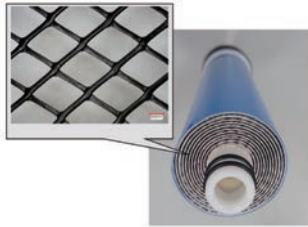


Comprehensive solutions drawing on over six decades of expertise

A company that specializes in electromagnetic compatibility, Kitagawa Industries provides consulting services and products focused on heat and noise countermeasures.



Antifouling feed spacer for RO membrane modules

The Japanese company Kitagawa Industries is a market-leading specialist in the field of electromagnetic compatibility (EMC). Boasting over 60 years of expertise, it provides consulting services and products that prevent electric/electronic components and devices from interfering with others in their environment. Based in Inazawa City, Aichi Prefecture, Kitagawa has manufacturing, sales, and other facilities across Japan, as well as 11 overseas bases in Asia, the United States and Europe.

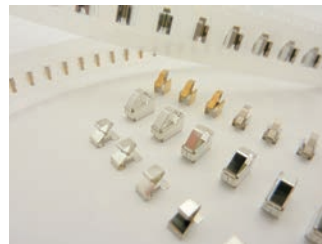
"Our main focus is on consulting for EMC countermeasures," says President Yoshihiro Hirakawa. "There are many EMC testing facilities around the world where customers can bring in their products. The key advantage our EMC center has over others is that our consulting service can provide solutions when customers' products fail an EMC test. There are many companies that specialize in EMC testing or EMC-related parts, but we're the only one in the world that offers a comprehensive service: from testing, to consulting, to the implementation of solutions.

"The 'integration' approach first started with responding to the requirements of our customers in their product development. They're likely to visit us to evaluate whether their products comply with various EMC standards right before the mass production stage. Suppose a test shows non-compliance with EMC standards and



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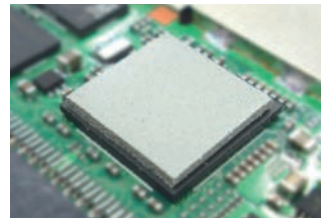
On-Board contact for EMC



Sleeve ferrite clamps for EMC

the production schedule cannot be delayed; countermeasures must be taken very quickly. Customers' engineers are likely to have limited experience in EMC. Our highly qualified professionals can help them to comply with standards."

Kitagawa's wide portfolio of solutions includes noise-sup-



Cool provide for thermal management



EMC solutions services

pression, thermal management, anti-vibration and sputter technology; while its products range from wiring clamps and cable ties to snap spacers designed to secure components in place. Kitagawa's sights are also set on developing a technique that can be applied to customers' prod-

ucts during the design process, rather than being introduced as a fix when a problem occurs at the manufacturing stage.

This drive is in line with the 'seeds' principle, a branch of the firm's production development philosophy that seeks to anticipate clients' needs. "We strive to predict changes in society, infrastructure, technology and the future products of our customers in order to be prepared for those changes," Mr. Hirakawa explains. "In other words, we nurture the 'seeds' of new business."

Another key future focus in product development is the integration of technologies that Kitagawa offers its clients; for example, noise-suppression and heat-reduction systems can be combined. "We have the ability to propose solutions for both at the same time," Mr. Hirakawa says. "I think a combination of noise and heat-prevention technologies will generate a synergetic effect to provide new value."

Kitagawa works with clients in a wide range of sectors. "Our products are targeted for use in motor vehicles, home appliances, industrial equipment, machine tools and semiconductor manufacturing equipment," Mr. Hirakawa says. "And we plan to expand the business to include medical and environmental energy equipment. In fact, inquiries and sales related to those fields have been increasing in recent years."

As well as expanding into new business areas, Kitagawa is also out to boost its client base by increasing its international reach. "Our overseas business has developed in alignment with the growing demands of our customers that transfer production overseas," Mr. Hirakawa notes. "Therefore, most of our customers are Japanese companies operating in China and ASEAN countries, with the exception of Germany, the U.S. and Taiwan. We want to diversify our customer base by capturing untapped foreign customers, particularly in China, the U.S. and European countries."

KIGS

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