

# Japanese Firms Ready to Seize the Moment

While the 'Made in Japan' brand has long been reputed worldwide, the country's manufacturers have faced stiff competition in recent decades from regional competitors offering cheaper, mass-produced alternatives to Nippon's renowned high-quality products. Current geopolitical circumstances, however, have boded well for Japan, with supply chain disruptions due to the pandemic and tensions between the U.S. and China prompting manufacturers to diversify their supply sources. Renowned for their reliability, high quality and ability to deliver on time, Japanese manufacturers, also buoyed by a weakened yen, are primed to seize the moment.

"In general, it's true that the depreciation of the Japanese yen has garnered more inter-

est from overseas markets toward Japanese companies," says Shogo Kakiuchi, President and CEO of Daiichi Jitsugyo Viswill, a leading manufacturer of visual inspection systems for clients in a range of industries. "There is fierce global competition in this product category, and we aim to avoid engaging in price competition. As pioneers in the industry and technology, it's crucial for us to emphasize our uniqueness, particularly the high quality, reliability, repeatability, precision, capacity and speed of the inspections our devices can handle."

Underscoring their distinguishing level of quality standards is indeed crucial for Japanese firms in the face of fierce global competition. With an established presence in Asia, Eight Tool is looking to expand to the American,

African, Middle Eastern and European markets. "With all of the markets mentioned, we want to place an emphasis on quality as we have done here in the domestic and Asian market. Our company is always striving to provide quality products no matter where the market is," says company president Yasuhiro Oka.

While Japanese manufacturers look to expand internationally, GPSS Group is supporting the global shift towards renewable energy, particularly in Japan, with its engagement in solar, wind, hydro, geothermal and biogas developments. "I would like to take GPSS and become one of the main players in Japan's energy business," says CEO Masaaki Mezaki. "At GPSS, we're not just building power plants; we're constructing a future where energy sustains life."

## Japan's Leading One-Stop Provider for Marine Products

Taiko Sangyo pioneers fireproof doors and maritime solutions, embodying Japan's commitment to innovation and quality.

"Through innovation and collaboration, we're shaping the future of safety and industry excellence."

Akihito Matsumoto,  
President,  
Taiko Sangyo Co., Ltd.



Japanese manufacturing faces stiff competition from emerging regional players. However, Taiko Sangyo, a leading name in ship-building solutions, has managed to thrive.

"Competitive advantage lies in technology and productivity," asserts company president Akihito

Matsumoto, who highlights how labor challenges are overcome by embracing senior workers, robotics, and international talent.

As a leader in fireproof doors in Japan, international competitiveness requires partnerships.

"One of the reasons why we collaborate with other companies

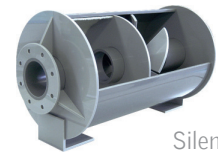


Manufacture and supply of marine equipment

is that we can provide one-stop supplies to the customer," the president explains.

Looking ahead, the company is poised for further expansion, eyeing new markets and industries, with a clear commitment to diversification and innovation.

"We are currently working on silencers for the land use market,



Silencer

including power plants," Mr. Matsumoto reveals.

And there are clear ambitions for substantial growth.

"We are aiming for three times the scale of today in six years with an expansion of our new businesses," he concludes, outlining a bold trajectory for the journey ahead.



## Kyosei: The Control Cable Connoisseurs



"After 40 years, we will still unite industries with precision and innovation."

Takashi Ishitani, President,  
Kyosei Co., Ltd.

With decades of experience, Kyosei Corporation supplies control cables to diverse industries including agriculture and heavy machinery from

Kyosei Corporation crafts top-tier control cables for diverse industries, using 40 years of expertise, global partnerships, and cutting-edge tech for unbeatable precision and reliability.

production bases in Japan, India, and China, which enables it to supply tailored solutions for customer needs.

"When a client launches a new product, we'll assemble our control cables alongside them at their production facilities," says company president Takashi Ishitani.

The company also has a proven track record of supplying aluminum die-casts to Japan, with machines of varying dimensions, and it specializes in the

production of automotive components, with ongoing plans for growth.

"We are looking at the semiconductor industry as well as further expansion within the automotive trade," explains Mr. Ishitani, highlighting limited opportunities in the current mature fields being catered for and a desire to collaborate with additional new partners overseas in the future.

The president is also keen that the successes of the past drive the company's future.

"I want the next generation to never forget our



Newly introduced product agitator



Series of control cables founder's pioneering spirit," he says, "and always push ahead without hesitation."



<http://kyosei-ltd.com>

# Trailblazing Digitalization of Japan's Printing Industry



"The Japanese textile industry has great potential for digitalization despite the industry holding strong on a global scale."

**Motoki Ando, President, SELCAM Co., Ltd.**

Founded in 1988 as a software vendor, Japanese printing company, SELCAM, has become one of the leading suppliers of printing solutions in Japan, ranging from 3D printers to laminators. Company president Motoki Ando attributes the company's success to its core focus on the transition from analog to digital, including developing specialized software for digital silk printing.

SELCAM is revolutionizing the Japanese printing industry through digital transformation and its bespoke products and solutions, aiming to expand operations to new industries and bring its expertise to the international market.



Neschen Coldlam JP

Mr. Ando highlights the great opportunity for growth in the digitalization of the Japanese textile industry, adding that "SELCAM is filling this gap in the industry, having also assisted other Japanese companies in their digital transformation through the sale of our products".

SELCAM's product line features HP Latex 800W

over 30,000 items, including well-known brands, as well as its own products such as the Neschen Coldlam laminator. The company's primary customer base includes the textile, visual communication, and packaging industries. Mr. Ando points out that the company deals with a diverse range of industries, providing tailored solutions ranging from signs and displays to building materials and carpets. With such a diverse customer base comes diverse needs. SELCAM has this covered however, as Mr. Ando points out: "Inkjet printers allow us to print



everything apart from air...with the largest share of inkjet printers in Japan, SELCAM can provide customized print-



SELCAM HQ entrance

ing solutions for customers' ever-changing needs."

The firm hopes to expand its operations to other industries by collaborating with companies in other sectors. As well as growing within the domestic market, Mr. Ando hopes to begin exporting Japanese materials and machines to the international market, citing potential partnerships with leading players in the printing industry including Hewlett Packard.



<https://selcam.co.jp>

# Eight Tool Launches New Manufacturing Facility in Tottori

With the construction of its new manufacturing plant, hex key wrench manufacturer Eight Tool is ideally placed to target international expansion.



Established in the late 1950s, hex key wrench manufacturer Eight Tool today boasts more than 2,000 product lines and enjoys the trust of industry professionals from around the world.

"One of our company's strengths," President Yasuhiro

Oka explains, "lies in our ability to make specialized custom products tailored specifically to individual client requests."

After some teething problems, a new manufacturing facility, the firm's fourth in the prefecture of Tottori, is now operating at full scale, enabling it to meet increasing customer demand and accommodate add-on orders.

Machines have been installed to work out distortions that would previously have been corrected manually. Meanwhile, processes that were once outsourced can now be partially completed in-house.

"With greater production capacity," Mr. Oka confirms, "we can cater to even more unique requests."

New employees working at the facility will also bring a fresh perspective as the company strives to expand its overseas portfolio.



"We are working on improving the design aspect of our products and brand, in addition to our strength in function."

**Yasuhiro Oka, President, Eight Tool Co., Ltd.**

With established partnerships in East and Southeast Asia and a subsidiary in the U.S., Eight Tool is looking to cater to orders in America, Africa, Western and Central Asia, as well as the Middle Eastern countries and Europe, a development that should ensure even greater success in the future.



**EIGHT EIGHT TOOL CO., LTD.**  
**EXCELLENT  
HEXAGON  
WRENCHES  
SINCE 1958**



[www.eight-tool.co.jp/en](http://www.eight-tool.co.jp/en)

# Daiichi Jitsugyo Viswill Continues to Lead the Curve in Visual Inspection Systems



"Our products represent a fusion of a stable transportation system, a high-accuracy lighting and camera system, and high-speed image processing capabilities."

**Shogo Kakiuchi,**  
President & CEO,  
Daiichi Jitsugyo Viswill Co., Ltd.

A pioneer of visual inspection systems for half a century, Daiichi Jitsugyo Viswill has embraced digitalization and collaboration with global partners as it looks to develop cutting-edge technologies at the vanguard of its industry.

This innovative Japanese enterprise developed the world's first tablet visual inspection system in the 1980s and has consistently led the market ever since – with its unique solutions defined by reliability, repeatability, precision, capacity, and the speed of inspections its devices can handle. Daiichi Jitsugyo Viswill's high-quality systems are tried and trusted by clients in industries such as pharmaceuticals, electronics and automotive.

"There are three key technologies that define the quality of our prod-

ucts," says President and CEO Shogo Kakiuchi. "First, there is the precise handling and orientation of items as they pass through our inspection system. Second, we place a strong emphasis on our lighting and camera system. Lastly, our processing system, which identifies items based on images captured with optimal lighting, is the third critical component."

Having started out as a comprehensive manufacturer, the company built up years of experience in high-tech manufacturing and integration, developing everything in-house. In recent times, however, its strategy has focused on the integration of cutting-edge technologies and essential components into a single system to deliver top-tier products.

commodate larger diameters and a wider range of sizes. Recognizing the cost challenges in overseas markets, we've also introduced a higher cost performance model of this visual inspection system," adds the president.



Rubber Products Visual Inspection System RUVIS

The company's strategic move into the rubber O-rings segment is in response to increasing demand from the emerging CASE vehicle (connected, autonomous, shared, electric) sector. With the integration of more cameras and sensors into a car's exterior, the need for rubber O-rings and gaskets for sealing is crucial for these applications. Furthermore, the company has identified promising growth in the automotive-related parts and battery industries.

Indeed, Daiichi Jitsugyo Viswill's history has been marked by several innovative world-first products, with another particular milestone coming in 2009 when it became the first in the industry to integrate 3D imaging inspection into its tablet visual inspection system. This development was followed by the introduction of its TVIS-NS Series in 2011. And in 2015, the Japanese firm introduced the TIPS Series, a combination of a tablet visual inspection system and an inkjet printing system, which has gained increasing popularity in the market.



Tablet Visual Inspection System TVIS-NSR

"Additionally, we've enhanced our O-ring inspection system to ac-

"There is substantial untapped potential in this sector since visual inspection has not yet reached its full penetration, providing us with ample opportunities for expansion and development," Mr. Kakiuchi reveals.

Expansion also entails expanding international operations, and since August 2022, Daiichi Jitsugyo Viswill has been actively pursuing overseas sales by directly visiting customers to expand its business in international markets. "The pharmaceutical market in China is picking up momentum faster and faster. We are preparing for sales expansion for our tablet visual inspection systems in this market so that when the Chinese market fully rebounds, we can make a strong entry into it," adds Mr. Kakiuchi. "There is fierce global competition in this product category, and we aim to avoid engaging in price competition. As pioneers in the industry and technology, it's crucial for us to emphasize our uniqueness."



Chip Component Visual Inspection System CCVIS-A5V

Looking ahead to the end of the firm's midterm plan in 2030, the overarching goal is to continue growing both the company and the workforce, contributing to the sustainability of global society, the president highlights. "Moreover, we aim to achieve a turnover of 10 billion JPY by the fiscal year 2031 by supplying our products to various industries, including pharmaceuticals, electrical components, automotive, batteries and new functional materials."



Tablet Inspection and Printing System TIPS-EX4-CD



Image Processing Unit V-IPU

"Thanks to our collaboration with partner companies, we have the capability to achieve this," states Mr. Kakiuchi. "Our products now incorporate the latest digitalization, automation and other latest technologies, ensuring they remain at the forefront of innovation."

"Additionally, we've enhanced our O-ring inspection system to ac-

# Muromachi Chemicals: Innovating for Health and Sustainability

Muromachi Chemicals, a Japanese firm engaged in pharmaceuticals and environmental solutions, adapts to market changes by diversifying its offerings, all while striving for global health and environmental impact.



Resin processing plant

In the realm of chemical innovation and pharmaceutical excellence, one Japanese company stands out for its commitment to quality, sustainability, and societal impact: Muromachi Chemicals. Led by President Junichi Aoki, the company's approach blends traditional Japanese values with cutting-edge technology, securing its position as an up-and-comer in the global market.

Mr. Aoki credits Japan's cultural ethos for the company's resilience amid regional competition, stating: "Japanese firms prioritize customer satisfaction, a commitment that has propelled us forward." This dedication to excellence is evident



"Our mission is to enhance global health and the environment through innovation and collaboration."

Junichi Aoki, President, Muromachi Chemicals Inc.

in Muromachi Chemicals' three main divisions: pharmaceuticals, chemicals, and health foods.

Muromachi Chemicals' focus on pharmaceuticals, particularly in APIs, reflects a strategic shift. Mr. Aoki highlights the company's unique synthesis technology and capacity to remove impurities generated during the synthesis of APIs. "We can remove these by products through our separation technology, utilizing ion exchange resins and separation

membranes. This enables us to produce APIs in a safe, efficient, and cost-competitive manner." While the company's API market share in Japan stands at approximately 1%, potential for growth remains vast, with a 99% untapped market.

In the chemicals division, Muromachi's Separation technology using ion exchange resins and membranes is pivotal. Their Muromac UL Series, boasting oxidation resistance, finds applications in water treatment, aligning



Ion exchange resin



API synthesis plant

with global sustainability goals. Collaborations with local SMEs overseas ensure quality and functionality, highlighting the company's commitment to environmental stewardship.

Looking ahead, Muromachi Chemicals eyes expansion in key markets like China, India, and beyond, while seeking out reliable suppliers. Mr. Aoki emphasizes the importance of strategic partnerships and diversification to navigate evolving regulatory landscapes and foster sustainable growth. As it continues to pioneer advancements in pharmaceuticals, chemicals, and health foods, the company's vision for a healthier, more sustainable world remains steadfast.



# KJ Chemicals Given Eco-Vadis Gold Rating



"Our company's mid-term strategy is to halve CO<sub>2</sub> emissions by 2030, with a target of complete carbon neutrality by 2050."

Takashi Maruyama, President, KJ Chemicals Corporation



www.kjchemicals.co.jp/en

Since originating in the 1970s as the Fine Chemicals Division of Kohjin Co. Ltd., KJ Chemicals has sought to create high-quality, environmentally-conscious products for use in a wide range of industries.

"Our corporate philosophy," President Takashi Maruyama explains, "is to contribute to the realization of a sustainable society through the provision of superior functional chemicals."

With its unique production methods, KJ Chemicals looks to consolidate market position while developing new products that will enable it to achieve its carbon neutrality goals.

Despite the challenges presented by Japan's well-documented demographic shift, the firm has continued to pursue its unique production methods. These involve the manufacture of acrylamide derivatives as a core technology, which, in turn, is used to develop monomers and polymers that no other company can offer.

Mr. Maruyama takes up the thread: "Many of the products we manufacture have strong adhesive properties. This, in conjunction with their ability to mix well, means they are being used in various adhesives, as well as in medical materials such as inks, paints and contact lenses; and, more recently, to make advanced semiconductor and electronic materials."

Looking to the future, the company is looking to strengthen its research and development arm, and hopes to establish a separate overseas R&D base. Countries of

**Functional Monomers**

**Kohshylmer®**

**DMAA®, ACMO®, DEAA®, HEAA®, NIPAM®, DAAM™, TBCHA™, etc.**

◆ UV curable application for coatings (Inkjet) inks, adhesives and 3D printings

---

**DMAA® (CAS No. 2680-03-7)**  
[N,N-Dimethyl acrylamide]

**Function:**  
Improvement of adhesion, low viscosity, high solubility, low skin-irritation (P.I.I.=3.4), amphiphilicity (soluble in water - benzene), etc.

---

**ACMO® (CAS No. 5117-12-4)**  
[Acryloyl morpholine]

**Function:**  
Low viscosity, high curing speed, high hardness and high ductility, low odor, low skin-irritation (P.I.I.=0.5), etc.

---

**DAAM™ (CAS No. 2873-97-4)**  
[Diacetone acrylamide]

**Function:**  
Green crosslinking system with adipic acid dihydrazide (ADH) at room temperature in waterborne coatings or adhesives to enhance the film properties as follows:  
- scrub resistance, water resistance, toughness, solvent resistance, and adhesion, etc.

---

**Functional Solvents**

**Kohshylvent®**

**KJCMPA™-100, KJCBP™-100**

◆ High dissolving power and high safety

- For NMP and DMF alternative
- For solvent for polymerization of various polymers (PA, PI, PAI, PU and PUD)
- ◆ Low contact angle and amphiphilicity
- For coatings, inkjet inks, cleaners, removers

interest include the U.S.A., China, and Vietnam.

The recent New Functional Materials Exhibition, meanwhile, held at Tokyo Big Sight, was an opportunity for the company to move beyond its established product line-up.

Mr. Maruyama again: "We introduced new products manufactured from biomass-derived raw materials, and have already received a large number of requests for samples for this new product."

This is in line with a renewed focus on sustainability, which has seen the company apply for an evaluation from Eco-Vadis, the world's largest sustainability organization. For the second consecutive year, the result was a gold rating, meaning KJ Chemicals scores within the top 5% of all companies engaged in sustainability practices.