event Set**" is available on [the Kyojin Store](#). The set contains 1 x Sausage Variety Pack, 5 x Potato Bread, 1 x Maggies Leap IPA(Can),

They also offer you a 1,500 JPY discount when you purchase more than 10,000 JPY. Please apply using the coupon code: **IJCCStorePromo**

## Job Info by Member Companies



### Bureau Veritas Primary Integration

Project Manager - Data Centre Commissioning - [Job Description](#)

Electrical Commissioning Engineer- [Job Description](#)

Mechanical Commissioning Engineer- [Job Description](#)

If you would like to apply for the position, please send CV to our professional member Mr. Raymond

Roche: [raymond.roche@bureauveritas.com](mailto:raymond.roche@bureauveritas.com)



## Nikon Precision Europe GmbH

Applicant Portal is available [HERE](#).

Check the LinkedIn page [HERE](#).

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### Special Offers for IJCC members

Our members provide special offers to fellow IJCC members. Please see our website for the latest.

<https://www.ijcc.jp/members-only/offer-ijcc-members>

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### Join one of the most active business networks in Japan.

If you're interested in the Ireland Japan business community, we'd love to meet you. We welcome members from all countries.

[Sign Up Now](#)

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