

TSUNAMI Newsletter -- April 2010

126th Business Plan Presentations Was Held on April 14, 2010 at Iwasaki Gakuen in Yokohama

1. Prime Note Inc.

President (Mr. Naoto Kaneko) Established in April 2010 Capital stock: USD96,000

Prime Note's business revolves around its organization with a membership of small and medium enterprises handling goods and services mainly for youth and young adults (aged 13 - 29). It provides these member companies with space for sales of their merchandise within shopping centers and sales strategies making effective use of mail-order media including TV shopping, the Internet, and leaflets. Besides allowing them to share their products and services, it also offers its members services linked to an expansion of their sales channels and improvement of their results, all for a monthly membership fee. The company wants to open numerous rental shops, which provide space for sales in actual stores and constitute its greatest strength, in Japan and other countries.

【Re-Cap】 The presenter described the company's business model, which rests on provision of services for expansion of sales channels, business matching, sales promotion, and other purposes to small and medium enterprises through agencies. The low level of monthly fees, which start at 900 yen, is an added inducement.



Announced by
Mr. Nakamura

2. Environment Material Engineering Inc.

President (Mr. Nakakazu Yamamoto) Established in July 2009 Capital stock: USD74,800



Mr. Yamamoto

Environmental Materials Engineering is engaged in the development, manufacture, and sales of materials to prevent contamination by heavy metals, volatile organic compounds (VOC), oil, odors, and other elements (and especially non-soluble materials to prevent soil contamination due to heavy metals). It also furnishes services in consultation related to methods of usage and construction with these materials, and norms and standards for quality control. In addition, it implements performance tests of nonsoluble materials, and assesses, analyzes, and reports on the test results. Moreover, it uses the findings to put together comprehensive proposals for material selection and use, with coverage of aspects including cost and operation. It has been given high marks for its activities.

【Re-Cap】 Environmental Materials Engineering is involved in a program of industry-academia collaboration with Hokkaido University, and made a very favorable impression as a case of collaborative business that is really substantial in fact as opposed to merely looking good on paper. Parties with sites requiring countermeasures for heavy metals are strongly urged to contact it.

3. Yokohama BioResearch & Supply, Inc. <http://www.yokohamabio.co.jp> (Japanese)

President (Mr. Yasuaki Kase) Established in August 2006 Capital stock: USD916,000

Yokohama BioResearch & Supply is engaged in outsourced manufacture of investigational new drugs of the sort required in the process of development of new pharmaceuticals applying genetically recombinant protein. Its facilities are in conformance with the Good Manufacturing Practice (GMP) standards. The scope of its activities also embraces joint development, and support for development, of recombinant pharmaceuticals for which patents have already expired (bio generic drugs) as a variant type of business in the same field. The manufacture of recombinant protein on the pharmaceutical level requires strict control of the environment, and construction of the related facilities entails a great expense. The company has the status of a cooperating firm and received assistance with the construction as well as consignments for facility management and operation.

【Re-Cap】 It is wonderful that the facilities for consigned manufacture of investigational new drugs for bio pharmaceuticals as well as the related research and development were built in Yokohama. There are high hopes for the growth of further business in product manufacture and development support as well as the expanded use of these new facilities.



Mr. Kase

4. Applied Micro Systems Inc. <http://www.applied-micro-systems.net/en/> (English)

President (Mr. Yoshiyuki Kato) Established in January 2005 Capital stock: USD660,000



Mr. Kato

Applied Micro Systems develops, designs, assesses, manufactures, and sells precision equipment. Its chief product is the needle dispenser, which harnesses both technology applying piezoelectric devices and control technology for micro-quantities of liquid. The amount of liquid that can be applied with the conventional dispenser (pneumatic or jet) gets no finer than 1 nanoliter, or 1,000 picoliters (pl). In contrast, the needle dispenser is capable of stable and continuous application of liquid in micro-quantities ranging from 0.1 to a few hundred pl. Furthermore, in contrast to the ink jet type, which can apply only liquid with a low viscosity in the range of 1 - 15 centipoises (cP), the needle dispenser can also apply liquid with a viscosity up to 350,000 cP.

【Re-Cap】 The presenter described the needle dispenser, which is landmark technology as compared to the conventional types of dispensers for application of liquids, i.e., pneumatic jet and ink jet. The audience was amazed by the outstanding features as regards the scope of liquid viscosity able to be handled and the locational precision.

With the start of April, newly hired employees here in Japan turn up at the office looking so fresh in their brand-new suits. The beginning of another fiscal year is a busy time, and we were grateful for participation by about 60 persons in spite of this.

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