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RUTH MARIE JARMAN























OCTOBER 2020

ここ数ヶ月間、横浜の著名人に対して行ってきた特集インタビュー記事を、 読者の皆様が楽しんでくれていることを私たちは願っています。彼らの物 語はとても興味深く、有意義で、気持ちを奮い立たせてくれます。また、横 浜の文化や地域経済を創り出しているのはどういう人物なのかをうかが い知ることができます。その人は、実はあなたの友人かもしれないし、近所 の人かもしれません。昔の級友や、仕事上のお客様ということもあるでしょ う。彼らの人生を事細かに聞いていくと、この素晴らしいコミュニティをより 身近に感じることができるのです。彼らの多くは長い間この地に携わる仕 事をしています。しかし、住んでいる町に名を残すには、あなたが思うほど 長い時間はかからないかもしれません。ボランティアや起業など積極的な 貢献活動、またはブログなどで能力を活かすことは、その先の更なる高み に繋がる道となるでしょう。さあ皆さん、力を発揮しましょう! いつかあな たを取材する日を私たちは心待ちにしています。

We hope our readers have been enjoying the longer interviews with Yokohama illuminaries that we've been running these last few months. We find the personal stories interesting, educational and inspiring. They give us a better sense of the people who are shaping Yokohama culture and the local economy. These people may be friends, neighbors, former classmates or even clients. Hearing the details of their lives, we feel the closeness of this great community. Many of these individuals have been engaged in their work here for decades. But it doesn't necessarily take that long to make a mark in the city where you live. Positive contributions-whether volunteering, starting a business, or blogging-make a difference now and often become roads to greater heights. Make your mark now folks! We'd love to feature you some day...

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Publisher Bright Wave Media, Inc. Cover

Osannomiya Hie Shrine's autumn festival (photo courtesy of DRI) Design

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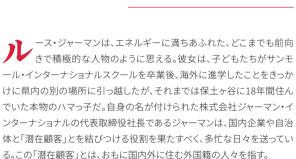
工場にて、印刷事業において発生するCO2全てをカーボンオフセット (相殺) した「CO2ゼロ印刷」で印刷しています。



A conversation with

Ruth Marie Jarman

Text by Ry Beville (publisher) Photo care of Jarman International KK



経営する会社について、ジャーマンは「私たちは『橋渡し役』を担ってい ます。国内企業と、それら企業が提供するサービスの利用対象となるユー ザとの間には隔たりがあります。日本のほとんどの企業が、グローバルな 客層をターゲットにしはじめたのはここ数年のことで、それまでは特に考 えなくてもよかったのです。ですが今は、日本に住む外国人やインバウンド 観光客の数が増え、考慮する必要が出てきました。どの企業も、新しいユ ーザ層とつながる方法を見つけなければいけません。私は人とつながる 術を身に着けています」と話した。

ジャーマンはボストンにあるタフツ大学を卒業後、1988年に来日(育 ちはハワイ)。以来、「人とつながる」スキルを磨いていった。彼女は、当時 企業と人材を「つなげる」求人広告・人材紹介サービスをメインに事業を 展開していたリクルートに入社した。そのときを振り返って彼女はこう明 かしてくれた。「創業者の江副浩正はとても先進的な考えを持っていまし た。日本のグローバル化が進んでいくことを知っていた彼は、海外からの 新卒者を採用しはじめたのです。私は同社で4年働いたのち、退職してフ



uth Jarman seems to have endless stores of energy and positive initiative. She's a bona fide Hamakko (Yokohama-ite), having lived 18 years in the Hodogaya area before relocating to a quieter part of Kanagawa in recent years-her children graduating from Saint Maur and going overseas for school prompted the move. As the CEO of her eponymously named company, Jarman International KK, she stays busy helping Japanese companies and local governments reach targeted audiences-another way of saying "likely customers." The customers Jarman helps with are primarily from the international community.

Explaining her company, Jarman says, "We're connectors. There's this gap between Japanese companies and those that might benefit from their services. It's only been a few years that most Japanese companies have had to target international audiences. They never had to think about it. But now, with more residents and inbound travelers, they do. Every Japanese company needs to figure out how to connect to a new audience. Well, I learned how to connect people."

Jarman began developing this skill shortly after arriving in Japan in 1988, a recent graduate of Tufts University in Boston (Jarman is originally from Hawaii). She landed a job with Recruit, a human resources company whose role it was to 'connect' employers with talent. She recalls, "The founder, Mr. Hiromasa Ezoe, was very forward thinking. He knew Japan was internationalizing so they started hiring new graduリーランスで通訳と翻訳の仕事をしていました。テニスのスター選手であ るモニカ・セレスや、米公民権運動活動家のジェシー・ジャクソンの通訳を 務めたことがあります。リクルートを通じてそういったコネを作っていたの

彼女は家で幼い子供たちを育てながら、8年間フリーランスで仕事を していたが、2000年に江副から連絡が来る。1990年代、政界を揺るがした リクルート事件の裁判は13年続き、江副は事件後一線から退いていた。 公判の終盤で、ジャーマンは江副の弁護団から依頼を受け、情状証人とし て証言台に立ったという。彼女は、江副が日本における採用の慣習を破 り、リクルートを差別のない開放的な会社に変えたと証言した。裁判は長 期化したが、江副には執行猶予つきの判決が下され、中には彼女の証言 が執行猶予の刑を後押ししたと見る人もいた(のちに出版された本の中 で、江副は自白を強要されたと述べている)。そして政界を巻き込んだこ の大事件をきっかけに、国内企業のコーポレートガバナンスを見直す動き が広がった。

江副が連絡をしてきたとき、彼は事件を過去のものとして前に進むべ く、新しい事業に力を注いでいた。新しい事業とは、サービスアパートメン トだ。彼の事業はスペースデザインという社名で、それまでマンション販売 を行っていたが、短期滞在者向けに家具付きのアパートを貸す方向に舵 を切っていた。借り手となる潜在顧客にどうつながっていくか探るのがジ ャーマンの什事だった。

彼女は当時を思い出してこう話した。「社内のスタッフがサービスアパ ートメントを見たいということでニューヨークに飛びました。ですが私がア イデアを出すたびに『いいね、でも日本だと…』という反応ばかりでした。 日本に戻ってから、私は江副に伝えました。いつもスタッフからダメとしか 言われないので、私がいる意味がわからないと。すると彼は『日本はダメ と言う社会だと知っているか? いつもダメばかりなんだよ。それを打ち 破る方法を見つけなければいけない』と答えました。すべての力を持って いるような日本人でも周りからダメと言われることを聞いて少し安心しま した。その12年間は、人々とどうつながるかを深く学んだ貴重な時期でし た。自営業の一介の請負業者から始まりましたが、役員を務め、営業部門 を統括するまでになりました。当時、日本に来たばかりの外国人の数千人 と連絡を取っていたと思います」

最終的に、ジャーマンは再び退職して自らの道を進むことを決める。 江副は、それこそ彼女らしいと知っていたかのように、彼女の独立をサポ ートした。株式会社ジャーマン・インターナショナル(以下、JI)は2012年に 正式に設立された。

ジャーマンの会社が掲げているモットーは、「日本のコンテンツと海外 の好奇心をつなぐ架け橋になる」。彼女は、当時の企業は海外からのイン フルエンサーや旅行者が人気スポットで撮影する自撮り写真に頼ってい たと指摘する。しかし、当然ながら彼らは日本に長い間滞在しているわけ ではなく、地域を代表したり日本文化の一端を担っているわけでもない。 掘り下げた情報や魅力は伝えられないのだ。

「私たちは通訳しているのです」と長く日本に住むジャーマンは言う。 「私たちのような長期滞在者は多くいるのに、国内の企業は私たちを活 用することを考えてきませんでした。私たちはたくさんの魅力を知っていま す。日本にあるすべてが素晴らしいコンテンツになりえるのです!」。説得 力のあるコンテンツ、そして信頼できる声を届けるべく、彼女は知識と人 材を揃え、そのチームを「JIコア50」と名付けた。このチームは、特定の分 ates from overseas. I stayed with the company for four years before going out on my own to do freelance translating and interpreting. I did interpreting for tennis star Monica Seles and civil rights leader Jesse Jackson, You get these connections through Recruit,"

She continued her freelancing for eight years, while also raising small children at home. But then in 2000, Ezoe reached out to her. Ezoe had long since left Recruit following a sensational court case that lasted 13 years and rocked national politics in the 1990s. Toward the end of the trial. Ezoe's defense team even called on Jarman as a character witness. She testified that he reformed Japan's hiring practices and made Recruit an inclusive place, and some speculate that it may have contributed to his having received a suspended sentence after such a long, grueling case (he also later claimed in a book that he signed confession papers under duress). It was the political trial of the decade, and paved the way for a renewed focus on corporate governance for Japanese firms.

When Ezoe called, he was trying to put that past behind him and focus on a new endeavor; serviced apartments. The company was called Space Design. Until that time, it had sold townhouses ("mansions") to Japanese, but it pivoted to renting fully furnished apartments to shortterm visitors. It would be Jarman's job to figure out how to connect with that target audience.

Jarman recalls, "I went on a trip to New York because the staff wanted to see serviced apartments there. But every time I gave them any kind of idea, they'd say, 'Yeah, but in Japan...' When I got back, I told Ezoe that I didn't think they were ready for me because everybody was saying no. He replied, 'Don't you understand that Japan is a NO society? All you get is NO. You have to learn to break through.' It was nice to hear from a Japanese man who's supposed to have all the advantages that he gets NO all the time, too. I decided to stick with him and learn from him. That was the best 12 years of learning how to connect with people. I started as an independent contractor and worked up to sitting on the board and being in charge of sales. I must have interacted with thousands of foreigners new to Japan during that time."

Eventually, Jarman decided to strike out on her own again. It seems Ezoe knew that was always in her spirit and he supported her move. Jarman International KK (hereafter, JI) became official in 2012.

Jarman says that her company motto is "Bridging Japanese Content and International Curiosity". Jarman points out that for a while, companies relied on influencers and travelers from overseas to take selfies and pictures of themselves in popular parts of Japan. But these people aren't long-timers in Japan, of course; they're not authorities on the area or some facet of Japanese culture. They can't really convey much depth of information or charm.

"We're the interpreters," says Jarman of Japan's long-time residents. "Too many companies hadn't thought about using people like us, and there are so many of us in Japan. We have so much fantastic content to share. And everything in Japan makes for amazing content!"

野に関して深い知識を持つ50人の長期滞在者からなっている。JIの顧客 が主催する講演会にこのチームメンバーが来るかもしれない。または小 さな町を訪れて、町の見どころを体験したり、動画配信のために地元文化 や歴史について情報を発信するかもしれない。ジャーマンは「ホームペー ジにはJIコア50メンバーを一人ひとり掲載しています。コンサルティング を希望される場合は、担当者の調整も可能です。私の会社の強みとして、 面白い人材が揃っていることが挙げられます」と話した。

JIが手掛けるコンテンツには、インバウンド向けというよりは、すでに 日本に長くいる外国人向けの実用的なものもある。例として、本稿のあと に掲載しているジャーマンの新しい銀行サービスについての投稿を見て みよう。このようなコンテンツには、長期滞在者の個人的な経験とマーケ ティングが融合されている。日常生活に必要な情報が十分でないと感じ る日本においてはとても効果的だ(我々にとっても銀行関連の手続きは 大きな悩みの種だ)。

ジャーマンの人生には休みがないように見えるが、自分のためだけの 時間も楽しんている。「読書が好きです」と彼女は話し、続けて「今はゴル フにもはまっていて、月に一度はプレーしに行きます。運動も好きで、朝は ヨガをしてたくさん歩くようにしています。でも一番は勉強が好きで、資格 を取るのが好きなのです。おそらく、私が宅地建物取引士に合格した最初 の外国人女性でしょう。宅建は日本人でも取得が難しい資格です。今は何 か新しいものを探していて、合格に5年ほどかかる中小企業診断士の資格 を取得することを考えています。合格を目指して勉強するのは、日本語の 勉強にもとても役立ちます」と話した。

横浜でお気に入りのスポットについて尋ねると、旅行で来た友人を案 内する状況を念頭に、彼女は回答してくれた。

「夜は絶対大さん橋の『サブゼロ』に連れて行きます。みなとみらいの 夜景を楽しむには最高のスポットです。日清のカップヌードルミュージア ムも外せません。一日中横浜で食べていることでしょう! そして、腹ごな しに歩くのに、私のお気に入りの庭園、三渓園に連れていきます」

彼女を惹きつける横浜の魅力について尋ねると、即答してくれた。

「開発が進んだ美しいエリアもあり、すべてつながっているところです。 例えば、今では横浜駅からほぼ元町まで、海辺沿いに歩ける歩道が整備さ れています。これはすべての都市が10年以内に実現すべき姿を体現してい ます。都市計画を進めている人たちの考えはまさに正解そのものです」 ありがとう、ルース!

To produce convincing content and authoritative voices on Japan, Ruth has assembled a stable of talent and knowledge. She calls it her JI Core 50-basically, fifty international residents who are specialists on a given topic. One of these individuals may attend a speaking event for one of JI's clients. Or, they might travel to a prefectural town to experience or speak about some aspect of local culture or history for a video shoot. Jarman adds, "My website lists all these individuals. When we have consulting requests, we can accommodate. One of the biggest strengths of my company is that I've brought together some really interesting minds."

Some of the content JI produces is more practical and geared toward international residents already living in Japan, rather than inbound travelers. As an example, see the essay that follows this article, penned by Jarman, about a new banking service. This kind of content combines the personal experience of a Japan veteran with marketing. It's effective in Japan where there's often a lack of information about mundane aspects of daily life (and we can affirm that banking is usually a major hassle in Japan).

While Jarman's life seems nonstop, she does find time to enjoy some hours to herself.

"I love to read," she notes. "And I'm very much into golf now-I go once a month. I also love to exercise so I do yoga in the morning and a lot of walking. But I love to study and get certified most of all. I'm probably the first Western female to get the real estate license in Japan, which is even hard for Japanese to get. Now I'm looking for my new thing. I'm thinking of signing up for the chûshô kigyô shindanshi (small and medium-sized enterprise management consultant) exam, which will take me about five years to pass. The process of studying for something like that is a great way to learn more Japanese as well."

When asked where her favorite spots are in Yokohama, she answers in the context of what she would do if taking visiting friends out on the town

"Evening would definitely be the cafe Sub Zero, which is in Osanbashi. It has an amazing view of all the neon in Minatomirai. I would definitely not miss the Ramen Museum, either. It would be a day of eating in Yokohama! To get exercise and walk around, I'd take them to Sankei-en, one of my favorite gardens."

As for what makes Yokohama great in her mind, she answers quickly.

"There are districts that are amazingly developed and beautiful. Everything is connected. For example, you can walk almost all the way from Yokohama Station to Motomachi now via walkways that utilize the waterfront. The city is an example of how all cities need to be in ten years. The priorities of city planners are correct."

Thank you Ruth!

Jarman Internationalについてくわしくは For more information about Jarman International

www.jarman-international.com

Foreign national looking for a debit card in Japan? Read on.

Smooth Banking

Article by Ruth Marie Jarman

1988 was the year I opened my first Japanese bank account. Wait! Did I say "I"? It wasn't all me, actually. With no functional Japanese at the time and little English infrastructure in Japan, I wouldn't have had much luck at a bank on my own. It was thanks to my senior colleague at the Japanese company where I worked that I was able to find one, be welcomed there and open an account. It didn't hurt that my employer was one of the bank's largest customers. I'm sure my connection with an important client was pretty much the only reason I was able to open an account in those pre-internationalization days. Can you remember those days? Yes, when all of us Western-looking people were "Americajin" or "Eigo no Sensei"?

I don't remember having a hanko (stamp seal) and my colleague did all the paperwork. I didn't speak or read Japanese, and had just recently arrived from the US, but my connection to my company smoothed that over. It was also not until after I married a Japanese national and had a Japanese name that I was finally able to achieve the level of trust required for my bank to issue me a credit card. I'm sure my Japanese name helped me pass the in-house review. But what would happen if I had not worked at the Japanese company, or never had a Japanese name? How would I have ever opened an account or received a credit card? I think I may have given up, just like a bunch of my friends at the time.

Through the years, I've experienced many challenges at banks in Japan: long waits for traveler checks, limited hours at ATMs, bill payments that have to be done in person before 3pm, long lines, no English support, feeling awkward and uncomfortable under the stares of security staff or much rewriting of documents because of small mistakes in my written Japanese. Overseas transfers were costly and I could never fully understand what the bank teller was trying to get me to sign or agree to. I've dreaded going to the bank here and have actually burst into tears out of sheer frustration at least three separate times.

Recently though, my love-hate relationship with Japanese banks came to an end. Something changed that I never would have imagined back in 1988. It was due to a boom in "inbound tourism" that spurred an increase in appreciation for the international customer, a government-led push toward cashless transactions, more



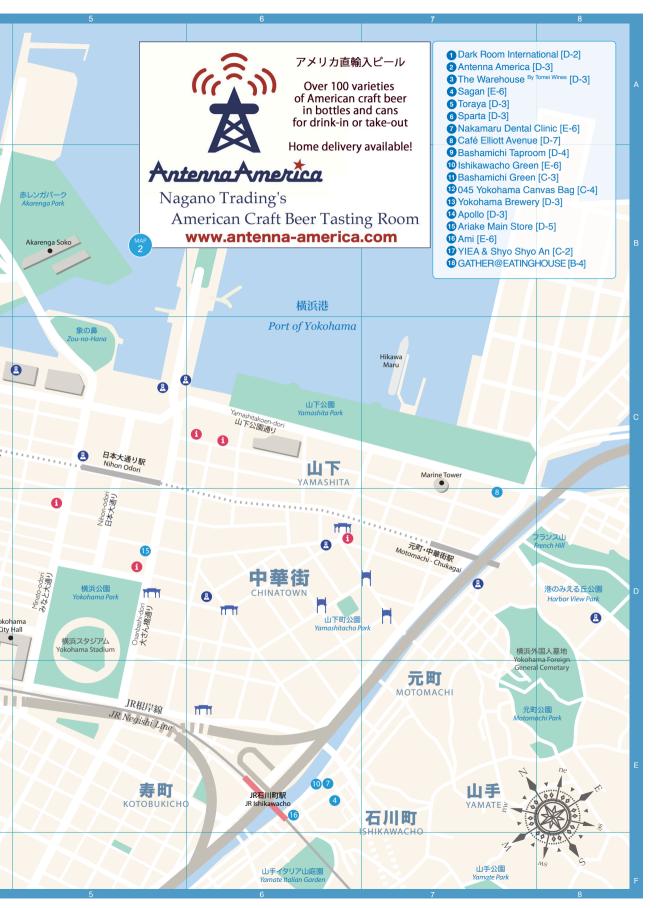
and more non-Japanese choosing to live here long term and the realization by Japanese banks that we internationals are here to stay. Many banks (even conservative ones) have introduced English support and are much more welcoming to non-Japanese clients.

However, one aspect of banking that remains at 1988 levels is the difficulty in acquiring a credit card. Sony Bank is close to solving this with their newly introduced Visa-enabled debit card. This card works similarly to a credit card but without the loan aspect, and of course, no interest. It offers the ability to open accounts in different currencies, pay for online purchases in local currencies directly from my Japanese bank account, and use my debit card overseas wherever VISA is accepted. Wait, can this be true? It's just too modern! So now, I can pay a bill in USD online to my tax preparer in the US. Finally!

My debit card has the same number and security format as a credit card, and funds are withdrawn from my USD currency account located in Japan. Next time I go home to the US, I can pay for something and that payment will be withdrawn from my USD account in Japan. No currency exchange at all. Doing the same with bills in Euros or Australian dollars? No problem. Can this really be happening? I'm now glad that I went through the difficult times. I appreciate the improvements so much more. Although there are still frustrating steps and challenges that might make me want to cry, Japanese banking as a whole for internationals is definitely improving. New options keep coming online, our adopted home increasingly takes us more seriously as clients, and as our community expands, much of the banking frustrations of the past may truly be behind us.



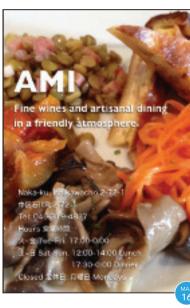
















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No smoking inside

Text & photos by Yaichiro Shotai

くなクラフトビールを飲み歩いてきた気さくな濱口祥治・和香子 く夫妻が1年前にスタートしたのがSloth Houseだ。ゆったりマイペ ースそして長く続くお店がSloth=ナマケモノの由来だ。その名の通り、ゆ るやかな時間が流れる空間で、美味しい食事を楽しむことができる。こじ んまりした居心地の良いインテリアはカフェの様な趣だ。料理はオーナー の祥治さんがフレンチで修行した経験を活かして腕を振るう。

シェフの気まぐれ前菜3点盛り(1人前¥500 / 2人前¥880)は、ビネガ ーとレーズンの甘みが特徴のキャロットラペや、一見カキフライの様だが 酢漬けのハラペーニョにチーズやベーコンを詰めて揚げた一品、マグロと アボカドはブラックオリーブに味噌と醤油を合わせた和洋風のタルタルソ ースでいただく個性豊かな一皿だ。丁寧な下ごしらえで柔らかく仕上がっ たポークスペアリブのロースト(1P ¥680 / 2P ¥1280)もぜひビールと共 に楽しんで欲しい。自家製のBBQソースは香りがふわりと立ち込め、あな たが頼めば他の客も頼みたくなる、連鎖注文間違いない一品だ。1人前か ら注文できるので多くのメニューを楽しむことができる。

8つのタップにはプレミアムモルツ(¥600)の他、その時々のおすす めのビールが繋がっている(280ml ¥790~ / 380ml ¥1030~ / 473ml ¥1250~)。店長の和香子さんはビールソムリエの資格を有しており、迷っ たら親切に教えてくれる。メニューの紹介文も丁寧で、自分のお気に入り ビールとの出会いを演出してくれるお店だ。ナマケモノが描かれたオリジ ナルグラスで飲むビールを目当てにくる人もいるらしい。

Sloth Houseの温かい雰囲気は忙しいあなたをいつでも優しく迎え 入れてくれる。ナマケモノのようにゆったりと新しいビールを楽しめる、そ んなとっておきの場所になるだろう。



raftbeer Sloth House was opened a year ago by husbandwife team Shoji and Wakako Hamaguchi, a friendly couple well-versed in craft beer. Like the slow-moving mammal it's named after, the couple strives to provide a slow-paced vibe in which you can relax over some fine drinks and food. The cozy interior of their bar is cafe-like in appearance.

Yokohama native Shoji is trained in French cuisine and that is reflected in the original dishes offered. When I visited, the Chef's Appetizer Assortment (¥500 for one / ¥880 for two) featured carottes râpées, bacon & cheese stuffed jalapeño poppers, and maguro & avocado served with black olive & miso-soy tartar sauce. For a perfect match with your beer, try the tender Roasted Pork Spare Ribs (1 ¥680 / 2 ¥1280). The pleasantly powerful aroma of the homemade



Sloth House

BBQ sauce used will entice other customers to soon order the same. Most of the dishes are offered in tapas-sized portions so you can try many menu items.

The bar has eight rotating taps with thought put into seasonal craft beer offerings (280ml ¥790~ / 380ml ¥1030~ / 473ml ¥1250~) and one dedicated to Premium Malts (¥600). Wakako is a certified Beer Sommelier, so if you need guidance she can assist in finding a selection that suits you. The beer is served in unique sloth logo glasses, which seem to be a popular social media item.

Expect Sloth House's friendly owners and warm atmosphere to motivate you for return trips. After a long day, kicking back and trying some new beers sure sounds like the perfect recipe for slowing life down to a sloth's pace.



お三の宮 日枝神社 例祭 Osannomiya Hie Shrine Reisai

Text by Hisao Saito

▲ 月18日19日、毎年恒例のお三の宮日枝神社の例祭が今 年は新型コロナウイル感染症拡大防止のため大幅に縮 小して行われた。

神社大神輿御巡行も行われず、各町内の神輿も出すこと が出来なかった。神社での式典のみが、各地域の代表たちに よって行われた。

私たちTHE DARKROOMとCREW by KPSは数年前から このお祭りの写真を撮影しているので、今年は式典に来られ た方々全員のポートレート撮影にチャレンジすることにした。

天気が心配だったが大型のストロボ2台と背景紙を境内に 持ち込みデジタルカメラとフィルムカメラでそれぞれ60人弱 の撮影を行った。

n September 18th and 19th, Osannomiya Hie Shrine's annual autumn festival was held in a significantly reduced manner to prevent the spread of COVID-19.

There was no large procession of mikoshi (portable shrines) this year, and each neighborhood mikoshi could not be displayed. Only representatives from each locality were allowed to privately participate in the ceremony at the

Our photographers at the DARKROOM and CREW by KPS have been taking pictures of this festival throughout the years. To adjust to the changes made this year, we committed to a different approach by taking portraits of every one of the

ご参拝にいらした重鎮の方々のお顔はいつもと変わらず 迫力満点、コロナをモノともしない強い横浜がそこにはあっ た。

participants in this year's festival.

Even though we were worried about the weather, we decided to bring two large strobe lights and background paper to take the photos of some 60 participants using both film and digital cameras.

The faces of these community leaders reflected the same grit and resolve as always. The strength of the Yokohama community in the face of COVID-19 was on full display.









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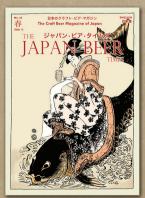




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バックナンバー











アサリ水煮缶	130g
ベーコン	
玉葱	
白ワイン	20ml
オレガノ	少々
バター	
強力粉	40g
牛乳と水煮缶の汁	合わせて350ml
塩、胡椒	適量
ピザ用チーズ	30g
パン粉	適量
バッター液 (全て混ぜる)	
剪	1個
ビネガー	少々
薄力粉	25g
牛乳	20ml

canned boiled clams	130g
bacon	50g (diced)
onion	½ (minced)
white wine	20m
oregano	a pinch
butter	40g
strong flour	40g
milk & canned clam juice	350ml tota
salt & pepper	to taste
pizza cheese	30g
bread crumbs	to taste
Batter (mix all to	gether)
egg	1
vinegar	to taste
all-purpose flour	25ჹ
milk	20m

- フライパンに油をひいて熱したらベーコンを加え炒める。ベー コンが炒まって脂が出てきたら玉葱を加えさらに炒める。アサ リの水煮缶の汁は捨てずに残しておく。玉葱がしんなりとしたら アサリの身を加え白ワインも入れアルコールと水分を飛ばす。
- 別の鍋にバターを入れ火にかける。バターが溶けたら弱火にし て強力粉を加え少し炒める。牛乳と水煮缶の合わせ汁を少しず つ加えて熱する。ダマにならないように気をつける。合わせ汁を 全て入れホワイトソースが出来たら、1の炒めた具とピザ用チ ーズをホワイトソースに加えて塩胡椒で味を整える。
- 2をバットに流し入れラップをして冷蔵庫できちんと冷やす。冷 えたら12等分にして俵型に成型する。成型できたら冷凍庫に 入れ固める。
- 固まったらバッター液にくぐらせてからパン粉をつける。この時 に周りが少し溶けてくるので形を整える。170~180℃の油 で揚げれば完成です。*
 - *油の温度が低すぎたり、高すぎたりすると破裂するので注意!上手くいか なければ表面だけ揚げてオーブンで火を入れてもOK!

- Grease a frying pan and fry the bacon. When it's crispy, add the onions and saute until the onions are tender. Drain the clams saving the juice to mix with milk for 350ml total. Add clams and white wine. Cook until the liquid has boiled off.
- Heat butter in another pan. Once melted, add the flour and continue frying. Gradually add milk and clam juice mixture and let simmer. Stir to prevent clumping. Add stir-fried ingredients and cheese. Season to taste with salt and pepper.
- Pour #2 into baking tray, cover, and chill in refrigerator. When cooled, divide mixture into 12 equal parts. Form into egg-shaped balls and put in freezer.
- Once they harden, dip them in batter mix and coat in breadcrumbs. They will start to melt a little, so reshape them as needed. Deep fry them in oil at 170-180 °C to finish.*
 - * The croquettes may burst if the oil isn't in the proper temperature range. If you're having difficulty, just fry the outside and heat in an oven to complete.

