



State of New Mexico

Office of the Governor

Bill Richardson
Governor

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

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

Governor Bill Richardson Courts Powerhouse Japanese Companies to do business in New Mexico

TOKYO, Japan – As part of an ongoing effort to create and recruit high-wage jobs to New Mexico, Governor Bill Richardson met Monday with prominent Japanese investors, political leaders and executives from several well-known companies, including Mitsubishi Corporation, Mitsubishi Electric Corporations (MELCO), Tokyo Electric Power Company, Proudfoot Japan Consulting, ITOCHU Corporation, Toshiba, Japan Aerospace Exploration Agency and Central Japan Railway.

“For the first time, prominent Japanese corporations are taking notice of New Mexico as a leader in alternative energy research and development, high-tech collaboration and aerospace,” Governor Bill Richardson said. “We’re aggressively courting these corporations by appealing to their desire to plan for future technological innovations. We get their attention when we describe our partnerships with our national labs.”

Yorihiko Kojima, President and CEO of **Mitsubishi Corporation**, cited his company’s investment in Mexico’s energy infrastructure as a possible avenue for working with New Mexico on projects along the Mexico-New Mexico border. Governor Richardson urged Mr. Kojima to consider doing business in the Santa Teresa area.

Governor Richardson also convinced executives with **Proudfoot Japan**, a prestigious management and consulting firm with more than 250 Japanese clients, to plan a trip to New Mexico early next year for some of its high-level executives. Proudfoot executives, who will pitch the plan to the Chairman of the Board, jumped at the opportunity to meet

with Governor Richardson at the Governor's Residence, and experience New Mexico's culture and tap the brain power at the national labs.

Executives with **Mitsubishi Electric Corp. (MELCO)** said they were interested in the work at Los Alamos National Laboratory on superconductivity initiatives.

Governor Richardson also took advantage of his relationships with Japanese political leaders and diplomats who introduced him to business executives who are interested in the Governor's economic development efforts. The Governor met with Keiji Tashikawa, President of Japan **Aerospace Exploration Agency**, known as JAXA, who is looking for ways to enhance Japanese space development. Governor Richardson described New Mexico's efforts to open a Spaceport for private space travel, and suggested starting collaborative research between New Mexico and Japan in certain fields.

Governor Richardson also met with Toshiyuki Kasai, Chairman of **Central Japan Railway** which provides transportation, including the so-called bullet train, over a network of about 1,230 miles in Japan. Chairman Kasai, who as president of the company oversaw efforts to privatize the once state-run railway operator, asked to speak with Governor Richardson about his ideas for commuter rail in New Mexico. Governor Richardson told Chairman Kasai that there may be possibilities for synergy and cooperation between that Japanese Rail Company and Los Alamos National Laboratory, which operates a National Superconductivity Center in New Mexico.

Governor met with the business executives on Monday, the first of a three-day trade mission, which ends Wednesday. Governor Richardson will meet with several other business leaders on Tuesday, when he will also give a speech on energy.