

# Jsmea News

## Message from new chairman

### New leadership lineup unveiled at 2017 annual general assembly



Mr. Shinzo Yamada delivers the message.

I assumed the chairmanship of the long-established JSMEA, receiving an endorsement from Mr. Motoyoshi Nakashima, my predecessor, at our fifth general assembly. Although I am tremendously honored, at the same time, I strongly feel the weight of the responsibilities that we take. I am determined to fulfill these responsibilities with help and support from member companies, for which I ask of you.

Today, the maritime industry (market) is in a very severe condition. Therefore, I believe that the ship machinery and equipment industry needs to enhance its global competitiveness from global viewpoints.

To this end, first, I would like to advise that young corporate managers take the initiative in discussing cross-industry subjects that they will work on regarding

technological development, and show successful results.

In securing and cultivating human resources, we can lose no time at all. It is a major challenge for the maritime industry to make all-out efforts toward addressing. For our part, the ship machinery and equipment industry will actively promote relevant measures.

More specifically, it is important to tackle the challenge from a global point of view, taking into consideration even importing human resources from abroad. To keep pace with globalization, we need to strive more passionately to approach customers and potential customers in other countries and regions and have Japanese ship machinery and equipment products better known.

We are in a very severe situation, but looking ahead five to 10 years, I would like to embrace the teamwork within JSMEA and address each challenge patiently. As such, I will close my message by asking those from relevant industries to give us advice and guidance, and to support our projects.

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MAKITA CORPORATION  
 Nabtesco Corporation  
 NANIWA PUMP MFG. CO., LTD.  
 SHOYO ENGINEERING CO., LTD.  
 TOKYO KEIKI INC.  
 Winterthur Gas & Diesel Japan Ltd.  
 YANMAR Co., Ltd.  
 Eco Marine Power Co., Ltd.

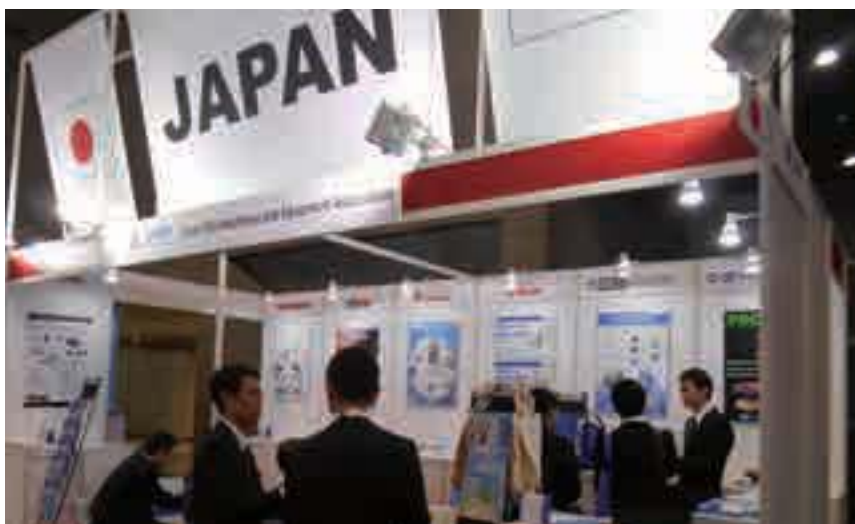
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## New JSMEA leadership lineup



Seated, from left: Mr. Kenichi Waki, vice-chairman; Mr. Shigeki Kinoshita, vice-chairman; Mr. Yamada; Mr. Masaharu Ono, vice-chairman and Mr. Yukio Furuno, vice-chairman  
 Standing, from left: Mr. Shoichi Kitamura, executive managing director; Mr. Kazuhiko Kinoshita, vice-chairman; Mr. Katsuhiko Fujiwara, vice-chairman and Mr. Noboru Ando, managing director

# JSMEA makes 1st appearance at Gastech



Japan Ship Machinery and Equipment Association (JSMEA) attended Gastech 2017, an international exhibition held on April 4-7 at Makuhari Messe in Chiba Prefecture, together with seven member companies.

Gastech, one of the greatest exhibitions in the energy industry, welcomes a wide variety of enterprises in the gas market, including gas suppliers, engineering companies, and ship machinery and equipment makers. Previously, JSMEA members had independently attended the event, which this year saw approximately 600 firms from 70 countries and regions showcasing their products and services. In recent years, demand for LNG tankers has been increasing in step with growth in LNG distribution, raising interest among enterprises engaged in maritime affairs. This motivated JSMEA to make its debut appearance at Gastech, which was held this year in Japan.

Many exhibitions at Gastech 2017 were more global and larger than those JSMEA had seen at the international maritime exhibitions that it had attended, and attracted many energy-related groups from around the world.

The members' booths at the Japan pavilion were not visited by so many visitors, probably because they are not yet very well known in the gas industry. As such, they themselves visited other booths run by their customers and potential customers to passionately promote their respective products and the Japanese ship machinery and equipment industry.

JSMEA has decided to report findings to its Global Business Strategy Review Board and other relevant in-house units, and to have them continue to hold discussions on entering into natural gas, LNG and other gas-related markets.

## Outline of JSMEA members' exhibitions at Gastech 2017

- 1) **Area of Japan pavilion:** 18 square meters
- 2) **Number of JSMEA members with displays:** seven (Mitsui Engineering and Shipbuilding Co., Ltd.; MOL Techno-Trade, Ltd.; Taiko Kikai Industries Co., Ltd.; Tanabe Pneumatic Machinery Co., Ltd.; Uzushio Electric Co., Ltd.; Volcano Co., Ltd. and Yanmar Co., Ltd.)



# JSMEA takes part in IMPA Singapore 2017

Japan Ship Machinery and Equipment Association (JSMEA) took part in IMPA Singapore 2017, which was held in the city-state on May 11-12.

IMPA Singapore is a conference that provides various programs for ship owners' procurement departments, ship managing companies and other relevant parties. Tables for business negotiations were prepared at the venue for product and service suppliers and ship machinery and equipment manufacturers. Outside the venue, training and education seminars and other events were also organized for employees in charge of procurement.

JSMEA took four member companies to IMPA Singapore 2017. They not only showcased their respective products and services, but also held a joint seminar for visitors, at which they gave briefings on their machinery and equipment. They delivered presentations during the seminar to introduce their after-sales services and provide other information. The seminar welcomed some 50 attendances: 30 from ship owners and ship

management companies and 20 from others, including product and service suppliers.

JSMEA plans to travel to the United Kingdom for IMPA London 2017 on Sept. 12-13, and to Greece for IMPA Greece 2017 on Sept. 18.

## Outline of IMPA Singapore 2017

**Dates:** May 11-12, 2017

**Venue:** Grand Copthorne Waterfront Hotel

**Seminar—Time and Date:** 11:30-13:00 on May 12 and **presenters:** Eco Marine Power Co., Ltd.; Hisaka Works, Ltd.; Wartsila Japan Ltd. and Yanmar Co., Ltd.

## Outline of IMPA London 2017

**Dates:** Sept. 12-13, 2017

**Venue:** QEII Centre

## Outline of IMPA Greece 2017

**Date:** Sept. 18, 2017

**Venue:** The Metropolitan Hotel

## Attendees at IMPA Singapore 2017



## JSMEA members deliver presentations



# JSMEA joins Sea Asia 2017



From left: Mr. Yamada, Mr. Shinoda, Mr. Khaw and Mr. Higashi at the opening ceremony for the Japan pavilion

Japan Ship Machinery and Equipment Association (JSMEA) marked its first step at Sea Asia. With financial support from The Nippon Foundation, it participated in Sea Asia 2017, which was held on April 25-27 at Marine Bay Sands in Singapore. JSMEA took 16 members to the exhibition, where it ran a Japan pavilion together with The Cooperative Association of Japan Shipbuilders (CAJS).

Sea Asia 2017 was convened as part of the Singapore Maritime Week (SMW) 2017, a major maritime event promoted by the government of the Southeast Asian nation. At the time of writing this article, the organizers had not yet released official figures. Before the event was kicked off, however, they had expected that over 420 domestic and overseas enterprises would exhibit, 10 countries

would open national pavilions and that it would welcome more than 16,000 visitors.

On April 24, a day before Sea Asia 2017 got started, a JSMEA delegation exchanged views with Mr. Esben Poulsson, president of the Singapore Shipping Association (SSA). Mr. Poulsson said that he eagerly welcomed Japan's first appearance at Sea Asia, partly because several Japanese major shipping companies are affiliated with his shipping association. At a time when ship machinery and equipment keeping up with enhancements in international regulations are becoming more and more important, he said that he had high expectations for Japan-made products, and hoped for Japan to continue to maintain good relations with Singapore.

On Day 1 of Sea Asia 2017, an opening ceremony was held at the Japan pavilion by Mr. Shinzo Yamada, vice-chairman of JSMEA; Mr. Toru Higashi, president of The CAJS and Mr. Kenji Shinoda, Japanese ambassador to Singapore. And while unscheduled, they were joined by Mr. Khaw Boon Wan, minister for transport of the city-state, who was going the rounds of the exhibitions. The four heavyweights, then, together cut the ribbon to commemorate the opening of the Japan pavilion. Mr. Shinoda inspected the pavilion after the ribbon-cutting, earnestly listening to briefings on products and other features given by JSMEA members.

On Day 2, JSMEA and The CASJ held a joint



Mr. Yamada (far left) at the official opening ceremony for Sea Asia 2017



Japan pavilion

seminar at the convention venue, the Sands Expo and Convention Centre, which is located in Marina Bay Sands. Fifteen JSMEA members and six Japanese shipbuilders, all of which are affiliated with The CASJ, respectively unveiled their latest products and technologies that meet the demand for energy savings and safety enhancements. The seminar, which was also financially assisted by The Nippon Foundation, was attended by many local ship owners and other parties, including those from other Southeast Asian nations. Following the seminar, JSMEA organized a networking reception. The seminar and reception welcomed a total of some 21 visitors, which included representatives from the attending JSMEA members and parties from Southeast Asian countries engaged in maritime affairs. They passionately exchanged opinions and interchanged discussions.

At Sea Asia 2017, the Japan pavilion was visited by more people than any of the others from beginning to end. Furthermore, the exhibitors' polite interaction with the visitors attracted attention from all around the cozy venue space. Consequently, Japan was awarded the Best Country Pavilion Award from the organizers. In advance to travelling to Singapore, JSMEA had updated the booklet of energy-saving and eco-friendly products manufactured by its member companies. The latest edition was distributed at the venue of Sea Asia 2017 and the abovementioned seminar to extensively promote the ship machinery and equipment made by JSMEA-affiliated manufacturers.

Many of the JSMEA members that attended Sea Asia 2017 felt that it was a successful event, at which they met with the visitors that they came to meet.



Japan wins the Best Country Pavilion Award.

### Outline of Sea Asia 2017

- 1) **Dates:** April 25-27, 2017
- 2) **Venue:** Sands Expo and Convention Centre

### Outline of JSMEA delegation and exhibitions

- 1) **Total area of exhibitions:** 168 square meters (booth Nos.: B2-S01 and B2-T01)
- 2) **Number of delegation members:** 16
- 3) **Members** (in alphabetical order)—**those having exhibitions:** Daihatsu Diesel Mfg. Co., Ltd.; MOL Techno-Trade, Ltd.; Nakashima Propeller Co., Ltd.; Naniwa Pump Mfg. Co., Ltd.; Shinko Ind. Ltd. and Yanmar Co., Ltd.; **those displaying panels:** Akasaka Diesels Ltd.; Manabe Zoki Co., Ltd.; Sunflame Co., Ltd. and Taiko Kikai Industries Co., Ltd.; and **those distributing catalogs:** Hanshin Diesel Works, Ltd.; Kamome Propeller Co., Ltd.; Niigata Power Systems Co., Ltd.; Taiyo Electric Co., Ltd.; Teikoku Machinery Works, Ltd. and Volcano Co., Ltd.

### Outline of JSMEA and CASJ seminar

- 1) **Time and date:** 13:15-19:00 on April 26
- 2) **Venue:** 3rd floor, Sands Expo and Convention Centre
- 3) **Presenters—15 from JSMEA:** Akasaka Diesels, Daihatsu Diesel Mfg., Hanshin Diesel Works, Kamome Propeller, Manabe Zoki, MOL Techno-Trade, Nakashima Propeller, Naniwa Pump Mfg., Shinko Ind., Sunflame, Taiko Kikai Industries, Taiyo Electric, Teikoku Machinery Works, Volcano and Yanmar and six **from The CASJ**



JSMEA exchanges views with the SSA.



JSMEA organizes a reception.

# JSMEA attends OTC 2017

Japan Ship Machinery and Equipment Association (JSMEA) advertised the efforts that Japan makes to advance offshore development projects at the Offshore Technology Conference (OTC) 2017. With financial support by The Nippon Foundation, JSMEA took 11 member companies to Houston, Texas, where the event was hosted on May 1-4. The JSMEA team, which was led by Mr. Masaharu Ono, vice-chairman of the association (chairman of Fuji Trading Co., Ltd.), joined forces with the following six partners: INPEX Corporation; the Japan Agency for Marine-Earth Science and Technology (JAMSTEC); Japan Drilling Co., Ltd. (JDC); Japan Oil, Gas and Metals National Corporation (JOGMEC); the National Institute of Maritime, Port and Aviation Technology (MPAT) and Nippon Kaiji Kyokai (ClassNK). The team of 17 enterprises and organizations set up the Japan Pavilion with cooperation from the Japanese ministries of Economy, Trade and Industry (METI) and Land, Infrastructure, Transport and Tourism (MLIT),

It was the fifth time since 2013 that JSMEA had attended the OTC, one of the world's largest conferences and exhibitions on offshore development, while Japan ran its own pavilion for the second time, following the OTC 2016.

Due to continuous drops in oil prices, the number of visitors had been expected to again decrease from the prior year, as it did in 2016 from 2015. In fact, the OTC 2017 just welcomed a total of 64,700 visitors (68,000 in 2016), according to the organizer, but it only incurred a minute year-on-year decrease. The overall area of

exhibitions was smaller, too, covering 599,295 square feet, which shrank from the 672,300 square feet that it had in 2016. Nevertheless, as many as 2,470 exhibitors from 43 countries and regions were present at the OTC 2017, including 267 newcomers, enabling the event to still be worthy of being called one of the largest offshore-technology conferences and exhibitions in the world.

In contrast, the Japan Pavilion, which was located at the center of Pavilion at NRG Park, was visited by more people than when it took part in the OTC 2016. The members promoted their respective services, products and other features, using catalogs and other publications carrying up-to-date information on offshore development-related machinery and equipment that JSMEA has produced. Visitor interest in them was so great that almost all copies on hand were taken.

JSMEA conducted a survey among the 11 affiliated manufacturers after the OTC 2017 came to a close. The result indicated that they had conducted more business negotiations than ever while the conference was in session.

The JSMEA delegation carried out the following sideline activities while in Houston for the OTC 2017.

**April 30:** JSMEA held a meeting with compatriot ship-, oil- and gas-related companies having business footholds in Houston, which were represented by 63 individuals, encouraging members of its delegation to exchange information.

**May 1:** Mr. Ono; other JSMEA executives; and Mr. Shigeharu Oda, head of JSMEA's Offshore Development

## Japan Pavilion



## JSMEA visits Japanese Consulate-General in Houston



Photo shows Mr. Tetsuro Amano, Japanese consul-general in Houston (fourth from left)

## JSMEA calls at MODEC International



Photo shows Mr. Kensuke Taniguchi, president and CEO, MODEC International (seated, right); Mr. Yuji Murakami, executive managing officer, MODEC International (standing, fourth from left); and Mr. Kei Ishida, sales and marketing coordinator, MODEC International (standing, far right).

Strategy Review Board (president of Ushio Reinetsu Co., Ltd.), paid a courtesy visit to Mr. Tetsuro Amano, Japanese consul-general in Houston. The JSMEA delegation briefed on its activities to and exchanged views with the consul-general.

**May 1:** The abovementioned JSMEA delegation called at MODEC International, Inc. together with the 11 member companies. The JSMEA members made introductions and conducted dialogs with the North American affiliate of MODEC, Inc.

**May 1:** All of the Japan Pavilion members gathered for a rally, which were represented by 67 individuals.

**May 2:** Mr. Ono, other JSMEA executives, Mr. Oda and representatives from the 11 companions visited the head office of Mitsubishi Heavy Industries America, Inc. (MHIA), a U.S. affiliate of Mitsubishi Heavy Industries, Inc. (MHI), to exchange opinions.

**May 2:** JSMEA organized a networking reception at Minute Maid Stadium in partnership with U.S. publication Maritime Reporter & Engineering News. The event venue was wall to wall with the attendance of 200 people, which was larger than the two previous times, 180 people and 160 people, respectively. There were more applications submitted from those wanting to attend the reception than capacity allowed and therefore many were placed on a waiting list.

**May 4:** Mr. Ono, other executives and representatives from the 11 members made a call at BW Offshore Management America Inc., a U.S. business base of BW Offshore Ltd. The JSMEA delegation held discussions with representatives from BW Offshore Management America who were in charge of procurement on the products that the members manufacture for floating, production, storage and offloading (FPSO) facilities.

The OTC will celebrate its 50th anniversary next year at the OTC 2018. JSMEA intends to secure a space in NRG Arena, which usually boasts the second most visitors to NRG Center. Covering 4,000 square feet, which will

be nearly as spacious as the space it had at the OTC 2017, the JSMEA site would be situated right next to the entrance, which links the arena with the center.

JSMEA's Offshore Development Strategy Review Board, which governs the Mobile Units and Support Vessel working groups under its umbrella, is responsible for discussing exhibitions to be shown at the OTC 2018. It will also exchange views on the business activities to be conducted by JSMEA this fiscal year.

**Outline of the OTC 2017 and JSMEA attendance**

**Official title:** Offshore Technology Conference 2017

**Dates:** Monday-Thursday, May 1-4, 2017

**Venue:** NRG Park

**Location of Japan Pavilion:** Booth No. 9707 (Pavilion)

**Number of exhibitors at Japan Pavilion:** 17—Daido Steel Co., Ltd.; Daihatsu Diesel Mfg. Co., Ltd.; Fuji Trading Co., Ltd.; INPEX Corporation; Japan Agency for Marine-Earth Science and Technology (JAMSTEC); Japan Drilling Co., Ltd.; Japan Oil, Gas and Metals National Corporation (JOGMEC); Mayekawa Mfg. Co., Ltd.; National Institute of Marine, Port and Aviation Technology (MPAT); Nippon Kaiji Kyokai (ClassNK); Nippon Paint Marine Coatings Co., Ltd.; Shinko Ind. Ltd.; Taiko Kikai Industries Co., Ltd; Teikoku Machinery Works, Ltd.; Tokyo Rope Mfg. Co., Ltd.; Uzushio Electric Co., Ltd. and Yanmar Co., Ltd.

**Cooperators:** Ministries of Trade, Economy and Industry (METI) and Land, Infrastructure, Transport and Tourism (MLIT)

**Outline of the networking reception**

**Date:** Tuesday, May 2

**Venue:** Minute Maid Stadium

**Number of participants:** approximately 200

**Japan Pavilion members gather for rally**



Mr. Masaharu Ono, vice-chairman, JSMEA, gives the opening address.



Mr. Toshio Todoroki, general manager, Houston Office, INPEX Corporation, greets on behalf of guests.

**JSMEA visits MHIA**



Photo shows Mr. Ryosuke Sakai, director, marketing and business development, Oil and Gas Division, MHIA (far left), and Mr. Hiroaki Osaki, senior executive vice-president, MHIA and Gas Division, MHIA (second from left).

**JSMEA calls at BW Offshore Management America**



Photo shows Ms. Dorthe Bergholdt, vice-president for global sourcing and supply chains, BW Offshore Singapore Pte. Ltd. (seated, left) and Mr. Jorn Otto Gundersen, category manager, BW Offshore Norway AS (seated, right).



JSMEA holds business talks with BW Offshore Management America.

# JSMEA participates in Nor-Shipping 2017; conducts research on Europe's fishing vessel market

Japan Ship Machinery and Equipment Association (JSMEA) participated in Nor-Shipping 2017. In a project financially supported by The Nippon Foundation, it was joined by nine member companies at the exhibition held in Oslo, Norway. There, they also cooperated with the International Marine Purchasing Association (IMPA), an international organization on maritime affairs consisting of London-based ship owners, ship machinery and equipment product suppliers, and trading companies. JSMEA joined forces with the IMPA for the first time at the event, which was organized on May 30-June 2.

While in Norway, the JSMEA delegation completed the following missions.

1) **May 29:** The JSMEA delegation—which was co-led by Mr. Motoyoshi Nakashima, chairman of JSMEA and president of Nakashima Propeller Co., Ltd., and Mr. Masaharu Ono, vice-chairman of JSMEA and chairman of Fuji Trading Co., Ltd.—made a courtesy call at Mr. Toshio Kunikata, Japanese ambassador to Norway. Members gave briefings on JSMEA activities to and exchanged information with the ambassador on circumstances surrounding the Norwegian maritime industries and other subjects.

2) **May 30:** On Day 1 of Nor-Shipping 2017, the delegation held an opening ceremony for the Japan Pavilion. Mr. Nakashima was joined by Mr. Kunikata and Mr. Shigeru Murayama, president of the Japan Ship Exporters' Association (JSEA) and chairman of Kawasaki Heavy Industries, Ltd., to cut the ribbon.

When JSMEA opened a booth at the Japan Pavilion, Mr. Nakashima performed a ribbon-cutting ceremony again, but this time he was joined by Mr. Kunikata and Ms. Susan Koefoed, CEO and chair of the IMPA. A reception was organized at the Japan Pavilion to serve sushi for visitors.

In the evening, the JSMEA delegation met for the first time with IMPA members and other ship owners at a local restaurant. A total of some 90 people mingled in getting to know each other.

Visitors: 22 people from 16 enterprises (e.g., IMPA members and other ship owners)

Participants from Japan: About 70 people

3) **June 6:** The JSMEA delegation made a trip to Alesund in northern Norway to visit The Norwegian Fishing Vessel Owners Association (NFVOA). The parties held discussions with each other on Norwegian fishing vessels, challenges to address when they are constructed and other topics. JSMEA introduced Japan-made ship machinery and equipment products, using the catalog of fishing vessels and its other publications.

4) **June 8:** The JSMEA delegation called at the Consulate of Japan in Las Palmas, the Canary Islands. JSMEA shared briefings on its activities and obtained information on local fishing and other commercial vessels, offshore development projects and other ship-related business activities.

5) **June 8:** The JSMEA delegation visited the Las Palmas office of Japan Tuna

## Opening ceremony for Japan Pavilion



Photo shows (from left) Mr. Kunikata, Mr. Murayama and Mr. Nakashima.

## Opening ceremony for JSMEA booth



Photo shows (from left) Mr. Nakashima, Ms. Koefoed and Mr. Kunikata.

Fisheries Corporation to learn, among other subjects, of fishing boats operating to catch tuna in the Atlantic Ocean, ways that local workers maintain and manage Japanese ship machinery and equipment and possibilities to build and enhance relations between Japanese manufacturers and local fishery workers through its catalog of fishing vessels and other products.

6) **June 8:** The JSMEA delegation made a call at Astilleros Canarios S.A. (ASTICAN), one of the leading ship repair yards in Las Palmas. It received an orientation on the yard's activities, including repair services for Japanese tuna-fish vessels, and inspected the repair workshop that Rolls-Royce Motor Cars Ltd. had opened there as well as offshore development rigs moored at the yard. JSMEA also discussed its activities, distributing its literatures on commercial vessels, offshore development facilities, fishing boats and other products.

JSMEA intends to report findings from its business trip to Norway when its Global Strategic Plan Review Board, Offshore Development Strategy Review Board, Overseas Market Development Committee and other relevant in-house units hold meetings to have them reflected on business activities that it will advance in the future.

## Outline of the JSMEA exhibitions at Nor-Shipping 2017

**Number of members:** 10—Daihatsu Diesel Mfg. Co., Ltd.; Fuji Electric Co., Ltd.; Fuji Trading Co., Ltd.; International Marine Purchasing Association (IMPA); Kawasaki Heavy Industries, Ltd.; Nakashima Propeller Co., Ltd.; Nishishiba Electric Co., Ltd.; Shinko Ind. Ltd.; Volcano Co., Ltd. and Yanmar Co., Ltd.

Information on Nor-Shipping 2017 (disclosed by the organizer)

Number of visitors: approximately 15,500 people

Number of exhibitors: 870 enterprises

Number of national pavilions: 20 countries and regions

## JSMEA makes courtesy call at Japanese Embassy in Norway



Photo shows Mr. Ono (second from left); Mr. Kunikata (third from left); Mr. Nakashima (center); Mr. Shoichi Kitamura, executive managing director, JSMEA (third from right) and Mr. Noboru Ando, managing director, JSMEA (second from right).

## JSMEA makes call at ASTICAN shipyard



Photo shows Mr. Joaquin Andres Bosqued, business development manager, ASTICAN (center) and JSMEA delegation members in front of a Japanese tuna vessel undergoing regular repair service.

## JSMEA meets with IMPA



Members get to know each other.

## JSMEA visits NFVOA



Photo shows Ms. Beate Norveg, The NFVOA (seated, left); Mr. Paul-Gustav Remoy, The NFVOA (seated, right); Mr. Ando (standing, second from left) and Mr. Kitamura (standing, second from right).

## JSMEA calls at Consulate of Japan in Las Palmas



Photo shows Mr. Takeshi Nakajima, consul, (far left), and Mr. Naoki Tsukiyama, first secretary and deputy consul, (second from left).

## JSMEA visits Las Palmas office of Japan Tuna Fisheries



Photo shows Mr. Akira Okumura, technical manager, Japan Tuna Fisheries (second from right) and Mr. Tatsuya Tateishi, official representative, Japan Tuna Fisheries (far right).



Photo shows Mr. Bosqued and JSMEA delegation members in front of the ASTICAN shipyard.



# JEMEA Meets with WMU Sasakawa Fellowship Students



The WMU Sasakawa Fellowship Students sing the WMU school song.

Japan Ship Machinery and Equipment Association (JSMEA) met with the World Maritime University (WMU) students in Kobe on May 19. It was the second time for JSMEA to hold a conference with students from the university, which was established by the International Maritime Organization (IMO). The WMU Sasakawa Fellowship Students come from developing countries and study under a scholarship program funded by The Nippon Foundation. JSMEA organized a similar event two years ago.

The successful conference was attended by approximately 60 people. JSMEA was represented by 20 employees from 13 affiliated companies, who are members of its Overseas Market Development Committee and/or Overseas Market Development Working Group. The committee and working group are both active in approaching markets in newly industrialized economies, holding ship machinery and equipment seminars and other events. There were 27 students from 23 countries at the event.

Organized through the cooperation of The Sasakawa Peace Foundation, which brings the students to Japan on study tours every year, the conference was held in two sessions; JSMEA delivered a presentation to introduce our activities in the first session, while a reception was organized for the second session.

The conference kicked off with Mr. Masaaki Matsui, Vice-Chairman of JSMEA (Chairman of Matsui Corporation), who gave the opening address. "We hope that

Japanese ship machinery and equipment products help your countries' maritime industries grow further," he said. "We also hope that your countries and we, together, will develop win-win relations."

Following Mr. Matsui's address, Mr. Reijiro Urabe, head of the Overseas Market Development Working Group (President of Kanagawa Kiki Kogyo Co., Ltd.), briefed the students on JSMEA's activities. He emphasized that JSMEA organizes seminars worldwide to introduce new products and technologies to current and potential customers. Mr. Urabe also stressed the arduous efforts JSMEA makes to build up relations with parties from other countries and regions that are concerned with maritime affairs.

At the reception, Mr. Katsuhiko Fujiwara, head of JSMEA's Overseas Exhibition Working Group (Executive Officer of Yanmar Co., Ltd.), gave the opening remarks. The members of the Overseas Market Development Committee and Overseas Market Development Working Group introduced their respective companies. Many of the attendees exchanged information in a friendly atmosphere throughout, which was telling of the reception's success. The reception came to an end with the closing speech by Mr. Toshihiko Sasakura, a member of the Overseas Market Development Committee (President of Sasakura Engineering Co., Ltd.).

JSMEA is determined to strive to maintain relations with Sasakawa Fellows in years to come as part of its efforts to encourage the Japanese ship machinery and equipment industry to go global. To this end, JSMEA will continuously invite Sasakawa Fellows who have graduated from WMU to future events that it intends to organize worldwide.

### Outline of the conference

**Date:** Friday, May 19, 2017 16:00-18:00

**Venue:** Nanko Kaikan at Minatogawa Shrine

**Attending JSMEA members:** 13 (Daihatsu Diesel Mfg. Co., Ltd.; Fuji Trading Co., Ltd.; Hanshin Diesel Works, Ltd.; Japan Radio Co., Ltd.; Kamome Propeller Co., Ltd.; Kanagawa Kiki Kogyo Co., Ltd.; Matsui Corporation; Nakashima Propeller Co., Ltd.; Naniwa Pump Mfg. Co., Ltd.; Sasakura Engineering Co., Ltd.; Teikoku Machinery Works, Ltd.; Yamato Metal Co., Ltd and Yanmar Co., Ltd.)



Mr. Matsui gives the opening address at the seminar.



Mr. Urabe briefs JSMEA activities.



Mr. Fujiwara gives the opening remarks at the reception.



Mr. Sasakura delivers the closing speech at the reception.



Attendees at the seminar



Mr. Matsui receives a thank-you gift from WMU.

# JSMEA holds business-matching forums in Thailand, Myanmar

Japan Ship Machinery and Equipment Association (JSMEA) held business-matching forums in Bangkok, Thailand on Wednesday, June 26 and in Yangon, Myanmar on Friday, June 28. With financial assistance by the Nippon Foundation, they were the first such events organized by JSMEA in four years in Thailand and in three years in Myanmar.

The events—entitled “Thailand-Japan Business Matching Forum 2017” and “Myanmar-Japan Business Matching Forum 2017”; respectively—were opportunities for JSMEA to provide up-to-date information on Japan-made ship machinery and equipment to local parties concerned with general commercial vessels. As part of new efforts that began this fiscal year to help member companies break into overseas fishing vessel markets, it also introduced products and services for such crafts to those engaged in the fishery business. The forums drew the interest of many of those concerned with general commercial vessels, workers and other relevant parties from the fishery industry as well as Sasakawa fellows, who have completed their studies at World Maritime University (WMU) on scholarships from The Nippon Foundation. The Thai meeting was attended by 185 people (140 from Thailand and 45 from Japan), while 225 individuals gathered at the Myanmar meeting (180 from Myanmar and 45 from Japan).

During the first halves of both business-matching forums, Mr. Jun Kohno, the director of the International Affairs Office, Shipbuilding and Ship Machinery Division in the Maritime Bureau under the Ministry of Land, Infrastructure, Transport and Tourism (MLIT), spoke on international cooperation in the field of maritime affairs in Southeast Asia. Speeches were also given by governmental and

other organizations from Thailand and Myanmar, projecting future ship demand and challenges facing the maritime industry. It was the first time that those representing the local fishing industries of the host nations had spoken on subjects related to the fishery business, such as fishing activities and boats.

During the second half of the Bangkok meeting, 15 JSMEA member companies introduced their respective products and services for general commercial and fishing vessels, 12 of which gave presentations. In Myanmar, meanwhile, 13 members made similar introductions, with 11 delivering presentations.

At the business-matching forums, JSMEA set up negotiation tables for each of its companions to encourage them to individually deepen interchanges with local parties having to do with maritime affairs. The member companies were seen to be contacted by many customers and potential customers, exchanging information and engaging in other interactions.

While in Thailand for the forum, a JSMEA delegation led by its president, Mr. Shinzo Yamada, visited the Marine Department (MD), the Thai Shipowners’ Association (TSA), the Thai Shipbuilding and Repairing Association (TSBA) and organizations associated with fishing boats, such as the Department of Fisheries (DOF), the Thai Overseas Fisheries Association (TOFA) and the Southeast Asian Fisheries Development Center (SEAFDEC). In Myanmar, the JSMEA delegation called at the Department of Marine Administration (DMA), the Inland Water Transport (IWT) and the DOF, which has to do with fishing vessels. In both nations, they provided information on the Japanese ship machinery and equipment industry, and conversely obtained information on the local maritime industries.

## JSMEA visits TSA



Mr. Bhumindr Harinsuit, chairman, TSA (seated, second from left); Mr. Katsuhiko Fujiwara (seated, second from right); Mr. Kovit Kuvanonda, advisor, TSA (seated, far right); Mr. Chanet Phengjati (standing, second from left) and Mr. Napet Palm Harinsuit, vice president, Marine Safety Department, TSA (standing, third from left)

## JSMEA call at TOFA



Mr. Pompoj Ngamviriyathum, manager, TOFA (seated, far right); Mr. Aphisit Techanitisawad (seated, third from left); Mr. Katsuhiko Fujiwara (seated, third from right) and Mr. Songsang Patavanich, director, TOFA (seated, second from right)

## JSMEA makes visit to MD



Mr. Somchai Sumanuskajonkul, director-general, MD (third from left); Mr. Katsuhiko Fujiwara (fourth from left); Mr. Somnuck Sukavanich, director, MD (center) and Ms. Kamolwan Kulartwong (fourth from right)

## JSMEA makes call at DOF



Mr. Katsuhiko Fujiwara (left) and Dr. Churnam Pongsi, deputy director-general, DOF (right)

## JSMEA goes on visit to SEAFDEC



Dr. Kom Silapajarn (second from right) and Mr. Tetsuya Kawashima (far right)

## JSMEA meets with TSBA



Mr. Katsuhiko Fujiwara (seated, far left); Mr. Patrawin Chongvisal, CEO, Marsun Co., Ltd (seated, second from left); Mr. Shinzo Yamada (seated, center); Mr. Pichayane Tanprasert (seated, second from right) and Mr. Reijiro Urabe (far right).

## JSMEA pays call at DMA



Mr. Zaw Myint Thein, deputy director-general, DMA (second from left); Mr. Katsuhiko Fujiwara (third from left); Mr. Thuang Kyaing, deputy director-general, DMA (fourth from left); Mr. Shinzo Yamada (fourth from right); Mr. Masaharu Ono (third from right) and Mr. Reijiro Urabe (second from right)

## JSMEA pays visit to IWT



Mr. Reijiro Urabe (third from left); Mr. Shinzo Yamada (center); Mr. U Htay Aung, general manager, IWT (third from right); Mr. Katsuhiko Fujiwara (second from right) and Mr. Masaharu Ono (far right).

## JSMEA holds talks with DOF



**Members**  
From JSMEA: Mr. Shinzo Yamada, Chairman; Mr. Masaharu Ono, Vice chairman; Mr. Katsuhiko Fujiwara, Vice chairman; Mr. Reijiro Urabe, Leader of Overseas Market Development WG; Mr. Shoichi Kitamura, executive managing director and Mr. Noboru Ando, managing director  
From DOF: Mr. Khin Maung Maw; Mr. Nyunt Wai, director; Mr. Tun Win Myint, director; Mr. Tun Tun Win, director; Mr. Tun Huan Aung, director; Mr. Than Chaung, director; Mr. Nyunt Win, deputy director; Mr. Myint Thu, deputy director; Mr. Sone Mine, deputy director and Mr. Nilar Kywe, deputy director

## Outline of Thailand-Japan Business Matching Forum 2017

- 1 Date and time: Wednesday, July 26, 2017 (13:00-17:00: business-matching forum and 17:00-19:00: networking reception)
- 2 Venue: Okura Prestige Bangkok
- 3 Attending JSMEA members: 15 (Akasaka Diesels Ltd.; Daihatsu Diesel Mfg. Co., Ltd.; Fuji Trading Co., Ltd.; Hanshin Diesel Works, Ltd.; Isoda Metal Co., Ltd.; Japan Radio Co., Ltd.; Kanagawa Kiki Kogyo Co., Ltd.; Kemel Asia Pacific Pte. Ltd.; Nagasaki Marine Service Co., Ltd.; Nakashima Propeller Co., Ltd.; Niigata Power Systems Co., Ltd.; Taiko Kikai Industries Co., Ltd.; Taiyo Electric Co., Ltd.; Volcano Co., Ltd. and Yanmar Co., Ltd.)
- 4 Forum programs
  - a) Opening speeches: Mr. Shinzo Yamada, chairman, JSMEA
  - b) Opening speech: Mr. Jun Kohno, director, MLIT
  - c) Keynote speech: Mr. Chanet Phenjati, vice-chairman, TSA
  - d) Keynote speech: Mr. Pichayane Tanprasert, president, TSBA and managing director, The Bangkok Dock Co., Ltd.
  - e) Special speech: Dr. Adisorn Promthep, director-general, DOF, Ministry of Agriculture and Cooperatives (MOAC)
  - f) Special speech: Dr. Kom Silapajarn, director-general, SEAFDEC
  - g) Closing speech: Mr. Masaharu Ono, vice-chairman, JSMEA
- 5 Networking reception programs
  - a) Welcome speech: Mr. Katsuhiko Fujiwara, vice-chairman, JSMEA
  - b) Welcome speech: Mr. Sorasak Saensombat, director-general, MD, Ministry of Transport (MOT)
  - c) Welcome toast: Mr. Aphisit Techanitisawad, president, TOFA
  - d) Closing speech: Mr. Reijiro Urabe, Leader of Overseas Market Development WG, JSMEA

## Outline of Myanmar-Japan Business Matching Forum 2017

- 1 Date and time: Friday, July 28 (13:00-17:00: business matching forum and 17:00-19:00: networking reception)
- 2 Venue: Parkroyal Yangon
- 3 Attending JSMEA members: 13 (Daihatsu Diesel Mfg. Co., Ltd.; Fuji Trading Co., Ltd.; Hanshin Diesel Works, Ltd.; Japan Radio Co., Ltd.; Kamome Propeller Co., Ltd.; Kanagawa Kiki Kogyo Co., Ltd.; Kemel Asia Pacific Pte. Ltd.; Nagasaki Marine Service Co., Ltd.; Nakashima Propeller Co., Ltd.; Taiko Kikai Industries Co., Ltd.; Taiyo Electric Co., Ltd.; Volcano Co., Ltd. and Yanmar Co., Ltd.)
- 4 Forum programs
  - a) Opening speech: Mr. Shinzo Yamada, chairman, JSMEA
  - b) Keynote speech: Mr. Jun Kohno, director, MLIT
  - c) Keynote speech: Mr. Zaw Min, managing director, IWT, Ministry of Transport and Communications (MOTC)
  - d) Special speech: Mr. Khin Maung Maw, director-general, DOF; Ministry of Agriculture, Livestock and Irrigation (MOALI)
  - e) Special speech: Mr. Tetsuya Kawashima, technical coordinator, SEAFDEC
  - f) Closing speech: Mr. Reijiro Urabe, Leader of Overseas Market Development WG, JSMEA
- 5 Networking reception programs
  - a) Welcome speech: Mr. Katsuhiko Fujiwara, vice-chairman, JSMEA
  - b) Welcome speech: Mr. Maung Maung Oo, director-general, DMA, MOTC
  - c) Welcome toast: Mr. Wunnakyawhtin U Htay Myint, president, Myanmar Fisheries Federation (MFF)
  - e) Closing speech: Mr. Masaharu Ono, vice-chairman, JSMEA

### Thailand-Japan Business Matching Forum 2017



Mr. Shinzo Yamada gives an opening speech.



Mr. Pichayane Tanprasert gives a keynote address.



Presentations are given by JSMEA members.



Mr. Masaharu Ono gives the closing speech.



An Opening speaker: Mr. Jun Kohno



A special speech is given by Dr. Adisorn Promthep.



Attendees conduct business negotiations.



Mr. Sorasak Saensombat gives a welcome speech.



A keynote speaker, Mr. Chanet Phenjati



Dr. Kom Silapajarn, a special speaker at the forum



Attendees listen to speeches.



Mr. Aphisit Techanitisawad provides a welcome speech.

### Myanmar-Japan Business Matching Forum 2017



A keynote speaker, Mr. Zaw Min



Presentations are delivered by JSMEA members.



The closing speech is provided by Mr. Reijiro Urabe.



A welcome speaker, Mr. Wunnakyawhtin U Htay Myint



Mr. Khin Maung Maw makes a special speech.



Attendees strike up business negotiations.



Mr. Katsuhiko Fujiwara gives the opening speech at the networking reception.



The networking reception is held during the Myanmar-Japan Business Matching Forum 2017.



A special speaker, Mr. Tetsuya Kawashima



Attendees give their undivided attention to the speakers.



A welcome speech is provided by Mr. Maung Maung Oo.



The networking reception is held during the Myanmar-Japan Business Matching Forum 2017.

## Makita Started the ME Engine Seminars

In 2016, Makita Corporation, located at Kagawa prefecture in Japan, started its technical seminars about the ME engines. Since the ME engines are new engines, our customers will need training for their ship crews and superintendents. In order to ensure the safe and reliable operation of the vessel, improving the proficiency level of ship crews and superintendents about the ME engines is necessary. Makita understands the customers' needs and has decided to take a role in the ME training with the customers. In the seminar, Makita works on the development of knowledge and skills for the ship crews and superintendents by sharing our experience and expertise which is essential for the management of a vessel's main engine and

control system.

The part sales department and the sales department are responsible for the inquiry and order regarding the ME training. If you have interest in the program, please contact the following address.

- Parts Sales Department  
TEL 81-87-802-1110  
E-mail [service@makita-corp.com](mailto:service@makita-corp.com)
- Sales Department  
TEL 81-87-802-1110  
E-mail [eigyo@makita-corp.com](mailto:eigyo@makita-corp.com)

\*The ME-B engine simulator is the training machine of ME-B engine.





# M800-V Bridge Maneuvering System

We deliver reliable integrated Bridge Maneuvering System with excellent extensibility and contribute to effective and safe voyage.



M800-V - Bridge Display & Handle

- Compatible with electronically controlled 2st Engine (MAN, WIN-GD, J-ENG) and 4st Engine
- All-in-one display to touch various controls and functions.
- Excellent extensibility of functions

## Key Features



**Propulsion Control**

**Monitoring for Main Engine**

**Ship – Land Communications**

- ✓ Main Engine
- ✓ Controllable Pitch Propeller
- ✓ Azimuth Thruster



- ✓ FO Save Monitoring
- ✓ Bearing Wear Monitoring
- ✓ Water In Lub Oil Monitoring



- ✓ Condition Monitoring
- ✓ Trouble Shooting
- ✓ Reporting



### Nabtesco Corporation

1617-1, Fukuyoshidai 1-chome, Nishi-ku, Kobe, Hyogo 651-2413, Japan  
 Tel.: +81-78-967-5361 Fax: +81-78-967-5362  
 E-MAIL: newbuilding@nabtesco.com <https://www.nabtesco.com/en/>

# SOx Scrubber and NOx(EGR) Scrubber Water Circulating Pump

Naniwa's new water circulating pump was developed in response to stringent SOx/NOx emissions regulations coming into effect in 2020, globally.

To comply with these new SOx/NOx emissions regulations, sulphur oxides (SOx) and nitric oxide (NOx) are required to be removed from marine diesel engine's exhaust.

Naniwa's new water circulating pump facilitates both SOx and NOx(EGR) scrubbing. The water washing system uses circulating freshwater.



The circulating freshwater alkalifies (a caustic soda is injected for neutralization) and mixes with smoke dust during the washing process.

In order to cope with this condition, Naniwa's new water circulating pump has the following design features:

- **Stainless Steel is used for all wetted parts which thus endure a wide range of pH values (pH3~11)**

Casing	Casing Cover	Impeller	Shaft
Stainless Steel	Stainless Steel	Stainless Steel	Stainless Steel

- **A diaphragm type mechanical seal of new design and with high slurry and corrosion resistance is used.**

## Reference installation

	SOx Scrubber	NOx(EGR) Scrubber
Ship Owner	Kawasaki Kisen	Shikishima Kisen
Ship Type	7,500unit PCTC	34,000dwt Bulk Carrier
Ship Name	DRIVE GREEN HIGHWAY	DREAM ISLAND
Pump Model	FEWV-300-3D	BHR-65

# SEC SHOYO ENGINEERING CO., LTD.

## SEC Engine Combustion Pressure Sensor

### Capable of continuous operation

Shoyo Engineering's original combustion pressure sensors are guaranteed for long-term continuous use, and are available for use with both FO/FG. Basically, they are intended to be fitted to all cylinders to continuously measure pressure in all of them at the same time, and are designed with durability and reproducibility in mind.

### Capable of disassemble and restoring the main structural parts

When low-quality oil is used as fuel, the long-term continuous use of sensors causes combustion byproducts to accumulate in their pressure receiver and inflow passage for combustion gas, in the worst case, may result in a complete blockage. The SEC combustion pressure sensors, however, can blow off the internal deposits by opening the valve at the top of sensor. By doing this regularly,

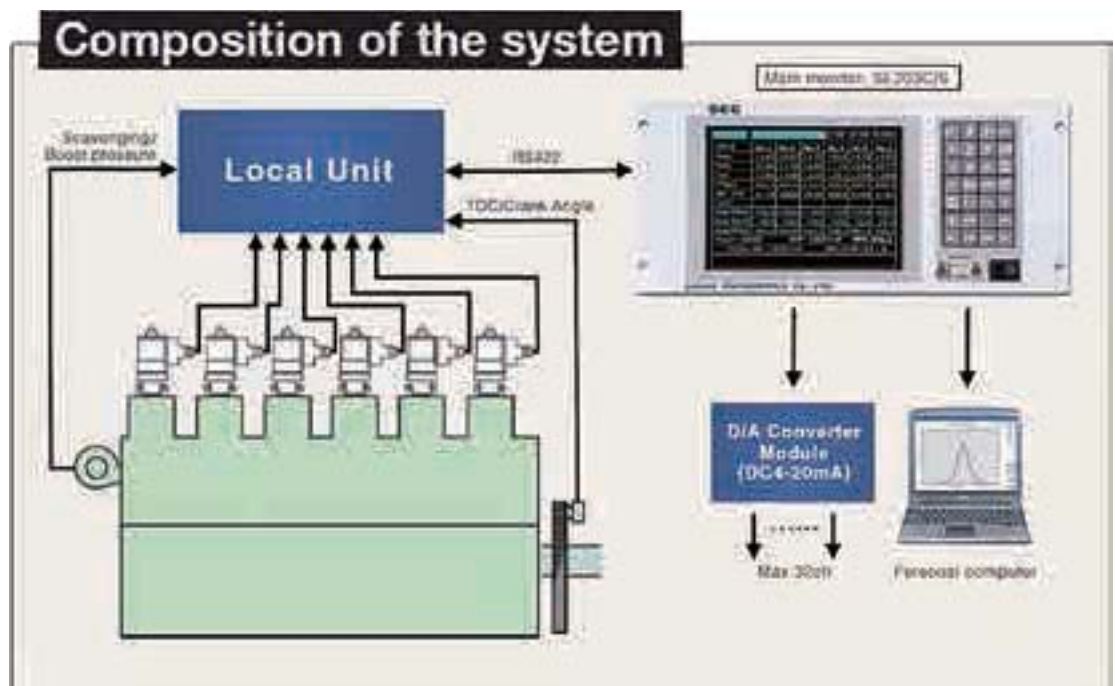
normal operation is guaranteed for a long time. A significant feature of the SEC combustion pressure sensors is that their main structural parts can be disassembled, which is quite distinctive when compare with other combustion pressure sensors. Even if an internal blockage occurs, they can be repaired and restored.

### Standard composition of measuring system

Below figure shows the standard composition of measuring system. On the main monitor, the necessary measurement factors are specified, including sensor sensitivity constant, cylinder bore, crank angle, ignition order, and average count. The 360-degree pressure data on all cylinders obtained at every 0.25/0.5 degrees is received by the local unit, and then is processed and displayed Graphic data such as P- $\theta$ , P-V graph as well as numerical data, such as Pmax, Pcomp, Pmi and IHP.



**SE20S/M**  
(Pressure/Strip frequency conversion type)



**SEC**  
MEASURING & MONITORING EQUIPMENT

**SHOYO ENGINEERING CO., LTD.**

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Tel.: +81-467-70-3605 Fax: +81-467-70-3605  
<http://www.shoyo-e.co.jp> / [admin@shoyo-e.co.jp](mailto:admin@shoyo-e.co.jp)

# The latest Automatic Steering Function (ACE: Advanced Control for Ecology) is now available for integration to existing PR-6000 Autopilots!

## PR-9000

The model PR-9000 is the latest autopilot system from TOKYO KEIKI. The PR-9000 is designed using the latest technology from a wealth of engineering and manufacturing experience of navigational instruments. Safety, accuracy, and reliability of information have been enhanced in our model lineup hereby significantly improving situational awareness and navigational safety.

An indispensable autopilot system providing effective safe bridge resource management and energy efficient navigation.



## Repeater Unit with color LCD

Color LCDs are incorporated into each system which enhances reliability of information and improves situational awareness.

## Maintaining Safe Navigation via Guidance Screen

Steering-related monitoring information can be displayed on the monitor screen. If a warning alert is generated, the navigator can simply view the proper guidance procedure on the screen in order to carry out evasive measures.

(Avoidance operating procedures Guidance Screen)



ACE (Advanced Control for Ecology), a new Course Control function that automatically creates a route on the heading between the ship's current position and destination, calculates outside disturbances (tides), and implements the best rudder control making it possible for the vessel to sail the most efficient route.

Compared to normal automatic steering (Heading Control)

- Less route deviation
- Shorter sailing distance
- Reduction in the use of Rudder
- Minimized burden on the Helmsman contribute to a safe and more efficient voyage.

## ACE/HCS comparison



PR-6000 ACE Installation example





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In a world of rising fuel costs and stringent emission targets we are passionate about reducing complexity and helping you meet these challenges. A technical partnership with WinGD and our X-DF engines offers new marine engine standards with low-pressure gas technology. We're engineering efficiency with new levels of excellence built in.

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### **Winterthur Gas & Diesel Japan Ltd.**

Minatojima 6-7-2, Chuo-ku Kobe 650-0045, Japan

Tel.: +81-78-306-2910 Fax: +81-78-306-2912

E-MAIL: [japan@wingd.com](mailto:japan@wingd.com) <https://www.wingd.com/en>



# Environmentally Conscious Technology from YANMAR

## - The Coexistence of Society and Environment

With pioneering core technology that is always ahead of the curve, YANMAR is pursuing the effective utilization of energy resources on land, at sea, and in our cities.

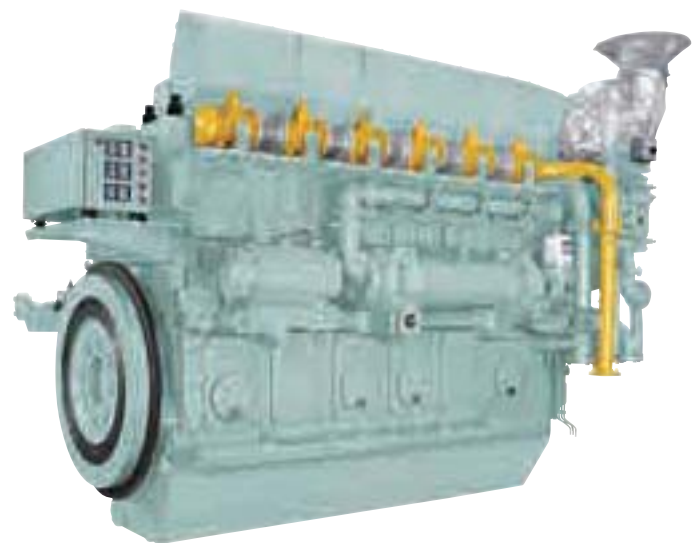
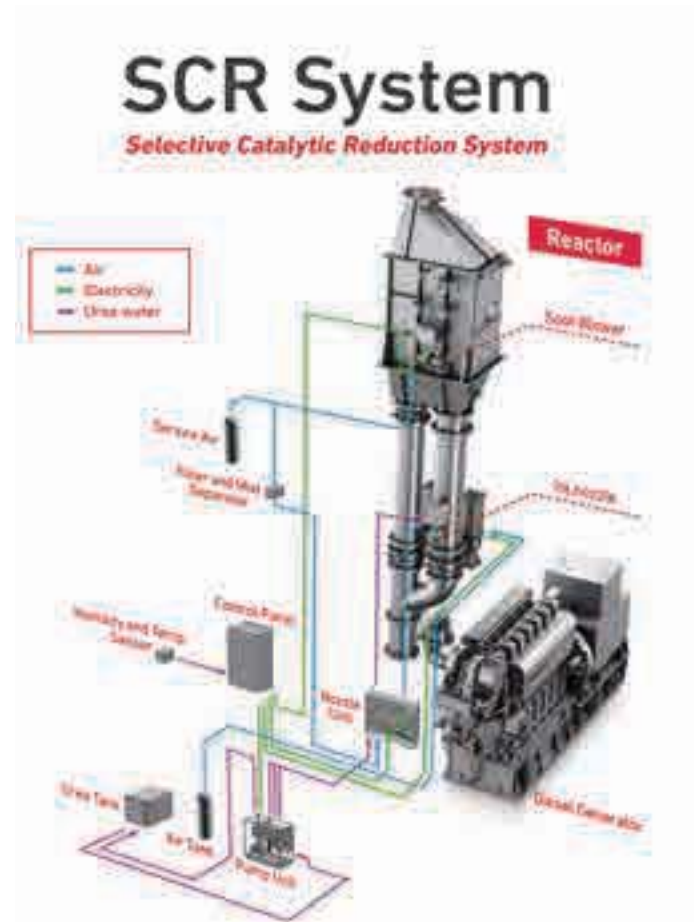
In 2016, to meet the changing times and work towards creating a resource-recycling based society, we unveiled our new brand statement: "A Sustainable Future". With this as our guiding principle, YANMAR will develop technology that provides lasting prosperity for all.

Harnessing innovative technical ability cultivated over our long history and years of experience, YANMAR marine engines deliver long-term reliability and durability to maximize the life-span of your ship. In this pursuit of improved "Life Cycle Value", our sales, development, and production divisions work in unison, allowing us to realize low operating costs for our customers.

By striving to develop more sophisticated environmentally conscious technology, as well as reducing emissions of air pollutants and the use of environmentally hazardous substances, our ultimate goal is to deliver technology that secures clean air and seas for future generations, and which contributes towards harmonious coexistence between a prosperous humankind and the Earth's environment.

### Features of YANMAR's Dual Fuel Engines

- 1 World first for single-engine-single-shaft vessels**  
Yanmar has developed a unique control system. Through multiplexing of devices, this system achieves safety and redundancy even with single-engine-single-shaft vessels, allowing you to navigate with peace of mind.
- 2 Can run on natural gas supplies worldwide**  
Real-time analysis of cylinder internal pressure together with high-speed control allows this system to avoid knocking. Offering superior combustion stability, this engine can run on natural gas supplies worldwide and with no output restrictions.
- 3 Switch fuels even at 100% output**  
Freely select which fuel to use. The system makes it possible to switch from diesel mode to gas mode during navigation, with no output restrictions. Furthermore, during emergencies the system can shift safely and instantaneously from gas mode back to diesel mode.



MARINE DUAL FUEL ENGINE 6EY26DF



**YANMAR Co., Ltd.**

2-1-1, Yaesu, Chuo-ku, Tokyo, 104-8486, Japan

Tel.: +81-3-3275-49 Fax: +81-3-3275-4969

E-MAIL: [ichiro\\_fuwa@yanmar.com](mailto:ichiro_fuwa@yanmar.com) <http://www.yanmar.com/global>



# Aquarius Marine Solar Power



In co-operation with our strategic and technical partners Eco Marine Power can supply globally a range of marine solar power products and services for ships and marine use including:

- Integrated solar power systems for ships with Aquarius MAS and battery pack.
- Flexible marine grade solar panels designed for use on ships and other vessels.
- Solar panel accessories.
- Maximum Point Power Tracking (MPPT) charge controllers.
- Marine batteries, battery packs and energy storage solutions.
- Solar power system & electrical system design. (including wiring diagrams)
- Installation support including on-site installation supervision.
- On-site technical support.
- System design support and consulting services.



## **Eco Marine Power Co., Ltd.**

Aqua Hakata 5th Floor, 5-3-8, Nakasu, Hakata-ku, Fukuoka, 810-0801. Japan.  
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**Japanese products for Fishing Vessel List**

Products List

Company Name	Contact person	Contact number	E-mail	URL
AKASAKA DIESELS LIMITED.	Mr. Takashi Shimizu	+81-3-680-8085	tsujigaki@akaska.co.jp	<a href="http://www.akaska-diesel.jp/en/">http://www.akaska-diesel.jp/en/</a>
Chugoku Marine Parts, Ltd.	Sales & Marketing Div., Sales/HC	+81-3-556-3871	<a href="http://www.cmp.co.jp/global/html/index.html">http://www.cmp.co.jp/global/html/index.html</a>	<a href="http://www.cmp.co.jp/global.html">http://www.cmp.co.jp/global.html</a>
DAIHATSU DIESEL (ASIA PACIFIC) PTE. LTD.	Mr. Takashi Hoshiguchi	+65-6389-9110	hshiguchi@dai.com.sg	<a href="http://www.dhd.co.jp/en/index.html">http://www.dhd.co.jp/en/index.html</a>
EAGLE INDUSTRY CO., LTD. KERNEL COMPANY	Mr. Rensuke Kashiwa	+81-3-348-4830	rensuke.kashiwa@kernel.com	<a href="http://www.kernel.com/">http://www.kernel.com/</a>
Furuno Electric Co., Ltd.	Mr. Kai Taji/ Mr. Satoshi Tsujii	+81-766-42-1071/1072	hd_sato@furuno.co.jp	<a href="https://www.furuno.co.jp/en/index.html">https://www.furuno.co.jp/en/index.html</a>
Kumome Propeller Co., Ltd.	Mr. Ryosuke Inai/ International Dept.	+81-45-811-2461	r-inai@kumome-propeller.co.jp	<a href="http://www.kumome-propeller.co.jp/en/">http://www.kumome-propeller.co.jp/en/</a>
Kubota Riggs Co., Ltd.	Mr. Takanori Kubota	+81-4-731-8111	kubotabooks@krc.co.jp	<a href="http://www.krc.co.jp/en/index.html">http://www.krc.co.jp/en/index.html</a>
Marlow Hydraulic Co., Ltd.	Overseas Business Department	+81-771-1749	info@mhcc.co.jp	<a href="http://www.marlow.co.jp/english/">http://www.marlow.co.jp/english/</a>
MATSU Corporation	Mr. Hisashi Sabata	+81-3-5224-2422	h.sabata@matsu-corp.co.jp	<a href="http://www.matsu-corp.co.jp/english/">http://www.matsu-corp.co.jp/english/</a>
MAZEKAWA MFC CO., LTD.	Mr. Hisashi Kida	+81-3-5642-8181	hisashi.kida@mazekawa.co.jp	<a href="http://www.mazekawa.com/">http://www.mazekawa.com/</a>
MURAYAMA DENKI LTD.	Mr. Masahiko Sato	+81-3-5417-8800	info@murayama-denki.co.jp	<a href="http://www.murayama-denki.co.jp/eng/index.html">http://www.murayama-denki.co.jp/eng/index.html</a>
Nabtesco Corporation	Mr. Kazumasa Shimizu	+81-78-967-1261	Kazumasa_Shimizu@nabtesco.com	<a href="https://www.nabtesco.com/en/">https://www.nabtesco.com/en/</a>
NAKASHIMA PROPELLER CO., LTD.	Sales & Marketing Division	+81-86-276-5111	rpm@nakashima-propeller.co.jp	<a href="http://www.nakashima-propeller.co.jp/eng/">http://www.nakashima-propeller.co.jp/eng/</a>
Narine Pump Mfg. Co., Ltd.	Mr. Toshihiko Hasegawa	+81-6-6241-6231	info@narine-pump.co.jp	<a href="http://www.narine-pump.co.jp/english/">http://www.narine-pump.co.jp/english/</a>
Nigata Power Systems Co., Ltd.	Mr. K. Takahashi, Customer Manager - Marine Team International Operations Marketing & Sales Center	+81-3-656-1226	ktakahashi@nps-power.com	<a href="http://www.nps-power.com/english/index.html">http://www.nps-power.com/english/index.html</a>
NIPPON PAINT MARINE (SINGAPORE) PTE. LTD.	Mr. Akira Lee	+65-6568-1161	akira.lee@nippon-marine.co.jp	<a href="http://nippon-marine.com/">http://nippon-marine.com/</a>
NOBUN ENGINEERING & ENGINEERING LTD.	Mr. Kenji Onaka	+81-3-5710-7061	Onaka.kenji@nobun-ref.co.jp	<a href="http://www.nobun-ref.co.jp/english/">http://www.nobun-ref.co.jp/english/</a>
SANWA COMMERCIAL CO., LTD.	Mr. Soichi Iwaki / 1811 Hidenobu Ishikawa	+81-56-353-6121	senawa@sanwa-corp.co.jp	<a href="http://www.sco-sanwa.co.jp/en/index.html">http://www.sco-sanwa.co.jp/en/index.html</a>
Sankura Engineering Co., Ltd. Sankura Service Center Co., Ltd.	Mr. N. Yoshimura, Manager of Machinery Marketing Sect. Machinery Division	+81-6-6473-2134	nm@sejm.sankura.co.jp	<a href="http://www.sankura.co.jp/en/index.html">http://www.sankura.co.jp/en/index.html</a>
SEIMO LTD.	Mr. Toruichi Shimozu	+81-78-940-8361	saka@seimo-hd.com	<a href="http://www.seimo-hd.com/en/">http://www.seimo-hd.com/en/</a>

**Japanese products for Fishing Vessel List**

Makers List

Company Name	Contact person	Contact number	E-mail	URL
AKASAKA DIESELS LIMITED.	Mr. Takashi Shimizu	+81-3-680-8085	tsujigaki@akaska.co.jp	<a href="http://www.akaska-diesel.jp/en/">http://www.akaska-diesel.jp/en/</a>
Chugoku Marine Parts, Ltd.	Sales & Marketing Div., Sales/HC	+81-3-556-3871	<a href="http://www.cmp.co.jp/global/html/index.html">http://www.cmp.co.jp/global/html/index.html</a>	<a href="http://www.cmp.co.jp/global.html">http://www.cmp.co.jp/global.html</a>
DAIHATSU DIESEL (ASIA PACIFIC) PTE. LTD.	Mr. Takashi Hoshiguchi	+65-6389-9110	hshiguchi@dai.com.sg	<a href="http://www.dhd.co.jp/en/index.html">http://www.dhd.co.jp/en/index.html</a>
EAGLE INDUSTRY CO., LTD. KERNEL COMPANY	Mr. Rensuke Kashiwa	+81-3-348-4830	rensuke.kashiwa@kernel.com	<a href="http://www.kernel.com/">http://www.kernel.com/</a>
Furuno Electric Co., Ltd.	Mr. Kai Taji/ Mr. Satoshi Tsujii	+81-766-42-1071/1072	hd_sato@furuno.co.jp	<a href="https://www.furuno.co.jp/en/index.html">https://www.furuno.co.jp/en/index.html</a>
Kumome Propeller Co., Ltd.	Mr. Ryosuke Inai/ International Dept.	+81-45-811-2461	r-inai@kumome-propeller.co.jp	<a href="http://www.kumome-propeller.co.jp/en/">http://www.kumome-propeller.co.jp/en/</a>
Kubota Riggs Co., Ltd.	Mr. Takanori Kubota	+81-4-731-8111	kubotabooks@krc.co.jp	<a href="http://www.krc.co.jp/en/index.html">http://www.krc.co.jp/en/index.html</a>
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