

# A Japanese qualified manufacturer of forging parts for the aerospace sector is offering a manufacturing agreement to potential EU partners

## Summary

Profile type

**Business Offer**

Company's country

**Japan**

POD reference

**BOJP20220909010**

Profile status

**PUBLISHED**

Type of partnership

**Outsourcing agreement**

Targeted countries

• **World**

Contact Person

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Term of validity

**9 Sep 2022**

**8 Sep 2024**

Last update

**4 Sep 2023**

## General Information

### Short summary

A Japanese company providing high-quality forging parts for the aerospace sector seeks to go to the EU market by offering build-to-print based manufacturing contract. The company is currently supplying their forging parts which are used for an US made aircraft. The company has an Aerospace Quality Management System (AQSM) certification to supply their products to aerospace manufacturers in the EU, and is hoping to find long-term partners to establish a presence there.

### Full description

A Japanese company specialized in high-quality forging is looking for a partner in France, Germany, Ireland, Italy, and the Netherlands in the framework of a manufacturing agreement. The company belongs to the Tokyo Metropolitan Aviation Network, an industrial cluster comprised of aerospace SMEs located in the Tokyo Metropolitan region. This allows them to provide machined, heat treated, and tested turn-key parts, meaning they are not strictly limited to supplying blank forging parts.

The forging company is certified with JISQ9100 which is equivalent to EU certificate EN9100 meaning they are eligible to provide their forging parts to aircraft manufacturers. Their forging parts are utilised in the power drive units of flight control components currently. The company is offering a build-to-print based manufacturing agreement with a

potential EU partner in the sector of aerospace components, airframes and/or engine manufacturing with the goal to establish a long-term presence in the region.

The Japanese company owns seven German made forging machines weighing 1,000 tons to 6,300 tons in a 6,900 square meters property. Their plant is located in Ibaraki which is an hour drive from Narita International Airport, and their headquarters are located south of Tokyo very close to Haneda Airport. The location makes it very convenient to have potential partners visit, and also helps to streamline the logistical process. The Japanese company is flexible in their business activities including decision making since they are a fully independent company, and is hoping to sign a manufacturing agreement with a potential EU partner.

#### Advantages and innovations

The Japanese company is specialised in precision forging by utilising a closed die screw press forging method. This method saves costs when compared to conventional methods utilising a fully machined process to process ingots.

For instance, a competitor utilizing a fully machined process would shape only 2kg of parts from a total of 20kg of solid ingot. The company is able to shape 8kg of forged part to be machined into the same 2kg product from a total of 8.5kg of bar-shaped material making their process more efficient than those of competitors. (Depending on the finished product shape.)

Their forging method also allows fast-forming of product shapes with minimum blow moulding, meaning all of these advantages combined significantly reduce the lead time.

The company is capable to produce the following product size (subject to exact product shape and thickness):

Diameter: Minimum 75mm / Maximum 400mm

Length: Minimum - subject to consultation / Maximum 550mm

Weight: Minimum 0.5kg / Maximum 55kg

#### Technical specification or expertise sought

Stage of development

Sustainable Development goals

• **Not relevant**

IPR Status

**No IPR applied**

## Partner Sought

#### Expected role of the partner

The Japanese company is looking for a partner that has commercial channels in the sector of aerospace component and airframe manufacturing.

The partner would ideally be a sub-tier supplier of major aircraft manufacturers (Airbus group, Boeing), engine manufacturers, or other tier 1 suppliers in the field.

It is fully negotiable though they expect that the partner who would help the Japanese company to improve smoother transaction by applying Incoterms, more specifically EXW (Ex Works), FCA (Free Carrier) or FOB (Free on Board) being applied.

#### Type of partnership

**Outsourcing agreement**

#### Type and size of the partner

- **SME 50 - 249**
- **Big company**

## Dissemination

#### Technology keywords

#### Market keywords

- **08003001 - Machine tools, other metal working equipment (excl. numeric control)**
- **08001012 - Speciality metals (including processes for working with metals)**

#### Targeted countries

- **World**

#### Sector groups involved