

DW Associates

Company Profile

Begun in 1993, DW Associates was founded on two principles:

- Solid understanding of the basic structure of the business, regulatory and political structure of the country is the good basis for research.
- Communication takes words and good bridge across cultures.

We focus primarily on assisting Japanese professionals and organizations to achieve their goals. We provide project-based assistance such as internet/library work research, interviews with key experts, and detailed or summary report writing in English or Japanese in addition to travel arrangements and interpretation services. Multi-city, multi-country professional visits throughout North America and Europe for government and private researchers, trade associations, attorneys, and elected officials may be complicated and require sensitive cross-cultural awareness. We support the visit full language assistance and coordination as needed.

We take pride in the quality of our work. Our projects are never too ambitious so that we can try our best and deliver the honest, solid hard work with little extras for our clients.

Who We Are

David Wiesner: President and Researcher

David Wiesner was the head programmer at CompuLearning in San Francisco. This software company delivered the world's first interactive, online college credit courses. In 1994, he also became the first grassroots Internet lobbyist and organized a successful campaign to pass the law to ban on lobbyist gifts to members of Congress. His use of the Internet for good government was featured in the San Jose Mercury News and on public radio. With this background, he developed his skills at "getting to the right person" and organizing groups based on his knowledge about Federal and local governments and legislative activities.

Masami Kobayashi, Partner and Language Consultant ([resume](#))

Masami Kobayashi is a writer, interpreter, translator, lecturer and consultant. Since 1996, she has been an independent contractor for the Department of Medicine at the University of California, San Francisco, working with the Japanese Physicians Program.

[education] She grew up in Japan but her higher education includes graduate work at Stanford University and Concord Law School after graduating from the University of California, Berkeley, studying nonverbal communication and cross-cultural psychology.

[work experience] Extensive experiences as an interpreter, a cultural consultant for chief executives of major corporations, and a lecturer on medical and social issues for Japanese. As an interpreter for the World Federation of Hemophilia for Japanese representatives, she has become sensitive to the international relations and cultural issues as well. She lived in Japan, France, Canada and the United States and had also managed businesses operating in Japan, the United States and Europe. From this she developed the knowledge of working with Europeans and Americans and the practical knowledge of arranging complex tours.

[publications] Published books in Japanese language on social, medical and senior issues under the name Masami Kobayashi Wiesner.

Sample Projects

- Report on regulations and sites for disposal of PCBs in Europe and North America
Reported on regulations, amounts of PCBs, industries involved, disposal sites, waste categories, laws and regulations. Followed up with visit arrangements by researchers to PCB disposal sites and regulatory agencies in Europe, the USA and Canada.

- Cancer clinical training for Japanese medical specialists
Cancer specialists from Japan came to the University of California at San Francisco for tours and lectures by cancer specialists and support services. DW Associates provided lectures on the healthcare system in the United States.
- New business study visit by cosmetic pharmaceutical company
Researched potential business partners for new product lines and set up meetings.
- Offshore oil safety study
Provided client with key standards for subsea production systems. Arranged visits to regulators and offshore equipment oil companies in Norway, the UK and the United States.
- Study of zinc resources in the United States and Canada
Reported on zinc supplies and users of zinc. Reported on environmental regulations for zinc in Europe and the United States. Interviewed head of US government project to create auto body without steel. Arranged study visits to galvanized steel producers and automotive and appliance companies to discuss their use of zinc and zinc substitutes.
- Building energy efficiency research and visit
Profiled energy efficient buildings in several cities in the USA. Arranged lectures by US energy efficiency consultants for representatives of Japanese government agencies and private businesses. Interviewed two consultants. Made arrangements for the group's two-day workshop at Lawrence Berkeley National Laboratory. Did follow up reports in Japanese and English on the meetings and interviews.

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