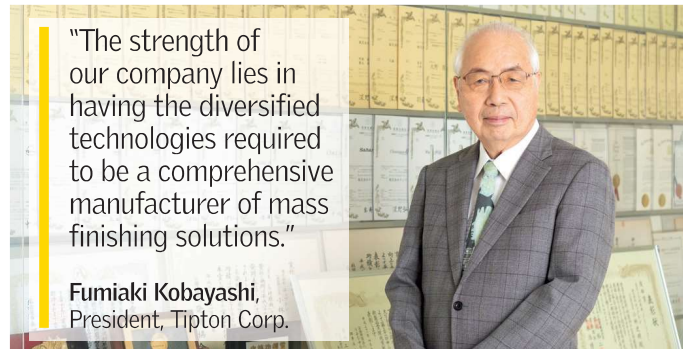


The finishing touch of Tipton

Tipton has been a pioneer in the mass finishing industry, setting standards for over 80 years.



"The strength of our company lies in having the diversified technologies required to be a comprehensive manufacturer of mass finishing solutions."

Fumiaki Kobayashi,
President, Tipton Corp.



Abrasive media

innovative new product, Mighty-Mild. The new machine can perform double the number of revolutions of traditional centrifugal barrel finishing machines, while reducing the number of rotations to one-quarter or less.

Finishing takes place at low-speed high-pressure flow, a state achieved by increasing the pressure (revolution speed) and decreasing the flow speed (rotation speed). Hence the name: Mighty-Mild.

The technology, which significantly reduces cracking and chipping, is rated highly. "In 2019, it received the Minister of Economy, Trade and Industry Award at the 'National Invention Awards', one

An urakata – or backstage – company specializing in the highly specific mass finishing industry, Tipton was established in 1939.

Initially a manufacturer of grinding wheels and abrasive media, the corporation has since diversified into machinery and chemical compounds. "The ability to design, produce and sell



Mighty-Mild

all these factors – the machinery, the abrasive media and the chemical compounds – has given us a unique position in the market as an integrated solutions provider for mass finishing," says company president Fumiaki Kobayashi.

Having pioneered the first centrifugal barrel finishing machine in 1961, Tipton is now departing from that model with its



HQ in Aichi, Japan

of Japan's largest patent-related awards," Mr. Kobayashi confirms.

With the market cornered domestically, the focus is now on promoting the technology to overseas companies. To this end, the company recently secured a 100-million-yen government subsidy to perform research. According to Mr. Kobayashi, the subsidy will allow Tipton to tackle "the development of the world's smallest abrasive media, the world's largest ultra-high pressure barrel finishing machine, and the world's first mass finishing simulator."

Joint research members include Kanazawa University, Shin-Etsu Chemical and Murata Manufacturing.



Shizuoka Seigyo: Originality and strength for custom-made optimal solutions

In an ever changing business environment SHiZCON is proving that agility, precision and expertise can spur real growth in new markets, at home and abroad.

Founded in 1981, SHiZCON had long focused on factory automation devices for the automobile sector centered in the Shizuoka Prefecture, where its head office is located. But recently the company opened a sales office in Yokohama to serve the medical, food, semiconductor, and other sectors, which is its latest step towards diversification into various other fields. And with a view to expanding outside of Asia, Kazuhito Unno, the company's president and CEO, is living up to his own motto to live life with no regrets.

"We deal with many famous brands, including Mitsubishi, Idec, Panasonic and Fuji Electric, as well as niche companies," Mr. Unno says, "and we listen to our customers'



Kazuhito Unno,
President and CEO,
Shizuoka Seigyo Co., Ltd.
 www.shizcon.com

needs before putting forward the best, most optimal solutions."

These ideas of fully understanding the client's requirements and providing very personalized products run deep in the company, according to the president. Whereas some salespeople over-spec products for higher margins, SHiZCON "provides the optimal solution that is appropriate for the required specs. That is our company's strength," Mr. Unno explains, acutely aware of fresh challenges.

"With the global trend towards electrification there are new opportunities for those doing business in the areas of batteries, sensors, brakes and anti-collision systems. These are areas where we can

expand, so we don't feel the threat of these changes."

Building on the successes at home in Japan and elsewhere on the continent, however, is one of SHiZCON's key objectives.

"Although there may be language barriers, there is a common understanding when it comes to business and we are looking to expand beyond Asia to the North American and Mexican markets in the future," Mr. Unno says. "It is difficult for Japanese companies to compete with those in China, South Korea, Taiwan and Southeast Asia in terms of cost, but there are many possibilities in North America where adherence to delivery is valued more than discounts," he highlights.

And where SHiZCON really stands out, says Mr. Unno, is on its agility, stepping in where larger companies hesitate. "Thanks to our manufacturing ability, we can create unique, custom-made solutions."



Office



Factory



Control Panel



Warehouse