

Kaiten T&I (Japan) Co., Ltd.

Mr. Zhang, Representative President, started business soon after graduating from a university in Kyushu. Kaiten Tsusan Co., Ltd. started with the import of abrasive materials from China and its sale in Japan. It then established a system of manufacture of raw materials and abrasive materials in China within a short a time and is now expanding its business.



The blue part represents "T," or "TSU" as in Tusan, which means trade.
The red, light blue and blue part represent "I," or "SAN" as in Tusan, which means industry.

Company Profile

● Representative President	Zhang Xianhai
● Location	6F, Fukuoka SRP Center Building, 2-11-22 Momochihama, Sawara-ku, Fukuoka
● TEL	+81-92-831-2050
● URL	http://www.kaiten-ti.co.jp
● Established	April 2004 (Began business in May 2006)
● Nationality	Chinese
● Capital	¥ 100 million yen
● Number of employees	4
● Description of business	Development, manufacture, import and wholesale of abrasive materials Import of industrial and architectural products and raw materials

Reasons for Starting Business in Kyushu

Interviewee: Mr. Zhang, Representative President

- Studies at Kyushu University and starts business in Fukuoka
 - I came to Japan to study in 1995. While a student of Kyushu University in April 2004, I registered a company using the "minimum capital regulation exceptional system (so-called one-yen company foundation)" and started business in May 2006 after graduation. I believed that companies that are incorporated and start business in Japan could earn the trust of Japanese companies more easily, considering their nature, so I decided to start in Japan.
- Wins customers in Japan thanks to part-time job while studying at Kyushu University
 - While a student of Kyushu University, I served as an interpreter for an abrasive material processing dealer who visited Kyushu from China. With this as a start, I came to support his business in Japan and obtained good connections with Japanese companies useful to the current business.
- Center of Asia, proximity to China, good living environment
 - I knew Fukuoka well because I studied at Kyushu University, and Fukuoka is the center of Asia. Also, Fukuoka is close to China and I thought that the living environment is excellent even compared to other cities in Japan.

Business Conditions

- Kaiten Tsusan Co., Ltd. is engaged mainly in international trading, temporary staffing and IT business. It mainly manufactures and processes abrasive materials in China and sells them in Japan. Their applications are mainly for semiconductors and solar cells.
- In July 2006, "China Tonghua Kaiten New Construction Material Co., Ltd.," which is 100 percent owned by Kaiten Tsusan, was established in Jilin Province, China. The new company manufactures architectural materials, which are mainly for the Chinese market.
- In February 2007, "China Mudanjiang Kaiten Abrasive Materials Co., Ltd.," which is a joint venture, was established in Heilongjiang Province, China. It manufactures abrasive materials, of which 75 percent is exported to Japan and all are sold as products of Kaiten Tsusan.
- In July 2008, for securing raw materials in China, "China Mengyuan Kaiten Mining Co., Ltd." was established. The system where manufacture of raw materials, manufacture of processed materials and sales can all be achieved within the group was established.
- Currently four staff members are employed. In line with expansion of the business in the future, we would like to employ persons with technical skills who can serve as salespersons and provide after-sales service.

Future Prospects

- Expansion of the market of abrasive materials for Japan
 - We are currently analyzing the Japanese market. We will expand both our production capacity and strengthen sales.
- Introduction of Japanese technology, entering into the machinery manufacturing industry targeting the Chinese market
 - We are considering a new machinery manufacturing business targeting the Chinese market, cooperating with Kyushu's small and medium-sized companies that have the processing technology of abrasive materials and other equipment.

