



State of New Mexico

Office of the Governor

Bill Richardson
Governor

For immediate release
July 25, 2005

Contact in Japan: Gilbert Gallegos
(E-mail) gilbert.gallegos@state.nm.us

Contact in Santa Fe: Pahl Shipley
(505) 476-2202

Governor Bill Richardson Leads Trade Mission in Tokyo

*New Mexico business leaders available for interviews from Japan on
Tuesday*

TOKYO, Japan –Governor Bill Richardson helped kick off a Trade Mission on Monday, which featured representatives of several New Mexico companies who fanned out across Tokyo and Nagoya to cultivate and initiate business opportunities with partners from Japan.

The New Mexico business leaders will be available for media interviews during a conference call on Tuesday at 4:30 p.m. (Contact the Governor’s Communications Office at 505-476-2299 for details of Tuesday’s call.)

Duke Klauk, founder and president of Ten Thousand Waves, a Japanese health spa in Santa Fe, was one of a handful of New Mexico entrepreneurs who took advantage of the Trade Mission to spread the word of his business to Japanese clientele.

“We had been doing this ourselves, very low key, and not getting very far,” Klauk said of previous efforts to recruit visitors from Japan to consider Santa Fe – and his spa – as a vacation destination. “I never knew a private American business could get help from JETRO (Japan External Trade Organization) or the American Embassy. And now with a New Mexico office here in Tokyo, this is a great help.”

This week's Trade Mission is the state's first major push to do business with Japan since Governor Richardson created a trade office in Tokyo last April to spearhead New Mexico's economic development efforts in Asia.

"I promised after last year's trade mission to Japan that New Mexico would aggressively pursue new partnerships and high-wage jobs," Governor Bill Richardson said. "We now have a trade representative on the ground and partners in Tokyo who helped pave the way for the promising business contacts we made today in Tokyo. My goal remains focused on selling New Mexico as a leader in clean energy research and development, aviation and job creation."

Jack Roberts, founder and president of Albuquerque-based JK Products International, said he has learned over the years to be patient as he tries to find Asian markets for his consumer-ready foods.

"If you're a small company, you know it takes years to access the international markets, especially in Asia," Roberts said. "The Governor's efforts are worthwhile. It's still going to take time. But New Mexico's presence in Japan really will help."

Governor Richardson wrapped up the first day of the three-day Trade Mission at a reception with the New Mexico business leaders and representatives of the Japan External Trade Organization, known as JETRO. The New Mexico delegation included a broad group of business owners and executives, including:

- Jack Roberts, of J-K Products Int'l Inc.: This company is an Albuquerque based export manufacturing company specializing in snack foods and pre-packaged consumer foods internationally.
- Ted Yamada, of Yamada Science Arts Corporation: This company is a Tesuque based company founded in 1988 by Dr. Ted Yamada formerly of the Los Alamos National Laboratory, which develops an advanced regional atmospheric modeling system that predicts the atmospheric airflows and the dispersion of airborne materials over urban areas, coastal regions, and complex terrain more accurately than traditional models.
- Kelly Steer, of CVI Laser LLC: This company is an Albuquerque based company founded in 1972 to support high energy laser development work at Sandia and Los Alamos National Laboratories. It is widely recognized as a leader in manufacturing and distribution of high quality laser/optics, photonics and opto-electronic products and materials.
- Duke Klauk and Deborah Feig of Ten Thousand Waves: This company is a popular health spa, as well as a, retail and wholesale business based in Santa Fe that was established in 1999.
- Dr. Don Allen, of Poly Flow Engineering, LLC: This company is a wholly owned subsidiary of Ktech Corporation, an Albuquerque based company specializing in research and engineering services. Currently, Poly-Flow is in the process of relocating to Albuquerque where they will share facilities with their parent company Ktech Corporation.

- Thomas Griego, of GET Systems Inc.: This company is a technology leader in electroplating systems and processes used in the electronic components manufacturing back-end which are used for ceramic based components such as chip condensers, resistors and inductors which are products typically used in chip scale packaging by semiconductor manufacturers.

#30#