

Pacific Food Technology, LLC

1681 Oneawa Place

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Mr. Douglass Adams
Director of Research & Development
County of Hawaii
25 Aupuni Street, Suite 1301
Hilo, Hawaii 96720
chresdev@hawaiiicounty.gov

October 2, 2024

Dear Mr. Adams,

Pacific Food Technology (PFT) would like to be considered for professional services in the following categories: RD.1 (Community and Economic Development) and RD.8 (Food Technology).

Per HRS Sec. 103D-304, here are my qualifications:

(1) Pacific Food Technology, LLC

Nina Ann Tanabe, MS, CFS

1681 Oneawa Place

Hilo, Hawaii 96720

808-938-6701

ntanabe@pftthi.com

(2) Company in business as Pacific Food Technology, LLC since 2011. It is owned and operated by Nina Ann Tanabe.

(3) Education and Qualifications

- Certified Food Scientist
- MS Food Science – University of Hawaii; BS Foods and Nutrition – Cal Poly Pomona
- FSMA Preventive Controls for Human Food – PCQI and Lead Instructor
- HACCP and Preventive Controls Systems
- Better Process Control School
- Experienced in assisting companies participate in and export their products at trade shows in Japan. Trade shows include FoodEx, Tokyo International Gift Show (TIGS),

World Food and Beverage Great Expo (FABEX); and the International Food Ingredients and Additives Show (IFIA), since 2014.

(4) Recent Projects

- Dean & DeLuca Hawaii – Yohei Takahashi, President. 201-421-6198.
- For J's Hawaii – Janis Tanga, President. 808-372-4664
- Hawaiian Host Japan – Earl Kurisu, President, Hawaiian Host Japan. 808-492-2693 (if connected to wifi in Japan).
- Maui Food Technology Center – Luana Mahi (former President). 808-870-6187.
- Maui UpCountry Jams & Jellies – Jan Yokoyama, President. 808-878-8411.

(5) Ms. Tanabe has worked in the food industry, primarily in Hawaii, providing technical assistance to manufacturers. She and her associates have taught Food Safety and Food Labeling classes online and in person on Hawaii Island, Maui, and Oahu. Many of the smaller manufacturers are unaware of state and federal regulations. She also provides testing services for companies needing to comply with Department of Health regulations.

To diversify, Ms. Tanabe and associates have been encouraging businesses to explore exporting to Japan. Participation in B2B trade shows is an inexpensive way for companies to introduce products, broaden their network, and to determine if exporting should be part of their business plan.

Interested companies attend show briefings and participate in export readiness training which is tailored to each company. While actual show participation is not mandatory, it is encouraged since it leaves a favorable impression with buyers.

There are many things to consider when looking into exporting to Japan. Depending upon the product, it may take many months to get clearance from the Ministry of Health and Welfare in Japan. There are a lot of regulations such as tariffs, shipping, getting paid, etc. And for food products, all the ingredients must be approved for use in Japan, or the product will need to be reformulated.

Companies should also be willing to commit to at least 3 years of participation in a show. The Japanese need to establish trust and a relationship with the company before making any sales. One will also need an importer or distributor as well.

Pacific Food Technology and its associates in Hawaii and Japan, can assist interested and qualified companies participate in trade shows, as well as sister city pop-ups.

Let me know if you have any questions.

Thank you.

Nina Ann Tanabe