Two giants spur growth from opposite sides of the world

As global markets grow incrementally, internationally known businesses on both the Japanese and American scenes are finding new opportunities to support their respective national economies and their executives.

**Law specialists attract elite in global business**

"Our clients keep changing, no matter what happens," Saito explained. "Since the U.S. prosecutors are not willing to make an announcement, we can say that our investigations have made an announcement." Saito emphasized that despite the increasingly complex regulatory and legal landscapes, Saito highlights the importance of having a "clear and professional vision" in global business.

**GSI Exim America injects fresh ideas into old school business**

GSI Exim America Inc. started operations in 1993 as the first trader of silk-related goods in New York. With the ever-changing demands of the globalized economy, the company has now become a major and sophisticated business. "We provide more ICT services and value-added services to our clients," said Partnership Vice President Yasuhiro Saito. "Our clients keep changing, no matter what happens," Saito explained. "Since the U.S. prosecutors are not willing to make an announcement, we can say that our investigations have made an announcement." Saito emphasized that despite the increasingly complex regulatory and legal landscapes, Saito highlights the importance of having a "clear and professional vision" in global business.
Brother is your keeper

At your side. Ever since it started as a small business in 1908, Brother Group has stuck firmly to that ethos by looking out for its customers, employees, society and the environment. The Japanese company has steadily grown into business machines and office equipment, of which the company’s multi-functional all-in-one devices emerged as very popular around the world.

One of the first five Japanese companies to have entered the U.S. market, Brother has grown immensely over the past 60 years. When Tadashi Ishiguro joined Brother Japan in 1984 and transferred to the U.S. in 1987, Brother’s U.S. operations were reporting around $200 million in revenue. Under his watch, operations expanded to more than 1,200 people and generated $5 billion, which represents more than 50 percent of the company’s global revenue. Yet, Ishiguro has not lost sight of Brother’s wider significance as a corporate citizen. "We were, and are still, committed to paying society back," stressed Brother’s president and chief executive, "This is the Brother way." he said.

The Rockefeller Group: Expanding a rock-solid legacy

Nearly 25 years after Japan’s Disconsolate Century, the Rockefeller Group, the U.S. subsidiary of Mitsubishi Estate Co., Ltd. based in Tokyo, has grown its flagship New York property holding into a sprawling global development and investment management enterprise.

When Akimoto, a former Rockefeller Group executive and now president and chief executive officer of the Rockefeller Group and another subsidiary, Manhattan East, spoke with The Japan Times in the division’s 50th anniversary logo, which was revealed this month, the firm had developed in the modern expansion of Manhattan’s Rockefeller Center to the west side of Sixth Avenue—properties that include iconic addresses such as 1211 and 1217 of the Avenue.

The solid performance that the Rockefeller Group has in recent years—fueled by an expansion of the firm’s business interest in New York City and many major U.S. markets and into Eastern Europe in the past 15 years—prompted President Akimoto to open seven other offices in Michigan, California, Hawaii, Florida and Washington D.C. In New York, the Rockefeller Group added the the First Helmsley Building, 1221 Avenue of the Americas, to its portfolio in 2013.

Success in any language

In this highly globalized economic environment, job recruitment is no longer focused only on skills and competence. Many companies often need employees who are familiar with foreign cultures and possess fluency in more than one language.

The Rockefeller Group and its sister companies have played an active role in Americanizing the U.S. market in recent years. The Rockefeller Group’s parent company, Mitsubishi Estate Co., Ltd., based in Tokyo, of course, New York.

For EOS, the bottom line is service and expertise

When Mikiho Ihli co-founded EOS Accountants LLP in 2008, she thought it was to cater exclusively to Japanese businesses in the United States. Since its establishment, the Japanese independent firm opened seven offices in the United States. We have eight offices in the United States. We have eight offices in the United States.

For its medium-term plans, EOS Accountants is looking to expand its client base of Japanese businesses in the United States and widen activities in the United States. The company has been steadily growing in size. It is now six years old.

In the United States, the firm has expanded its service scope to include new industries such as the food industry. In 2011, the firm opened its first office in New York City, and in 2012, it opened its second office in New Jersey.

Focusing on the next phase, the Rockefeller Group is strengthening its brand image here and around the world. With the latest expansion, it is said that the firm is focusing on an effort to reach more potential investors.

The rebranding started in the fourth quarter of 2013 with the un sealing of Sekisui’s Americas 200th anniversary logo, which promotes the company’s ability of water and its energy efficiency.

As long as Sekisui is doing business in North America, the company is inextricably linked with the U.S. economy and is an important to have its operations close to its customers, employees, society and the environment.

By being the first company of its kind in the region, it is also confident in being a reliable and adaptable chemical solution provider with a reputation that equals that of the group in Japan.

Sekisui’s shifts into high gear

With green tea, Ito En captures North America

Dispatched to the United States on a market research assignment by the Tokyo head office in 2001, Youssef Montfi and his three-person team had to determine the right time for the Japanese beverage maker. It was to enter this huge and highly competitive beverage market.

Once there, the team was able to analyze the market and conclude that the opportunity was there for Ito En to succeed.

Now, a quarter of a century later, Ito En is already a major player in the United States. The company has already opened a new office in New York, and it is planning to open a flagship store in Manhattan later this year.

"Customers will be able to enjoy the freshly gathered matcha in drinks, iced tea and gift sets," explained Ihli, who takes great pride in how her firm’s organic teas and its North American consumers look back at the company.

In the United States, 120,000 people consume Japanese green tea, and 10 percent of them are repeat buyers.

Sekisui is strengthening its brand image and around the world. With the latest expansion, it is said that the firm is focusing on an effort to reach more potential investors.

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