

Taiyo: Facilitating Automation in China

太瑶：助力中国自动化

—— Interview with Mr. Kato Yasuhiro, the Managing Director of Taiyo Precision Machinery (Zhejiang) Co., Ltd. and Shanghai Taiyo Automation Technology Co., Ltd.

—— 访太瑶精密机械（浙江）有限公司和上海太瑶自动化科技有限公司董事总经理加藤 康宽先生

□记者 黄晏陵

2019年4月15日，春暖花开，艳阳高照，自动化行业的杰出代表 TAIYO AQURIS 株式会社旗下的子公司，太瑶精密机械（浙江）有限公司在国家级平湖经济开发区领军创业园内迎来盛大开业典礼。浙江平湖经济开发区管委会胡泓恬主任、上海欧姆龙控制电器有限公司王伟列部长、苏州和泉电气有限公司若林 哲也总经理、松下神视电子（苏州）有限公司北村 将彦工场长、TAIYO AQURIS 株式会社 原 诚一社长、太阳机械工业株式会社水主 吉彦社长、TAIYO AQURIS 株式会社森 一郎董事、太瑶精密机械（浙江）有限公司



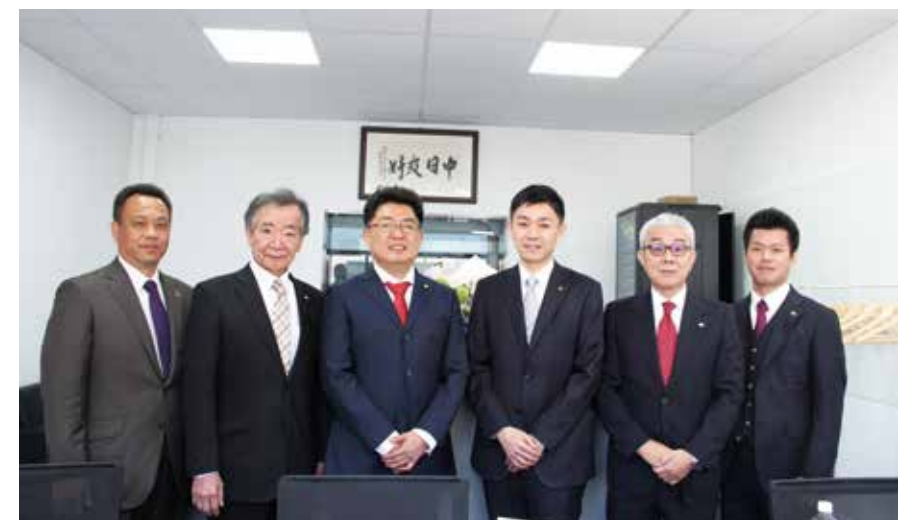
太瑶精密机械（浙江）有限公司和上海太瑶自动化科技有限公司董事总经理加藤 康宽先生 Mr. Kato Yasuhiro, the Managing Director of Taiyo Precision Machinery (Zhejiang) Co., Ltd. and Shanghai Taiyo Automation Technology Co., Ltd.

和上海太瑶自动化科技有限公司董事总经理加藤 康宽 8 位贵宾出席了开业典礼仪式并剪彩。政府部门、客户、合作伙伴等逾百人应邀出席见证了这一历史时刻。正式开业的太瑶精密机械（浙江）有限公司是 TAIYO AQURIS 株式会社在中国投资的第一家精密机械实

体工厂，进一步壮大了 TAIYO AQURIS 株式会社在华的竞争实力。通过管理部部长赵先生、总经理助理富冈女士的安排，记者在太瑶平湖工厂开业前夕采访了董事总经理加藤 康宽先生。年富力强的加藤 康宽先生已服务 TAIYO AQURIS 株式会社 13 年，加入太瑶之前曾在中国工作过，拥有 20 多年丰富的工作阅历，曾任职多家企业的多个工作岗位。这些阅历有助于他胜任目前的管理工作。“我小的时候不愿意去工厂，当时工厂的环境脏、工作累，优秀的人才都不愿意去工厂工作。太瑶平湖工厂将严格执行 5S 现场管理法的企业管理模式，即整理、整顿、清扫、清洁、素养。让工厂做到干净、明亮，营造让员工快乐工作的环境。我认为有能力的员工才能做出有竞争力的产品，公司才会有好的利润。好员工成就好公司，好公司成就好员工，



太瑶日本总部



形成良性循环。”这次采访围绕总部概况、在华发展的业绩、企业管理、发展规划等话题展开了愉快的交流。

株式会社 TAIYO AQURIS 是在 2007 年从太阳机械工业株式会社中独立出来的公司，有 120 台冲床，是一家日本中小型企业，是日本京都自动化联盟的会长单位，主要经营自动化、模具、零部件量产、IoT 物联网等事业。太瑶精密机械（浙江）有限公司是由 TAIYO AQURIS 株式会社投资的自动化设备生产项目，项目总投资 4000 万元，注册资金 2000 万元，主要从事生产、销售精密冲压产品，精密模具、精密仪器、智能自动化设备以及物联网关联的设计、研发，并提供相关配套服务。同时，公司采用物联网智能系统管理生产车间，拥有较高的智能化水平，为公司节约人力成本提供了“智力支持”。项目投产后，预计年销售额可达 5000 万元。公司与区内企业形成良好的供应链关系，进一步完善了平湖开发区智能装备产业链。智能制造是中国制造 2025 的主攻方向，也是互联网+制造业的制高点。新工厂的建立与中国的政策方向高度吻合。

回顾太瑶在中国的发展历程。加藤 康宽先生说：“2012 年成立上海太瑶后，为适应中国客户和中国经济发展的需求，上海太瑶结合中国当地的实际情况，为中国客户提供更适合的产品。苏州科瑞特奥精工科技有限公司、昆山兴凯胜精密模具有限公司是我们的协作工厂。我们共同的信念是：在中国我们会为客户提供“安心”、“安全”“安定”，

品质不逊色于日本的产品。上海太瑶在自动机、模具、量产、IoT 这四个事业领域发挥协同作用，为客户提供生产上多方面支持。2018 年是太阳机械工业株式会社（诞生于 1943 年）成立 75 周年，决定投资成立太瑶平湖工厂，并于 2018 年 7 月太瑶精密机械（浙江）有限公司就领取了营业执照。中国现在是世界知名企业聚集地。我们现在的客户主要是日资企业，接下来将拓展到欧美企业、中国本土企业，让更多客户成为太瑶的粉丝，放心地把业务交给太瑶。我们是中小型企业，主要针对太瑶公司周边的客户提供服务，目前客户集中在中国的华东地区。”

中国制造，日本品质。加藤 康宽先生说：“公司的经营理念是：企业的存在是因为社会需要它；企业的贡献大小与社会的需要大小成正比。我们来到中国，就要适应中国市场所需要，为中国市场做出贡献，企业才会得到顺利发展。我们要让中国制造的产品，达到和超过日本品质。我们的经营方针第一条就是品质第一。”



最后，谈到今后的发展规划时，加藤 康宽先生回答道：“太瑶的目标是助力中国自动化，实现合作共赢。过去的 7 年，我们的自动化设备在中国是很成功的。IoT 刚启动，今后将更努力，让将来更有成就感。IoT 是把人与实物连接了起来，旨在简化和优化制造业上所有工艺流程，即通过在设备和产品层面，联网整个供应链，然后实现



从设计到制造，然后到零售、贸易和维护的所有流程的简化和优化。太瑶平湖工厂目前上了 6 台冲床，一台清洗设备。目前是做电动汽车零部件的量产，主要做电动汽车电子零部件的金属件。新工厂的二楼，将计划用来做自动化设备。目前太瑶在中国的产值在集团内占 10%，希望 3 年后能上升到 30%。未来我们将延续初心，将太瑶在中国的事业做大做强。把中国员工培养好，也是我的工作重点。”

April 15th, 2019, saw the grand opening ceremony of an outstanding representative of the automation industry, Taiyo Precision Machinery (Zhejiang) Co., Ltd., a subsidiary of TAIYO AQURIS Co., Ltd. It was held in the Leading Entrepreneurial Park in the China National Pinghu Economic Development Zone, with the presence and ribbon-cutting of eight distinguished guests: Hu Hongtian, the Director of Zhejiang Pinghu Development Zone Management Committee; Wang Weilie, a department head of Omron (Shanghai) Co., Ltd., Tetsuya Wakabayashi, the General Manager of Idec Izumi Suzhou Co., Ltd., Masahiko Kitamura, the Head of Panasonic Industrial Devices SUNX Suzhou Co., Ltd., Seiichi Kajiwara, the President of TAIYO AQURIS Co., Ltd., Yoshihiko Suishu, the President of Taiyo Machinery Mfg Co., Ltd., Ichiro Shamori, a Director of TAIYO AQURIS Co., Ltd., and Kato Yasuhiro, the Managing Director of Taiyo Precision Machinery (Zhejiang) Co., Ltd. and Shanghai Taiyo Automation Technology Co., Ltd. Over 100 guests, including government officials, customers, and partners, witnessed this historical moment. The officially opened Taiyo Precision Machinery (Zhejiang) Co., Ltd. is the first precision machinery entity factory that TAIYO AQURIS Co., Ltd. has invested in China to enhance its competitiveness there.

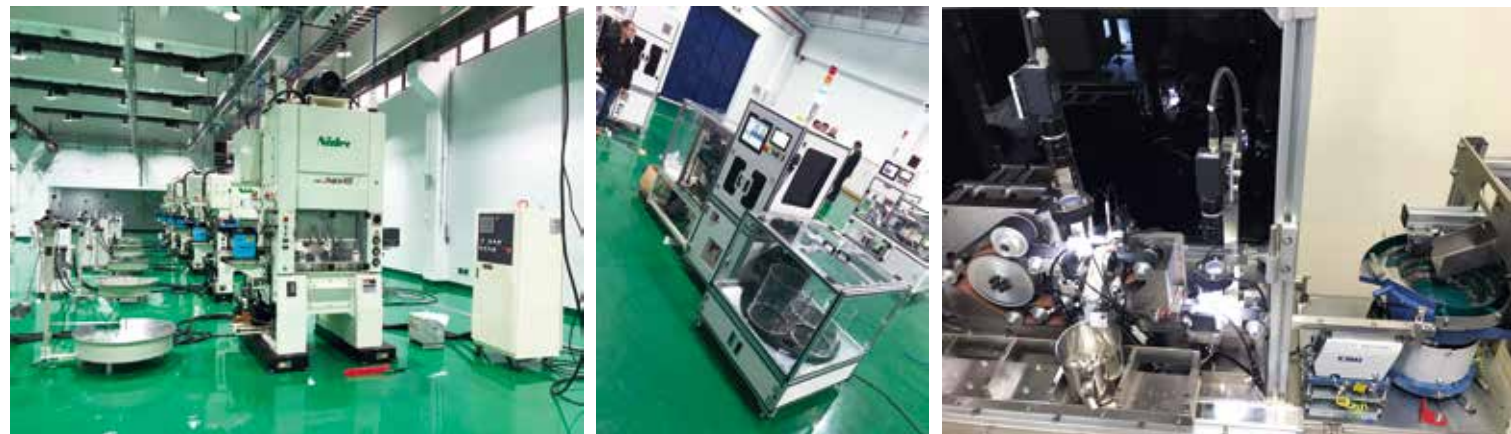
With the help of Mr. Zhao, the Head of the Management Department, and Ms. Tomioka, the General Manager Assistant, the journalist interviewed Mr. Kato Yasuhiro before the opening ceremony of Taiyo's factory in Pinghu - Taiyo Precision Machinery (Zhejiang) Co., Ltd. Mr. Kato Yasuhiro, in the prime of his life, has been working with TAIYO AQURIS Co., Ltd. for 13 years. He used to work in China before joining Taiyo. With over 20 years of work experiences, he has taken different positions at quite a few companies. These experiences will make him competent for current management work. "When I was a child, I didn't want to work in the factory where the environment was dirty and the work was tiring at that time. Therefore, excellent talents were unwilling to work in the factory. In the Pinghu



太瑶平湖工厂

factory of Taiyo, a modern enterprise management model will be implemented strictly, that is, the philosophy of 5S: seiri (sort), seiton (set in order), seiso (shine or purity), seiketsu (standarize), shitsuke (sustain), so that the factory is clean and bright and the employees can work happily in such an environment. I think that only capable employees can turn out competitive products and bring the company substantial profits. Capable employees make a company competitive and a competitive company makes employees capable, which is a virtuous circle." The interview focuses on topics such as the profile of the headquarters, the performance in China, corporate management, and development planning.

TAIYO AQURIS Co., Ltd. is divided from Taiyo Machinery Mfg Co., Ltd. in 2007. With 120 sets of punching machine and as the president unit of Team Kyoto, it is a small and medium-sized Japanese enterprise dealing with automation, molds, mass production of parts and components, IoT, etc. With a total cost of CNY 40 million, and a registered capital of CNY 20 million, Taiyo Precision Machinery (Zhejiang) Co., Ltd. is an automation equipment production project invested by TAIYO AQURIS Co., Ltd. It is mainly engaged in the production and

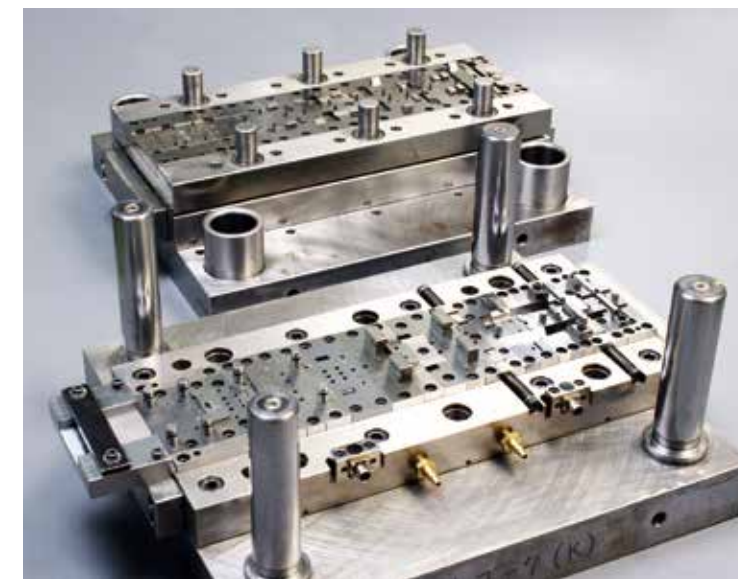


sales of precision blanking products, precision molds, precision instruments, intelligent automation equipment, IoT-related design and R&D, as well as supporting services. What's more, it uses the IoT intelligent system to manage the production workshop, which provides "intelligence support" to save labor costs. After the project is put into production, it is estimated that the annual sales will reach CNY 50 million. The company will form a favorable supply chain with the enterprises in Pinghu Economic Development Zone, which may further improve the intelligent equipment industry chain of the Zone. Intelligent manufacturing is the focus of Made in China 2025, and also the commanding height of Internet + manufacturing. The foundation of this factory highly conforms to China's policy orientation.

Looking back at the development of Taiyo in China, Mr. Kato Yasuhiro said, "After foundation in 2012, Shanghai Taiyo, in order to meet the needs of Chinese customers and economic development of China, has been making efforts to provide more suitable products for Chinese customers according to the actual situation. Create-o Precision (Suzhou) Co., Ltd. and Kunshan Sunkind Precision Mould Co., Ltd. are our collaborative factories. We share the purpose to provide customers in China with "secure", "safe", and "stable" products with quality not inferior to those supplied in Japan. Shanghai Taiyo supports customers in various aspects of production with regard to four business fields: automatic machines, moulds, mass production, and IoT. In 2018, upon the 75th anniversary of the foundation of Taiyo Machinery Mfg Co., Ltd. (since 1943), it was decided to incorporate the Pinghu factory of Taiyo, and in July 2018, the business license was granted to Taiyo Precision Machinery (Zhejiang) Co., Ltd. China is a gathering place for world-renowned companies. Our current customers are mainly Japanese-owned enterprises, and we are aimed to expand to European and American companies and local

Chinese ones, so that more customers will develop long-term relationship with Taiyo. As a small and medium-sized enterprise, we provide services to customers nearby which are concentrated in East China."

Though made in China, the product quality is up to Japanese standard. Mr. Kato Yasuhiro said, "As for the business philosophy, the existence of the company is owing to the social needs; the contribution of the company is proportional to the degree to which the society needs it. To develop smoothly in



China, we must adapt to the needs of the Chinese market and do our bit for it. So it is important to guarantee that the quality of products made in China meet and the Japanese standard or even superior. Our prime business policy is quality first."

Finally, when talking about the future development plan, Mr. Kato Yasuhiro replied, "Taiyo aims to facilitate automation in China to realize win-win cooperation. Our automation equipment has been successful in China for the past 7 years; IoT was just initiated, and we will work harder to

make a difference. Connecting people with the material objects, IoT aims to simplify and optimize all technical processes in the manufacturing industry, that is, to realize the simplification and optimization of all processes from design to manufacturing, retail, trade and maintenance by networking the entire supply chain in terms of equipment and products. The Pinghu factory, with six sets of punching machine and one cleaning equipment, deals with mass production of electric vehicle parts, mainly the metal parts of electric parts on electric vehicles. The second floor of the factory is planned for automation equipment. At present, Taiyo's output value in China accounts for 10% of the total, and it is expected to be raised to 30% in three years. We will stick to our original aspiration and make Taiyo more competitive in China. It is also the focus of my work to cultivate competent Chinese employees."