

Kansai Felt Fabric Co., Ltd.
Company Profile



Kansai Felt Fabric Co., Ltd.



Be a Good Company, Be a Good Interface.

Creative partnerships that offer information and extra value to our customers.

Kansai Felt Fabric started out as a felt wholesaler and has expanded by responding flexibly to our customers' needs.

We are currently growing our Industrial Materials Division (General Industry Department, Automotive Industry Department, and Envirotec Department) and our Floor Covering Division.

As times change, so do customer needs. We respond to these changes by providing eco-friendly materials that create a pleasant manufacturing, office, or living environment.

Kansai Felt Fabric draws its strength from experience and the results achieved since our foundation more than 80 years ago. We were the first in the industry to develop our business with an eye towards overseas expansion. We concluded contracts to become sole agents in Japan for Roberts Consolidated Industries Inc., a major American interior building materials manufacturer, in 1974, and German company BWF Group, a prominent European felt manufacturer, in 1982. Since then, Kansai Felt Fabric has continued to form alliances with major manufacturers in the U.S. and Europe in an ongoing effort to provide our clients with state-of-the-art materials.

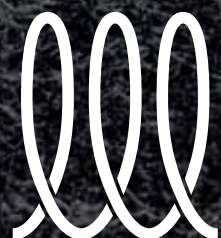
We have also established bases and business networks throughout Asia. This makes it possible for us to deliver materials swiftly to the production sites of Japanese companies in the region.

Years of dynamic business engagement with overseas companies has further accelerated our globalization. More of our employees are experiencing overseas work and pass on knowledge to human resources, who are skilled at information-gathering on a global scale.

Our mission is not simply to provide products, but also to offer the very latest information as we seek to add extra value. We aim to be the best we can, to earn our customers' trust, and to be partners in mutual growth.

Ken Eguchi, Chairman & C.E.O.

Yoshitaka Eguchi, President & C.E.O.



INTEGRITY
INNOVATION
INTERACTION

We make sincere, honest efforts
We constantly innovate and challenge ourselves
We boost collaboration and mutual cooperation

THREE I We strive to follow the Three I's in our business activities.



Since our foundation as a felt supplier, we've supported customers with experience, insight, and the latest advanced materials.

Kansai Felt Fabric set out in 1938 as a felt wholesaler. At the time of our foundation, felt was a widely used industrial material. Our company supplied industrial materials with a particular focus on felt.

As times changed, however, new materials were developed to replace felt, and customer needs diversified. In response, we started handling new materials, expanding our areas of business from our Industrial Materials Division into the Automotive, Envirotec, and Floor Covering industries to better serve customer needs.

Ever since the time when felt was the go-to material in the industry, our company has grown in line with evolving industrial materials. The abundance of data and knowledge we have amassed over the years is our greatest strength.

We do not simply supply things; we always deliver up-to-date information and suggest the most suitable solutions for our customers.

Kansai Felt Fabric staff treat each customer with the warmth that is typical of felt, and we are as flexible as felt in the way we respond to our customers' needs.

Our history

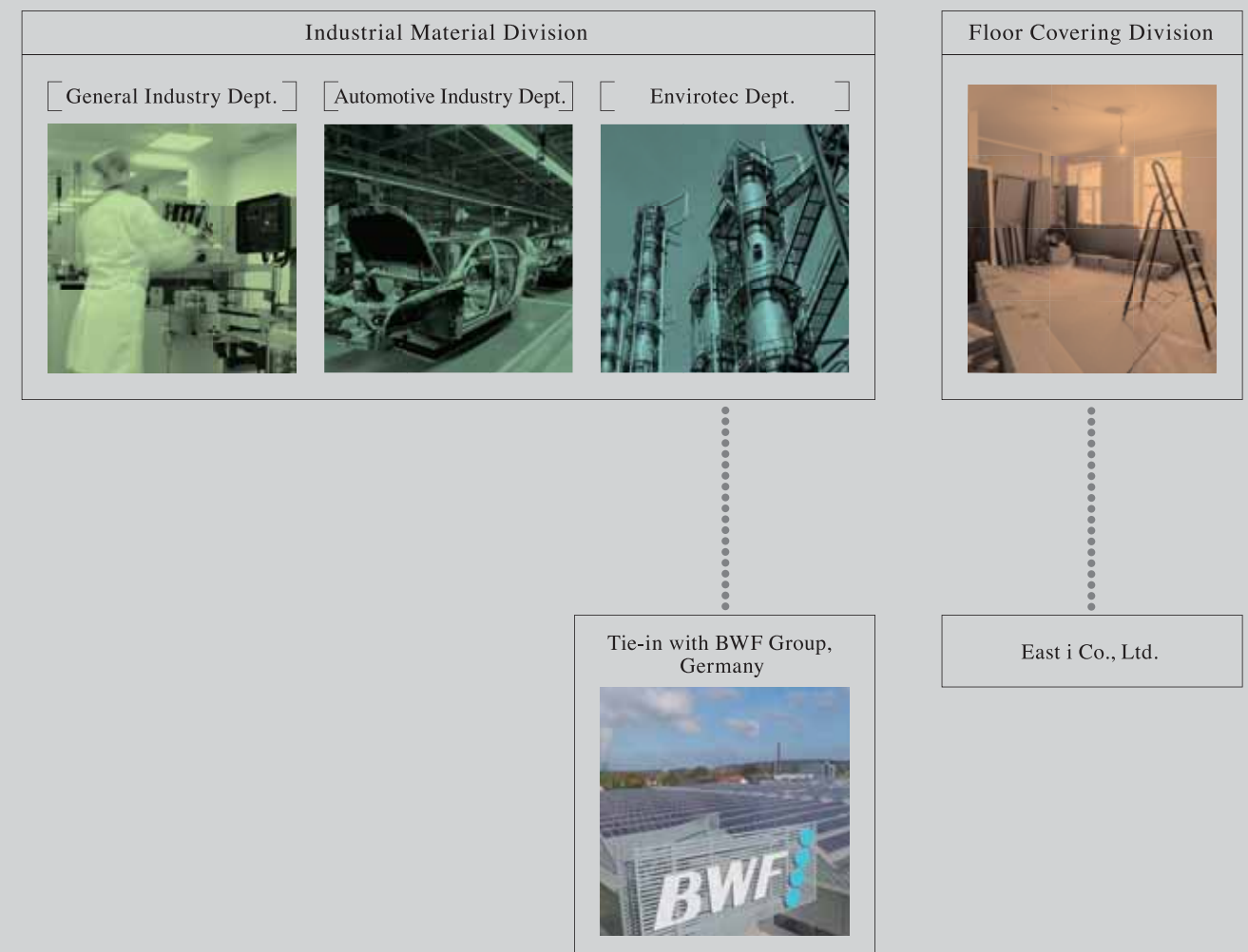
- Oct. 1938 Kansai Felt Shokai was established by Etsuo Eguchi in Kita-ku, Osaka, Japan to market all kinds of felt.
- Jun. 1940 Kansai Felt Co., Ltd. was established with capital of JPY 195,000 and Etsuo Eguchi as its president.
- Mar. 1944 The company changed its name to Kansai Felt Kogyo Co., Ltd.
- Sept. 1959 The company changed its name to Kansai Felt Fabric Co., Ltd.
- Jul. 1967 Capital was increased to JPY 12,000,000.
- Sept. 1974 We became the sole agent in Japan for Roberts Consolidated Industries Inc., U.S.A.
- Nov. 1978 Kansai Felt (Singapore) Pte. Ltd. was established.
- Mar. 1982 We became the sole agent in Japan for the German company BWF Group.
- Mar. 1985 Etsuo Eguchi was appointed chairman and Tsuneo Eguchi was appointed president.
- Sept. 1986 The Production and Logistics Center was established in Gamagori, Aichi, Japan.
- Sept. 1988 Kansai Felt (Thailand) Co., Ltd. was established.
- Nov. 1992 Kansai Felt (Malaysia) Sdn. Bhd. was established.
- Jan. 1995 Kansai Felt (Hong Kong) Ltd. was established.
- Jul. 2002 Kansai Felt (Shanghai) Co., Ltd. was established.
- Jan. 2004 We acquired our construction industry license.
- Dec. 2007 We purchased an office building in Chiyoda-ku, Tokyo, Japan.
- Sept. 2008 Kansai Felt (Dongguan) Co., Ltd. was established.
- Apr. 2010 We established East i Co., Ltd. and moved into the construction industry.
- Apr. 2014 Kansai Felt (Vietnam) Co., Ltd. was established.
- Mar. 2015 Ken Eguchi was appointed chairman and Yoshitaka Eguchi was appointed president.

Our knowledge and know-how give your business an edge.

Kansai Felt Fabric is not simply a supplier of materials. We also recommend new materials, and that often leads to ideas for new product development, ingenious ways to boost product performance, or countermeasures to deal with environmental issues.

Our job begins with listening to our customers' requests and concerns. We review the advantages and disadvantages of a huge range of materials, sometimes also doing trial calculations of running costs, before suggesting the most suitable material.

We have handled a wide diversity of materials over the course of more than 80 years, and based on the wealth of knowledge and experience we have amassed, we can offer material and information tailored to each customer.



General Industry
Department

Fast supply of tailored industrial materials:
Our overseas bases are best positioned to smoothly deliver
orders to overseas factories.



Automotive Industry
Department

Material processing based in Japan and overseas:
We cut logistic cost and time with direct supply
via the shortest route.



We do everything from selecting raw materials to processing them into the cushioning and anchoring materials required when developing various kinds of mechanisms. Our company has been involved in industrial materials since our foundation more than 80 years ago, and we are proud of the wealth of data and know-how that we have amassed. We respond meticulously to the requests our customers make according to their intended use of our products.

Careful selection of
the most suitable
materials

We do business with over 1,000 corporate customers and deal in more than 500 kinds of materials. It's not an exaggeration when we say there's no industrial material that we can't procure. We network with material manufacturers and constantly gather the latest information about ingredients. We can provide the most suitable material to suit your needs.

Processed into the
optimum shape

The materials we select undergo cutting and punching in our factories according to the intended use. With a customization system based upon 80 years of experience and performance, we can meet our customers' requests in every detail. All of our factories are fully equipped with cleanrooms and have a reliable quality control system for materials used in precision components.

Overseas network

Kansai Felt Fabric currently has factories in five locations in Asia and China, with a system in place to process materials to the same quality level as in Japan. This enables us to process and deliver products to Japanese-owned overseas manufacturing sites from our nearest factory. We can also speedily supply high-quality materials overseas, and cut the time and costs required. A further increase in our overseas bases is planned.

We select the most suitable materials and cut them to customer request. Feel free to contact us for further details.

Main products

- General industrial materials Secondary materials and components for various kinds of manufacturing equipment
- Electrical industry components Parts for products such as home appliances, HDDs, cameras, OA equipment, smartphones, etc.

Main sectors
we supply

- OA equipment industry, automotive industry, mobile phone industry, iron/steel/aluminum industry
- Medical equipment industry, stationery industry, furniture industry, food industry, cleaning industry

Cutting logistics costs

Since we have five processing plants in Asia and China, we are able to deliver processed materials from the one closest to the automobile manufacturer's overseas production site. Inside Japan, as well, we can cut logistics costs and delivery times by selecting the most suitable manufacturing site from among our subcontract factories nationwide.

Original felts

We manufacture our own original felts. We offer quality high-performance materials at a reasonable price. A wide variation of thicknesses and functions are available, making it possible to find the right match according to how the material will be used.

Reliable support
system

With offices and factories in Asia, Kansai Felt Fabric has a set-up where we can provide the same high quality of service in Japan and overseas. Information is shared rigorously in Japan and overseas, and our overseas support system is both swift and thorough. You can rely on us.

Certification

- ISO 14001 (Environmental management standards)
- ISO 9001 (Quality management system standards)
- TS 16949 (Automotive industry global quality management system standards)

Main products

- Interior Doors/door covers, floor/door/ceiling/trunk upholstery, components for devices such as air conditioners, satnavs, speakers, and ETC units
- Exterior Components used in mirrors, lights, emblems, spoilers, and gas tanks



We supply dust-collector filters tailored to the specifications of the customer's equipment. We supply a variety of filters, ranging from dust-collector manufacturers' OEM to replacement filters. By suggesting the most suitable filter media, we help to cut your running costs.

Kansai Felt Fabric provides installation techniques as well as materials, tools, and the installation works. We supply not only Japanese products, but also advanced materials and tools from all over the world. Kansai Felt Fabric has an excellent reputation among building contractors. In the interest of the environment, we have been making efforts to popularize the German company Kiesel and adhesives that comply with EC1 (Germany's highest safety standard).

BWF high-performance filters

In 1982, we formed an alliance with the world's biggest filter media manufacturer, German company BWF Group. As their sole agent in Japan, we are the only company in the country that deals in BWF materials. This gives us the tremendous advantage of being able to select the most suitable filter from advanced materials such as needlona®, which embodies cutting-edge BWF technology.

Careful selection of the most suitable materials

We do business with over 1,000 corporate customers and deal in more than 500 kinds of materials. In addition to supplying Japanese products, we have formed alliances with the American companies TRAXX Corporation, ROBERTS, and color RITE; the German company Uzin; and the Dutch company Forbo Flooring Systems, enabling us to supply advanced flooring materials and tools from around the world.

Technical advice

The most suitable filter is determined by dust collector usage and requirements. Kansai Felt Fabric has many employees who are very knowledgeable about machinery, so we can offer advice on technical matters as well. We do trial calculations of running costs and suggest the most suitable solution aimed at cutting overall costs.

Installation techniques

We established our floor covering business more than 50 years ago and have gathered a vast amount of knowledge regarding installation. Seventy percent of our salespeople have earned the Level 2 Construction Management Engineer qualification, and we hold short practical courses on how to use the tools. We also teach installation techniques to better assist our customers.

Up-to-date information

Germany actively engages in measures to protect the environment and has some of the world's most stringent environmental conservation standards in place. BWF develops the most advanced materials in the global filter industry. As their sole agent in Japan, we always provide the very latest information about filters.

We can take charge of installation work

Depending on the customer's needs, we are able to perform installation in addition to supplying floor coverings and tools. In 2010, we established East i Co., Ltd., a subsidiary that specializes in interior construction work. We are helping to counter the lack of engineers in the construction industry with our advanced technical skills.

Main products

- The most suitable filter media to match requirements such as environmental protection and particle product recovery
- Filter materials ranging from needlona® PTFE to polyester, special treatments, Pyrotex® KE (ceramic filters)

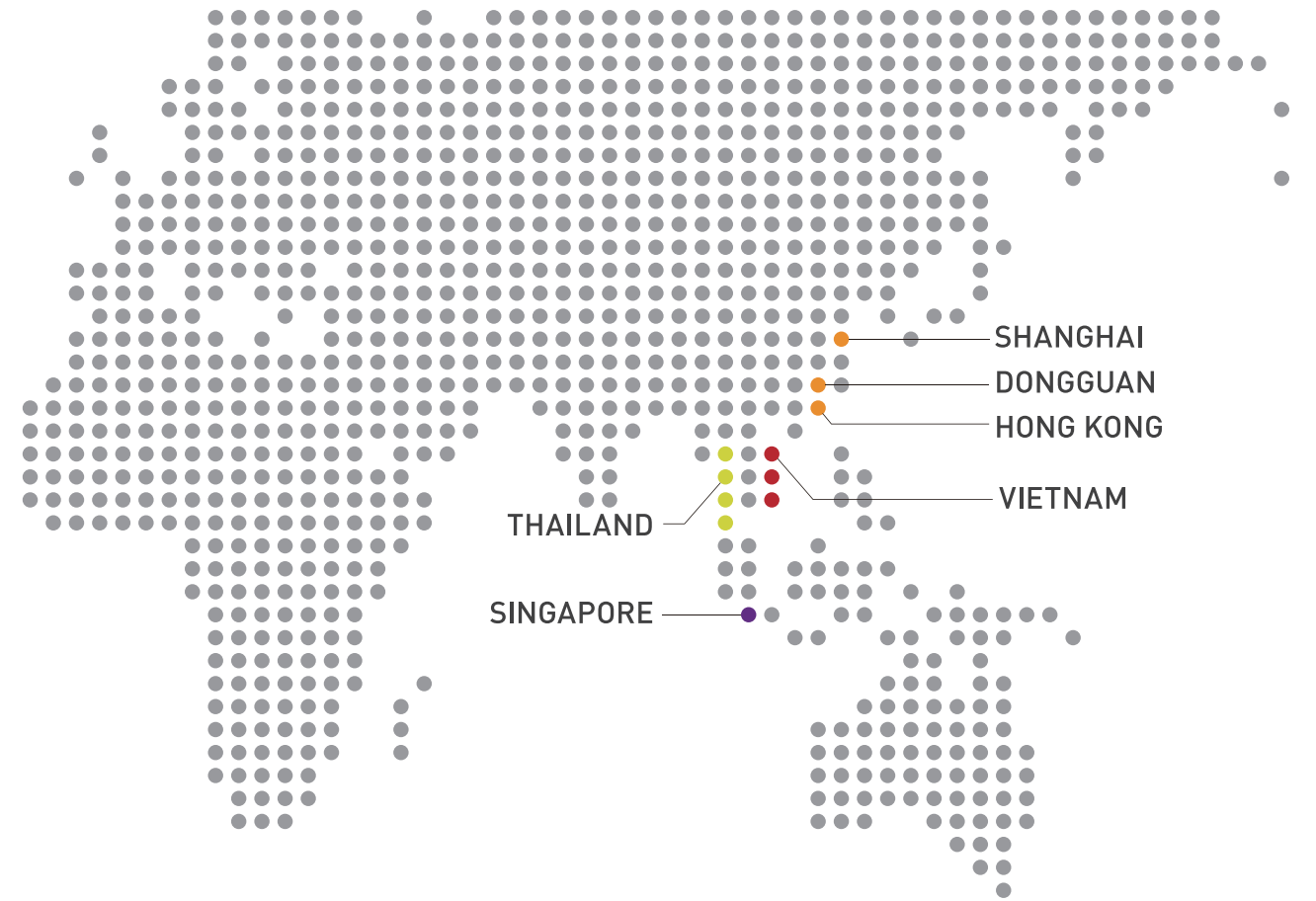
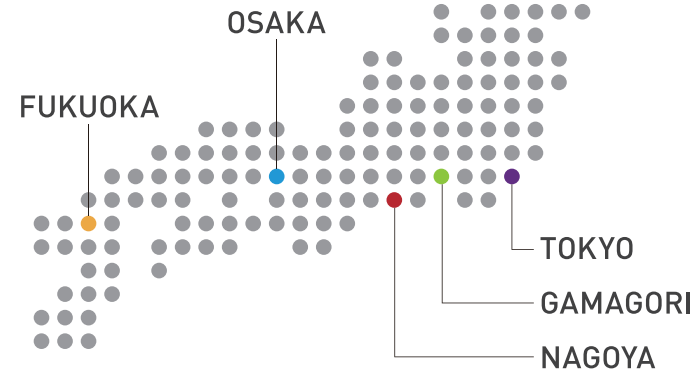
Main sectors we supply

- Waste incineration plants, recycling plants, power plants, chemical plants, the cement industry
- The aluminum industry, steelworks, flour mills

Overseas business partners

- North America Allway Tools, color RITE, CRAIN, Kraft Seat, Leggett & Platt, Magnolia Brush, ORCON AEROSPACE, QEP, ROBERTS, Taylor Tools, TRAXX Corporation, TAYLOR, Winkelman Sales Inc, GUNDLACH
- Europe Collomix, Delphin, Forbo Flooring Systems, Interfloor, Kiesel, Uzin, Janser, Korbach Werkzeug

We live up to our clients' trust and creatively respond to market needs with advanced technologies via our global sales network.



<p>Tokyo Office 1-11-1, Higashikanda, Chiyoda-ku, Tokyo, 101-0031, Japan General Industry Department PHONE: 03-5835-5668 FAX: 03-5835-5688 Envirotec Department PHONE: 03-5835-5545 FAX: 03-5835-5548 East i Co., Ltd. PHONE: 03-5835-2011 FAX: 03-5835-2015</p>	<p>Sales Headquarters PHONE: 03-5835-5201 FAX: 03-5835-5204 Automotive Industry Department PHONE: 03-5835-5545 FAX: 03-5835-5548 Floor Covering Division PHONE: 03-5835-5650 FAX: 03-5835-5654</p>
<p>Nagoya Office 4-5-2, Onogi, Nishi-ku, Nagoya-shi, Aichi, 452-0803, Japan General Industry Department PHONE: 052-503-8935 FAX: 052-503-8939 Automotive Industry Department PHONE: 052-503-8935 FAX: 052-503-8939</p>	<p>Floor Covering Division PHONE: 052-503-8611 FAX: 052-503-8618</p>
<p>Osaka Office 7-16, Nozaki-cho, Kita-ku, Osaka-shi, Osaka, 530-8531, Japan General Industry Department PHONE: 06-6312-7821 FAX: 06-6312-7824 Envirotec Department PHONE: 06-6312-7821 FAX: 06-6312-7824</p>	<p>Administrative Headquarters PHONE: 06-6312-0438 FAX: 06-6312-2963 Floor Covering Division PHONE: 06-6312-0431 FAX: 06-6312-0437</p>
<p>Fukuoka Office 2-10-55, Higashinaka, Hakata-ku, Fukuoka-shi, Fukuoka, 812-0892, Japan General Industry Department PHONE: 092-431-6375 FAX: 092-431-4575 Automotive Industry Department PHONE: 092-431-6375 FAX: 092-431-4575</p>	<p>Floor Covering Division PHONE: 092-431-6375 FAX: 092-431-4575</p>
<p>Production and Logistics Center 67-12, Hama-cho, Gamagori-shi, Aichi, 443-0036, Japan PHONE: 0533-67-1991 FAX: 0533-66-1477</p>	

Trade name	Kansai Felt Fabric Co., Ltd.
Established	1938
Chairman & C.E.O.	Ken Eguchi
President & C.E.O.	Yoshitaka Eguchi
Employees	Approx. 1,000 (including group companies)
Consolidated capital ratio	Approx. 50%
Headquarters	7-16, Nozaki-cho, Kita-ku, Osaka, 530-8531, Japan
PHONE	06-6312-0438
FAX	06-6312-2963
Business locations	Five in Japan, six overseas
Divisions	General Industry Division (General Materials, Automotive Industry Materials, Environmental Materials), Floor Covering Division



Products	<p>[General Industry Department] Insulation, shield components, spacers, and rubber foot covers for electrical and electronic products</p> <p>[Automotive Industry Department] Various processed products made of felt, foam, or plastic film for use in automobile interiors</p> <p>[Envirotec Department] High-performance filters developed to protect the environment and enable product retrieval</p> <p>[Floor Covering Division] Materials and technology for the installation of floor coverings, colored felt</p>
Certification	ISO 14001, ISO 9001 (Production & Logistics Center)
Contractor's license	Minister of Land, Infrastructure and Transport Contractor's License No. 021311 (General-27)

Environmental initiatives	<ul style="list-style-type: none"> Prevention of contamination or environmental pollution from business activities (Compliance with effluence standards, prevention of atmospheric/water/soil pollution, reduction of noise/vibration/bad odors) Reduction of CO₂, waste emissions, making our corporate activities more energy-efficient Endorsement of eco-friendly products and services, development of production methods and technologies that reduce environmental burden Reduction and control of the use of specified chemical substances Disclosure of corporate and product information Environmental initiatives other than business activities (separating trash, recycling, clean-ups, etc.)
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Specific initiatives Since launching our environmental initiatives in 2001, we have been focusing particularly on energy-saving (cutting back on the use of electricity, paper for office work, and car fuel) out of the ISO 14001 autonomous activities (environmental targets).

Kansai Felt (Hong Kong) Ltd.
Established January 1995
 Unit 2206 Tower 1, China Hong Kong City, 33 Canton Road, Tsim Sha Tsui, Kowloon, Hong Kong
 PHONE: +852-2374-4733 FAX: +852-2374-5389
 E-mail: kansai@kansaifelt.com.hk

Kansai Felt (Singapore) Pte. Ltd.
Established November 1978
ISO certification: ISO 14001, ISO 9001
 51 Ayer Rajah Crescent #03-17 Singapore 139948
 PHONE: +65-6776-2280 FAX: +65-6779-3879

Kansai Felt (Shanghai) Co., Ltd.
Established July 2002
ISO certification: ISO 14001, ISO 9001 ISO/TS 16949
 No. 8, Wen Quan Nan Road, Jiading, Shanghai, P.R. China
 PHONE: +86-21-6952-2744 FAX: +86-21-6952-2745
 E-mail: kansai@kansaifelt-sh.com

Kansai Felt (Thailand) Co., Ltd.
Established September 1988
ISO certification: ISO 14001, ISO 9001 ISO/TS 16949
 55/24 Moo 13, Paholyothin Rd, 46 Km. Klong Neung, Klong Luang, Pathumthani 12120, Thailand
 PHONE: +66-2529-1907 FAX: +66-2529-1914
 E-mail: kansai@kansaifelt.co.th

Kansai Felt (Dongguan) Co., Ltd.
Established September 2008
ISO certification: ISO 14001, ISO 9001 ISO/TS 16949
 No. 8, Wen Quan Nan Road, Shilong, Dongguan, Guang Dong, China
 PHONE: +86-769-8611-7447 FAX: +86-769-8611-7401
 E-mail: kansai@kansaifelt.com.hk

Kansai Felt (Vietnam) Co., Ltd.
Established April 2014
ISO certification: ISO 14001, ISO 9001
 Factory E5, Lot E, CN7 Area, Trang Due Industrial Park, Le Loi Commune, Dinh Vu - Cat Hai Economic Zone, An Duong District, Hai Phong City, Viet Nam.
 PHONE: +84-225-3597-367 FAX: +84-225-3597-368
 E-mail: 350.kfvn@kansaifelt.com