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EDCUTah Congratulates Delta on Inaugural Tokyo Flight

International access important to recruiting global companies.

(Salt Lake City, UT) –Economic Development Corporation of Utah (EDCUTah) congratulates Delta and Salt Lake City on the establishment of non-stop service from Salt Lake to Tokyo. Beginning June 3, Delta will operate five such non-stop flights per week to Narita International Airport in the Greater Tokyo area. The flight is historic in its significance and follows the successful launch last year of Delta’s non-stop service from Salt Lake City to Paris, France.

Utah’s business and economic development leaders expect the new service will lead to increased economic development and tourism opportunities between the two regions. “The flights create another great recruiting opportunity for us,” says EDCUTah President and CEO Jeff Edwards. “Like Delta’s non-stop flights from Salt Lake City to Paris, which created greater access to Europe for Utah businesses, we expect the Salt Lake City to Narita flights will open more doors to companies doing business in Asia. This is a big thing for Utah and levels the playing field in many respects. Most large West Coast cities have had direct Asian flights for a long time. Delta’s new flight gets us in the game with everyone else.”

The Governor’s Office of Economic Development (GOED) in October of 2008 offered Delta airlines an economic opportunity incentive of \$250,000 if Delta were to start a Salt Lake City to Tokyo non-stop flight. “The first non-stop negotiated with Delta was to Paris and GOED is continuing to encourage Delta to consider other major city destinations around the world,” said Jason Perry, executive director of GOED. “As Delta’s second largest hub we know non-stop flights like these are a major benefit to both business travel and tourism in Utah.”

Narita handles the majority of international passenger traffic to and from Japan, and is also a major connecting point for air traffic between Asia and the Americas. It is the second-busiest passenger airport and busiest air freight hub in Japan, and eighth-busiest air freight hub in the world according to Airports Council International.

Lew Cramer, president and CEO of World Trade Center Utah, notes that Japan is the world’s second largest economy and Utah’s fourth largest trading partner. “Over 600 Utah businesses export to Japan and many more have business interests there, while many Japanese businesses have investments in Utah,” he says.

Bob Farrington, Salt Lake City’s economic development director, says the direct flights help differentiate the state, making Utah that much more competitive when working with business expansion projects or companies that have heavy travel requirements. “The flights are just one more plus for Utah,” he says. “Delta proved with the Paris flights that our region can support such levels of service. I was impressed when I heard Delta’s overview of its internal analysis. There is no guess-work involved in the airline’s decision to offer non-stop service from Salt Lake City to Japan.”

The new, non-stop flights will make business travel to Asia much easier, with less impacts and delays. It will also make it much easier for Asian businesses to consider locations in Utah for expansion. Edwards says Narita is a great choice, as it is one of the busiest airports in Asia and “you can go anywhere from there.”



About EDCUtah

EDCUtah is an investor-based public/private partnership working to promote the state of Utah. EDCUtah specializes in being a comprehensive source of critical economic data, as well as both public and private contacts in order to facilitate the recruitment of out-of-state companies and the expansion of local business.

- www.EDCUtah.org -

About GOED

The Governor's Office of Economic Development (GOED) charter is based on Governor Huntsman's commitment to economic development statewide. GOED is an agency with two strategic business units, business development and tourism. The mandate for this office is to provide rich business resources for the creation, growth and recruitment of companies to Utah and to increase tourism and film production in the state. GOED accomplishes this mission through the administration of programs that are based around industries or "economic clusters" that demonstrate the best potential for development. GOED utilizes state resources and personnel as well as private sector contracts with organizations such as the Economic Development Corporation of Utah (EDCUtah), and others to fulfill its mission.

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