

HSN-KIKAI-KOGYO Co., Ltd.

Hyogo Only One Company (selected in FY 2020)

[Company Profile]

Address	1-5-30 Furuta, Harima Town, Kako District, Hyogo 675-0146, Japan
TEL	079-436-3001
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URL	https://www.hsn-kikai.com/ (In Japanese)
No. of employees	150
Capital	95 million yen
Founding	1929
Established	1950
Representative	Kimio Tomofuji

[Business Overview]

Liquid transfer products, environmental pollution prevention and energy saving products for ship and crew's welfare related products, electric motors, filling/transfer equipment for food machinery, and agriculture.

[Technology]

HSN-KIKAI-KOGYO aims to continue creating synergistic effects by combining its fluid technology with various other technologies it owns.



In 2007, the safety of imported foods became a social issue due to health hazards caused by them. Around that time, Harima Town, where HSN-KIKAI-KOGYO is located, was facing the issue of an increasing lack of farmers to cultivate fallow fields. HSN-KIKAI-KOGYO wanted to help the community resolve this food safety issue. Subsequently, it recognized that many of its employees were performing farm work on their days off. Therefore, HSN-KIKAI-KOGYO decided to borrow its region's unused fallow fields to begin a new community service business.

Having recognized that Harima Town's agricultural industry was seeing a sharp decrease in the number of successors, HSN-KIKAI-KOGYO wanted to help the community by combining agriculture with its strength—manufacturing. Therefore, HSN-KIKAI-KOGYO calls its new business "agricultural manufacturing." To help resolve its region's lack of farmers, HSN-KIKAI-KOGYO used its fluid technology to design, manufacture, and sell hydroponic equipment.

In addition, HSN-KIKAI-KOGYO combined its technology relating to marine equipment with that relating to agricultural manufacturing to develop hydroponic equipment for ships, which enables growing vegetables on ships.

[History of Development]

To introduce community members to its agricultural manufacturing business, HSN-KIKAI-KOGYO holds a festival it calls the Harvest Festival. At one of its festivals, a community member asked one of HSN-KIKAI-KOGYO's employees why it does not grow crops on ships, which inspired the Company to develop hydroponic equipment for ships.

The biggest issues concerning the development of hydroponic equipment for ships were dealing with the rolling and pitching of ships and troubleshooting issues concerning growing crops on ships. After thinking about the best way to deal with the preceding issues, HSN-KIKAI-KOGYO developed an experimental device able to reproduce the rolling and pitching of ships, and by using that device, it developed remote assistance equipment.

[Originality]

HSN-KIKAI-KOGYO's hydroponic equipment for ships is the world's first product of its kind, the development of which was only possible because the Company combined its technology relating to marine equipment with that relating to agricultural manufacturing.

HSN-KIKAI-KOGYO succeeded in developing a product that can promote the welfare of ship crews by gathering ideas from customers and combining them with its own ideas it had for adding value to ship crew's daily life.

The originality and strength of HSN-KIKAI-KOGYO are reflected in the fact that it is a comprehensive marine equipment manufacturer that also actively tries to develop new businesses, such as its agricultural manufacturing business, and for that reason, the Company believes it is one of a kind.

[Future Development]

HSN-KIKAI-KOGYO will put research and development effort into developing environment-centered, energy saving products relating to all types of industries. In addition, the Company aims to make a full-fledged entrance into the food equipment industry, which it has previously entered once in the past. HSN-KIKAI-KOGYO aims to develop machines for transporting such semi-solid, or partly fluid, food products as dumplings and *okonomiyaki* mixtures. In addition, HSN-KIKAI-KOGYO will put more effort into manufacturing and selling motors. The Company will establish a joint venture with a Chinese motor manufacturer to manufacture and sell motors incorporating high-quality Japanese technology. HSN-KIKAI-KOGYO aims to continue expanding its business both domestically and internationally.

[Topics]

HSN-KIKAI-KOGYO acquired Japan Good Agricultural Practices (JGAP) certification.

The Company acquired JGAP certifications for fruits and vegetables in 2018 and then did the same for rice in 2019 (before other machine manufacturers). JGAP, also known as Good Agricultural Practices, is an international standard for certifying food producers who properly manage their farms and follow standard practice. JGAP has been adopted as the food procurement standard for the Tokyo 2020 Olympics.

HSN-KIKAI-KOGYO provides new farmers with after-sales follow-up services. HSN-KIKAI-KOGYO's pursuit of JGAP certification, enabled its farming way to be a model case for the new farmers.



[Corporate History]

- 1929—HSN Seisakusho was founded in Kobe as a coal mine pump manufacturer and seller.
- 1950—The Company became incorporated with capital of 500,000 yen.
- 1955—The Company started manufacturing and selling marine pumps.
- 1958—The Company changed its name to HSN-KIKAI-KOGYO Co., Ltd.
- 1965—The Company increased its capital to 50 million yen and relocated its head office and factory to its current location.
- 1968—The Company developed a marine bilge separator (oily-water separator) that complies with domestic regulations and subsequently obtained first type approval in Japan.
- 1975—The Company opened a Tokyo office.
- 1978—The Company obtained type approval from major shipowner countries for its bilge separator (oily-water separator) as complying with the standards set by the International Maritime Organization (IMO).
- 1979—The Company increased its capital to 95 million yen.
- 1986—The Company went into partnership with a German pump manufacturer and subsequently began manufacturing and selling paddle pumps in the food industry.
- 1990—The Company was awarded a resource recycling contributor award from Clean Japan for its separating agent oil waste collection equipment.
- 1991—The Company was certified as a marine pump manufacturer by the Norwegian classification society, DNV.
- 1993—The Company was certified as a marine pump manufacturer by the Ministry of Transport (now Ministry of Land, Infrastructure, Transport and Tourism) of Japan.
- 1994—The Company was certified as a marine pump manufacturer by Nippon Kaiji Kyokai (Class NK).
- 1995—The Company developed an octopus piece placement robot for *takoyaki*, which won an 80% market share.
- 1999—The Company obtained ISO 9001 certification.
- 2000—The Company developed a retort food and frozen food filling machine, which won an 80% market share.
- 2002—The Company went into partnership with a German pump manufacturer and subsequently began selling emergency pumps.
- 2004—The Company developed a bilge separator (oily-water separator) that complies with the new IMO standards and obtained type approvals in a number of regions, including Japan, the U.S., and MED.
- 2006—The Company developed an employee stock ownership system.

- 2007—The Company concluded and implemented an agreement with Hyogo Prefecture on promoting gender equality.
- 2008—The Company was selected as one of the 300 Most Active Small- and Medium-sized Corporations by the Ministry of Economy, Trade and Industry. The Company operated without any accidents for 1,800 consecutive days, which is a small- and medium-sized company record (and was awarded a silver medal from the Japan Industrial Safety & Health Association).
- 2009—The Company sold its first Fuel Oil module unit for domestic ships and also celebrated its 80th anniversary.
- 2010—The Company opened an HSN-FARM (agricultural manufacturing in Harima Town, Kako District, Hyogo).
It also established a subsidiary named “SXS Corporation” in Shanghai City, China.
- 2013—The Company opened a Kobe office. It also established a joint venture named “GWS-HSN Co., Ltd.” with Guangzhou Wenchong Shipyard Co., Ltd. in Guangzhou, China.
- 2014—The Company established a joint venture named “HSN Elemac Co., Ltd.” with Hengli Electrical Machinery in Dezhou, China. It also established HSN Electric Factory and HSN Elemac Domestic Factory in Kobe City, Hyogo. The Company obtained ISO 14001 certification.
- 2015—The Company established a subsidiary named “HSN-KIKAI (Shanghai) Co., Ltd.” in Shanghai City, China. It also established a Taipei office in Taiwan. The Company sold its first unit of hydroponic equipment for ships to Kawasaki Kisen Kaisha (K Line) and installed the unit in K Line’s M/V Drive Green Highway, a 7,500-vehicle car carrier vessel.
- 2016—The Company developed and sold large nursery growers for *edamame* soybeans.
- 2017—The Company relocated its Tokyo office. It also introduced a large combination NC machine. The Company obtained CCS type approval for pumps and JG type approval for Oil Discharge Monitoring and Control System. It also established a subsidiary named “Cheng shi lang shangmao” in Shanghai City, China.
- 2020—The Company was selected as a Hyogo Only One Company.