



VISCON JAPAN CORPORATION

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“ Converttech Japan 2017” (Feb.15-17, at Tokyo Big sight) Report

We, VISCON group, are pleased to report about our exhibiting at “Converttech Japan 2017” held on Feb. 15-17 at Tokyo, Japan.

VISCON viscosity controller were exhibited at 2 company booth.

- ★ Fuji Shoko Co., Ltd. (agent in Japan) Booth No. 3J-21
- ★ Taiyo Electric Industry Co., Ltd. Booth No. 3J-02

Through this exhibition, we received 192 companies 307 persons visitors, and our VISCON viscosity controller received almost all the visitors attention, because VISCON viscosity controller can solve Present Japanese users’ “Headache” and “Problems”.

Regarding Japanese users’ “Headache”, we describe and report you as below.

(The following description, We describe Viscosity Controller as VC)

★ Japanese users’ present “Headache” & “Problems” (Report here more than 50% users’ voice) ★

- 1 . Washing VC is the biggest problems. Pump very often blocked and stopped. about 9 0 %
- 2 . What is the difference between VISCON and present existing other VC ? about 8 5 %
- 3 . Repairing of VC very often happen, repairing fee is too expensive, replace whole pump. about 7 0 %
- 4 . Accuracy of VC become low and not accurate as time passes. about 6 0 %
- 5 . Users can not repair VC completely. MFG do not advise how to repair. about 5 0 %

Box construction of VC is difficult for repairing. Narrow and difficult to insert hand.

Always inside of box is dirty by ink.

(About 50% of visitors voice. If limited engineer, 9 0 % of engineer’s voice.)

- 6 . Users did not know “Priming pump” is necessary for present VC lubrication system, about 5 0 %
(Only 2 0 % of Japanese users carry out troublesome “Priming pump”)

★ Impressions of VISCON, and VISCON effort ★

We, VISCON, are very surprised to know the present Japanese users’ situation. Japan is “the advanced country of VC” with more than 25 years history. Even in Japan users have the same problems with overseas users.

	VC General spread	General spread %	Operators operation · quality · working years
Japan	over 25 years	over 90 %	Excellent、 Skill High、 Long working year (15 year)
Asia	Less than 10 years	10 - 20 %	Most of operator change within 1 year、 Skill Low



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We, VISCON, have been developed VC for overseas users with the following concept,

1. " Easy Washing "
2. " Reduce Breakdown "
3. " Easy Maintenance "

In order for overseas users to use VC conveniently without any headache.

Until now, Japanese users have kept high quality printing by their own human being effort, to cover VC's inconvenience and defect (washing problems, lubricating problems, difficult maintenance.)

Almost all Japanese customers compliment VISCON on the fact that VISCON developed VC " **from Users' point of view.** "

We will continue to develop VC without being too proud of users' compliment.

Visitors for VISCON booth

	Type of Business	Company	Person
Japan	Printing company ・ Converter	1 5 2	1 9 8
	Printing press MFG	5	2 5
	Ink company	6	1 3
	Inspection machine/Regisration MFG	4	2 0
	Others	1 2	2 3
Over seas	Printing company ・ Converter	6	1 3
	Printing press MFG	7	1 5
	T o t a l	1 9 2	3 0 7

We thank you very much for your kindest attention in advance.

Viscon (Japan) Corproation
 President
 Y. Matsuoka