

Partnering Opportunity

Profile status : Published

Business Offer

Japanese manufacturer of magnesium made canes and wheelchair frames is seeking partners in the EU to work under manufacturing, outsourcing, or subcontracting agreements

Summary

A Japanese company specialized in the production of magnesium assistive devices is offering its services to EU companies in this sector.

Magnesium is notorious for its toughness, but through expertise and skill the Japanese company managed to succeed in manipulating it and developed its own brand of frames for canes and wheelchairs.

The company is offering its know-how for original equipment manufacturing under the form of a manufacturing, outsourcing, or subcontracting agreement.

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Details

Description

Ref: BOJP20210914001

A Japanese company founded in 2010 in Shizuoka prefecture is looking to bring their expertise in working with magnesium to the EU. They are capable of manufacturing a variety of assistive devices and their components using magnesium. Their offered products consist of semi-final products of walking canes, quad canes, and a frame for wheelchairs made of magnesium alloy.

Magnesium is one of the lightest metals available in the world and therefore matches well with assistive devices. Although magnesium is notorious for its toughness and being hard to bend and weld, the Japanese company has acquired the necessary expertise and technological ability to make skilful manipulation of its form and shape possible.

The Japanese companies' semi-final products also can be sold as an original brand cane with original colouring. The products are aimed at the high-end market where there is demand for factors such as a unique design, colour, function, light weight, and high durability. They are also capable of customizing the products based on the wishes of EU customers.

In their domestic market they sell their products through e-commerce channels, via a partner agent company, and through collaborative production. They have collaborated on products used by professional para-athletes in large global sporting events.

With this background the Japanese company would like to engage with EU partners in the assistive devices market and consider manufacturing, outsourcing or subcontracting agreements. A manufacturing agreement can involve OEM (original equipment manufacturing) services from the Japanese company to the EU partner for original brand canes. EU partners are also welcome to outsource production of their products to the Japanese company, or propose a subcontracting agreement. For new first-time orders, the company provides a quick OEM service from design to shipment between 1 to 3 months depending on the manufacturing specificities of the request.

Advantages and innovations

The use of magnesium in their products is what sets the Japanese company apart from the competition.

Magnesium is one of the lightest of all commonly used structural materials with a density of 1.7g/cm³ approximately 1/3 times lighter than aluminium, which is the most commonly used material for assistive devices manufacturing. Despite the lower density, magnesium alloys have a comparable strength to weight ratio to aluminium. These characteristics help to reduce the burden on the user.

The expertise and technological know-how of the Japanese company to change the shape of magnesium means they are capable of making various designs, such as specific curvatures and functional designs.

Competitors that use magnesium are usually not capable of producing complicated shapes such as tubes. They also have their own in-house design process of powder coating, which further differentiates their products from those offered by competitors.

Keywords

Technology

02007010

Metals and Alloys

Market

08001012

Speciality metals (including processes for working with metals)

NACE

C.25.5.0

Forging, pressing, stamping and roll-forming of metal; powder metallurgy

Network Contact

Issuing Partner

EU-Japan Centre for Industrial Cooperation

Contact Person

Rijnties Mark

Phone number

+8136040281

Email

info-eu@een-japan.eu

Open for EOI: **Yes**

Dissemination

Restrict dissemination to specific countries

Austria, Belgium, Denmark, Finland, France, Germany, Ireland, Italy, Luxembourg, Netherlands, Portugal, Spain, Sweden

Relevant sector groups

Materials

Client

Type and Size of Organisation Behind the Profile

Industry SME <= 10

Year Established

2010

Turnover

<1M

Already Engaged in Trans-National Cooperation

Yes

Languages Spoken

English

Client Country

Japan

Partner Sought

Type and Role of Partner Sought

The Japanese company is looking for EU partners that are involved in the manufacturing of assistive device such as canes and wheelchairs. These partners should have a strong position in the assistive devices industry. The EU partner should be in need of a partner that can manufacture OEM products, or should be looking for a partner to which they can outsource or subcontract their production.

The Japanese company is also eager to meet companies that have products or services for para-athletes, due to their own experience producing products such as wheelchairs and hand rims, as a subcontractor, for para-athletes in Japan. If the EU partner has similar connections it is considered a plus.

Type and Size of Partner Sought

SME 11-50,SME <10,251-500,SME 51-250,>500

Type of Partnership Considered

Manufacturing agreement
Subcontracting
Outsourcing agreement

Attachments



Example 1



Example 3

Example 5



Example 2



Example 4