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AIR CANADA

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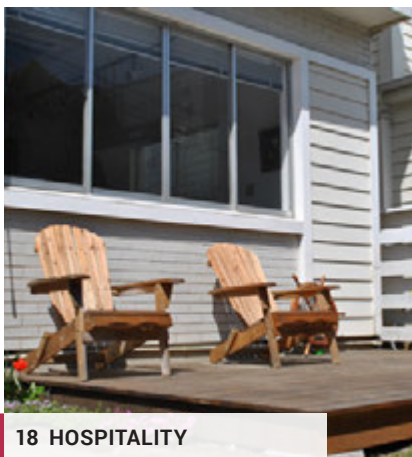


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COVER IMAGE: CHRIS SCHWARZ / GOVERNMENT OF ALBERTA

Representing some 35 business industries, the CCCJ is a member-driven, member-focused organization and is the longest-serving Canadian chamber of commerce in Asia. With more than 400 members, the CCCJ represents a broad cross-section of businesspeople, including entrepreneurs, from Canada, Japan and other countries. The membership comprises Canadian companies and individuals with ties to Japan, and Japanese companies and individuals with ties to Canada.

The Canadian Chamber of Commerce in Japan

La Chambre de commerce du Canada au Japon

The Canadian Chamber of Commerce in Japan is a private sector, not-for-profit business organization founded in 1975 to promote the development of commerce between Canada and Japan.

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Leaves of Change

By Maxine Cheyney
Editor-in-Chief of *The Canadian*



It's been a very busy year for the Canadian Chamber of Commerce in Japan (CCCJ). Year-round Canada 150 celebrations have brought us a great series of speakers and special events, including the Canada Day celebration on July 1, the day the Canada 150 special edition of *The Canadian* was delivered.

First, I'd like to welcome two proud Canadian writers to this autumn issue of *The Canadian*: Tim Hornyak reveals the journey of the first Japanese immigrant to Canada on page 33.

Helen A. Langford-Matsui, meanwhile, shares with us her knowledge of opening a B&B in Japan on page 18.

The autumn edition of the magazine allows you to catch up on the latest goings on at the CCCJ as we head toward the end of the year. We have featured some great photos from the biggest celebration of the year, the Maple Leaf Gala, on page 29.

JOLTS OF ENERGY

As the new year approaches, we can feel energized from the steps being taken by Canada's resource-rich provinces to attain a more sustainable future and stronger ties with Japan. Our feature story looks at Premier of Alberta Rachel Notley's Asia mission, with the opening of the Hangingstone expansion project and major investments in the forestry industry. You will also learn about Notley's journey into politics.

Our event review on page 28 relays the hopes of Quebec Minister for Energy and Natural Resources Pierre Arcand for further Canada–Japan partnerships, as the province looks beyond the 49th parallel. At the event, Air Canada announced the introduction of a non-stop service between Montréal–Pierre Elliott Trudeau International Airport and Narita International Airport, starting June 1 2018. Find out more on page 9 in our new section dedicated to the latest developments in Canada–Japan cultural and business relations.

ON SHOW

Japan recently passed a bill that would allow integrated resorts in the country. *The Canadian* spoke to Clairvest Group Inc.'s Angus Cole about the steps they are taking to invest in the gaming industry in regional parts of Japan.

We celebrate the widespread adoption of Japanese food and drink on page 22, with Ken Valvur's Ontario Spring Water Sake Company in Toronto. Japanese fashion, too, has made its way across the Pacific, with a range of Japanese designers having showcased their creative wares at Vancouver Fashion Week, which we tell you about on page 24.

The Canadian spoke to Philip O'Neill, director of the McGill MBA Japan Program, about how he made his way to Japan and the benefits of an MBA in an increasingly competitive global business environment.

Finally, I encourage you to visit our website below and share some of the magazine's best features about the growing Canada–Japan relationship on your social media channels. 🍁
thecanadian.cccj.or.jp



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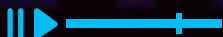
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Better Together

By Neil van Wouw
Chairman
Canadian Chamber of Commerce in Japan

It was a great start to autumn for everyone at the Canadian Chamber of Commerce in Japan (CCCJ). On September 29, we hosted the Canada 150 Maple Leaf Gala for our chamber members at the Tokyo American Club. Also attending were a number of honourable guests, including Her Imperial Highness Princess Takamado and His Excellency Ambassador of Canada to Japan Ian Burney. The event gave us the opportunity to celebrate Canada's Confederation and our country's strong ties with Japan, while members were able to celebrate the past year's work.

Looking ahead, we are planning to launch our second annual edition of the Investment Business Guide in 2018. The first edition was published in March with the support of the Japan External Trade Organization (JETRO) in Toronto, the Embassy of Canada to Japan, and our sponsors.

This bilingual guide is easy to access and read, and serves investors from both countries, providing regional information and incentives from both Canada and Japan. Infographics and online availability are just two of the great features we have in this multipurpose guidebook, which includes a CCCJ members' directory.

We hope this will become the primary tool for JETRO and the Canadian Trade Commissioner Service regarding inbound and outbound attractions. The CCCJ will

make the guide available to members and participants at the Canada-Japan Chamber Symposium. It ultimately represents one more example of our chamber's efforts to create a great environment for bilateral investment and increased trade.

GET INVOLVED

Now is also a great time for our members to get involved in the chamber and its decision-making. We have revitalized our committees through our monthly Hackathon, where governors and committee members gather to discuss the direction of the chamber, share information between committees and move projects forward. As a CCCJ member, you are able and encouraged to attend the Hackathon, and work with fellow members to build the chamber into an even stronger organization.

Currently, the CCCJ has a number of standing committees, including: Finance and Administration, Events, Membership, Global Diversity Management and CSR. We need your participation to make the chamber an organization that is "built by members, for members".

COMMUNITY COUNTS

This year has been an incredibly busy one for Canada and our chamber. We welcomed our newest ambassador to Japan, participated in the Canada-Japan Chamber Symposium in Sendai, officially launched the bilingual Investment Business Guide 2017, and organized multiple chamber and large joint-chamber events, including the 150 Speakers Series.

On the committee front, we established the Global Diversity Committee and continued our advocacy push for a trade agreement between Canada and Japan.



The CSR Committee has raised more than ¥1.2 Million for our CSR fund so far this year to support Hope International's great work and the Tohoku Youth Project, now in its seventh year of inviting Tohoku students to work and live in our community in greater Tokyo.

As we approach the end of the year, let's reflect on our contributions and hard work, and let's use this momentum to continue to grow our great community and, through that community, strengthen and deepen the relationship between Canada and Japan.

The CCCJ has long been the key representative of the Canadian business community in Japan and will continue to serve members to drive up trade, investment and collaboration between our two countries.

To all our members and sponsors, I would like to send my sincerest gratitude for your endless support. A healthy chamber means a healthy business community, and I welcome all members to continue to work together as we enter 2018. 🍁



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Air Canada to link Tokyo and Montreal



Air Canada revealed its new black, white and red livery earlier this year.

Air Canada has announced the start of a nonstop service between Montreal and Narita International Airport, beginning June 1, 2018, the *Montreal Gazette* reported on August 23.

Flights will operate year-round, with daily services during peak times in summer, and three times a week in winter. The announcement comes as the number of international flights from Montreal increases.

Calin Rovinescu, president and chief executive officer of Air Canada, said that the carrier's new transpacific service reflects Air Canada's ongoing international growth strategy from Montreal, following the recent introduction of non-stop flights to Shanghai and Lima, as well as to cities in North Africa and Europe. The flight will use Air Canada's flagship aircraft, the Boeing 787 Dreamliner.

McGill teams up with top Japan research institute

McGill and Japan's National Institute of Physiological Sciences (NIPS) have signed a memorandum of understanding, according to the *McGill Reporter* of October 5.

The collaborative partnership aims to strengthen both institutions' world-class neuroscience research. The partnership will contribute to fundamental, cutting-edge neuroscience research through collaborative exchanges, training opportunities, and bi-directional access to key infrastructure and expertise.

The deal stems from discussions between Dr Derek Bowie from McGill, and Dr Yoshihiro Kubo from NIPS, going back more than two years.

AltaGas signs deal with propane giant

AltaGas has announced a major sales agreement with Japanese propane gas giant Astomos Energy Corporation, the *Financial Post* reported on August 1.

Astomos will purchase 40 percent of the 1.2 million tonnes of liquefied petroleum gas each year from the Ridley Island export terminal.

AltaGas Chairman David Cornhill said the value of the deal could grow to C\$500 million per annum, boosting Canadian exports to Japan by up to seven percent.

Construction will commence in 2017 and the terminal is expected to be in service by the first quarter of 2019.

MUJI opens first store in Burnaby

August 25 marked the grand opening of a new store for the minimalist Japanese retailer MUJI, in Metrotown, Burnaby, the *Vancouver Sun* reported on August 25.

The event featured several demonstrations of traditional Japanese culture including *shodo* (calligraphy) and *chado* (tea ceremony).

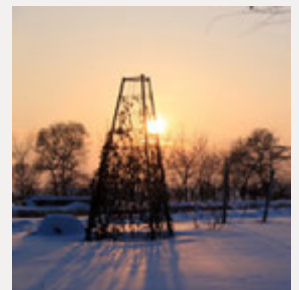
MUJI offers a range of household products, clothing, skincare and beauty items, and food. All are simply designed. Satoru Matsuzaki, president of MUJI's parent company, Ryohin Keikaku said that he hopes the products will help Canadian customers improve their lifestyle.



Anime film shows off Canada's Warm Winter

CoMix Wave Films, the renowned Japanese animation studio that produced the hit anime film *Your Name*, released a short film entitled *Warm, Winter Canada* as part of the Canada Theater tourism campaign, *The Daily Hive* reported on September 21.

The film features a couple travelling around Canada, visiting various locations during winter including famous urban and rural sights, from downtown Vancouver to Niagara Falls.



Energized Partners

Japan and Alberta build on 40-year commitment

By the Alberta Japan Office



Government, Indigenous and industry officials cut a ribbon at the opening of C\$2 billion Hangingstone expansion project.

PHOTO: CHRIS SCHWARZ / GOVERNMENT OF ALBERTA.

It was a historic moment when the Alberta New Democratic Party (NDP) won the election on May 5, 2015, ending the 44 year reign of the Progressive Conservatives. The results were felt as far away as Tokyo.

“I actually had calls from [Japanese] energy stakeholders the very next day concerned about what a platform of sustainable and responsible energy development meant and how it would affect business in the province,” David Anderson, managing director of the Alberta Japan Office commented.

“To be honest I wasn’t completely sure myself, but I was able to quickly inform clients of the level of industry engagement and commitment the new government had to the energy file, after I witnessed — firsthand — an industry roundtable that the premier chaired at the Stampede Investment Forum in July of that year.”

Alberta has admittedly had some disappointing setbacks, including the recent announcement that the TransCanada Corporation would halt the Energy East pipeline project. However in terms of Japan, “All signs point to a bright future for the friendship between Alberta and Japan,” Alberta Premier, Rachel Notley said recently when addressing investors, representatives from Japan’s energy and public service sectors, and Indigenous and municipal leaders.

Much of this success can be attributed to the beginning of fiscal 2017 when Notley lead a trade mission to Japan, accompanied by Alberta’s Minister of Economic Development and Trade Deron Bilous. The goal of the delegation was to show support for expanding economic opportunities in Japan for Alberta’s priority industries in the energy sector.

The trip has already yielded positive results for the province. A ribbon cutting ceremony in September marked the opening of the Hangingstone expansion project near Fort McMurray, Wood Buffalo in Alberta. The project is to be developed by a Japanese petroleum exploration and development company.

OIL SANDS

Operated by Japan Canada Oil Sands Limited (JACOS) in partnership with CNOOC-Nexen, the expansion project is valued at C\$2 billion, and uses steam-assisted gravity drainage technology. Right from the start — on the day of the ribbon-cutting ceremony — the project was able to make its first delivery of bitumen to Edmonton, and is currently producing about 5,000 barrels of oil

“Our government understands how important the oil sands are both to the province and the world.”

PHOTO: CHRIS SCHWARZ / GOVERNMENT OF ALBERTA



The Hangingstone expansion project is JACOS's largest investment in Alberta to date.

per day (bbl/d). Full production at the project is expected to reach 20,000 bbl/d sometime next year.

"Our government understands how important the oil sands are both to the province and the world," commented Notley. "That's why we have worked closely with a number of key industry partners, including JACOS, to position the oil sands

industry as a leader in sustainable and environmentally responsible development. I want to thank JACOS for their work and commitment in the province and underscore that it's never been more important for us to get new pipelines built, which will help diversify our markets and further strengthen our ties in the region."

This message of support for the Trans Mountain Pipeline expansion — which would provide Alberta's resources access to the Asian market — was echoed by Minister of Energy Margaret McCuaig-Boyd, during her mission to Japan in September to promote investment in Alberta's energy sector.

JACOS, as the first Japanese-owned company to work and invest in the region's oil sands, commenced developing the area in 1978. The Hangingstone expansion project concludes the company's largest investment in Alberta to date, and the largest investment outside Japan by JACOS's parent company, Tokyo-based Japan Petroleum Exploration Company (JAPEX).

"The start-up of this project is meaningful for Alberta as it is being sanctioned, with confidence, even in the current challenging economic conditions. The attendance of the premier is very encouraging not only for JACOS and its partner, Nexen, but also for other international investors who are seeking opportunities in the vast oil sands resources and want to be assured of the Alberta government's support," Satoshi Abe, president of JACOS said.

During the mission's visit in April, Notley and Bilous signed an agreement with the Japan Oil, Gas and Metals National Corporation (JOGMEC) to work together on the scientific research and technical components of oil and gas exploration, development and production.

PHOTO: HILOHUMI KUDOH



Alberta Premier Rachel Notley at a Renewable Energy Seminar at the Embassy of Canada to Japan on April 26.

Today, Japan is also the province's third-largest trading partner, accounting for 15 percent of non-US exports.



PHOTO: HILOHUMI KUDOH

The Saitama Prefecture state-of-the-art Mitsui Home Component Plant panel factory uses Alberta-sourced premium-grade lumber.

A Japanese state-run entity, JOGMEC invests in early-stage resource exploration projects around the world. To date, it has invested more than C\$1 billion in Canada and is deeply involved in Alberta's energy sector. Its participation includes the company's work to commercialize Super Critical Water Cracking technology in Alberta as a means to reduce emissions associated with the oil sands upgrading process.

FOREST AND FOOD

While in Japan, Notley also announced renewed Japanese support for Alberta's forestry industry. This was marked by an

allocation of C\$300,000 to the Canada Wood Group, to improve access and regulatory issues for Alberta producers in export markets, and C\$300,000 to the Alberta Forest Products Association, to increase its international promotion over the next three years.

The announcement followed a tour of the Saitama Prefecture state-of-the-art Mitsui Home Component Plant panel factory, which uses Alberta-sourced, premium-grade lumber specific to Japan called J-grade lumber. It also manufactures oriented strand board, a type of engineered lumber.

In addition Bilous facilitated a roundtable discussion to showcase Alberta beef- and pork-product exports to Japan. As Alberta's largest market for pork and third-largest market for beef, Japan imported C\$1.2 billion worth of agriculture and food products from Alberta in 2016, one-third of Canada's total.

The minister also met with the president of Costco Japan and toured a Costco facility. The wholesale retailer has been a significant buyer and seller of Canadian and Alberta pork products.

Japan is one of Alberta's longest-standing trading partners. The province's first

A Friends of Alberta reception was held at the official residence of the ambassador of Canada to Japan on April 26.



PHOTOS: HILOHUMI KUDOH

PHOTO: HILOHUMI KUDOH



Notley believes the Canada–Japan relationship extends beyond business and trade.

international office opened in Tokyo in 1970 and continues to play a critical role in connecting Alberta Province with Japanese businesses.

Today, Japan is also the province's third-largest trading partner, accounting for 15 percent of non-US exports. The multi-faceted relationship between the

two regions also extends beyond business to include cultural and sports-related exchanges, educational initiatives and municipal twinning.

"The Alberta–Japan relationship is strong, historical and on an upward trend. The complementarity of our economic make-up is easy to understand, and serves

as the root of our long-term bilateral partnership," noted Anderson. "Having Premier Notley visit in April 2017 sent a well-received message of commitment to Japan and JACOS's unprecedented C\$2 billion expansion in Alberta's oil sands strongly confirms Japan's continued belief in the province." 🍁

DAUGHTER OF THE PROVINCE

Rachel Notley made history in May of 2015 when the Alberta New Democratic Party (NDP) was elected to form a government for the first time in Alberta, ending the 43-year reign of the Progressive Conservatives.

Notley grew up in Fairview, northern Alberta, as the eldest of three children and daughter of NDP pioneer and one-time party leader Grant Notley. Her political roots run deep.

She recalls that her first political activity was before she was 10 years old, when she marched in protest with her mother. While she cannot recall the specific topic, she clearly remembers the energy of people coming together for change. "It was just about really doing everything you can to be heard," she said. "A protest letter is easily dismissed. Five hundred people marching together is less so."

Her father helped found the Alberta NDP and transformed the inexperienced

movement in 1962 into a party that would become the official opposition, with 16 seats, in 1986. He won a seat in the legislature in 1971 and for years was the only NDP member under the dome in Alberta's legislature. But he never saw his party's first big breakthrough.

Rachel Notley was 20 when her father, on his way home from Edmonton on a snowy night in October 1984, was killed in a plane crash.

While he may have paved the way for his daughter, he might have been amused to see her at the helm, given her criticism of her dad's job and party as a young woman — a time she describes as her "smartass" period.

In fact, she remembers confronting him at an NDP meeting in Grande Prairie, where she publicly asked him where a hungry college student with cheap yet affluent parents might find the cash to eat.



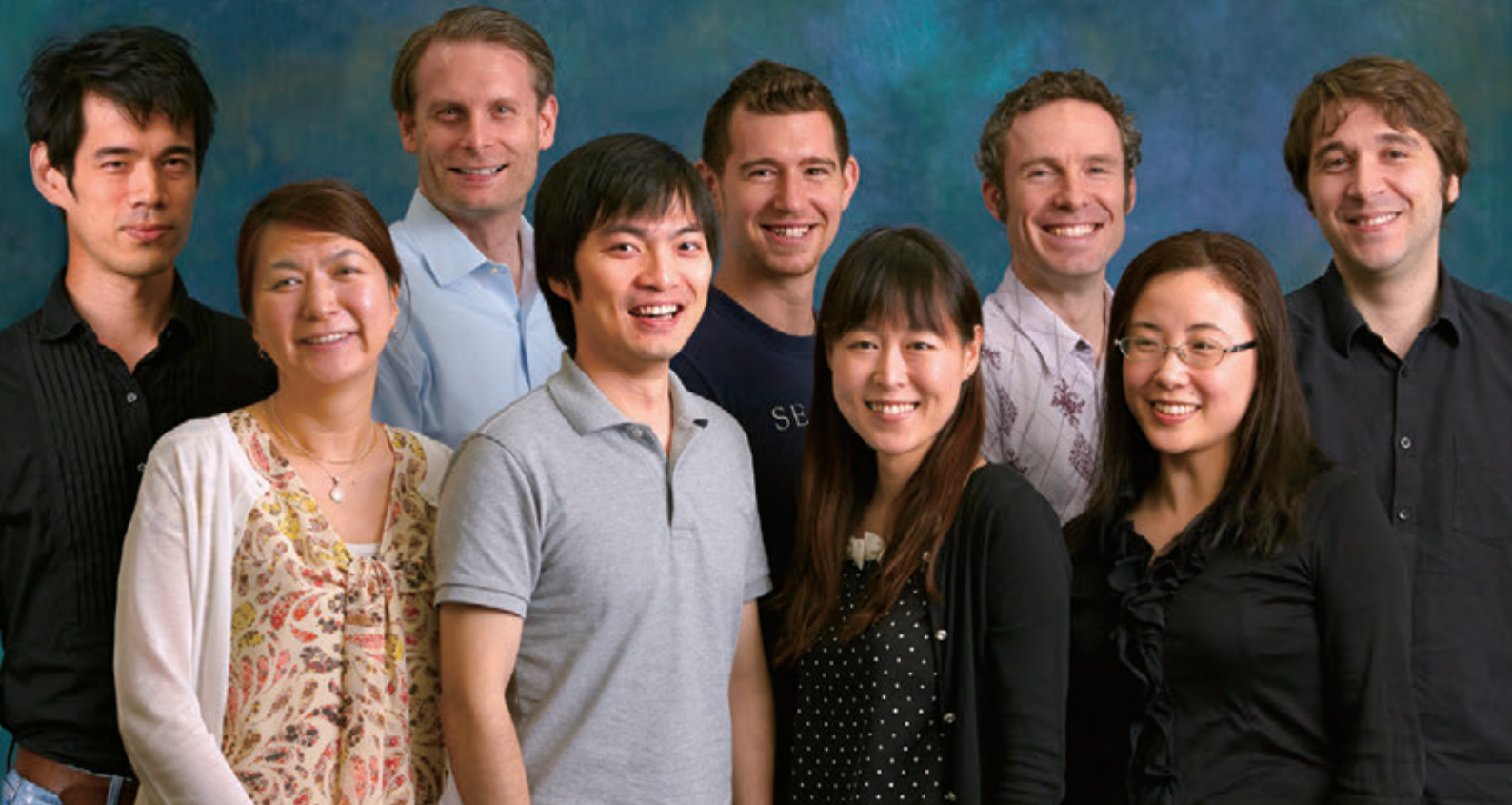
PHOTO: GOVERNMENT OF ALBERTA

But ultimately, the premier's father was her mentor and in 2008, Alberta's future premier paid tribute to her father's legacy by joining the party he made relevant as a lone voice in the legislature. Like father, like daughter: Except this daughter speaks for the majority.



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INVEST IN TIME

Clairvest Group Inc. eyes Japanese integrated resort market

By Maxine Cheyney

In December 2016, Japan's National Diet approved a bill authorizing the establishment of integrated resorts (IRs). Since then, their promotion has taken off. With proposals often including hotels, as well as facilities for entertainment and even conferences, international companies are realizing that there are opportunities to grow roots in Japan and reap the benefits of a new market for gaming.

One of North America's largest private investors in gaming properties, Clairvest Group Inc., is making the most of the chance. The Canada-based company operates and owns a variety of integrated resorts in Canada, the United States and Chile, and recently completed an investment in India. Angus Cole, principal at Clairvest Group Inc., spoke to *The Canadian* about the company's plans for Japan.

LOCATION, LOCATION, LOCATION

Cole said the massive developments in Las Vegas are very different from the ones they work on in regional gaming. "With regional gaming, you're building a smaller facility that's much more integrated with the regional economy," he explained.

Clairvest's integrated resorts are built in response to market needs, typically including a hotel, a convention center, restaurants, entertainment shows, theatre or concert hall, and other amenities that are the same as larger resorts but scaled to the needs of a regional market.

As a location for integrated resorts, one of Japan's main draws is the economic potential. Cole highlighted steady jobs, training and education for people working at the casino, along



Marina Bay Sands, Singapore

with wider contributions to the local community, such as through grants, donations and scholarships.

"The Japanese market has yet to be developed, and there is a strong focus on travel, tourism, culture and history that we think could really make Japan an attractive gaming destination not only for domestic Japanese tourism, but also for travel in the wider Asia region," Cole said.

When asked about specific locations, although unable to reveal details, Cole said that major cities such as Yokohama, Osaka and Tokyo are off the radar. "We would be looking in all of the smaller regional areas that would like to compete for a casino to help drive tourism and economic development."

The Government of Japan has indicated it is committed to developing the economy in areas outside of the Golden Route — referring to Tokyo, Hakone, Kyoto, Nara and Osaka — and regional IRs is one way to do this.

"It's good to have one or two large resorts in those big cities, but they should

be thinking about putting two or three resorts in the outlying areas of Japan to be able to spur economic development there," he suggested.

RELATIONSHIPS MATTER

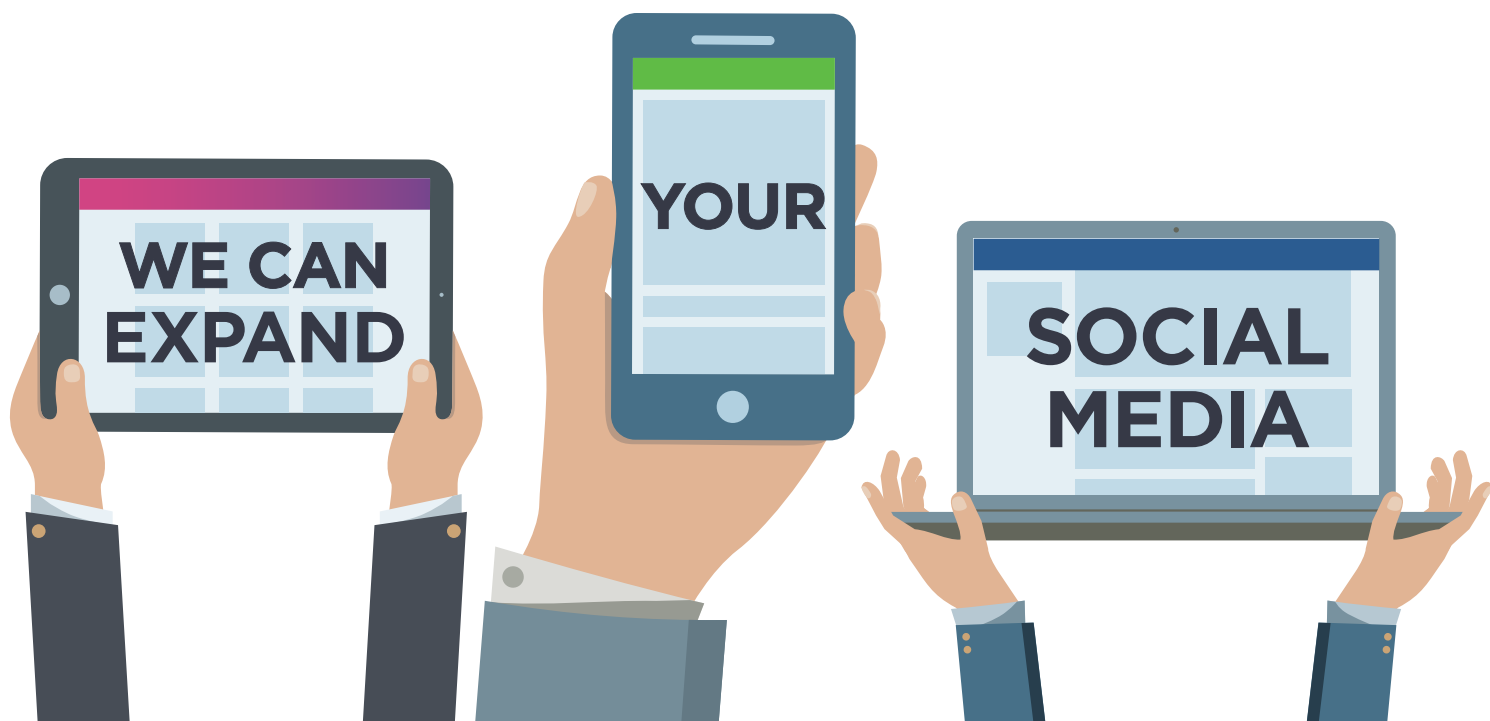
Starting a business in Japan has its complexities, from the language barrier to an underdeveloped corporate governance system, and the long-game of building trust.

Building relationships is something Clairvest values no matter where they do business, but Cole emphasized the particular importance of this in Japan — especially when dealing with something new and unknown to the country such as IRs.

"We believe that having a local presence and local support is critical to the success of the resort," Cole explained. "Without that, it's very difficult to make it work."

The Asian market, although largely untapped by Clairvest, is not unknown to Cole, who lived and worked in Shanghai for a number of years.

PHOTO: JASGAT / 123RF



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“I think the principles of business around the world — especially in developed countries like Japan — are largely the same. You need to go and find a local partner who really understands how to get things done locally. You need to be a partner with the utmost degree of honesty, integrity and respect, and you need to find other partners who think the same way as you.”

ISSUES AT STAKE?

Cole added that there are multiple cultural and legal aspects to work through that are no doubt significantly different from those in other jurisdictions; but these are not unsolvable problems.

“The only thing I would say of Japan is there is some degree of uncertainty as to when the laws will be passed and how it will all come together. But that’s also fairly normal in gaming.”

For many, gambling conjures up images of nineties movies on the Las Vegas strip, filled with crime and bad news. In a famously risk-averse society such as that of Japan, this could not be more true.

“They are worried about common concerns like ‘Will crime rise?’, ‘What will this do to the population?’ and ‘Will people get addicted to gaming?’ Those are all normal concerns, and they are not unique to the Japanese market. These concerns are common to all jurisdictions, but in our experience, the local community embraces an integrated resort once they know the operator and see the positive impact.”

Cole suggested that this does change once the casinos are built.

“As an operator, it’s very important to us that gaming is done responsibly and, first and foremost, when people are playing in casinos, that everyone games within their limits. We want the experience to be safe and enjoyable for all people.”

In terms of crime, Cole said there is plenty of data available to suggest that crime either declines or does not materially change.

“You’re bringing all of that activity into the light, where it is highly regulated, and we have a massive financial incentive on our side to make sure that we run the casino properly and protect everyone in the casino. Once people see how seriously we take all of that, the reception we get is quite positive.”

Aside from this, letters of support from local mayors, businesses and citizens help to further a sense of trust and provide evidence of the desire to integrate.

ROLL THE DICE

Cole says the company has been coming to Japan every five or six weeks to further strengthen their relationships with potential partners, and they look to continue doing so.

“We need to build relationships with people well in advance of anything actually happening,” he explained. This includes meeting with local chambers of commerce, politicians and prominent companies.

“This is a chance for people to get to know how we work, that our history and reputation is solid in this industry, and that we have a great deal of pride in that reputation.”

There is no shortage of companies looking to invest in gaming and integrated resorts in Japan. Opportunities are rife, and industry giants such as MGM Resorts International and Las Vegas

Sands Corporation are also eyeing the market. However, many will be focusing on developing these resorts on the Golden Route as opposed to Clairvest’s interests in regional gaming. When the law is passed — within the next 18 months — the race will pick up.

“As the law gets passed, very quickly thereafter, businesses will be moving in to compete for integrated resorts, so we believe now is when you must invest time in these relationships,” said Cole. “Investing the time up front lends you some credibility in Japan with the companies with which you have been spending time.

“It’s an extremely exciting place — obviously a beautiful country with a very long history, a very interesting culture — and our view on it is this: Investing the time in the relationships up front is critical to success in the long run, and you need to take that effort very seriously.” 🍁



Air Rail



JACK OF ALL TRADES

B&B owners reveal their work and rewards

By Helen A. Langford-Matsui

Running a bed and breakfast (B&B) has long been considered a retiree's dream. However, since Airbnb and other home-sharing platforms simplified the process of marketing unused rooms, a growing number of people are jumping into the short-term accommodation business. It seems an easy pursuit — a little cleaning, a simple breakfast and a bit of friendly conversation — for a financial reward.

According to statistics published by the Japan National Tourism Organization, more than 24 million overseas visitors came to Japan in 2016, up from 19.7 million in 2015. The figure is set to increase this year, with the 2019 Rugby World Cup and the Tokyo 2020 Olympic and Paralympic Games drawing even more tourists, and making it the perfect time to step into the world of B&Bs.

VISAS AND LICENSES

There are 27 types of status of residence in Japan, but only a few will allow a non-citizen to open a business — and that includes Airbnb *minpaku* setups.

Residents holding visas with no work limitations, such as the Long-term Resident visa, Spouse or Child of Japanese National

visa, and the Permanent Residency visa, can proceed to hotel licensing the same as any Japanese citizen. Other non-citizens dreaming of life behind a check-in counter will need a Business Manager visa.

Once a visa and a building or plot of land is secured, the licensing procedure can begin. This is where things get complicated since, in addition to the national requirements set out in the Hotel Business Law (Ryokan Gyoho Act), there are prefectural and city requirements. This means that identical buildings in different jurisdictions may face distinct hurdles on the road to licensing. For this reason, it is essential that prospective innkeepers take their plans, with rough diagrams, to the local Health Department and consult the officials there.

Under the Hotel Business Law, there are four accommodation categories: hotels (*hoterugyo*), *ryokans* (*ryokangyo*), low-cost lodging houses (*kan'i shukusho*), and boarding houses (*gesshuku*). The license required is partly based on the number of rooms on the premises.

Hisashi Matsui, a Tokyo native and my husband, runs Inn By The Sea with me, a small guesthouse in Kamakura, Kanagawa Prefecture. With three rooms, it's licensed as a *kan'i shukusho*. But getting licensed, he said, was a challenge.

"Even though we started out with a building built specifically to be a [guest or boarding house], there were still updates that were required to bring us in line with newer specifications, and the whole process was pretty stressful."

It also took longer than expected. "The waiting is the worst part, as you're constantly wondering if your application is going to be declined."

Rejections do happen. An official at the Kamakura branch of the Health Department explained that a common reason for licences to be refused has to do with the availability of water on a property, including the number of washrooms, bathrooms and sinks.

Former Vancouverite Craig Oldring, co-owner of Morino Lodge in Hakuba, Nagano Prefecture, has been in the business for about 12 years. When he and business partner Matt Dunn started out, they made sure to follow all necessary requirements. Oldring told *The Canadian* how they approached the licensing of their first lodge.

"We were foreigners and we were in a town that — 12 years ago — did not have many foreigners, so we were going to be under scrutiny. We did everything as legitimately as we could."

Not only did they get licensed, they incorporated, and joined local professional



Nick Kowal runs Hakuba Powder Lodging with his wife and children.



The lounge area at Myoko Morino Lodge in Niigata Prefecture

associations. Their care paid off and they now have two lodges and 10 chalets in Hakuba, and one lodge in Myoko, Niigata Prefecture.

Japanese-language support was crucial to their success. “Both Matt and I speak Japanese fairly well, but technical [and] admin stuff can sometimes get a bit boggling,” Oldring said. “We’ve learned a lot of that vocabulary [now], but [12 years ago] we were lucky that our wives — who were our girlfriends at that time — were both Japanese, and helped a lot in that process.”

THE WORK

To be an innkeeper — particularly on a small scale, without employees — is to be a jack-of-all-trades. It means cleaning, cooking, repairing, bookkeeping,

marketing, shopping, gardening, and doing countless other tasks. It’s a tall order, especially at the beginning.

“I don’t think we slept those first few months,” said Oldring.

For veteran innkeeper Takashi Suzuki, a third-generation hotelier and owner of B.B. House in Kamakura, it’s not so much the workload as the repetition. “It’s a bit monotonous,” he explained. “Especially if you do all the cleaning yourself.”

For those who plan to live on-site, one factor to be aware of is the mental toll of always having strangers in your house. “It can be exhausting,” Matsui said. “It’s your house, but you can’t live as if it is.”

If you have children, it’s important to consider the impact it will have on them, too. Suzuki, who grew up in the *ryokan* his parents ran, recalls feeling that inn guests

were taking his parents away from him. “It feels as though they pay more attention to guests than to you. I resented our guests for that.”

This is why ensuring that on-site family quarters are big enough and private enough goes a long way toward making a family-run inn pleasant for everyone.

Nick Kowal, who hails from Mississauga in Ontario, runs Hakuba Powder Lodging with his wife, Hiroko, and three children. Their business is made up of three cottages and one lodge, in which they have an apartment. In Kowal’s case, the children have enjoyed their lifestyle.

“When the kids were younger, they used to run around the house looking for people after they all left, kind of in shock,” he said. “The lodge keeps them busy, and they truly understand that the world isn’t just about speaking English or Japanese.”

Kirsten Brown originally from Edmonton in Alberta, rents out her home’s first-floor secondary suite on Airbnb and finds this is also a family-friendly way to go, especially for the more introverted innkeeper. As her family shares only the front entrance with guests, interaction mostly involves only check-in and check-out.

HAPPY GUESTS, INNKEEPERS

What inn keeping really comes down to is a desire to help people enjoy their holiday, but it’s not an easy task. The same service can garner a five-star review or a complaint e-mail, depending on the guest. However, usually guests go home happy, and innkeepers are left feeling fulfilled. As with any business, seeing happy clients at the end of the day makes all the hard work worthwhile. 🍁



View from the deck of Inn By The Sea in Kamakura



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BEST OF BOTH WORLDS

Philip O'Neill on MBAs, his journey to Japan, and love of fishing

By Maxine Cheyney

Hailing from Sault Ste. Marie in Ontario, passionate drummer, fisherman and director of the McGill MBA Japan Program Philip O'Neill, has carved out a place for himself in Japan.

He arrived in the nineties, with his life in his backpack. With a bachelor's degree in Economic Geography from McGill, and one in education from Montreal's Concordia University, he headed to Kyoto in search of adventure.

What are some of your best memories of living in Canada?

I grew up in a beautiful small town. Every year I go back and go fishing for Walleye, a fish native to most of Canada. I grew up on the Great Lakes near Lake Superior and Lake Huron, so I got to be very close to nature and the water.

What are your hobbies?

My real passion is music. I've been playing music since I was four, the drums since I was nine and played in a marching band as a child.

I tried to play in rock bands when I was younger, but it was very hard. People who make it in the music industry have suffered terribly. Tokyo also has a huge music scene and there is always something for me to do, so I play when I can.

I also like skiing and sailing. There is great skiing in Japan, but I have not been sailing here yet, that's something I do on the Great Lakes in Canada.

How did you end up in Japan?

I've been interested in Japan since I was a child; I did judo when I was younger and my father was a fan of Japan. When I came to Kyoto to teach English I was still very young and had never travelled.

I tried to go back to Canada, but my girlfriend at the time — now my wife — went to Canada and asked me to come back to Japan, and I did.

That was when I did my MBA. I was in my mid-30s and wanted to change my career. I studied in Japan, on the Tokyo program and went to Canada for my second year, taking my family with me.

The day I graduated, McGill hired me to come to Japan.

What is the value of having an MBA?

Having an MBA is relatively rare for Japanese individuals, but less so for many executives in international companies.

An MBA is a signal to the market that you are very serious about building up your career or business, and yourself.

The alumni network is another very powerful aspect, and there are about 600 McGill alumni just in Tokyo.

How do you think the public and corporate view of an MBA has changed?

It is becoming more positive. There was a time when an MBA was not looked upon so highly in Japan. I think there was a perception in the past that the people studying for an MBA were too young, not committed to their work, and wanting to move around. Now there are a number of Japanese companies where you must have an MBA to move up.

Many companies used to provide employment for life; this has also changed; people want to be more mobile.

What changes are you making to the program?

We are trying to integrate the program more with Canada. Right now our format is all in-class but, from next year, we are going to start introducing a hybrid class with mixed delivery. This means using the Internet and other technologies to interact with professors and share materials.

I hope this hybrid program will help more professionals do an MBA while they work. An MBA can change your career completely, just as it has done for me and it is a great chance for professionals to develop themselves and their career. 🍁



Philip O'Neill, director of the McGill MBA Japan Program

An MBA can change your career completely, just as it has done for me.

PHOTO: CUSTOM MEDIA

Labour of Love

Locals lap up Canadian sake and sushi

By Julian Ryall

It may have many of the same qualities as some of the finest unpasteurized sakes to be produced in Japan, but Ken Valvur's brew is still distinctly a product of Canada.

Valvur set up the Ontario Spring Water Sake Company in Toronto in early 2011, after witnessing the rapid growth in popularity of Japanese cuisine across the nation and guessing — correctly — that there would soon be a related boom in a drink which complements many Japanese dishes perfectly.

"I worked in Tokyo twice for two-year spells — from 1988 and then again from 1993 — right at the end of the bubble era," 56-year-old Valvur told *The Canadian*.

"I was working in the capital markets and we did a lot of entertaining in restaurants and so on, and I certainly enjoyed drinking sake — but I never really learned about it," he said.

When he was transferred to London, it was quickly apparent just how big Japanese food culture was becoming around the world, so Valvur created Bento Sushi, which quickly grew into the biggest takeout sushi business in Canada.

The company began importing sake as part of its food operations, but Valvur said he wanted a new challenge and sold majority control in Bento Sushi to a private equity fund in 2007 to partly free up some funds for his next venture.

"I had grown to love unpasteurized sake, but the only way to get it in Canada is to have your own brewery because it has a short shelf-life," he said. So that is what he did.





The Ontario Spring Water Sake Company is located in the Distillery District of Toronto.



The brewery produces about 20,000 litres of sake a year.

Valvur approached the family that runs the venerable Miyasaka Brewing Co., which is based in Nagano Prefecture and can trace its brewing history back to the 1600s, and they agreed to act as consultants to his venture.

Most of the brewing equipment that was required was imported from Japan, while award-winning master sake brewer Yoshiko Takahashi relocated to Toronto. When the first bottles were filled with Izumi brand sake in February 2011, the brewery was the first of its kind in eastern North America and only the third in Canada, after two smaller operations on the west coast.

"It has been a bit of a labour of love," said Valvur. "It is a serious business, but it has not grown as rapidly as Bento Sushi, which seemed to get very large, very quickly."

Nevertheless, the rise of the Ontario Spring Water Sake Company, located in the historic Distillery District of Toronto, has coincided with local people embracing Japanese cuisine.

"Our start-up was very timely as it came at the same time as a number of Japanese-style *izakaya* started to open in Canada — authentic because they were run by Japanese owners," he said. "This 'movement' started in Vancouver but it soon grew to the larger Toronto market and those *izakaya* operators have also become our customers."

POUR A GLASS

Valvur's company also sells to the Liquor Control Board of Ontario (LCBO), which is one of the largest buyers and retailers of alcoholic beverages in the world, with 650 retail stores.

"The LCBO was very interested in what we were doing from the beginning, and they have started to put more sakes on their shelves," he said.

Valvur's company brews unpasteurized sake in the traditional way, using Japanese-style *junmai* rice from California and the all-important *koji* mould. But the secret ingredient is Ontario's water.

"We wanted to use soft water similar to that from Fushimi, south of Kyoto, and we were lucky that Ontario has an abundance of soft water," Valvur said. "I scoured government records to find water with similar chemical characteristics and we found some nearby that we bring to the brewery in a tanker."

The result is a sake that is extremely popular and has a subtly different, distinctive flavour.

The company operates inside an old whisky distillery — all high ceilings and limestone walls — and has installed a tasting bar for the curious. Seven of the 11 staff are Japanese and give regular tours of the premises, explaining the history of sake, the manufacturing processes and the differences in the final products.

The brewery produces about 20,000 litres of sake a year, double the amount it released in its first year, with growth at about 15 per cent a year. And, never one to miss an opportunity, Valvur has bought back Bento Sushi and now serves as CEO of both companies.

Valvur is confident that sake is close to reaching the tipping point, when it will be as popular as Japanese food.

"The potential is huge," he said. "Japanese cuisine started in a few cities but now it is all over the country, in even the most remote places."

"Take the Northwest Territories; it's pretty barren and cold and the biggest city there is Yellowknife — but we have two Bento Sushi outlets in supermarkets there and they are two of our busiest locations in the whole country."

"And I see parallels with sake in the future," he added. 🍷



All of Valvur's sake is brewed using Japanese-style *junmai* rice from California and *koji* mould.

Fashion Forté

Japanese designers preen on Canadian catwalk

By Maxine Cheyney

The influence of Japanese fashion is omnipresent. Iconic fashion designers such as Coco Chanel and Yves Saint Laurent have found inspiration in Japanese prints and designs, and the kimono has formed the basis of countless garments. Japanese designers such as Rei Kawakubo, Issey Miyake and Yohji Yamamoto are just three celebrated Japanese designers who have made their mark on runways worldwide.

This year's Vancouver Fashion Week showcased a talented group of seven designers from Japan who are making a splash in Canada. Each is ample testament to the strength of the fashion business in Japan.

Yutaka Nishikawa, general manager and director of Vancouver Fashion Week for Spring Summer fashion season 2018, recognizes the importance and impact of Japanese fashion. She is careful to communicate closely with participating Japanese designers to understand how they want to grow their brand.

"Japanese fashion designers are remarkable and important in the fashion industry as they maintain Japanese traditions but also incorporate technology into fashion," she said.

Japan and Canada share many similarities in values and Nishikawa believes this extends to the world of fashion. "I realized that both the Canadians and Japanese care very much about quality. Japanese designers often tell me how impressed they are after seeing Canadian organic and eco fashion."

Taking part in and introducing designs at large shows can be a major ordeal for new designers. There are some particularly challenging aspects to overcome, especially in overseas markets.

"Language can be a challenge, as most of the Japanese designers do not speak fluent English. But I

found out that it is not only about language, but lack of marketing and communication skills," Nishikawa explained.

Compared with designers from North America, she said many Japanese designers are not as active and are hesitant about presenting themselves to the public.

"At something like Vancouver Fashion Week, a lot of international press come and ask the designers millions of questions to get to know more about their collection, Japanese culture and design, history, their vision, and their future and so on. [The Japanese] do not know how to talk about their brand and, even though they have an amazing story to tell, they often miscommunicate with the press," she explained.

"I'm Japanese, so I understand Japanese culture and history. It was very natural and easy for me to support them and give them some tips on how to deal with North American clients.

"This is why I am here, helping them to develop their marketing skills and helping them to stand up in the international market."

Nishikawa says she sees a big change and a lot of growth in many designers after they attend the show. Seven Japanese designers showed their colours at Vancouver Fashion Week. *The Canadian* asked each designer about their designs, brand, and their hopes for the future. 🍁



FICTION TOKYO



I was inspired by Harajuku fashion and styles like the Lolita look and how Kyary Pamyu Pamyu dresses. Harajuku is a place where people have unique personalities, and love fashion. I used to model for Harajuku's fashion magazines, and that is where I learned to market myself and establish an identity.

I need to work on branding, and fashion shows such as Vancouver Fashion Week provide the opportunity to do that. I also need to create clothes that can be worn at any time. The show has encouraged me to look overseas and design for audiences in both Japan and abroad.

“Japanese fashion designers are remarkable and important in the fashion industry as they maintain Japanese traditions.”



KEMONO



MINORI ISOMICHI



MOUTON BLANC

By Hakuyo Miya



My clothes are inspired by traditional Japanese designs and are a reflection of my heritage. I created this collection to send a message about our past, present and future. Historic fashion trends impress me and I expressed this in my designs.

I am honoured to have been able to showcase Japanese clothing technology, fabrics, and designs to an international audience. Through this collection I want people to: feel with all five senses; wear art; feel art; live with art; and merge life and fashion.

I now want to focus on improving my designs and creative skills before I go on to the next city.

I am from Osaka, Japan, and I have loved the kimono and Japanese traditional clothing since I was a kid. I want everyone in the world to know the beauty of the kimono.

Increasingly, people in Japan are no longer wearing kimonos. To break the traditional image of the kimono, which is hard to wear, I made the styling casual and cute, in keeping with popular culture.

I want to continue making clothes using the kimono and different Japanese fabrics. In this way I can help the kimono become part of contemporary clothing.

When I discovered my interest in fashion, there were many Japanese fashion brands already active internationally, such as COMME des GARÇONS, Yohji Yamamoto, and Issey Miyake. Naturally, this influenced my designs.

At Vancouver Fashion Week I met new people, saw new designs and really felt the spirit of fashion. My main concern was whether what I wanted to express was received well and understood.

Through my brand and my activities, I want to change the situation in the fashion industry, where developing countries are exploited for cheap labour to make cheap clothes.

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"Language can be a challenge, as most of the Japanese designers do not speak fluent English."



NOIR ETOFFE



NOZOMI KUWAHARA



WILDSWAN



My influences come from punk and high-street designer brands. My designs often depend on the way I see the places I often go. I find inspiration in the colour of the scenery, which changes depending on the weather and the seasons.

This was my first fashion show and I showcased 12 looks. I made each one different, so the audience could find their favourite items.

I hope to continue to improve my skills in the next two years, and to participate in the Tokyo collection and hold exhibitions to increase awareness of the brand noir etoffe.

This is my first season and Vancouver Fashion Week was my first runway experience. I learned a lot.

I want to see more people wearing my clothes on the street, and see them on social media. To this end, I will continue working on my next collection and try to make it more fun.

I loved dancing when I was a child, and starting my own leotard brand has always been a dream of mine.

These leotards make you feel and look more elegant, making your everyday lessons more special. To make them more comfortable and beautiful in shape, we changed the leotard over and over to create what we have now.

I would like access to the Canadian dance market, so that I can show Canada the excellence and quality of my brand.



GROUND WORK

CCCJ Speaker Series: Three Québec–Japan opportunities

By Maxine Cheyney

Attending the chamber event are (from left): Then-General Delegate of Québec to Tokyo, Claire Deronzier; retired Ambassador of Japan to Canada Sadaaki Numata; Québec Minister of Energy and Natural Resources, Pierre Arcand; Air Canada Japan General Manager, Kiyo Weiss; incoming General Delegate of Québec to Tokyo Luci Tremblay; and Canadian Chamber of Commerce in Japan Chair, Neil van Wouw.

Ties between Japan and Québec in the areas of technology, research and innovation continue to grow apace, characterized by multiple partnerships in renewable energy and technologies.

On September 19, the Canadian Chamber of Commerce in Japan hosted Québec Minister of Energy and Natural Resources Pierre Arcand, who addressed members on the potential that ties Japan and Canada in the field of mine development, energy innovation and transportation electrification.

Before introducing the minister, the then-General Delegate of Québec to Tokyo Claire Deronzier, expressed her thanks and bid members farewell saying, “Since today is my last event with the chamber, [I want] to warmly thank the members, directors and governors for their friendship and total support.”

OPPORTUNITY

Arcand highlighted the Plan Nord, an economic development strategy launched by the Government of Québec to develop the natural resources extraction sector.

Partnerships abound between Québec and Japan and exploiting the opportunities in mining, forestry and energy is part of the Plan Nord’s strategy.

“But we want also to exploit this in the way we need to do it in the 21st century, which means we need to help

the community, protect the environment and there is also huge potential for tourism,” he said.

The government intends to make the plan a leading example of responsible and sustainable northern development.

“Right now over 7,000 jobs are related to ventures in the Plan Nord. In Québec, we have 12 mines currently in operation with another 15 planned,” he began. “By 2035, it is estimated that Plan Nord-related employment could total 15–25,000 people.”

INVESTMENT

Of the C\$15 billion of investments expected by 2035, C\$16 billion is already committed to Plan Nord. Further private and public investments are expected.

For the plan to succeed, however, roads must be upgraded, as must rail, maritime and telecommunications infrastructure, to facilitate travel and communication north of the 49th parallel.

Arcand outlined the efforts being made, through the Energy Transition Policy, to develop renewable energies and reduce greenhouse gas emissions by 37.5 percent from the 1990 level.

“The goal is to make Québec a leader in renewable energy sources and energy efficiency by the year 2020,” he said.

The new action plan offers consumers a choice of energy sources, including hydraulic, wind, and solar power, and natural gas.

Arcand said there are three major fields where partnerships with Japan can be

developed. The first, he said, is energy storage systems and the development of high-capacity batteries for use in power grids.

He named an energy storage system demonstration project that is currently underway and co-sponsored by Sony Corporation and Hydro-Québec. “It is a joint venture and we hope to commercialize those high-capacity battery prototypes.”

The second field is smart grids and devices to help curb household and business energy demand through advanced management techniques. “New smart appliances will also make appearances in the coming years in homes, cutting energy demand at peak times,” he explained.

The third element he referred to as greener electricity production in stand-alone systems. “The goal is to reduce the use of petroleum products, while providing surer sources of power to remote communities not necessarily connected to the main power grid.”

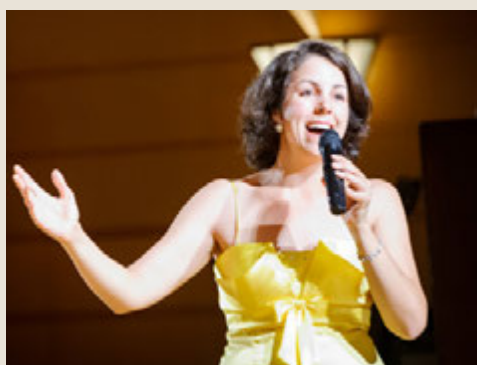
Developing these new technologies is essential. Another goal he described is the Electrification Action Plan. This will drive growth in electric transportation, the de-carbonization of current transportation and, in the future, the use of hydrogen.

In his closing remarks, retired Ambassador of Japan to Canada Sadaaki Numata, said: “There is a great potential there; there is a great potential north of the 49th parallel in that vast land, and that potential is as vast as the land is.” 🍁

Maple Leaf Gala

September 29 was a night to celebrate Canada's 150 years of confederation. This year marked the 38th gala.

Photos: Antony Tran/LIFE.14



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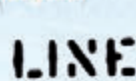
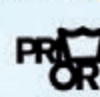


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HACKATHON

Come join our monthly Hackathon.

We borrowed some inspiration from the computer programmer events of the same name where people with a common interest get together for a few days, roll up their sleeves, and see what they can accomplish in a very short time. This is great chance for people to network, share their thoughts, and have some fun together. Of course we won't be computer programming and we won't be there for days, but we will be on a mission to put ideas into action.

This is a member-only event, but for non-members who would like to join, please contact our office at info@cccj.or.jp.

Please check our website, cccj.or.jp, for our next Hackathon event.



HyLife Pork Table in Sarugakucho

CANADIAN CRAFT BEER NIGHT

What could be better than an evening of Canadian craft beer and Canadian pork? Come along to our Canadian craft beer night for a taste of Canada. With a Canadian pork buffet and 10 kinds of craft beer you won't want to miss out.

Friday, November 24
19:00–21:00pm
Tickets: ¥3500

3RD INTER-CHAMBER SKI RACE

We are proud to announce that, for the first time, the CCCJ will be participating in the popular Inter-Chamber Ski Race. Organized by the Austrian Business Council and the Japan-Austria Society. Sign up for ski, snow, fun, family and friends.

Race day: Saturday, January 27, we recommend staying from Friday 26 to Sunday 28

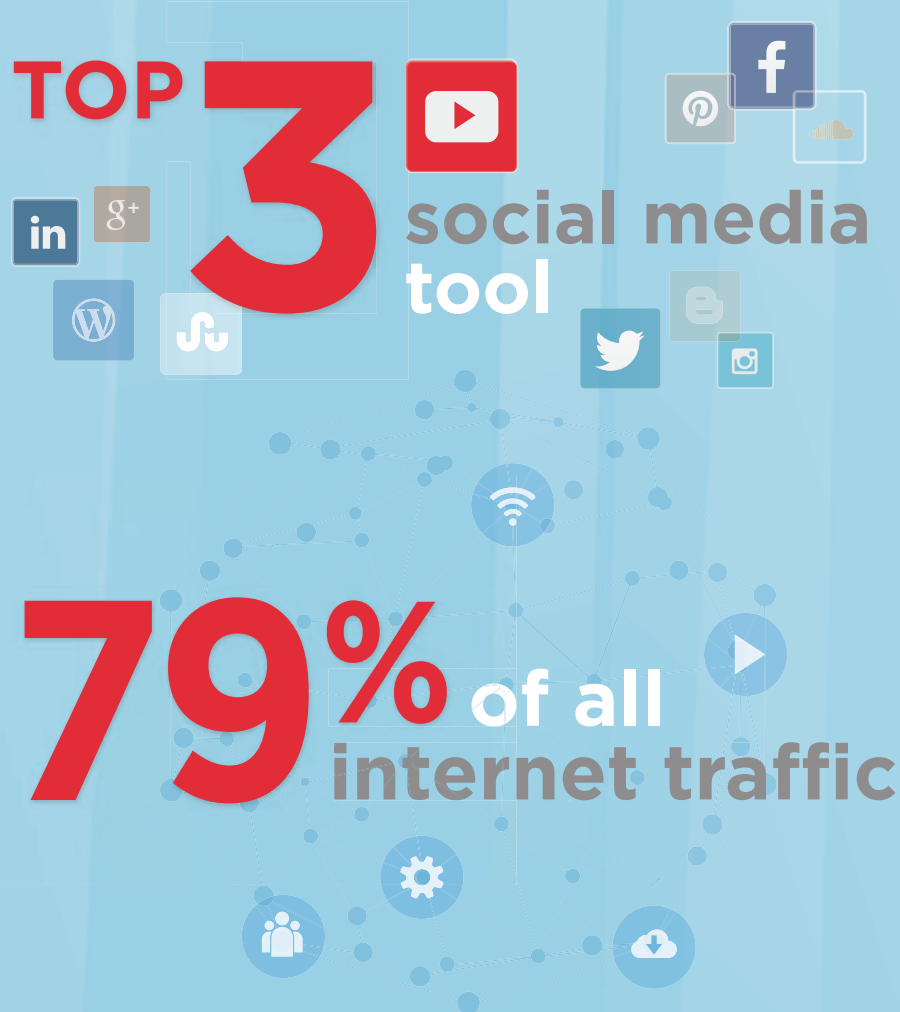
Race:
09:30, registration starts at 08:30
Happo-one, Hakuba, Nagano
¥2,500 per adult, ¥1,250 for minors under 20

Award Party:
18:00
Tokyu Hotel Hakuba
¥5,000 over 12 years old, ¥2,500 for children up to 12 years old and free for children under 3 years old.

Please visit: cccj.or.jp for more information and to sign up.

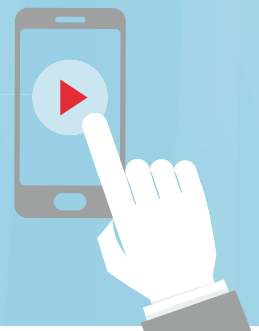
OTHER EVENTS

December 11: Global Diversity Management Committee Meeting
January 18: Joint Chamber Shinnenkai



valued by executives

65% visit a vendor after viewing



Sources: Forrester Research; Nielsen; Forbes; Tubular Insights; Comscore; Cisco; YouTube

- Interviews
- Events
- Reports
- Podcasts

The Power of Video

Video has never been as powerful and important in business as it is today. Making up about 80% of Internet traffic, video will increase the chances of your company's content reaching and impressing a wide, varied and influential audience.

A Pioneer's Roots

Nagano Manzo's journey
from Japan to Canada

By Tim Hornyak



PHOTO: NIKKEI NATIONAL MUSEUM 1994-85-1

I've travelled up and down the Japanese archipelago and have often found that even the most obscure corners can hide a fascinating history. But I was still surprised to learn that the village of Kuchinotsu hides an important link to my own homeland: it was the birthplace of the first Japanese to immigrate to Canada.

Kuchinotsu is a quiet port in southwest Japan. Strategically located at the mouth of the Ariake Sea it's home to a few dozen fishing boats and a car ferry that links Nagasaki and Kumamoto Prefectures. Manzo Nagano was born there in 1855.

After Japan opened to foreign trade in the 1850s, coal from its largest coalmine, Mi-ike in Kumamoto, was brought to Kuchinotsu to refuel foreign steamships. And it was there that young Nagano, the fourth of seven children, became a carpenter's apprentice, eventually learning to repair boats and working on foreign vessels.

Amid the increasing numbers of ships from foreign lands, he boarded a British merchant ship that plied the seas, visiting Japan, China and British Columbia. In 1877, he jumped ship at New Westminster and became the first Japanese to start a life in Canada. He was 22 years old.

Nagano's long career in Canada began with fishing for salmon on the Fraser River. He was so successful he went by the monicker Minister of Salmon, while Japanese who heard about his good fortune were eager to follow in his footsteps.

Three years later, Nagano moved to Vancouver and found work as a stevedore. Operating between Japan and North America, from 1886 Nagano began a series of businesses including salmon exports from Canada, a restaurant and tobacco business in Seattle, a Western-style restaurant in Yokohama and an imported goods shop, called Japanese Fancy Goods J.M. Nagano & Co., in Victoria.

In 1918, after several marriages and children, Nagano was diagnosed with tuberculosis. A tragic fire resulted in the loss of all his property. He returned to his birthplace of Kuchinotsu in 1921 and died there three years later at age 69. His grave stands in the cemetery of Gyokuhoji temple overlooking the bay where he worked as a boy.

It's unclear exactly why Nagano decided to leave Japan in 1877, but it was the year of the Satsuma Rebellion, in which disenfranchised samurai rose up against the new Meiji imperial government. The story was the background to the 2003 Tom Cruise film, *The Last Samurai*. Jim Nagano, Manzo's great-grandson, believes that Manzo, foreseeing that the Meiji government would have an expansionary foreign policy, may have feared being drafted.

Whatever the reason, Manzo planted a seed. A memorial at British Columbia's Ross Bay Cemetery commemorates the "courage and endurance" of 150 Victorians of Japanese descent who were interred there beginning in 1887. Many of the grave markers were vandalized in the 1940s. The dead include Nagano's first wife, Tsuya, who died in 1893.

While his store in Victoria is long gone, a brick bearing his name sits in a wall by Munro's Books on Government Street. In 1977, the centennial of Nagano's arrival in Canada, the Canadian Permanent Committee on Geographical Names christened a peak near Owikeno Lake in the Coast Mountains as Mount Manzo Nagano. It stands in a region where early Japanese-Canadians pioneered Pacific commercial fishing.

In a 19th-century clapboard building that still stands by the mouth of Kuchinotsu's harbour, there's a newspaper photo of Nagano's great-grandson Steve Nagano at the summit in 1979, having completed the first-ever ascent of the peak. The photo is part of a display dedicated to Manzo in the Kuchinotsu Rekishi Minzoku Shiryokan museum, which chronicles the pioneer's life and contributions, as well as the history of Kuchinotsu and its people.

"It's said that Vancouver is the city where Japanese desire to live the most," says Takeo Harada, former director of the museum. "Manzo took the first step in this relationship 140 years ago, and I would like him to serve as a bridge as we deepen the ties of friendship between Kuchinotsu and Canada." 🍁



INDIVIDUALS

Name: **Gordon Hatton**

Company: Pembroke Real Estate

Email: Gordon.Hatton@pembrokere.com

I have been to various CCCJ events as a guest in the past, but feel membership will give me the chance to increase opportunities to get involved in the Japan–Canada community.



Name: **Donovan Gordon**

Company: Elites First

Email: donovangordo@gmail.com

I work closely with business owners, assisting them with acquiring higher-level clients.

I decided to join the chamber to form closer bonds with Canadian and Japanese people and since the chamber has many owners, I thought I would fit right in.



Name: **Annamarie Sasagawa**

Company: Kao Corporation

Email: sasagawa.annamarie@kao.co.jp

My job involves helping people communicate with diverse stakeholders and learning to see diversity as strength. I joined the CCCJ to get back in touch with my Canadian roots and hopefully make some connections and insights that will help me in my day job!



Name: **F. Sigmund Topor**

Company: Adjunct Lecturer at a range of universities in Tokyo.

Full-time occupation is research in culture, education and ethics.

Working with researchers from around the world means it is necessary for me to stay up-to-date on Canadian national cultural values that underlie the country's commercial and industrial distinctiveness. One of the best ways of achieving this was to join the CCCJ.



NON-RESIDENT CORPORATE

Name: **Keith Schellin**

Company: COREBiz llc

Email: keith@corebizjp.com

I have lived in Japan for more than 25 years as a business owner, and for the past decade have worked with small- and medium-sized business owners in the San Francisco Bay area as a business coach, exit planner and peer advisory board facilitator. I want to bring that business acumen back to Japan and work with SME owners who are members of the CCCJ.



NON-RESIDENT INDIVIDUALS

Name: **Sylvain Leclerc**

Company: Sylvain Leclerc Media

Email: sylvainleclercmedia@gmail.com

I am currently working on a Tokyo 2020 Olympic Games-related project, and my aim is to educate and raise awareness inside business communities in Tokyo, which is why I joined the CCCJ. I want to find out how we can better understand the games, the movement, the partners and the numerous opportunities on offer.



Name: **Daniel Aitchison**

Company: Recently retired from Citibank

Email: daniel.r.aitchison@gmail.com

After a 35-year career in the financial industry, I am interested in contributing time to expanding the success of the chamber. In addition, I want to explore opportunities for my next stage of life and hope to find a helpful network through the chamber.

TD Securities



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Our wholesale business, TD Securities, is a designated primary dealer in both Canada and the U.S. offering a full suite of integrated capital markets products and services. Operating out of 14 offices in key financial centres, we provide trusted advice and excellent execution to our clients around the world. This September we opened our Tokyo office, improving our clients' access to global markets. Our highly experienced team looks to grow long-term relationships and deliver innovative solutions to better meet our clients' needs.

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"This is not any merger. This is the ultimate tag team."

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two leaders who worked tirelessly for the peace and well being of their people.
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New combinations create new chemistry, and in this merger,
AIU and FFM come together to create the ultimate tag team.

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this ultimate tag team will deliver never-before-seen ideas and services to you.

We are here to disrupt the norms of insurance.
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January 1st 2018,
AIU and FFM will merge to become

AIG General

