

# TSUNAMI Newsletter -- June 2009

## 118<sup>th</sup> Business Plan Presentations held on June 10, 2009 at Iwasaki Gakuen in Yokohama

### 1. i-Three Corporation <http://www.i-3.co.jp/english.html> (English)

**President (Mr. Syoichi Ishii)** Established in May 2006 Capital stock: 12 million yen

I-three is engaged in development and sale of semi-auto door equipment for housing, hospitals, and old age facilities. This equipment makes absolutely no use of electricity and is powered by springs instead. The company also develops and sells spring-operated devices for opening and closing the doors between railway carriages. In addition, it develops other products applying springs, sometimes in joint programs with other companies.

**【Comments】** I remember marveling at how easily I opened a door in hospital that looked massive but opened with just a little push, and was surprised to learn that it was made by i-three. I think it was great that the president got the idea from the spring of a toy car. Besides its business with hospitals, it has also begun to make deliveries to Tokyo Metro (for the inter-carriage doors). I am looking forward to its future activities.



Mr. Ishii

### 2. Agile Patch Solutions Inc. <http://www.agile-patch.co.jp> (Japanese)

**President (Mr. Bin Yamamoto)** Established in April 2009 Capital stock: 2 million yen



Mr. Yamamoto

Drawing on his experience in development at a major manufacturer of semiconductor equipment, Mr. Yamamoto established Agile Patch Solutions for the purpose of developing equipment for inspection of semiconductor photomasks. Semiconductors attained increasingly higher scales of integration driven by signal devices. More recently, however, the industry has been looking forward to expanded production of mainly environment-friendly power devices in the middle- and low-end classes. The company is focusing on development of inspection equipment for photomasks used in production of semiconductors for such devices.

**【Comments】** The company is a new one, and was established only this spring. The founder went into business because he felt the limits of maintenance and service life extension as aging inspection equipment is increasingly taken out of service, and figured that there would continue to be a demand for middle- and low-end equipment. In his presentation, he described his determination to help revitalize the semiconductor industry based on know-how acquired through his involvement in the maintenance and life extension business as well as on original technology.

### 3. Pro-Material Corp. <http://www.pro-m.co.jp/> (Japanese)

**President (Mr. Masamichi Saito)** Established in October 2005 Capital stock: 40 million yen

Pro-Material is pursuing the commercialization of both new and low-cost power generation systems that make practical use of Stirling engines, a little-utilized type, and apply biomass, waste heat, and solar heat. The Stirling engine converts heat into electricity, and can generate power as long as it is supplied with heat, even from sources such as waste heat from factories, various types of biomass (wooden chips, pellets, scrap wood, tree trimmings, manure, waste oil, etc.), refuse, and solar heat. The engine at the core of the system has only about 10 parts. The systems are made of ordinary materials such as stainless aluminum, and raise prospects for a substantial cost savings. They hold big benefits for energy conservation and reduction of CO2 emissions due to their use of waste heat and biomass in Japan and other developed countries, and for the diffusion of electricity (due to its capability for distributed installation) in addition to reduction of CO2 emissions in developing countries.

**【Comments】** The systems are dedicated to recovering energy that has been neglected or discarded so far and turning it into electricity. They can also be used as auxiliary generators in countries where supply of grid power is unreliable. I was struck by Mr. Saito's assertion that, in such countries, conditioning of the infrastructure for power supply may be even more important than the construction of schools.



Mr. Saito

### 4. T. I. C. Corp.

**President (Mr. Hisakazu Ota)** Established in April 1995 Capital stock: 20 million yen



Mr. Ota

Ever since its establishment, TIC has engaged exclusively in development and sale of disposal systems for restaurant businesses. It embarked on development of an order entry system in 1981, and introduced stealth dot code expertise from Taiwan's SONIX. It was told by a major restaurant chain that an efficient, simple, and low-cost order entry system was indispensable for lowering personnel expenses, which accounted for most of the operating cost. It wants to expand its sales of a both simple and low-cost (JPY1.3 million for 30 tables) system that sends orders directly from the table to the kitchen. The system is based on menu sets placed on tables that display photos of food items in color on LCD panels when customers touch them with a special pen.

**【Comments】** Self-order systems have made fairly extensive inroads among restaurants. In my opinion, the advantages of TIC's products are their simple operation, comprehensibility, and (on the restaurant side) low cost burden for installation and maintenance.

The presentation meeting venue has enough space in the rear for introduction of products. Be sure to contact us if you know a company that would like to make a presentation.

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