

# Jsmea News

**Japanese marine equipment supporting  
for OFFSHORE Web site to OPEN!**

<http://www.jsmea.or.jp/offshore/>

Offshore Technology Conference  
Booth  
No. 11006

**JSMEA Offshore**

**Search**



The Japan Ship Machinery and Equipment Association (JSMEA) has compiled a brochure of Japanese-made ship machinery and equipment products for offshore units and created a dedicated Web site.

The brochure and Web site are both convenient for use by all parties in charge of procurement.

When users access the Web site, for example, they can find many companies, such as those

manufacturing ship machinery and equipment, making work clothes, providing maintenance services, selling spare parts and components and even supplying everyday commodities. By simply clicking on the e-mail addresses listed on the portal, users can contact corresponding manufacturers. They can also find various products together with the following information:

- (1) Specifications**
- (2) After-sales service**
- (3) Delivery records**
- (4) Certifications**
- (5) Package models**

Users can obtain similar information from the brochure version as well.

The information contained in the brochure and on the Web site is updated annually, with the number of enterprises listed increasing year by year.

The JSMEA emphasizes that the brochure and Web site also contain information on products that can be used for on-board plants, and are entitled “Japanese marine equipment supporting for OFFSHORE” in both.

In recent years, a growing number of users worldwide have been relying on Japanese makers and/or products, as the former is known for providing careful work and being able to manage unexpected trouble quickly and professionally, and the latter, for being of high quality. Japanese makers

and products have been making an increasing number of satisfactory achievements and earning greater confidence among users.

The JSMEA hopes that consumers around the world looking for ship machinery and equipment products will either visit the Web site or peruse the brochure.

Copies of the brochure version of “Japanese marine equipment supporting for OFFSHORE” will be available at Booth No. 11006, which the JSMEA will run at the Offshore Technology Conference 2015 (OTC 2015), to be held in May in Houston, Texas. Visitors will be allowed to access the Web site version at the booth, which is scheduled to become operational during the conference.

Copies will also be distributed at a reception to be organized by New Wave Media at the Hotel ZaZa at 6-9 p.m. on Tuesday, May 5.

All staff members of the JSMEA sincerely hope that many people will visit the booth and Web site, which is located at Booth No. 11006.

\*If you have questions and/or comments, please contact us.

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# JSMEA holds Japanese ship machinery, equipment seminar in Russia

The Japan Ship Machinery and Equipment Association (JSMEA) put on a seminar in St. Petersburg, Russia on Thursday, Sept. 4, 2014 to introduce Japanese ship machinery and equipment. The seminar, which was financially supported by The Nippon Foundation, attracted 78 participants. Japan was represented by a group of 35, which included those from the Ministry of Land, Infrastructure, Transport and Tourism (MLIT)'s Maritime Bureau and 11 ship machinery and equipment manufacturers. From Russia, there were 43 individuals representing local ship owners, shipbuilding companies, ship designers and others.

In the morning of the ship machinery and equipment seminar, the JSMEA led the entire delegation from the 11 companies on a visit to the head office of the Russian Maritime Registry of Shipping (RS). The St. Petersburg-based classification society gave updates on ordered

newbuildings and other local developments. Right before the opening of the seminar, TV stations, and national and local newspapers organized a press conference to provide nationwide coverage of the seminar, indicating the country's strong interest in the event.

Mr. Motoyoshi Nakashima, chairman of the JSMEA, kicked off the seminar with the opening address. On behalf of the RS, Mr. Pavel Shikhov, the classification society's chief operating officer (COO), and Mr. Georgiy N. Bedrik, head of its Business Development Division, delivered presentations on a newbuilding plan being advanced by Russia and other subjects. Mr. Yoshifumi Miyatake, director of the MLIT Maritime Bureau's Boat Affair Office, introduced major policies now being promoted by the government of Japan for the shipbuilding, and ship machinery and equipment industries. Mr. Masaaki Matsui, vice-chairman of the JSMEA, spoke on the association's activities. In the second half of the seminar, six of the 11 companies from Japan gave briefings.

## JSMEA visits RS



RS General Director Sedov Sergey Nicolaevich (left) and JSMEA Chairman Motoyoshi Nakashima (right)

At the end of the ship machinery and equipment seminar, the JSMEA held a separate event at an adjoining reception hall. During its so-called "business-matching seminar," which was held for the first time, booths were arranged for the 11 Japanese members to promote their respective



business and visited by many local parties concerned with maritime affairs for questions and answers.

On Friday, Sept. 5, the JSMEA mission visited a local shipbuilder, ship owner and research institute. At Pella Shipyard, they visited a new shipbuilding facility and received lectures on future projects and activities. Sovcomflot introduced equipment of its

in-house training center and engineering section, which is in charge of procurement. The ship owner told the JSMEA about its newbuilding plan for the Yamal liquefied natural gas (LNG) project. The members of the JSMEA team and Russian shipping companies took the opportunity to ask each other many questions. At the Krylov State Research Centre, the JSMEA delegation learned about its activities and facilities.



JSMEA Chairman Motoyoshi Nakashima gives the opening address.



MLIT Maritime Bureau's Boat Affair Office Director Yoshifumi Miyatake gives a speech.



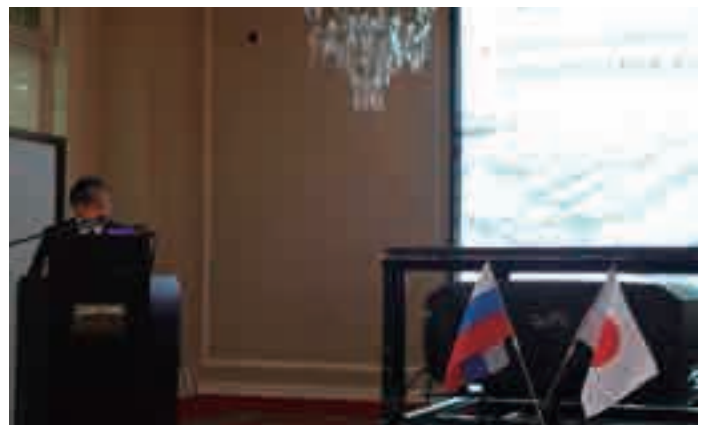
RS COO Pavel Shikhov delivers a presentation.



JSMEA Vice-Chairman Masaaki Matsui informs attendees of JSMEA activities.



RS Business Development Division Head Georgiy N. Bedrik gives a presentation on Russia's newbuilding plan.



JSMEA member companies give speeches.

With the knowledge gained during its trip to Russia, the JSMEA said it is determined to develop relations with the maritime-related parties in Russia that have plans to expand shipbuilding projects and energy transport in the Far East by encouraging its Review Committee of Overseas Market Development and Overseas Market Development Working Group (WG) to this end.

### Members of the JSMEA delegation:

Akasaka Diesels Ltd.; KEMEL Company, a division of Eagle Industry Co., Ltd.; Isodametal Co., Ltd.; Kawai Electronics Innovation (KEI) System Co., Ltd.; Makita Corp.; Daihatsu Diesel Mfg. Co., Ltd.; Teramoto Iron Works Co., Ltd.; Nakashima Propeller Co., Ltd.; Fuji Trading Co., Ltd.; Yamato Metal Co., Ltd. and Yanmar Co., Ltd.



Many local parties are present at the JSMEA seminar.



A reception is held after the seminar.



Booths are arranged at the reception hall for business talks.



JSMEA Overseas Market Development WG Leader Reijiro Urabe makes the closing address.

## Companies from Russia that attended (not all attendees listed below):

Russian Maritime Register of Shipping (classification society), United Shipbuilding Corp., Kronstadt, Giprorybflot, Shipbuilding and Shiprepair Technology Center, Krylov State Research Centre; Forss Technologies, Central Research Institute of Marine Engineering, Norta MIT, M-Motors, Euroasian Pipeline Consortium, Gazflot, Gazpromneft Shipping, Rosmorport, Fairwind Shipmanagement, Armalit-1, Sovcomflot, Kanonersky Shiprepairing Yard and MT-Group Holding



JSMEA Chairman Motoyoshi Nakashima (left) presents a commemorative gift to Pella Shipyard Deputy Director Karen Tsaturov.



Pella Shipyard introduces its new facility to the JSMEA delegation.



The JSMEA delegation learns about Sovcomflot.



Members of the JSMEA delegation and employees of Pella Shipyard gather for a memorial photo in front of the shipyard.



Members of the JSMEA delegation and employees of Sovcomflot gather for a memorial photo.



The JSMEA delegation receives a lecture on the Krylov State Research Centre.



Capt. Sergeu Sereda, deputy general director of Sovcomflot (center), and JSMEA Chairman Motoyoshi Nakashima

## JSMEA holds seminar in Singapore

The Japan Ship Machinery and Equipment Association (JSMEA) organized a ship machinery and equipment seminar in Singapore on Wednesday, Oct. 29, 2014, which was attended by 32 of its member companies, with 14 giving presentations to provide up-to-date information on their products and services for general commercial ships and offshore development units.

Through financial assistance by The Nippon Foundation, as many as 83 local individuals from maritime affairs and other related businesses attended the seminar. The attendance of more than 150 people, including 71 employees from the 32 members, made the seminar a success.

The JSMEA hosted a networking reception after the ship machinery and equipment seminar, where its members exchanged views and made other efforts to establish relations with visitors from Singapore. At the reception hall, copies of catalogs of the member companies were made available, and included information on their products and services.

On Thursday, Oct. 30, a day after the seminar, the JSMEA organized a group of more than 30 members to visit two local shipbuilders, Sembcorp Marine Ltd. and Pacific Richfield Marine Pte. Ltd., to whom they promoted Japanese ship machinery and equipment products and exchanged opinions on future projects and other developments to be made by the local businesses. At Pacific

Richfield Marine, members were allowed to go on board an anchor handling tug supply (AHTS) vessel owned by the company and talk with its president.

### <Outline>

#### Date of the seminar/reception:

Wednesday, Oct. 29, 2014

**Venue:** Royal Pavilion Ballroom, the Regent Singapore—A Four Season Hotel

**Attendees:** 83 from Singapore and 71 from Japan

#### 14 JSMEA member companies that gave presentations:

Azuma Engineering (S) Pte. Ltd.; Kanagawa Kiki Kogyo Co., Ltd.; Kawasaki Heavy Industries, Ltd.; Sasakura Engineering Co., Ltd.; Taiyo Electric Co., Ltd.; Daihatsu Diesel Mfg. Co., Ltd.; Chugoku Marine Paints, Ltd.; Nakashima Propeller Co., Ltd.; Niigata Power Systems Co., Ltd.; Wartsila Japan Ltd.; The Hanshin Diesel Works, Ltd.; Fuji Trading Co., Ltd.; Mitsubishi Kakoki Kaisha, Ltd. and Yanmar Co., Ltd.

#### 18 other JSMEA member companies:

ISS Machinery Services Ltd.; Uzushio Electric Co., Ltd.; KEMEL Company, a division of Eagle Industry Co., Ltd.; KEI System Co., Ltd.; Kongo Colmet Mfg. Co., Ltd.; Shinagawa Forging Co., Ltd.; Shimada & Co., Ltd.; Teikoku Machinery Works, Ltd.; Teramoto Iron Works Co., Ltd.; Naniwa Pump Mfg. Co., Ltd.; Nabtesco Corporation; Matsui Corporation; Nippon Paint Marine Coatings Co., Ltd.; Japan Radio Co., Ltd.; Hien Electric Industries, Ltd.; Makita Corporation; Yamato Metal Co., Ltd. and NYK Trading Corporation



The JSMEA delegation visits Sembcorp Marine's Jurong Shipyard.

## JSMEA holds seminar in Singapore



The opening address by JSMEA Chairman Motoyoshi Nakashima



The closing remarks by JSMEA Vice-Chairman Masaaki Matsui



A question-and-answer session

## JSMEA holds networking reception



A speech delivered by JSMEA Vice-President Shinzo Yamada to kick off the reception



The JSMEA delegation visits Pacific Richfield Marine.



# JSMEA holds ship machinery, equipment seminar in Philippines

The Japan Ship Machinery and Equipment Association (JSMEA) held a ship machinery and equipment seminar in Manila on Feb. 12, 2015.

Before the seminar, a JSMEA delegation that included a Ministry of Land, Infrastructure, Transport and Tourism (MLIT) official paid a courtesy visit to Dr. Maximo Q. Mejia, Jr., administrator of the Maritime Industry Authority (MARINA), an organization under the nation's Department of Transportation and Communications. Delegation members included Mr. Masahiro Uesono, director of the International Affairs Office, the Shipbuilding and Ship Machinery Division, the Maritime Bureau, the MLIT; Mr. Motoyoshi Nakashima, chairman of

the JSMEA; Mr. Masaaki Matsui and Mr. Kazuhiko Kinoshita, vice-chairmen of the JSMEA; and Reijiro Urabe, leader of the JSMEA's Overseas Market Development Working Group (WG), who thanked Dr. Mejia for his enormous help in organizing the association's seminar. The Japanese and Philippine parties also exchanged views on the efforts they can make in the future to further promote their respective maritime industries.

Forty-six employees from 20 JSMEA-affiliated companies went to Manila to join in the ship machinery and equipment seminar. Representatives from 10 of the 20 affiliates gave presentations on their respective products, after-sales services and

## JSMEA pays courtesy visit to MARINA Administrator Maximo Q. Mejia, Jr.



The JSMEA holds a ship machinery and equipment seminar.



MARINA Administrator Dr. Maximo Q. Mejia gives a keynote speech.



JSMEA Chairman Motoyoshi Nakashima delivers the opening speech.



Director of the International Affairs Office Masahiro Uesono from the MLIT Maritime

other selling points among local oceangoing and domestic ship owners, shipbuilders and members from an organization of Japanese shipping lines operating in the Philippines, known as Kaiyokai.

From the Philippines, 133 people were invited to the seminar; they included those with interests in maritime affairs and working for Japanese shipping companies as well as graduates of World Maritime University (WMU). Including the visitors from Japan, a total of 179 attended the event.

The attendance at the JSMEA seminar was so full that additional seats were arranged hastily, which showed how highly rated it was by so many people.

During the coffee breaks between the presentations, Japanese manufacturers were seen everywhere having aggressive business talks with local customers.

Copies of catalogs and other information on

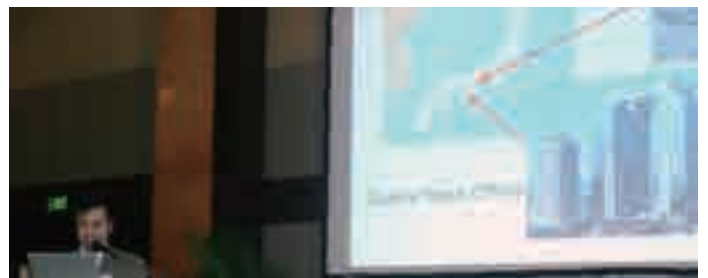
JSMEA member companies were available at the seminar venue and a hall where a reception was held. They were snatched up so quickly, which suggests how greatly interested the Filipino representatives were in Japanese-made ship machinery and equipment products.

After the seminar, the JSMEA arranged a business-matching reception together with Nippon Kaiji Kyokai (ClassNK). Members of the Japanese delegation further deepened their relationships with the Filipino attendees, who, for example, asked questions they were unable to ask during the seminar, while both sides held deeper discussions on many more subjects, making the reception more meaningful.

The day before, on Feb. 11, Uzushio Electric Co., Ltd., a member of the JSMEA boasting the corporate brand name BEMAC, held an opening ceremony for its facility engaged in manufacturing electric vehicles. After the ceremony, the enterprise gave a test-ride event for its self-designed three-



JSMEA Vice-Chairman Masaaki Matsui talks to guests during the business-matching reception.



A JSMEA member company delivers a presentation.



JSMEA Vice-Chairman Kazuhiko Kinoshita makes the closing remarks at the seminar.



Undersecretary Ponciano C. Manalo, Jr. of the Philippines' Department of Trade and Industry proposes a toast during the business-matching reception.



ClassNK Chairman and President Noboru Ueda gave an address during the business-matching reception.



Leader Reijiro Urabe of the JSMEA's Overseas Market Development makes the closing speech at the business-matching reception.

wheel electric vehicle. The ceremony and test-ride event attracted around 200 parties from local mass media and other interested parties, showing the positive inclination in the Philippines toward the manufacturer and its product.

The JSMEA is determined to continue to encourage its Review Committee of Overseas Market Development and Overseas Market Development WG to exchange ideas on doing business with the Philippines.

### Outline of the seminar/business-matching reception

**Data:** Thursday, Feb. 12, 2015

**Venue:** Diamond Hotel Philippines

**Attendees:**

46 from Japan and 133 from the Philippines

**JSMEA members that gave presentations:**

Azuma Kako Co., Ltd.; Daihatsu Diesel Mfg. Co., Ltd.; Eagle Industry Co., Ltd.; Furuno Electric Co., Ltd.; The Hanshin Diesel Works Co., Ltd.; Nabtesco Corporation; Nakashima Propeller Co., Ltd.; Uzushio Electric Co., Ltd. (BEMAC); Yanmar Co., Ltd. and Yokohama Trading Corp.

**JSMEA members that attended the seminar:**

Azuma Engineering (S) Pte. Ltd.; Daihatsu Diesel Mfg. Co., Ltd.; Eagle Industry Co., Ltd.; Exeno Yamamizu Corporation; Furuno Electric Co., Ltd.; The Hanshin Diesel Works Co., Ltd.; Hien Electric Industries, Ltd.; Isoda Metal Co., Ltd.; Kawai Electronics Innovation System Co., Ltd. (KEI System); Kongo Colmet Mfg. Co., Ltd.; Makita Corporation; Nakashima Propeller Co., Ltd.; Nabtesco Corporation; Naniwa Pump Manufacturing Co., Ltd.; Teramoto Iron Works Co., Ltd.; Uzushio Electric Co., Ltd. (BEMAC); Yamashina Seiki Co., Ltd. (YASEC); Yamato Metal Co., Ltd.; Yanmar Co., Ltd. and Yokohama Trading Corp.

### Uzushio Electric (BEMAC) holds opening ceremony for facility manufacturing electric vehicles





# A trade show with a difference! IMPA Singapore signs up top technical experts

With three new technical experts joining the roster, IMPA Singapore is getting ready to be one of the most interactive and educational trade shows of the year

IMPA Singapore is bringing face-to-face discussion and knowledge sharing back to the trade show fore, after signing up three top experts to start the conversation.

Helge Jensen of DB Schenker, Idris Shahpurwalla of Saifee, and Michael Gore of European Diesel Services, will be at the show giving information, advice and sharing their years of expertise with event attendees.

“The concept of the event is very much about making new connections and sharing knowledge to best serve the procurement function,” says Ryan Dalgado Thome Ship Management and supply chain manager and IMPA VP. “This is an opportunity for suppliers to share their knowledge with purchasers and add real value to their day-to-day business activity.”

IMPA Singapore is not just any trade show. According to Will Bixby, event director, every aspect of the event has been painstakingly organised to make sure visitors get the best experience and come away better educated about the industry.

“IMPA Singapore is different to other trade shows,” he says. “The display spaces are very much for suppliers to engage and educate purchasers.

“Helge Jensen (DB Schenker) has vast experience in the logistics of spare parts, and one topic which he will cover is the identification and processes required for the shipment of hazardous goods, something that can be confusing for



purchasers.

“Idris Shahpurwalla is an experienced marine engineer and now manager at Saifee Ship Chandlers. He is well placed to give guidance on the often complex nature of moving chemicals within the UAE and will be working on a guide for new purchasers.”

“Michael Gore has over 25 years’ experience serving the maritime industry as European Diesel Services, and he’ll be on hand to give guidance and insight in to the procurement of technical equipment and how to translate what your superintendent wants”

IMPA Singapore will be held at the Grand Copthorne Waterfront Hotel on the May 26th and 27th 2015.

Have something valuable to share? Want to join a group of suppliers and purchasers committed to being the best? Then get in touch now. Contact Will Bixby at [info@impasingapore.com](mailto:info@impasingapore.com) to discuss getting involved. Spaces are filling up fast!

# JSMEA Action Plan 2015

## To raise global competitiveness and to revitalize industry activities

Feb. 18, 2015

Japan Ship Machinery and Equipment Association (JSMEA)

### 1. Promoting exchanges and cooperation within and beyond the industry

#### (1) Enhancing exchanges and cooperation within the industry

##### <Rejuvenating Industrial Committees and other organizations>

The JSMEA will promote exchanges and cooperation within the Japanese ship machinery and equipment industry, and endeavor to further rejuvenate its Industrial Committees and other in-house organizations. The association will also have its Industrial Committees make comments and suggestions and take other actions, as needed, on various business activities in which it is engaged.

To help member companies manufacturing different products join in addressing common challenges, advancing joint development and cooperating in efforts to tackle other important challenges, the JSMEA will encourage its Industrial Committees to upgrade their mutual partnerships and hold meetings of committee leaders.

##### <Council of Next-generation Management of Marine>

The JSMEA's Council of Next-generation Management of Marine (Jisedai-kai) will encourage its members—young business managers and other individuals who bear the future of the Japanese ship machinery and equipment industry—to foster interchanges and to enhance friendships, and to exchange information and to make other efforts with a global viewpoint.

##### <Addressing the issue of counterfeit products>

The JSMEA's Council of Counterfeit Products will gather information on counterfeit products from overseas, promote cooperation in each sector of the Japanese ship machinery and equipment industry and carry out other activities to meet requests from member companies. The council will also strive to promote the extensive use of the JSMEA Genuine Goods Label.

From a global perspective, the Council of Counterfeit Products will conduct activities to eliminate counterfeit products. In fiscal 2015, the council will consider holding a seminar and other events in Singapore for local parties engaged in maritime affairs.

##### <Complying with domestic and international regulations>

The JSMEA's Review Committee of Regulation Issue will hold discussions on behalf of the Japanese ship machinery and equipment industry on the European Union (EU)'s mutual recognition on ship machinery and equipment and other products among classification societies; rules implemented by the International Maritime Organization (IMO), the International Organization for Standardization (ISO) and other international entities; challenges that arise from domestic regulations; and other subjects.

##### <Discussing ways to prove superiority over long-term use>

The JSMEA's Review Committee of Life Cycle will differentiate Japanese ship machinery and equipment from that of other countries regarding durability, reliability, after-sales service systems and other aspects to contribute to improving the global competitiveness of the Japanese ship machinery and equipment industry. The committee will also discuss ways to prove the superiority of Japanese products over long-term use.

##### <Encouraging non-members to join the JSMEA>

The JSMEA will encourage non-members to join the association to further invigorate its business activities.

##### <Working together with regional ship machinery and equipment associations>

The JSMEA will exchange information closely with regional ship machinery and equipment associations, and help the national council of regional ship machinery and equipment associations take relevant actions in the future.

##### <Celebrating its 50th anniversary>

The JSMEA, which will celebrate its 50th anniversary in 2016, will compile its 50-year history and prepare to hold a commemorative ceremony and other events.

### (2) Promoting exchanges and cooperation with clients and other parties

#### <Shipping industry>

The JSMEA will have members of its Consultation Group meet with directors of six oceangoing shipping companies to exchange information and hold discussions on, among other subjects, challenges facing both the ship machinery and equipment, and shipping industries.

The JSMEA will have members of its Consultation Group meet with parties concerned with domestic shipping to exchange information and to hold discussions on, among other subjects, challenges facing both the ship machinery and equipment, and shipping industries.

#### <Shipbuilding industry>

The JSMEA will have members of its Consultation Group meet with those of the planning committee of The Shipbuilders' Association of Japan (SAJ) to exchange information and to hold discussions on, among other subjects, challenges facing both the ship machinery and equipment, and shipbuilding industries.

The JSMEA will have members of its Consultation Group meet with those in the counterpart committee of The Cooperative Association of Japan Shipbuilders (CAJS) to exchange information and to hold discussions on, among other subjects, challenges facing both the ship machinery and equipment, and shipbuilding industries.

#### <Governmental and other organizations>

The JSMEA will meet with the Japan Coast Guard (JCG) for ship technology conferences and other events to exchange information and to hold discussions on, among other subjects, improvements in the performance of machinery and equipment installed on patrol vessels.

The JSMEA will meet with the policy committee of Nippon Kaiji Kyokai (ClassNK) to exchange information and to hold discussions on, among other subjects, information and various issues in Japan and overseas on classification services and the Japanese ship machinery and equipment industry.

The JSMEA will exchange information and hold discussions with the Japan Railway Construction, Transport and Technology Agency (JRRT)

on technical and other issues regarding vessels deployed in domestic services.

The JSMEA will exchange information and hold discussions with the Fishing Boat and System Engineering Association on technical and other issues regarding fishing vessel activities.

The JSMEA will convene meetings between its Consultation Group and Japanese leading trading houses.

## 2. Promoting efforts to secure and develop human resources

### (1) Making utmost efforts to implement measures to secure and develop human resources

#### <Discussing actions to secure and develop human resources>

The JSMEA's Fostering Manpower Commission will consider effective actions to meet the needs among member companies.

#### <Certifying as ship machinery and equipment meisters>

The JSMEA will certify as "ship machinery and equipment meisters" employees of member companies and others with such high skills as to underpin the Japanese ship machinery and equipment industry, and actively recommend that those certified be commended by the government of Japan and relevant organizations.

#### <Securing human resources>

The JSMEA will provide endowment for lectures, which will be given by industry insiders, at Tokyo University of Marine Science and Technology and Kobe University to deepen understanding of ship machinery and equipment.

The JSMEA will give briefing sessions on the ship machinery and equipment industry at Tokyo University of Marine Science and Technology and Kobe University to widen knowledge of the industry. The association will hold job fairs at Tokai University and Nagasaki Institute of Applied Science (NiAS) to comply with requests made by the university and the institute. More specifically, seminars will be held at Tokai University on the Japanese ship machinery and equipment industry, and offshore machine engineering, and at NiAS on Japanese ship machinery and equipment manufacturing companies.

The JSMEA will attend events to be held at and by Tokyo University of Marine Science and Technology and Kobe University together with member companies requested to be present at the events.

#### <Educating employees of member companies>

The JSMEA will provide on-the-job training aboard a vessel owned by a college as part of its programs to educate and train employees of member companies.

The JSMEA will offer English courses to employees of member companies who need to use the language for their jobs, teaching them practical English for ship-related business activities and helping them improve their presentation skills.

The JSMEA will offer introductory shipping and shipbuilding courses to encourage mid-career employees of member companies to expand knowledge of various shipping and shipbuilding affairs related to the ship machinery and equipment industry.

## 3. Proactively contributing to safety and environmental issues

### (1) Reinforcing efforts to comply with IMO and other regulations

#### <Reinforcing efforts to comply with IMO and other regulations>

The JSMEA will garner opinions from the ship machinery and equipment industry by holding meetings of its Industrial Committees

and other in-house organizations in respect to the International Maritime Organization (IMO) and other safety and environmental rules and regulations. The association will also take actions proactively on behalf of the industry, including participating in the formulation of the following international standards.

— The IMO's regulations on exhaust gas from ships

— Ship machinery and equipment that comply with IMO, International Organization for Standardization (ISO), International Electrotechnical Commission (IEC) and other rules and regulations.

### (2) Proactively addressing environmental issues

#### <Saving energy>

The JSMEA will strive to actively contribute to protecting the natural environment by developing voluntary action plans to reduce carbon dioxide (CO<sub>2</sub>) emissions and other adverse impact on the environment for ship engine manufacturers.

#### <Recycling ships>

The JSMEA will join the council for ratifying the Ship Recycling Convention, which was set up by the Ministry of Land, Infrastructure, Transport and Tourism (MLIT), to discuss what legal and other developments Japan needs to make domestically to comply with the convention and relevant guidelines. The association will also continue to make efforts to deepen knowledge and understanding of the convention.

#### <Ballast Water Management Convention>

The JSMEA will submit to the government of Japan requests from the ship machinery and equipment industry regarding the IMO's Ballast Water Management Convention. The association will also make efforts to deepen knowledge and understanding of the convention.

## 4. Encouraging technological development

### (1) Supporting the development of new products

#### <Projects to support the development of new products>

To encourage the ship machinery and equipment industry to develop new products, with financial assistance from The Nippon Foundation.

### (2) Arranging environments for encouraging the development of new products

#### <Feasibility studies and technological development>

The JSMEA will conduct feasibility studies and technological development on new products, and find themes for projects to support the development of new products.

#### <Study society>

The JSMEA will establish a new study society by enhancing its Smart Navigation System Project. Inviting clients and other parties, the study society will be engaged in following international standards and holding further discussions on smart navigation systems.

#### <Ship machinery and equipment technology forum>

The JSMEA will hold forums on ship machinery and equipment to expand its knowledge on technologies for shipbuilding and ship machinery and equipment manufacturing, find new themes and formulate technological strategies.

#### <Discussing the promotion of technological development>

The JSMEA's Technological Development Strategy Review Board will discuss how technological development should be made and promoted in

the medium and long term and other subjects.

As for supporting the development of new products and other projects, the JSMEA will advance technological development to address challenges proposed by member companies and made from the needs among clients.

**<Study session>**

The JSMEA will hold study sessions on environmental energy; extensively share information on environmental issues, energy technologies and other subjects; and make efforts to overcome challenges in relevant technology development.

**5. Promoting global development**

**(1) Arranging environments for global development**

**<Promoting international exchanges>**

The JSMEA will continue to have exchanges and cooperation with the following overseas maritime affairs organizations, and promote exchanges with shipping companies, shipbuilders and other clients in other countries.

- Korea Marine Equipment Association (KOMEA)
- China Association of the National Shipbuilding Industry (CANSI)
- Maritime affairs and other organizations in Southeast Asia
- European Ships and Maritime Equipment Association (SEA Europe)
- Brazilian Union of Shipbuilding, Shiprepair and Offshore Industries (SINAVAL) and FIRJAN System

The JSMEA will garner information on maritime affairs in Asia, Europe and other regions by making the most of the ship machinery divisions of the overseas offices (Hong Kong, Singapore and London) that it runs jointly with the Japan External Trade Organization (JETRO) with financial support from The Nippon Foundation. The association will also have the overseas offices conduct research on maritime and various other local affairs to satisfy the needs among member companies.

To develop relations with overseas governmental organizations, ship owners, shipbuilding companies and other parties, the JSMEA will hold meetings with so-called “Sasakawa fellows” (those who graduated from World Maritime University (WMU) on scholarships by The Nippon Foundation).

**<Discussing medium- and long-term global development>**

To help the Japanese ship machinery and equipment industry develop globally, the JSMEA's Global Strategic Plan Review Board will discuss how the industry should make global development in the medium and long term.

The Global Strategic Plan Review Board's Overseas Exhibition Working Group (WG) will discuss effective ways to organize international exhibitions, such as how to carry out public relations activities and where (in what countries) to hold exhibitions.

The Global Strategic Plan Review Board's Offshore WG will clarify challenges and other issues to overcome before encouraging the Japanese ship machinery and equipment industry to develop into the market for offshore development, and discuss measures to take to this end.

**<Discussing medium- and long-term overseas market development>**

The JSMEA's Review Committee of Overseas Market Development will discuss business expansions to develop new markets for ship machinery and equipment products in newly industrialized economies in Southeast Asia and other regions.

The Review Committee of Overseas Market Development's Overseas Market Development WG will hold seminars on the development of markets in newly industrialized and other economies, and discuss specific plans

and other subjects, including industrial exchanges.

**(2) Upgrading public relations activities**

**<International exhibitions, seminars and other events>**

With financial support from The Nippon Foundation, the JSMEA will attend the international exhibitions listed below. To meet requests made by member companies, the association will also hold seminars and receptions, visit and inspect parties concerned with maritime affairs and carry out other activities. The JSMEA will run a Japan pavilion together with the Japan Ship Exporters' Association (JSEA) at Nor-Shipping 2015, with The CAJS at Asia Pacific Maritime 2016, with ClassNK at Marintec China 2015 and the Offshore Technology Conference 2016 and with the government of Japan and Japanese shipbuilders at Marintec South America 2015. It will also attend other exhibitions and events in cooperation with relevant organizations.

- Offshore Technology Conference 2015 (May 2015, the United States)
- Nor-Shipping 2015 (June 2015, Norway)
- Marintec South America 2015, formerly known as Navalshore (August 2015, Brazil)
- Marintec China (December 2015, China)
- Asia Pacific Maritime 2016 (March 2016, Singapore)
- Offshore Technology Conference 2016 (May 2016, the United States)
- Posidonia 2016 (June 2016, Greece)

The JSMEA will attend the following international exhibitions independently.

- IMPA London 2015 (September 2015, the United Kingdom)
- Kormarine 2015 (October 2015, South Korea)
- SMP World Expo 2016 (February 2016, India)

The JSMEA will carry out marine development-related projects (e.g., exhibitions, missions and others) to conduct public relations and research activities for the Japanese marine development sector. To promote member companies, the association will prepare materials for marketing products for the offshore development market as well as energy-saving and other products.

The JSMEA will prepare for running a Japan pavilion at Sea Japan 2016 (April 2016, Tokyo).

- Maritime cluster zone for a partnership among Japanese shipping companies, shipbuilders, ship machinery and equipment manufacturers, colleges and universities, research institutes and other organizations (with financial support from The Nippon Foundation)
- Corporate zone for JSMEA member companies

With financial support from The Nippon Foundation, the JSMEA will organize seminars and other events in Malaysia and Bangladesh to stimulate needs for ship machinery and equipment products in newly industrialized and other economies overseas.

With financial support from The Nippon Foundation, the JSMEA will publish new editions of JSMEA News, its public relations medium to introduce Japanese ship machinery and equipment products in other nations.

# Japanese "Marine Eco-Products", "Offshore Catalog"



The Japan Ship Machinery and Equipment Association (JSMEA) will participate in the Offshore Technology Conference 2015 (OTC 2015). At Booth No. 11006, it will promote Japan-made ship machinery and equipment for

many occasions, which include the following international events. The association hopes that it will be visited by many who will attend the wide variety of exhibitions in the future.



offshore development projects.

At the OTC 2015, Kawasaki Heavy Industries, Ltd.; Nitto Chemical Industry Co., Ltd. and Inoue Special Steel Co., Ltd. will join the JSMEA to promote their respective products at the booth.

From this year, the JSMEA will have an area of 500 square feet for its member companies to display their products at each of the various international trade fairs it will attend. Additionally, the association will unveil a dedicated Web site and a new edition of its brochure version to help visitors search Japanese ship machinery and equipment for offshore projects.

- Nor-Shipping (Norway)**
- Marintec South America (Brazil)**
- Kormarine (South Korea)**
- IMPA London (U.K.)**
- Marintec China (China)**
- Asia Pacific Maritime (Singapore)**
- SMP World Expo (India)**

**Offshore Technology Conference 2015  
Booth No. 11006**

To assist visitors in their search for Japanese ship machinery and equipment for offshore development, the JSMEA will encourage them to access the Web site as well as peruse the brochure of ship machinery and equipment, "Japanese marine equipment supporting for OFFSHORE", and its booklet that introduces eco-friendly and/or energy-saving products, "Japanese Marine Eco-Products", on



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