ORANGE NEWS

Total.180
Vol.015 2026 AUTUMN

Interview on Manufacturing

New Trends for TAKAMAZ, Starting with JIMTOF 2026

WORK&SOUL

TOKIN CORPORATION

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TAKAMAZ LEARCATION

Immerse yourself in fascinating prehistory.
This is Japan's base for dinosaurs.。



[Cover photo] Location:
Dinosaur Tower at Fukui Prefectural Dinosaur Museum

This is a 13 meter tall landmark monument featuring five dinosaur species and one bird species discovered in Fukui. It can be seen in the newly added dome wing.

TAKAMAZ
TAKAMATSU MACHINERY
PR Magazine autumn 2026



New Trends for TAKAMAZ, Starting with JIMTOF 2026

The entire machine tool industry is currently facing a wave of major changes, including “shifts in demand patterns” and “adapting to technological innovation”, and we at TAKAMAZ are exploring how we can adapt to this market and offer new value. Taking JIMTOF 2026, which starts on October 26, as a good opportunity to communicate the direction in which the company is heading, we spoke with the General Manager of the Sales Division and the Kanto, Nagoya, and Osaka Branch Managers.

How do you at the Sales Department assess the current market environment, what aspects of the issues facing TAKAMAZ are you focusing on, and how do you intend to tackle JIMTOF 2026?

Karaki (Director)
At the beginning of 2026, the Japan Machine Tool Builders’ Association (JMTBA) had set a target (forecast) of 1.7 trillion yen for total annual orders. Due to stronger-than-expected demand for AI and semiconductor-related products, that forecast was revised upward to 2 trillion yen in June 2026.

If we look at the breakdown, we see that the upward revision was due to strong performance in sectors such as AI and data centers, aerospace, and energy. This trend appears to be in response to the increasingly serious labor shortage and the global expansion of capital investment directed toward labor-savings and digital transformation (DX), and since many of the projects involved are medium- to long-term in nature, orders for machine tools to support them are expected to continue into the future. On the other hand, TAKAMAZ has a track record of growing its business through capital investments in the automotive industry, and is currently unable to meet the demand in these sectors, where demand is high. With demand in the AI and data center, aerospace, and energy sectors rising, TAKAMAZ must constantly consider how to address this diversification and determine what specific steps to take and how to take them.

Based on what you just said, could you please run through the market conditions in the Kanto region, Nagoya, and Osaka, and give us your thoughts on JIMTOF 2026?

Honda (Tokyo Office Manager)
In the Kanto market, capital investment in the automotive sector has been declining since around last year. There is more of a need to replace aging equipment than to install new equipment. As Mr. Karaki says, I think we need to look outside the automotive industry and focus our promotional efforts there. We recognize that the semiconductor sector in particular is experiencing strong growth, and we are prioritizing efforts to make inroads into that market. A lot of customers from the Kanto area will of course go to JIMTOF 2026, so we aim to acquire new customers by promoting machines and services related to them.

Aoji (Nagoya Office Manager)
Market conditions in the Tokai region are the same as what Mr. Honda has described for the Kanto region. However, while the automotive industry is undergoing what is said to be a once-in-a-century transformation, and companies are currently adopting a wait-and-see approach to capital investment due to significant uncertainty about the future, I believe that the essential purpose of JIMTOF 2026 for TAKAMAZ is to help generate new business by clearly presenting our unique capital investment proposals. I would also like to add that I think we have a great opportunity to promote not just lathes but also products that reduce labor requirements, by exhibiting products such as “ServoROT-X1”.



Ikehata (Osaka Office Manager)
In the Osaka area, the automotive sector accounts for a smaller share of the market than in other regions; customer requirements are weighted more toward products such as multi-tasking lathes, and we are receiving substantial interest from customers.
The “XTL-8MYS” is one of the machines in this category that we will be exhibiting at JIMTOF 2026, and we will make concerted efforts to promote it again there. Apart from that, although people were able to see the “AT-1”, which is the successor to the GSL Series, at the roadshow held in Osaka and Hiroshima at the end of June, this will be the first time it is unveiled on a national stage. I think people will find it appealing because it is a machine that offers good performance at an affordable price. We would also like to introduce the interactive programming support system “T-PROGRAM GUIDE” through interactions with customers from we’ve received interest for multi-tasking lathes along with the machine itself.

Karaki
What specific industries are you receiving inquiries from in the Osaka area?

Ikehata
From the medical field, and then there are parts like the threaded fasteners used in semiconductor production equipment.

Considering the current market trends and our products, and with an understanding of our target audience, what specific product concepts will be exhibited at JIMTOF 2026?

Karaki
Labor shortage is a persistent issue on factory floors, and I believe there are quite a few companies with a strong need for labor-saving measures and automation. However, I personally think that this does not apply in the automotive sector. In other words, if we are going to break away from our reliance on the automotive sector and pursue diversification, we will need to consider how to promote TAKAMAZ’s specialty of automation equipment at JIMTOF 2026, and to which target audience. An example would be semiconductor manufacturing, where demand is rising in the context of the AI boom. We plan to exhibit our first-ever “5-axis multi-tasking machining center” in this field. This is TAKAMAZ's next concept machine, designed with semiconductor manufacturing in mind. We are also promoting the “ServoROT-X1”, a system that automates a wide range of setup changes within a single robot cell, to achieve further labor savings and automation. This system doesn’t just handle chuck and workpiece changes that were previously done manually, but automatic tool changes too, all within the robot cell. It is definitely another product to watch.

Aoji
Among the machines exhibited this time, I would invite people to take a look at our new product, the “XTT-700”. This machine is suited to the machining of automotive drivetrain components and motor shafts for hybrid electric vehicles (HEVs) and battery electric vehicles (BEVs). I believe it will also meet the needs of customers who machine parts such as faucets. This model has longer strokes than the previous ones, so we hope to promote it to a different group of customers than before.

Honda
At JIMTOF 2026, we are also considering showing machines made in Taiwan that have large spindles. By adding machines with spindle sizes that have not been represented in the TAKAMAZ lineup before, we hope to appeal to customers in new markets. We’d like to take this as a good opportunity to present an aspect of TAKAMAZ that is different than what might be extrapolated from our trajectory so far, and venture into new areas.

Ikehata
It is a fact that it is hard to achieve the required costs with products currently manufactured in Japan, and for this reason we believe it could be beneficial to incorporate overseas-manufactured products in order to strengthen our cost advantages. I think that would be the best solution if it meets our customers’ needs.

Karaki
I think we can say that the core concept of JIMTOF 2026 is taking on challenges in new fields. I will be closely monitoring the kind of response we get there.

JIMTOF 2026 is an arena where TAKAMAZ takes on new challenges as it embarks on the exploration of new fields. We take a multi-faceted approach to addressing rising demand, from concept machines and multi-tasking lathes designed with the semiconductor market in mind, through to labor-saving solutions and low-cost machines. We are picking up on changes in the market and forging a future together with our customers. We invite you to visit the TAKAMAZ booth and experience our next stage of evolution firsthand.



* Scene at JIMTOF 2024

TOKIN CORPORATION

TOKIN CORPORATION

TOKINARC

Registered Head Office	1509 Okubo-cho, Chuo-ku, Hamamatsu-shi, Shizuoka, Japan, 432-8006
Representative	Ryosuke Kanamori, President
Date of Establishment	April 1, 1969
Outline of Business	Manufacturing of semi-automatic/robot arc-welding torches Manufacturing of TIG welding torches, designing and manufacturing of welding robot equipment Designing and manufacturing of welding fume collection systems

HP



(Left)Ryosuke Kanamori, President
(Center Left) Shuichi Ota, Director General Manager, Sales Dept.
(Center Right)Daisuke Kageyama, General Manager, Manufacturing Dept.
(Right)Takahiro Kobayashi, Assistant Manager, Manufacturing Dept.

The “Yaramaika” Spirit Shapes the Future of Welding

That challenging spirit creates new technology, laying the foundation to support the company's future.



With its headquarters in Hamamatsu City, Shizuoka Prefecture, Tokin Corporation supports metal welding operations in a variety of manufacturing workplaces, including the automotive, steel, and construction industries, by globally marketing “TOKINARC” a specialized brand of arc welding torches and peripheral equipment for welding robots.

First of all, could you tell us about the history of your company, which has expanded its business in Japan and worldwide as a “welding torch manufacturer”?

<President Kanamori> Our company traces its origins to 1969, when my grandfather founded a company engaged in the heat treatment of aluminum parts in Kakegawa City, Shizuoka Prefecture. Subsequently the company relocated to Hamamatsu City and shifted its focus to the manufacture and sales of contact tips for arc welding. It then expanded its business scope further to include the manufacture of arc welding torches, and in the 1980s, when the widespread adoption of industrial robots began, it became an industry pioneer in the design and manufacture of welding torches for industrial robots. As the adoption of robotic welding has spread, our robotic welding torches have come to be widely used not just in Japan but in overseas factories too. In order to support this global expansion and strengthen our local support systems, we established subsidiaries in Suzhou, China, in 2005 and in Ohio, USA, in 2015. Now, we develop and provide an extensive array of products and solutions to help customers across a wide range of industries from our core automotive sector to the shipbuilding industry - which is undergoing large-scale restructuring in the face of international competition - achieve consistent and better welding quality.


Robotic Welding Torch

What do you think was the turning point that led to the TOKINARC brand growing so much?

<President Kanamori> In the industrial robot welding sector, there are very few competitors in Japan, and our only serious rivals are two major companies. These two companies pride themselves on their comprehensive ability to provide everything in-house, from the robots themselves to welding power sources and torches. In this situation, I feel that the reason for our growth was that we were able to establish a unique position and strength as a result of our products being adopted by various robot manufacturers including Yaskawa Electric, which do not produce their own torches.
Another reason was that we were able to ride the wave of automation in the automotive industry at the right time. Our company has grown along with the widespread adoption of industrial robots, and my feeling is that the number of customers who feel an attachment to the “TOKINARC” brand and have been using our products for many years is increasing.

<Sales Manager Ota> A great strength of our company is our strong network and relationship of mutual trust with long-established “welding materials distributors” (specialized trading companies dealing in welding materials and related products). The strong sales network we have built over many years together with our welding materials distributors is not something that a newcomer could establish overnight, even if they were to manufacture the same products, and in that sense another major factor is that we have been nurtured by our welding materials distributors.

<Manufacturing Manager Kageyama> Added to that, we have an unparalleled production system built up through phased capital investments, and the cost competitiveness achieved as a result of a monthly production volume of 1 million units. I think it would be quite difficult for a new entrant to make the same level of capital investment starting now.

In this issue’s “WORK & SOUL”, we ask about the thinking and dedication that are valued in craftsmanship. Please tell us about the “spirit” your company considers most important.

<President Kanamori> I, too, place great importance on the spirit of craftsmanship. In the Enshu region, where our company is based, we have an expression: “Yaramaika”. It is from our local dialect, and literally means “Let’s give it a try”. If we dig a little deeper, I think this phrase embodies the positive, challenging spirit unique to this region, meaning “We might fail, but let’s give it a try,” “There’s no precedent, but let’s give it a try,” or “It’s difficult, but let’s give it a try”. We, too, value this “Yaramaika spirit” and endeavor to take on all kinds of challenges with the “let’s just give it a try” mindset. Even if the results are unsatisfactory, we gain new insights by taking challenges on, and the company continues to grow by applying those insights to other challenges. Arc welding is something that should work according to theory, but often doesn’t go very well. However, it is also characterized by high reproducibility, meaning once you find favorable conditions it will work every time under those same conditions. As we work together with customers to tackle the challenges they face at their welding sites, we can propose a variety of products, and handle everything from design and development to prototyping if requested. All of our employees consider the “let’s just give it a try” mindset based on the “yaramaika” spirit to be important and put it into practice whenever a customer approaches us, even when the issue is challenging.

It seems that the positive mindset rooted in this region from long ago forms the foundation of your company. Can you take us through your company’s history of adoption of TAKAMAZ machines?

<Manufacturing Department Head Kageyama> We had a hydraulic machine made by TAKAMAZ called the MERITER in the 1980s. We subsequently brought in three “mini-TURN” NC lathes, also from TAKAMAZ, for nozzle manufacture, in order to achieve reliable production capacity and quality. In recent years we have also introduced the XW-60 in an effort to substantially reduce waste by streamlining processes, and have successfully reduced the number of production steps from four to two. In the belief that the movements and concept behind this machine might also suit other processes, we consulted TAKAMAZ and came to the conclusion that it could be used in the machining of our flagship products, contact tips, for which we had been using dedicated machinery for a long time, so we requested test machining on a TAKAMAZ lathe. In the course of this assessment, we compared and evaluated various manufacturers, but ultimately chose TAKAMAZ’s “XWG-3” because of the MERITER’s ease of use and user-friendliness, coupled with TAKAMAZ’s flexibility in handling test machining, and, above all else, the fact that they were very receptive to our requests and gave us good ideas while working with us. It made me think that they might continue to build lathes tailored to our company’s specifications, and that we could perhaps build them by coming up with ideas together.

<Manufacturing Department Supervisor Kobayashi> TAKAMAZ staff are very attentive even on the phone, and when I had trouble with a machine and I called them, anxious about whether it could really be fixed, they gave me very precise step-by-step instructions over the phone and not only identified the cause but also guided me on what I should do next; their friendly tone put me at ease, and their helpfulness left an impression on me. There's a direct line to the Service Department, so an operator will assist you right away without having to be transferred.

With all machines in an original color scheme and arranged in orderly rows, the manufacturing floor that has established a solid position within the context of a specialist industrial field was a strikingly beautiful sight. The “Yaramaika spirit”, unique to the Enshu region, has underpinned the company’s average monthly mass production of more than 1 million contact tips. Many points in this interview struck a chord with me and I learned a lot. We would like to thank you again for your time for this collaboration.







information

TOPIC1

TAKAMAZ Caravan in Osaka and Hiroshima

From June 30 to July 1, the TAKAMAZ Caravan, a “traveling exhibition”, visited Osaka and Hiroshima! We loaded lathes onto a large truck and took them to our customers. We showed these actuals products on-location to demonstrate their performance and other features. Unlike the large trade shows, the TAKAMAZ Caravan allows customers to experience our products up close. Thank you very much to everyone who stopped by.





TOPIC2

Family Workplace Visit Day Staged!

On Saturday August 22, we held a Family Workplace Visit Day for our employees’ families to give them the opportunity to get to know the place where their loved ones work every day. There were plenty of activities scheduled, including a special company lunch box prepared by our cafeteria, “Orange Kitchen”, as well as a quiz for children, workshops, a sticker scavenger hunt around the factory, and the opportunity for a photo at the chairman’s desk. From the children, we received heartwarming comments, like, “It was fun to see where you work every day”.





A Colleague’s *Favorite Book*

THE21 (PHP Business)

General Manager of Tokyo Office
Akinobu Honda

Years of Service: 30

This year I have been with the company 30 years, during which I went from the Kanto region to Atsugi, then to the United States, then to Europe. Now that I’m back at the Kanto Branch, I want to do my job with a sense of gratitude to the people who have supported me.



Truly the ultimate practical guide for managers

At the time, I had been promoted to Supervisor, a mid-level management role, and I thought that starting in the new fiscal year, someone would teach me the ropes about management work, but that time came and nobody was teaching me anything, so what exactly is a Supervisor supposed to do? Still now I remember feeling, “Isn’t anyone going to teach me anything?” So I came round to thinking that I had to study on my own, and that’s when I bought this business magazine called THE21 at a bookstore.

I started buying it in 2006, and have been a subscriber for about 20 years now. People often tell me it’s great that I don’t have any worries, and maybe that’s thanks to reading this magazine and getting advice from it.
The magazine publishes special features on the concerns of managers and there are contents that one can relate to, so why not take a look? Maybe not the entire magazine but just a special feature that catches your interest may be worthwhile.



Learning from Regional Branding

TAKAMAZ LEARCATION

Immerse yourself in fascinating prehistory. This is Japan's base for dinosaurs.

Right now in 2026, Katsuyama City and Ono City in Fukui Prefecture have established their own unique branding by transforming dinosaurs from mere exhibits into a "source of regional identity" and the "foundation for collaboration over a wide area". Katsuyama City has global recognition and a track record as a "Dinosaur Mecca." Along the route connecting the key attraction of the Fukui Prefectural Dinosaur Museum and the Katsuyama Interchange are the "Katsuyama Dinosaur Bridge" and the "Roadside Station Dinosaur Valley Katsuyama," and Fukui Prefectural University has even established Japan's only Faculty of Dinosaur Paleontology. The trip is made even more exciting by the dinosaur sculptures dotted throughout the town and dinosaur-themed souvenirs that are being developed one after another. With the neighboring city of Ono now joining in, the entire region is actively strengthening its dinosaur branding initiative.



Recommended Spots to Visit Along the Way



Fukui Prefectural Dinosaur Museum

This museum specializes in geology and paleontology and is considered one of the top three dinosaur museums in the world. It is divided into three zones, "The World of Dinosaurs", "Earth Sciences", and "The History of Life", and offers plenty to see, with more than 50 complete dinosaur skeletons and other exhibits.



Fossil Excavation Center HOROSSA!

This is a hands-on facility where visitors can use a hammer to chip away at rocks from geological strata dating back to around 166 million years ago (the Middle Jurassic) to excavate fossils.
It is the only place in Japan where even amateurs can excavate ammonite fossils! Adults and children alike are sure to get hooked.



Whitesaurus

This is a huge, imposing dinosaur sculpture near the Fukui Prefectural Dinosaur Museum. It is approximately 17 meters long and 8 meters high. The sight of a massive, pure-white body looming up in the rural landscape has a real impact.

Souvenir Picks Discovered on the Road



Keychains (FPDM MUSEUM SHOP)

These are made from material for eyeglasses and are hand-polished by an artisan. Items in the form of the dinosaurs discovered in Fukui are available exclusively at the museum shop.



Wire-bound cartoon notebook (FPDM MUSEUM SHOP)

A cartoon-style notebook with Wire-O binding produced as a collaboration between Miyuki Ueda and the Fukui Prefectural Dinosaur Museum and released as part of the 25th-anniversary merchandise. The ink drawings of comical dinosaurs are quite striking.



Baby Dinosaurs (Roadside Station Dinosaur Valley Katsuyama,)

Popular for their cute appearance and made with homemade red bean paste that has a hint of cocoa mixed in. These have won a gold medal at the National Confectionery Exposition.



Gyaopon (Roadside Station Dinosaur Valley Katsuyama,)

Handmade cookies inside colorful, cute dinosaur eggs. There are six flavors in total, all concocted with locally-sourced ingredients.

TAKAMAZ

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