BizMatch 2018

For facilitating business matching opportunities for US and Japanese SMEs

Collaboration between Richardson Chamber of Commerce, World Affairs Council of Austin & SME Support, Japan

JAPAN  U.S.A

SME Support, JAPAN

A chance to seek new partnerships with Japan

Frameworks for strengthening economic ties that are spreading worldwide are bringing a wave of significant change and are likely to impact company business environments. Successive changes are developing that not only include reducing and removing obstacles to service trade and tariffs, but also creating new rules in investment, human mobility, protection of intellectual property, and competition policy.

Against this backdrop, Japanese companies are showing interest in the state of Texas, which has excellent infrastructure and manpower in addition to a variety of tax breaks. Texas is being chosen by many Japanese-affiliated companies as a base for business in North America.

J-GoodTech Biz Match (BM) 2018 is a project operated by the Organization for Small & Medium Enterprises and Regional Innovation, JAPAN (SME Support, JAPAN), offering opportunities to match American companies that are interested in Japanese companies, with Japanese companies.

Support is provided for both sides, through a website and missions to the US by Japanese companies for business discussions.

SME Support, JAPAN in collaboration with Richardson CoC, WACA, etc.

SME Support, JAPAN, which conducts activities to support small and medium-sized companies in Japan, is collaborating with organizations such as Richardson Chamber of Commerce (CoC) and World Affairs Council of Austin (WACA) to help match small and medium-sized companies in Japan with US companies. The 2 main support programs will be assistance with matching through the website and missions to the US by Japanese companies for business discussions.

Special Websites for Business Matching Support

This program provides 2 websites containing the information of US and Japanese companies that have applied to the program, translated by SME Support, JAPAN. The US website lists Japanese company information translated into English and the Japanese website lists US company information translated into Japanese. Each website allows companies to search for suitable matching candidates in the other country and gives them an opportunity to expand their business overseas.

Business Discussion Missions

25 small and medium-sized Japanese companies listed on the special website will visit Texas and meet with US companies for business discussions.

https://jgtbm.smrj.go.jp/usa/project/  

T1  B & PLUS K.K.  https://jgtbm.smrj.go.jp/ju/ju035/  
NAICS: 3353  Industry: Electrical Equipment

Well-grounded power supply expert capable of manufacturing custom-design unit to OTF (Off the Shelf) solutions, including space-qualified products. Ranging from standard type to high voltage power supply, POL converter, FPGA power supply and digital circuit insulated converter, we are capable of satisfying customers’ needs for power supply of all kinds and characteristics, getting involved in the customers’ development processes from design-in to volume ramp-up.

While our products are already used by global customers including the U.S., we would like to locate a competent collaboration partner to develop the wireless power supply market duly qualified to get engaged in each customer’s product development program(s).

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T3  DAIYA SEIKI Co., Ltd.  https://jgtbm.smrj.go.jp/ju/ju011/  
NAICS: 3335  Industry: Metalworking Machinery

High-precision collet chucks represent the core of our product. Pooled at developing new businesses to make full use of our competence to fabricate extremely high-accuracy parts, we welcome challenges to produce parts with “off-the-wall” specs.

Concentric machining is performed by deploying ultra-sensitive sensors capable of detecting loads as small as 3g. Those sensors decipher rotational torque and the thrust force oriented toward the cutting edge, providing real time feedback of the processing load to the control unit. The loop enables to process deep micro holes down to φ0.02mm with over 20 aspect ratio, while preventing drill breakage.

T4  FCON Co., Ltd.  https://jgtbm.smrj.go.jp/ju/ju075/  
NAICS: 3345  Industry: Navigational, Measuring, Electromedical, & Control Instruments

Specialized manufacturer of flow meters and controllers with primary focus placed on the mass flow controllers. Gas mass flow controllers and gas mixers with built-in flow controllers are the main products. While mass flow controller manufacturers exist in the US, their products tend to be priced at a higher level, resulting in limited installations for specific applications. Proprietary technology of ours, being focused on basic performance, substantiates practical use in a wide range of fields, including industry and research labs. We are motivated to conduct market research, and then move to actions for development of sales channels and distribution network.

T5  Fuji Pigment Co., Ltd.  https://jgtbm.smrj.go.jp/ju/ju007/  
NAICS: 3251  Industry: Basic Chemical

R&D-oriented company, manufacturing organic pigments and color materials of various kinds. CNF (Cellulose Nanofiber), a latest development, can possibly be used for food and beverage industry because of its biodegradable property. Range of applications could be expanded to quantum dots, battery materials, ionic liquids, metal nanoparticles, special catalysts, etc.

We look forward to meeting with a partner prospect fully motivated to explore its market potentials in the U.S. and keen in identifying right market segment to tap into, then taking it to the next step for further expansion of customer base.
Specialized in metal cutting and processing since the company’s foundation a century ago. Well-versed in micromachining of hard-to-process materials such as titanium and Hastelloy, no boundary exists for our technological challenges. With welding and module assembly added to the portfolio, we strive to provide quality services to clients to offer solutions to their technical issues they are up against.

Highly motivated in expanding and developing businesses in the medical device segment, we look for partners to set up technological alliance and/or collaboration in research activities as well as exploring ODM opportunities and marketing and sales through distributors.

As a solution provider for mixing, dispersion and milling by using patented T9 ball mill (T9 reactor) high speed 3D motion, proprietary equipment and special container are being manufactured and put into market. Its portfolio being comprised of:

- Electric motors and rotating electric machines
- Physics and chemistry equipment
- Medical devices
- Electric and mechanical design consultancy

Looking for companies with high competence in sales and marketing and proving service after sales with a strong distribution channel to R & D labs and universities.

Specialized manufacture of fluid control systems such as area flowmeters, fluidic control valves, and electronic flowmeters as well as nitrogen, oxygen and ozone gas generators, etc. Gained acclaimed reputations among industries of all segments, particularly for measurement and control of fine fluid flow and capabilities to handle various kinds of gases in response to a wide range of temperature, pressure, and flow volumes.

Actively trying to locate local manufacturers and/or distributors to undergo well-structured market research targeted to local dealers, which will facilitate optimizing the product offerings to more tuned to US customers.

"Kurinka Road", an environmental-friendly multifunctional pavement made from 100% slag out of a coal-fired power plant, delivers high-performance permeability and water retention. When formed into a shape of brick, it can be used for bike or walking/jogging trails as well as a driveway for a regular household.

Roughly 40% of the power plant in the U.S. still relies on coal (2012), which disposes the slag as an industrial waste. A great opportunity for a paradigm shift is here. Collaboration with U.S. companies is expected to bring in a win-win business model, serving the well-being of the local community as well as reducing waste.

Specializes in manufacturing bending machines, while offering a full-fledged services from development, planning, manufacturing and sales to address any customer needs. Our prime product, patented high-performance KMP-series Panel Bender, continues to be highly accredited for over 30 years since its first installation, capturing a dominant share of the market.

Aimed at tapping into the U.S. market, it is our hope to identify viable local partner(s) with whom distinguished services to bent sheet metal manufacturers shall be delivered starting from initial planning stage, installation then to routine maintenance.

Headquartered in Shingawa, Tokyo with production facilities located in Hachioji, Kofu, and Yonezawa, we provide a wide variety of functional plating products, including those for undersea cable components, etc. as well as custom plating of electronic components such as connectors, switches and the like. Custom development and implementation of plating processes to satisfy specific requirements of surface finish is another forte. Comprehensive support can be delivered in the U.S. with our sales agent in San Jose getting engaged in the project, being experienced in working with overseas customers to provide solutions.

Being a well-grounded manufacturer of precision metal components for medical and optical devices among others, the company is closely focused on the medical arena with Class I certified. Product portfolio has been expanded to dental implants, artificial joints, and related surgical instruments. With studies on material science advanced on titanium in pure and alloy state simultaneously, development of medical components was further accelerated, leading to commercialization of Tendo Sheath Incision Guide for orthopedic surgeries.

Posed at actively tapping into the medical device market in the U.S., competent partners are in need to facilitate marketing/sales, then toward licensing production down the road.

Streamlined with two business segments: (1) Industrial Equipment Division, manufacturing industrial pumps, notably the top-selling regenerative pumps. Also offered are micro-nano bubble generation devices and coolant filtering systems of our own brand for machine tools. Development of new products is actively pursued in the environmental equipment segment, evolving from the pump technology and electronic controls. (2) Precision Machinery Division, producing major components for steppers, being affiliated with a leading manufacturer of FPD lithography systems for LCD panel production. Actively investing on plant and equipment geared toward advanced manufacturing technology to meet challenges for heightened quality controls.

Dedicated manufacturer of aluminum connecting rods for combustion engines and compressors for general use since its foundation in 1926. Awarded as a primary supplier of the connecting rod in 1984 by a major U.S. air conditioner manufacturer, export ratio of the total production output shot up to about 30% and keeps going up higher.

To sustain further growth, expansion of collaboration partner network is a vital element. Specifically, a manufacturing partner with technology transfer of some form is a vital approach to better serve customers in the U.S., which is expected to evolve into a new stage for further closer collaboration.

Specialized in manufacturing equipment to generate air flow for environmental control and ventilation at factories of all industry sectors, including steel, mining, chemical, printing, paper making, food, semiconductors, electronic material, and solar panels. Our environmental protection equipment for public institutions has been adopted by municipal and local authorities across Japan. Independently developed is an air-flow-rotating non-powered separator used for pneumatic transport equipment, a core technology to minimize a footprint. Being capable of handling high-speed, high-efficiency small rotor wheels, a major share of the market for turbofans is captured for raw sewage disposal plants and the like.

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<tr>
<th>T16</th>
<th>Okatsune Gears Manufacturing Co., Ltd.</th>
<th><a href="https://jgtbm.smrj.go.jp/juj/y062/">https://jgtbm.smrj.go.jp/juj/y062/</a></th>
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<tr>
<td>NAICS: 3336</td>
<td>Industry: Engine, Turbine, &amp; Power Transmission</td>
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<tr>
<td>NAICS: 3336</td>
<td>Industry: Equipment - Commercial &amp; Service Industry Machinery</td>
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Structured with distinctively different two business units: (1) Gear Manufacturing Division dedicated to supply gears fabricated in conformity with customers' specifications, applications of which includes transportation vehicles, industrial machineries and even power substations. (2) Finished Goods Division primarily focused on manufacturing and sales of automotive maintenance equipment such as high-pressure washers, oil changers, mat washers, and vacuum cleaners. Eager to locate distributors of the Finished Goods Division products in the U.S., who can deliver routine maintenance services of distinguished quality standards.

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<th>T17</th>
<th>Piezo Parts Co., Ltd.</th>
<th><a href="https://jgtbm.smrj.go.jp/juj/y089/">https://jgtbm.smrj.go.jp/juj/y089/</a></th>
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<td>NAICS: 3345</td>
<td>Industry: Navigational, Measuring, Electromedical, &amp; Control Instruments</td>
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Expecting to locate application development partner(s) for "QCM (Quartz Crystal Microbalance) which enables measurement of mass weight of nano-order substances such as viruses/bacteria, gas chemicals, UV illumination and the like. Because of neeness of the technology and the device, application development is not yet widely recognized. Application development, therefore, associated with commercialization path is a vital element for getting the foothold of the product into the market. Witness pieces for PVD to monitor layer thickness are readily available for distribution. Recruited interns from UT, Dallas and taking proactive stance to hire staff workers and management prospects.

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<th>T18</th>
<th>Sakura Tech Corporation</th>
<th><a href="https://jgtbm.smrj.go.jp/juj/y094/">https://jgtbm.smrj.go.jp/juj/y094/</a></th>
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<tr>
<td>NAICS: 3344</td>
<td>Industry: Semiconductor &amp; Other Electronic Component</td>
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miRadar™ 8, a 24GHz sensor module capable of detecting motion, speed, heartbeat rate, breathing rate, etc., can be used in a vast range of applications from automotive to medical/health care for monitoring vital signs of patients then to robotic suits, and the list goes on. Because of its potential to expand applications to diversified arena, to build collaborative partnerships with multiple parties is essential to address various needs and implementations. miRadar™ 8, being constructed to communicate with PC via USB interface, SDK is made readily available to discuss specific development plans and marketing strategies. Any questions and inquiries are welcome to move the discussions forward.

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<th>T19</th>
<th>Sekishin Co., Ltd.</th>
<th><a href="https://jgtbm.smrj.go.jp/juj/y097/">https://jgtbm.smrj.go.jp/juj/y097/</a></th>
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<td>NAICS: 3335</td>
<td>Industry: Metalworking Machinery</td>
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Well equipped with a line of advanced machineries, including eighteen of fully automated 5-axis machining centers, we cater high-quality, high-precision metal work parts to various fields of applications, including communication satellite, aerospace and aircraft, medical equipment and nuclear power plant apparatus. Being highly skilled in processing works to be shaped in sophisticated geometrical configurations, we serve the needs for fulfilling critical parts for prototype sample productions. For precision measurements, three of three-dimensional gauge are installed. We are prepared to work with you to satisfy your needs for prototype sample parts with extraordinary complexity.

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<th>T20</th>
<th>Shin-Nihon Tech Inc.</th>
<th><a href="https://jgtbm.smrj.go.jp/juj/y100/">https://jgtbm.smrj.go.jp/juj/y100/</a></th>
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Super-high precision mold fabrication for both press and injection is our expertise. Offering of special mold components as well as those of custom development with specific functionality is another facet, being comprised of diamond-based mold components, thermal insulation interceptors for injection molding, and PCD (polycrystalline diamond) dicing blades. Thin-film fluorine surface coating can be provided in addition. To contribute to improving productivity at customers’ manufacturing facilities is our mission. It is our goal to enhance our customer service capabilities while increasing the market penetration in the U.S. and currently represented by a trading house.

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<th>T21</th>
<th>Shinwa Controls Co., Ltd.</th>
<th><a href="https://jgtbm.smrj.go.jp/juj/y055/">https://jgtbm.smrj.go.jp/juj/y055/</a></th>
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<tr>
<td>NAICS: 3329</td>
<td>Industry: Other Fabricated Metal Product</td>
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Specialized in flow control devices, including solenoid valves, electric valves, and chillers for semiconductor manufacturing equipment. Building on the foundation of those core technologies in hydrodynamics and thermodynamics, we are poised at expanding the area of expertise in semiconductor, medical, aerospace, and next-generation energy segments. For manufacturing process of semiconductors and LCD panels, high-accuracy devices to control temperature and humidity are critical, and ours enable a control in the order of 1/1000 to 3˚C for liquid and gas.

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<th>T22</th>
<th>Shonai Create Industrial Co., Ltd.</th>
<th><a href="https://jgtbm.smrj.go.jp/juj/y104/">https://jgtbm.smrj.go.jp/juj/y104/</a></th>
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<tr>
<td>NAICS: 3391</td>
<td>Industry: Medical Equipment &amp; Supplies</td>
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Based on years of experience in producing custom-developed automated machines for various industrial applications, we are prepared to roll out to the medical equipment and device segment, having been licensed to manufacture in Japan. Well-qualified importer/distributor/agent is wanted to build sales channel and network in the U.S., starting from acquiring FDA certification as well as clearing all pertinent legal matters and clinical test arrangements and the like. OEM arrangement is an option, and to provide continued routine services after installation is deemed as a critical factor to establish a firm ground to sustain a steady growth.

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<tr>
<td>NAICS: 3399</td>
<td>Industry: Other Miscellaneous</td>
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Seals, rings and gaskets of metal for industrial/commercial piping connections and splices are our core competence. Succeeded in withstanding 100MPa hydrogen gas in the H₂ gas/liquid product development, prominent pressure resistance characteristic was verified, besides at cryogenic environment down to -253°C. Using special self-sealing design of our own, clamping pressure can be reduced to allow use of smaller couplers, resulting in reducing weight. We focus on stainless steel as a material, because of its low degradation property which ensures use for extremely long period. Our sight is set to develop and implement maintenance-free seals. Collaboration in any form is welcome.

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<th>T24</th>
<th>Tou Shin Seisakusho Co., Ltd.</th>
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<tr>
<td>NAICS: 3324</td>
<td>Industry: Metal Can, Box, &amp; Other Metal Container (Light Gauge)</td>
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With sheet metalworking/canning laying a technological foundation, our scope of business has been expanded to custom design/development and metal 3D printing. Rich portfolio of the sheet metalworking/canning ranges from small articles to larger sized equipment. For custom development tasks, our expert engineers are prepared to walk through the entire process from defining spec details to designing and production phases to precisely satisfy customer’s diversified requirements unique to each industry. The metal 3D printing technology is expected to create a new era in the metal processing arena, enabling to deliver high-precision products by a single process.

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<th>T25</th>
<th>TSUBAME RADIO Co., Ltd.</th>
<th><a href="https://jgtbm.smrj.go.jp/juj/y050/">https://jgtbm.smrj.go.jp/juj/y050/</a></th>
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Specialized manufacturer of electronic/electric parts and components. Skilled in downsizing and thinning techniques of various parts, typically demonstrated by the thin slip rings using hollow shaft and special oil, it is our motivation to expand the field applications, including security/surveillance camera systems in 4K resolution for crime prevention, drones, robots, measurement instruments, medical equipment, etc. We seek for collaboration with an importer/distributor that retains strong ties with manufacturers, while engaging in joint development of new products optimized for the needs of U.S. customers with Siers and/or camera manufacturers is the ultimate goal.
Please refer to the following website for details about the published information and business discussion missions.
https://jgtbm.smrj.go.jp/usa/project/

**Inquiries about the project**
To receive assistance regarding being matched with a Japanese company, contact the J-GoodTech Management Office using the following email address or telephone number.

✉️ jgoodtech_cs2@smrj.go.jp  ☎️ +81-3-5470-1538