

## Business Offer

---

### A Japanese manufacturer of gas detectors is seeking distributors for their products in Europe

---

#### Summary

---

*A Japanese company manufacturing gas detectors and sensors is looking for distributors and agents in Europe. The company's product line-up ranges from standalone detectors to full gas monitoring systems. They expect commercial or distribution agreements with companies which have a strong sales force as a distribution channel in industries such as: oil, gas, chemicals, steel, tankers, power plants, semiconductor, mining, warehouses, foods and other.*

<b>Creation Date</b>	10 July 2017
<b>Last Update</b>	02 August 2017
<b>Expiration Date</b>	11 July 2018
<b>Reference</b>	BOJP20170707001

---

#### Details

---

##### Description

A leading Japanese manufacturer of gas detectors and sensors is seeking European distributors and agents. The company's gas detectors address the increasing need for safety in workplaces and can also be useful in disaster prevention and relief. They allow for efficient monitoring of workers health and medical conditions in difficult working environments.

Sensor line-ups and sampling system technologies for special applications in the following fields can be offered: oil, gas, chemicals, steel, tankers, power plants, semiconductor, liquid crystal, mining, warehouses and foods.

The product line-up includes fixed gas detectors from standalone detectors to full gas monitoring systems as well as portable gas detectors (Single gas or Multi gas). Products are 100% Made in Japan and certified according to industry and safety standards in various countries.

A distributor or commercial contract between the local distributor and the Japanese manufacturer should include sales and after-sales services towards customers in the distributor's region.

##### Advantages and Innovations

The Japanese company is an integrated manufacturer who carries out every step from development of sensors to manufacturing, sales and maintenance of gas detectors. Therefore, the company guarantees high quality and high performance products made in Japan. They can also adapt flexibly to various industries and develop tailored solutions for customer's specific needs.

Detectors for the following gases are available:

- Combustibles (Hydrogen, Hydrocarbons, Alcohols, Solvents, etc.),
- Toxic gases (Ammonia, Arsine, Carbon Monoxide, Chlorine, Diborane, Fluorine, Formaldehyde, Hydrogen Chloride, Hydrogen Fluoride, Hydrogen Sulfide, Nitric Oxide, Phosphine, Silane, Sulfur Dioxide)
- Oxygen
- And other special gases (Carbon Dioxide, Sulfur Hexafluoride, Anesthetic gases, Fumigants, Fluoro compounds)

The newest portable multi-gas detector offered by the company is one of the leading devices in its class. Its small size allows staff to carry the device all time and to work safely without being limited in movement during operation.

The company also produces Photoelectron-Spectrometers for Surface analysis working under atmospheric pressure.

Products are tested to comply with the following standards and regulations:

- ATEX II 1G Ex ia IIC T4
- IECEx Zone 0 Ex ia IIC T4
- CSA Intrinsically safe, class I, Division I, Groups A, B, C, D
- CE
- TIIS Ex ia IIC T4
- MED

---

## Keywords

---

### Market

08002002                      Industrial measurement and sensing equipment

### NACE

C.26.5.1                      Manufacture of instruments and appliances for measuring, testing and navigation

---

## Network Contact

---

### Issuing Partner

EU-Japan Centre for Industrial Cooperation

### Contact Person

Eivilte Kandrataviciute

### Phone Number

+322820041

### Email

info-eu@eu-japan.eu

**Open for EOI :**    **Yes**

## Dissemination

### Restrict Dissemination to Specific Countries

Albania, Armenia, Austria, Belgium, BosniaandHerzegovina, Bulgaria,  
Croatia, Cyprus, CzechRepublic, Denmark, Estonia, Finland, France,  
Germany, Greece, Hungary, Iceland, Ireland, Italy, Latvia,  
Lithuania, Luxembourg, Macedonia, TheformerYugoslavRepublicof, Malta,  
Moldova, Montenegro, Netherlands, Poland, Portugal, Romania,  
Serbia, Slovakia, Slovenia, Spain, Sweden, Turkey, Ukraine,

## Client

### Type and Size of Organisation Behind the Profile

Industry >500

### Year Established

1939

### Turnover

100 - 250M

### Already Engaged in Trans-National Cooperation

Yes

### Experience Comments

The company started overseas expansion about 30 years ago and has 28 distributors worldwide.

### Certification Standards

ISO 9001  
ISO 14001

### Languages Spoken

English

### Client Country

Japan

## Partner Sought

## Type and Role of Partner Sought

Distributors should be experienced in the service and maintenance of instrumentation device/safety apparatus and have a strong sales force as a distribution channel to one or more of the following industries: oil, gas, chemicals, steel, tankers, power plants, semiconductor, liquid crystal, mining, warehouses, and foods.

Partners with a wide range of interest would be preferred. Experience with other industry distribution channels as those mentioned above is also welcome.

Distributors are expected to:

- Explore the market
- Sell the products to users
- Take care of after-sales service and maintenance if possible

Details on how to arrange installation and maintenance will be discussed after the initial contact. Distribution rights and sales commission will be decided depending on the partners' capabilities.

## Type and Size of Partner Sought

SME 11-50, SME <10, SME 51-250, >500

## Type of Partnership Considered

Distribution services agreement  
Commercial agency agreement

## Attachments

2009\_no brand.jpg



GX-6000\_no brand.jpg

