

# POV

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**ISHIDA'S POINT OF VIEW**

March 2018

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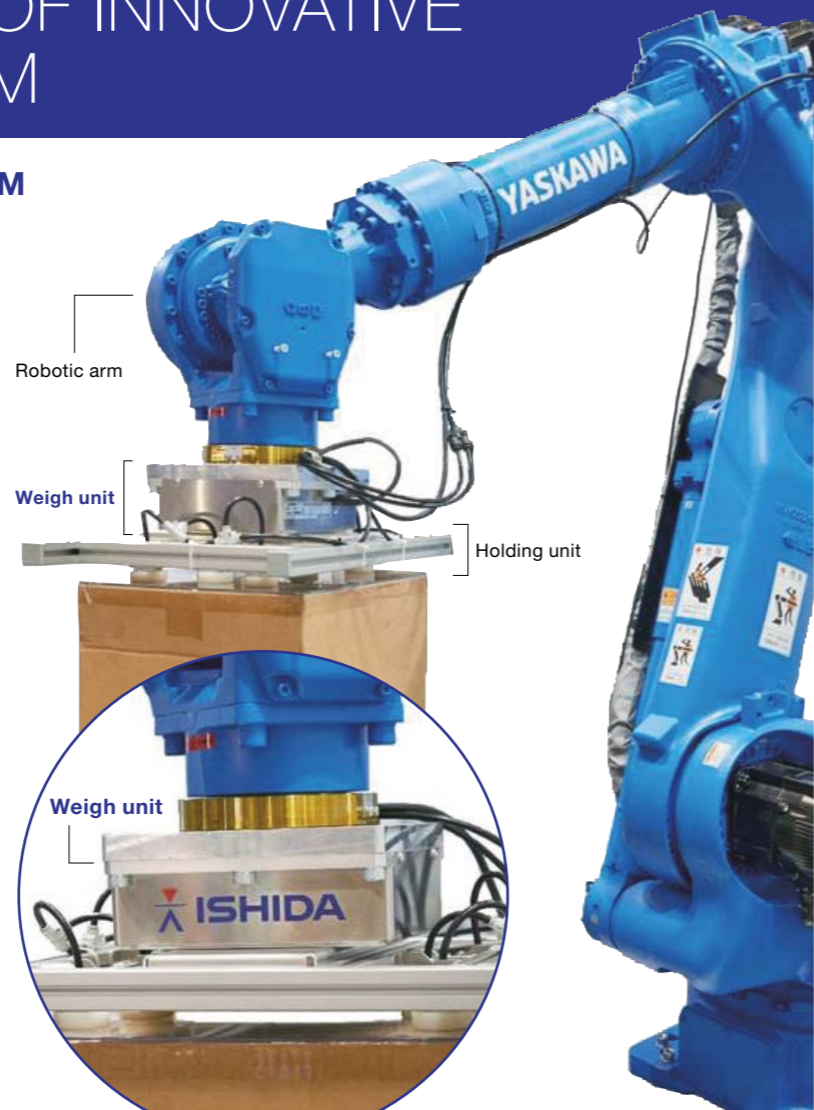
News

**Asia Distributor & Subsidiary Meeting**

# OPENING A ROBOT CENTER FOR DEVELOPMENT OF INNOVATIVE AUTOMATION SYSTEM

## INCREASING NEED OF THE ROBOT SYSTEM

Many robotic systems have worked in the automotive and electronic components industries in Japan, which has the top share in the world's industrial robot market. However, with the recent labor shortage and rising of labor costs, there is a growing need of automation in the food manufacturing field. ISHIDA opened a new facility closer to the Shiga Integrated Facility to undertake development with customers requests. ISHIDA has contributed to factory automation for food production industry with CCW multihead weigher, bag maker and automatic case packer. Based on our expertized experience, ISHIDA boosts further automation by eliminating gaps between these machines and combining with cutting-edge robot technology.



Weight checking during lifting carton box with using the robotic arm

## ISHIDA'S ROBOT CENTER

In response to compelling need from convenience store chains, we completed a system which transfers containers including ordered products by stores to a container box for shipping with using the robot arm, which previously was the task of operators. It has the capability of box feeding or building up. By attaching ISHIDA's highly accurate weigh sensor to the robot arm, weight checking is also achieved.

We are now in the process of the next challenge – developing a new device that recognizes shape and place of products with uneven sizes by using 3D vision camera, to grasp, weigh, and combine weights.



Robot Center

Kenji Hayashi, Marketing team said:

“““

“Due to serious labor shortage from aging population in Japan, the demand for automation is rapidly increasing day by day, and we have heard it is getting difficult to secure human resources in China and South East Asian countries as well. Request for automation varies from customer to customer. Our mission is to seek solutions with customers and robot manufacturers, and to help automate factories with the best proposals. We are very excited about the new challenge.”



## NEW FACILITY OPENS IN SOUTH KOREA

In January 2018, we opened a new company facility to house the ISHIDA Manufacturing Korea Co., Ltd. and the ISHIDA Korea Co., Ltd. and held a party celebrating the 30th anniversary since the founding of the ISHIDA Manufacturing Korea Co., Ltd.

### NEW COMPANY FACILITY

The first overseas manufacturing site for retail scales was established in 1988 as the ISHIDA Manufacturing Korea (IMK). They started manufacturing with just over ten employees, but 30 years later they now have a combined number of employees of 70 at IMK and ISHIDA Korea (IK), which handles product sales. Sales have increased 25-fold during that time. They started the manufacturing of X-ray inspection systems and metal detectors in 2009, and now manufacture seal testers and checkweighers. Given the limited space of our existing facility, the new plant was constructed to accommodate the diversity and the increased sizes in the family of products being produced. The new company facility has secured a production capacity of 1.5 times larger than that of the past. Other than a production area, it has a showroom displaying a wide variety of ISHIDA products and bright and expansive meeting spaces as well as office spaces.

IMK's representative director, Yang Jun Yeol, stated his aspirations saying, "The ISHIDA brand has established itself as 'a reliable product' in the Korean market and we have secured a place as a leading company true to its customers by offering them safety; however, we will not be complacent, but are eager to accept many more new challenges and will work to offer better products and strengthen our technological development abilities to achieve our greater objective at this new facility." In addition, IK's representative director, Chun Hyun Gu, talked of his future vision saying, "In constructing our new facility, we set a global factory as our objective looking ahead to the challenges and innovations unfolding over the next hundred years. We also tried to build a sales environment that would enable us to draw closer to and work together with our customers and a work environment agreeable to our employees. It is my hope that all our employees can enjoy working here, and we can be a company that can contribute to society by creating a higher level of customer value." The guests enthusiastically welcomed the intensely rhythmical drum performance presented during the celebration show by NANTA, a non-verbal performance group which enjoys worldwide popularity.

### ANNIVERSARY CELEBRATION

The anniversary celebration, which was held on the first floor of the new company facility, was attended by Takahide ISHIDA, president of ISHIDA Co., Ltd. visiting from Japan and 137 participants, including agents and members of our associated companies.



# ISHIMTS 2018

SUPERMARKET TRADE SHOW



## DIGIMARC BARCODE

A serious labor shortage has become a problem even at retail stores. ISHIDA offered new POS system that reduces the burden on checkout clerks using digital watermarking technology called Digimarc Barcode, and furthermore the system for self-checkout by shoppers.

### BENEFITS

The Digimarc Barcode encodes standard GTIN data over the entire package surface. The codes are imperceptible to humans but easily and reliably read by POS image scanners, smartphones and other devices equipped with Digimarc software. It means checkout clerks can easily and quickly scan items without having to hunt for the barcode. The benefits also extend to shoppers using self-checkout, providing a faster, more enjoyable, and efficient experience.

### Digimarc Barcode



Looks like this



Performs like this

### APPLICATIONS

The Digimarc Barcode can provide customers with information such as new products, recipes, coupons, allergens, traceability. It can also be used for product inspection processes at manufacturing plants, and receiving inspection and product counting before shipping at warehouses, reminders of purchase timing and guidance to e-commerce.



Digimarc Barcode is a registered trademark of Digimarc Corporation.

SMTS 2018 was held from 14 to 16 February in Chiba, Japan. At the largest exhibition in Japan hosted by the retail distribution industrial association that mainly handles foods, 2,054 companies and 88,121 visitors attended the show.

ISHIDA, which covers from food manufacturing to processing, logistics and retailing, and provides safety food infrastructure, had exhibited a number of state-of-the-art systems with the theme of employee satisfaction and improved customer satisfaction. We would like to show two new packaging trends.

## PAPER FILM

In the weighing and packaging line for fresh meats, processed foods and cut salads, we displayed tray packaging using environmentally friendly paper film.



### ECO-FRIENDLY

Although ISHIDA's QX tray sealer is capable of modified atmosphere packaging (MAP), which prolongs the freshness of foods and enables long-distance transportation, until now it was common to seal with plastic film. However, as the EU announced its policy of prohibiting the use of plastic films, it is expected that switching to packaging materials that can be reused or recycled will accelerate in the future. ISHIDA used a paper film SHEILDPLUS using a barrier material, and proposed a package excellent in environmental compatibility.



SHIELDPLUS is a registered trademark of Nippon Paper Industries Co., Ltd.

### BARRIER-PROTECTED

Paper film but it is barrier-protected so that gas and smell do not leak, so the product quality is maintained as before and you do not need to worry about transferring smell to other products. It is expected that the service of packing various foods and items in one box at a distribution center and delivering it to home will increase. Not transferring smell will be one of the important factors to enhance the product value.

The exhibition highlights videos including above solutions and other systems are uploaded on ISHIDA YouTube channel. Let's keep up-to-date with advancement in latest technology in food industry.



The Automatic Guided Vehicle (AGV) that delivers containers to shipping area stood by next to the container transfer robot system in the end of the tray packaging line.



The systems or materials we introduced here are not officially released since these contain new technology still needs verification for commercialization.



Application

X-ray Inspection Systems

**IX series**

## MAXIMIZING OUTPUT ON QUALITY CONTROL SECTION

ISHIDA maintains its position as industry leader of X-ray inspection systems with the IX series that can detect foreign bodies. Now, we introduce two latest unique applications, especially related in rejecting, among many solutions we experienced.

### 01 HIGH SPEED PUSH PLATE REJECTOR FOR CANNED FOOD

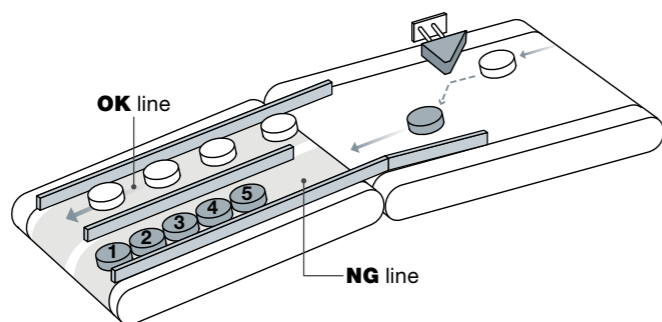
It is not easy to reject only NG product with conventional rejector on high speed production line for canned foods since last or next can are also rejected, and these are dropped off the conveyor. Our solution is push rejector with a triangle block which can poke only NG product



without damaging or making a dent. Also, we secure the space for aligning NG products along the production line. This makes no NG box or table installed aside of the conveyor. In addition, lined products are easily to be matched up with these X-ray images stored to inspection records of the X-ray machine, which enables reducing time to recheck of NG products.



OK line NG line



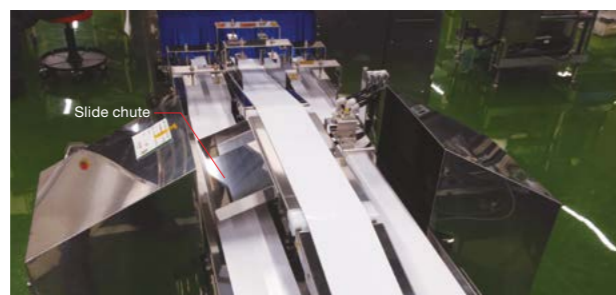
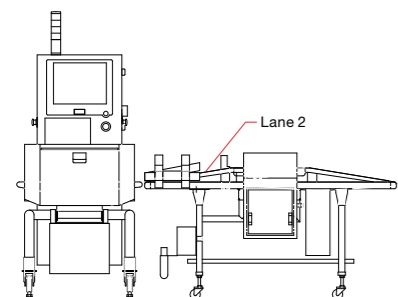
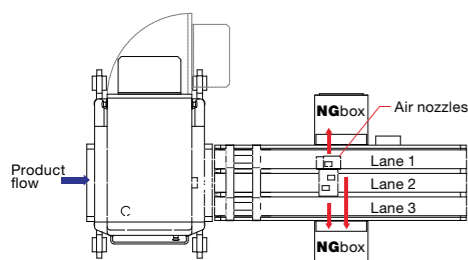
Check the video.

### 02 AIR JET REJECTING FOR MULTI LANES



A Drop belt rejector that drops NG products under the conveyor was usually selected for multi lanes applications, however there is a product height restriction and it is suitable only for thin products. Although this

air jet rejection system is multi lanes configuration, it enables to reject cups such as yoghurt, cheese, jelly etc. at high speed by making the conveyors different in height. An air nozzle is installed in each lane. A slide chute is also set up in the center conveyor where the rejecting position is higher by the trapezoidal frame, and the NG products slide into the NG box through this chute. Ideal for high-speed production lines of individual packages with a height of 30 mm or taller.



Lane 3 Lane 2 Lane 1



Check the video.

## ASIA DISTRIBUTOR & SUBSIDIARY MEETING

The 9th Asia Distributor & Subsidiary Meeting, held at Chennai, India was hosted by ISHIDA India and our most trusted partner Heat and Control India. Approximately 50 attendees gathered from 13 companies in 10 countries. With an open speech by ISHIDA's Sales Director, Minoru Takai, explaining about ISHIDA's company growth and shared appreciation to all our Distributor and Subsidiary for their hard work and commitment.



### ■ New Facility of Heat and Control in India

Lead by Manoj Paul, Heat and Control's General Manager South Asia, Heat and Control has shared their new Facility with over 11,800m2 of fabrication space, taking factory visits to all attended Distributors and Subsidiaries. They have grown tremendously this past 10 years, and now are fabricating their Process and Distribution equipment in Chennai, India.

### ■ Snack Solution

One of this year's topic was "Snacks", and started discussion from definition of Snacks to total Snack solution of Heat and Control and ISHIDA equipment, including Processing, Distribution, Flavoring/Seasoning, Weighing, Packaging, and Case packing. Also discussed market trends and strategy to sell more highspeed equipment and economic Packaging machinery.

### ■ Challenge

ISHIDA is one of the leading supplier for Weighing and Packaging equipment, but still has many more opportunity to satisfy and contribute to existing or new customers. As CEO, Takahide ISHIDA, set company slogan as "Challenge" for the next coming years, ISHIDA will keep "Challenge" to contribute to customer and society with partnership of all Distributors and Subsidiary around the globe.



# MESSAGE FROM THE DIRECTOR OF ISHIDA INDIA

It is the 11th year since ISHIDA India was established. Now, 10 bases spread in India supports sales/service activity in India, Bangladesh, Sri Lanka, and Nepal. At headquarter, manufacturing of multihead machines, platform scales, and check weigher is performed. Jiro Hatakeyama, Managing Director of ISHIDA India Pvt. Ltd. leading 70 people talks about business in India.



## BUSINESS

Until June 2017, the economy was stagnated due to the demonetization that took place in November 2016, but it is getting active again because of the revision of tax system by introducing the Unified Article Service Tax (GST). It is said that India, which has the world's second largest population of 1.2 billion, will continue to grow both in population and economy, and large investment such as construction of new facilities in the food industry is increasing. ISHIDA India has also steadily expanded its business scale with 10% annual growth.

## ISHIDA INDIA

There are many young competent employees who can expect their continued growth. I believe inner growth like not only skills of work but also inner way of thinking and standing behaviors of each member will create strong company organization and provide better products and services to customers, which leads to business expansion. In order to make ISHIDA India one of the important location of the ISHIDA Group's global strategy, we will continue to focus on expanding the production of products that meet local needs, and reinforcing the capabilities of ISHIDA's turnkey system project.



## NEXT BIG EXHIBITIONS

- **Snaxpo** 10-13 Mar. 2018 Atlanta, USA
- **Propak Vietnam** 20-22 Mar. 2018 Ho Chi Minh, Vietnam
- **FOOMA** 12-15 Jun. 2018 Tokyo, Japan
- **Propak Asia** 13-16 Jun. 2018 Bangkok, Thailand
- **Taipei Pack** 27-30 June. 2018 Taipei, Taiwan



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