

KITA NEWS

KITA
Kitakyushu
International
Techno-cooperative
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Contents

- P.2 A message from the President
- P.3 FY2015 Operation Results / FY2016 Operation Plan
- P.4 Greetings from Former Director of Training Division, and His Successor
- P.5 JICA Training Courses
- P.8 Recent Activities of Former Participants
- P.9 Recent Activities for Overseas Development Cooperation
- P.10 International Friendship Programs
- P.11 Introduction of Kitakyushu Maintenance Engineering Society
- P.12 Adoption as a Program of JICA's Support for Japanese SMEs Overseas Business Development



— JICA Training Course "Photovoltaic Power Generation Technology" —

The course is for leading officers of the countries aiming at massive introduction of photovoltaic (PV) power generation. I really felt that even the beginners in this field could improve understanding and upgrade the points of concern as the course advanced.

By strengthening the personal guidance, no dropouts were made from the beginners, and I could guide the veterans to solve their doubts.

Please see page 6 for details.

In Promoting FY2016 Business Plan

Hideki FURUNO, President



Two months after the start of FY2016, the G7 Ise-Shima Summit was held on May 26 and 27 in the city of Shima in Mie Prefecture. There was a shared sense of crisis at the G7 that the global economy is facing the risk of a downturn, and a statement was issued that there would be a general mobilization of political measures to deal with this. Five days later, on June 1, Prime Minister Shinzo Abe personally stated at a press conference that the increase in Japan's consumption tax which had been scheduled for next April has been postponed. Immediately after the G7 summit, President Obama became the first incumbent president of the US to lay a wreath at the Hiroshima Peace Memorial, thereby turning a new page in post-war history. This made the G7 Ise-Shima Summit even more memorable. The G7 summit emphasized more strongly that Japan too is being forced to tackle difficult and unpredictable challenges, with prospects for the world economy becoming increasingly unclear as it is faced with such worldwide issues as global terrorism and refugees.

Given this, a look at KITA's situation reveals that we experienced a big slump in FY2014, including a 35% decrease in business in comparison with the previous fiscal year due to the decrease in the number of JICA training courses as a consequence of Japan's temporary review of its ODA policy. However, this slump bottomed out in FY2014 and business started to increase again in 2015. We cannot predict whether this upward trend will continue, but we drew up a slightly bullish budget for FY2016 based upon our judgment that the outlook at this point in time is that business will tend to show a slight increase, and upon KITA's ability to make stronger proposals.

We are intensifying activities in our other business of technical assistance projects, however in FY2015, due to the delay in concluding contracts for some projects, there was a roughly 40% decrease on FY2014. Nevertheless, we were able to draw up a budget for FY2016 based on feedback that suggests a fairly strong recovery.

In FY2014, the operating profits of KITA as a whole were negative for the first time in four years and remained in the red in FY2015. However, with the approval of the administrative divisions of the Kitakyushu municipal government, we were able to complete KITA decision-making procedures and launch a part of the KITA Master Plan. We have drawn up a budget that anticipates an upward trend from FY2016 onwards, and will start by making every effort to successfully meet our FY2016 plan.

We have thus reached a watershed now that we have at last launched the KITA Master Plan, decided to switch over to current value accounting as of FY2016 to give us greater freedom in buying and selling the bonds (government, municipal, etc.) that are the subject of our basic fund management, and completed the Cabinet Office formalities and so on to reintegrate Kitakyushu Maintenance Engineering Society (KME) into KITA after a temporary separation so that it will once again be active as KITA's KME from the second half of FY2016, and we will now proceed towards further new steps.

Given this situation, it has been decided to approach FY2016 according to the following four guidelines, continuing on from FY2015.

1. Enhance and improve project capabilities with the aim of establishing the KITA brand
2. Formulate and implement the KITA Master Plan
3. Further promote the streamlining of project management
4. Establish ourselves as a public interest incorporated foundation, and ensure transparency, fairness and disclosure

These business guidelines for FY2016 are challenges that will be of extreme importance in getting the KITA Master Plan off to a good start. I humbly ask for your continued support and cooperation.

FY2015 Operation Results / FY2016 Operation Plan

I. KITA's Medium and Long Term Policies

1. Accumulation of KITA's assets
2. Investigation of "what is typical of KITA" and the advantages of being based in Kitakyushu



Promoting the following 4 guidelines in FY2015 and FY2016

II. FY2015 & FY2016 Guidelines

1. Enhance and improve project capabilities with the aim of establishing the KITA brand

- (1) Training brand: Reliable implementation, from the grasp of local needs to follow-up on outcomes
 - 1) Comprehension of local needs
 - 2) Providing solutions and effective expertise, information and experience
 - 3) Building a win-win relationship between the countries participated in a training course and the companies collaborated in it
 - 4) Reliable follow-up on the outcomes of training courses
 - 5) Greater utilization of networks with former participants overseas
- (2) Technical assistance brand: Global deployment of small and medium-sized Kitakyushu companies
 - 1) Support for small and medium-sized Kitakyushu companies starting up activities overseas
 - 2) Proactive collaboration to launch activities overseas with related organizations
 - 3) Aggressively boosting our brand awareness overseas via activities such as overseas

seminars and forums

- 4) Greater utilization of networks with former participants overseas

2. Formulate and implement the KITA Master Plan

- (1) Final draft of the KITA Master Plan (10-year plan)
- (2) Start to move forward with the KITA Master Plan

3. Further promote the streamlining of project management

- (1) Clarifying the respective roles of organizations and operations, and boosting coordination between organizations
- (2) Promoting effective use of the IT infrastructure and improving its functions

4. Establish ourselves as a public interest incorporated foundation, and ensure transparency, fairness and disclosure

- (1) Scrupulously protecting information and providing full disclosure
- (2) Preparation of the relevant documents for external audits by the Cabinet Office and Kitakyushu municipal government

Steady progress was made on challenges in the FY2015 guidelines.

FY2015 Results

I. Business results

It was decided to implement new business guidelines from FY2015 and we were able to achieve progress almost exactly as planned in accordance with our medium and long term policies.

External factors had a big influence on the settlement of accounts, and we did not attain our budget projection in our income or expenditure balance. However, there are some items that have been shifted to FY2016 so hopes still remain for FY2016.

II. Financial Results

Revenue : 224.8 million yen

Expenditure : 231.5 million yen

FY2016 Plan

I. Business plan

We will continue with the business guidelines we implemented in FY2015. Since progress in the previous fiscal year was almost exactly as planned, we will steadily implement our original plan and anticipate that it will be successfully achieved.

Factors such as items shifted in from FY2015 and the full-scale launch of our master plan mean that a roughly 10% expansion of our business scale in comparison with FY2015 is planned.

II. Financial Results

Revenue : 245.6 million yen

Expenditure : 245.6 million yen

Greeting of retirement and new appointment

■ Training Division

Many thanks for your help

Dr. Masakatsu UENO, Vice President



I resigned from the position of director of the Training Division on March 31 this year. I am most grateful to all of you engaged in the training for going forward together with me for these past five years in the efforts to renovate KITA and improve the quality of the training.

Looking back, the following three points leave a particularly strong impression.

1. Establishment of the brand of the Training Division of KITA

This task was triggered by the president asking “What are KITA’s assets?” This question was understood to be posed also about the existence value of KITA. We put “presentation of solutions” at the core of the brand, clarified the issues that the developing countries have and made every effort to provide information that can exactly respond to the issues.

2. Good use of the Issue Analysis Sheet (IAS)

In order to provide the countries taking part in the trainings with solutions, it is necessary to give a clear answer to the question of “What are the true issues?” We have established a style where “discovery of the true issues” is practiced by using the newly devised IAS, and solutions of the issues are derived from those discoveries. Going forward, we need to continue to manifest originality, ingenuity, innovation and improvement as part of our efforts to make such discoveries.

3. Establishment of a system as a public interest incorporated foundation

KITA was registered as a public interest incorporated foundation in April 2012. Fairness and transparency are important in this type of foundation. We made efforts to throw away traditional practices and experiences that do not fit the “purpose of the contract” and to establish new rules.

Accordingly, there still remain a lot of issues after my resignation. I conclude my words of resignation with the wish that you will make concerted efforts under the new director of the Training Division and continue to challenge difficult issues.

Inaugural address from the new director

Yuichi TERADA, Director of the Training Division



I have succeeded Vice President Ueno to the position of director of the Training Division. It has been three years since I started working here in KITA with you, during which time I have been engaged in two tasks concurrently: course leader operations and full-time

operations engaged principally in preparation of the master plan. Against the backdrop of Japan’s financial situation etc, I felt that the future of ODA related projects would not accommodate an optimistic outlook.

On the other hand, from the viewpoint of “sustainable development of every corner of the world”, I came up with the strong belief that it is a must that we spread the technology and

culture of this country across the world and I came to feel the importance of our training project in my bones.

Although I know I am far inferior to former director Dr. Ueno in terms of capability, wisdom and enthusiasm in carrying out the training projects, our route is securely laid out as a public interest incorporated foundation, so I wish to begin by further consolidating this infrastructure.

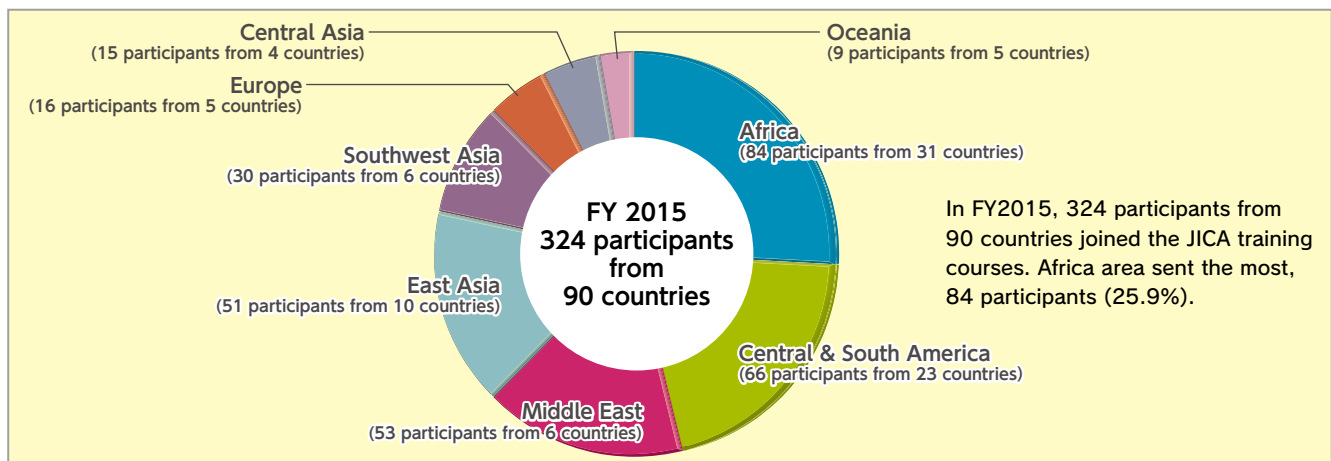
Our immediate goal is to put the master plan on track, which requires in particular the creation of a scheme to accumulate KITA’s training related assets, which we then put to practical use to ensure a steady increase in the number of training projects we are entrusted with and realization of paid-for training. Paid-for training, when realized, means that “KITA’s training courses are worth paying for” and will result in a high appraisal of KITA’s training. I am determined to try sincerely and to the best of my abilities and am looking forward to working on this with you.

Highlights of KITA training courses

JICA training courses in FY2015

No.	Title of training course	Training term	Course Leader	Participants
I Environment Management				
1	Industrial Pollution Control Management	Jan.27,2016 - Apr.23,2016	Junji Kawasaki	5
2	Air Pollution Source Management	May 10,2016 - Jun.27,2015	A. Kido	10
3	Advancement of Solid Waste Management Technologies (Advance, Technique) (A)	Jun. 7,2015 - Aug. 8,2015	Sashiwa	6
4	Advancement of Solid Waste Management Technologies (Advance, Technique) (B)	Oct.18,2015 - Dec.19,2015	Haraguchi	7
5	Management of Composting Project (A)	Aug.23,2015 - Sep.19,2015	Sashiwa	7
6	Management of Composting Project (B)	Oct.25,2015 - Nov.26,2015	K. Kido	10
7	Capacity Development in Industrial Pollution Management for Iraq	Nov. 3,2015 - Nov.21,2015	Junji Kawasaki	12
8	Environmental Education	May 12,2015 - Jun.24,2015	Haraguchi	12
II Water Resources & Water Treatment				
1	Operation and Maintenance of Sewerage System (B)	Jan.11,2016 - Mar. 5,2016	Sueta	9
2	Water Environment Administration	May 17,2015 - Jul. 8,2015	Ueyama	10
3	Capacity Development in Wastewater Treatment Sector	Aug.13,2015 - Sep. 4,2015	Sueta	8
4	Training for Sewerage Administration 1 Vietnam	Oct. 5,2015 - Oct.21,2015	Yazu	10
III Production Technology & Local Industry Activation				
1	Developed Market Oriented Export Promotion Strategy / Marketing Strategy for African Countries (B)	Jun.28,2015 - Aug. 1,2015	Nakashima	10
2	Developed Market Oriented Export Promotion Strategy / Marketing Strategy for Latin America (C)	Jan.17,2016 - Feb.20,2016	Io	9
3	Enhancement of Training Management in Vocational Training Institutes (C)	Oct. 4,2015 - Nov. 7,2015	Miyamoto	7
4	Small and Medium Enterprises / Local Industry Activation for Latin America (A)	Jul.28,2015 - Aug.28,2015	Miki	10
5	Practical Human Resource Development in Electrical and Electronic Engineering for Africa	Sep. 6,2015 - Nov.11,2015	Tomita	9
6	Capacity Development for Entrepreneurs and MSMEs Activation in African Countries (A)	May 17,2015 - Jun.20,2015	Kosugi	10
7	Capacity Development for Entrepreneurs and MSMEs Activation in African Countries (B)	Nov. 1,2015 - Dec. 9,2015	Nakashima	8
8	Strengthening Marketing Capacity for SMEs in Iran	Feb.17,2016 - Mar.15,2016	Miyamoto	12
IV Saving Energy & Renewable Energy				
1	Energy Conservation Techniques for India 1	Sep.23,2015 - Nov. 6,2015	Yamato	11
2	Energy Efficiency and Renewable Energy for Iran	May 24,2015 - Jun.13,2015	Terada	9
3	Policy Planning for Energy Efficiency and Conservation (C)	Jul. 5,2015 - Aug. 7,2015	Kawaguchi	9
4	Photovoltaic Power Generation Technology	Feb.14,2016 - Apr.15,2016	Ueyama	8
5	Energy Efficiency and Conservation in Commercial and Residential Sector (A)	Oct. 4,2015 - Nov.21,2015	Kawaguchi	8
6	Energy Efficiency and Conservation in Commercial and Residential Sector (B)	Jan.24,2016 - Mar.12,2016	Kawaguchi	8
7	Promotion of High Efficient & Clean Thermal Power (A)	Oct. 4,2015 - Oct.24,2015	Terada	7
8	Promotion of High Efficient & Clean Thermal Power (B)	Jan.31,2016 - Feb.20,2016	Terada	10
9	Knowledge Co-Creation Program (Young Leaders) for Jordan / Renewable Energy	Oct.18,2015 - Nov. 4,2015	Fujii	8
10	Knowledge Co-Creation Program (Young Leaders) for African Countries (French) / Renewable Energy	Aug.16,2015 - Sep. 2,2015	Fujii	14
11	Promotion of Energy Conservation in the Industrial Sector for Kazakhstan	Aug. 9,2015 - Sep.19,2015	Ueyama	12
V Health Care, Urban Development & Others				
1	Food Safety Administration	Oct. 4,2015 - Oct.31,2015	Nakahara	12
2	Urban Management for Sustainable Urban Development (A)	Sep. 6,2015 - Sep.19,2015	Io	10
3	Urban Management for Sustainable Urban Development (B)	Feb.14,2016 - Feb.27,2016	Takasaki	7
4	Urban Management for Sustainable Urban Development (C)	Nov. 8,2015 - Nov.21,2015	Junichi Kawasaki	10

Number of countries / participants by area



Highlights of KITA Training Courses

Indian management style

「Energy Conservation Techniques for India 1」Course

Shunsuke YAMATO, Course Leader

This course is targeted at Indian electricity. In the past, the decision on the number and names of the participants was often delayed until just before the course. However, a situation occurred this time that could never be anticipated.

The situation was that, although this course was designed for electricity, only two among the 14 participants were from electric power companies, with the rest being from consultant firms. As the major part of the curriculum was for electric power companies, we were worried that there might be complaints from the participants. As the training advanced, this worry subsided thanks to the participants' diligent attitude toward the training. It was at the stage of preparation of the action plans that I was made aware of the breadth of perspective they have concerning energy conservation and the extent of the field of their activities after returning home. These are different characteristics from those of the previous participants from electric power companies.

To quote their words: "The difference in quality of industries in India and Japan is the difference in the

attitudes of the people who work in them". This impressed me a lot. I think they could grasp things this way because they are from consulting companies. Although this was a course of a different nature attended by participants selected by Indian style management, we learned a lot on our side as well.



Commemorative photograph of the lecturer and the participants



Participants visiting an enterprise

Training beginners and experts to become top-class photovoltaic power generation technical experts capable of solving the issues

「Photovoltaic Power Generation Technology」Course

Dr. Takatsugu UEYAMA, Course Leader

This course is a two-month course targeting technocrats who play a leadership role in countries aiming at massive introduction of photovoltaic (PV) power generation. In training courses joined by participants from a variety of countries, there tend to be large differences in the levels of experience and technical capability, which makes it difficult to satisfy all the participants.

An attempt was made to overcome such difficulties by point-by-point explanations and by exercises, drills and visits to promote a better understanding. Actually, I could get a real sense that even the participants who were beginners in this field could improve their understanding and upgrade the points of concern as the course advanced.

Meanwhile, experts such as persons in charge of the maintenance of PV systems or persons in charge of the construction of mega solar systems could be seen to be consolidating and deepening their knowledge, and I could sense that they were satisfied with what they could understand about the actuality of Japan.

One of the participants who has experience of a number of similar courses says, "I have a feeling that the training courses I had received so far aimed at presenting technology, whereas this course has advanced my

understanding of the essence dramatically and I have come up with a way forward to resolve the issues I am in charge of."

From FY2016 onward, the duration of the course will be considerably shortened and two courses will be held a year. Our task is to respond to new needs whilst maintaining the good points of this course.



Exercises were introduced in plenty where the participants were made to think by themselves to pursue true understanding



Gaining an understanding of the actuality of the construction site through a PV system installation drill at Kyoto Eco-Energy Academy

Impressions of my first experience as a course leader

「Practical Human Resource Development in Electrical and Electronic Engineering for Africa」Course

Masaaki TOMITA, Course Leader

I have been engaged in human resource development for younger persons as a teaching staffer of a university, during which time I have been involved in human resource development for foreign countries as part of the technical cooperation promoted via ODA, which makes me think about leveraging my experience for international cooperation.

After performing the work of a course leader, I feel that I could make use of my experience obtained from involvement in projects. I think I could make the most of my experience at the stage of designing the training course. However, while I implemented the subjects of the course myself, I found it unexpectedly difficult to select external lecturers.

My impression of the course of Practical Human Resource Development in Electrical and Electronic Engineering for Africa is that the attitude of the participants toward the training was so positive that I feel rewarded as the course leader. I also feel that the practice of making use of what they have learned about assembly for their teaching was a precious experience for them and was received well.

I was forced to keep on my toes as it is not rare that

unexpected situations occur during the training. However, I recognized that such things will help me prepare training courses from now on. I feel that direct conversations with the participants about the training were a precious experience that is usually hard to get.

Going forward, my aim is to seek the optimum method of implementing the designed course. Preparations will be made to make use of it for the design of other courses. My immediate target may be to leverage this experience in the course for Central and South America.



Participants practicing on electronic circuits

Wishing that the achievements from their training contribute to the participants' home countries

「Urban Management for Sustainable Urban Development (B)」Course

Yoshinori TAKASAKI, Course Leader

I was assigned as the course leader of this course for African countries which started in FY2015. We welcomed seven participants from the six countries of the Ivory Coast, Kenya, Mauritania, Nigeria, Senegal and Zambia for a period of two weeks from 14 February to 27 February 2016. This was my first time as a course leader and I started the course with feelings of anxiety and expectation.

Although there was a wide age range from 35 to 52, the participants were all high-ranking government officials already engaged in important functions, one of them being a mayor. At the beginning, the tension showed on their faces, however active discussions developed and questions gradually began to be exchanged, making the course very meaningful.

Despite the differences in the conditions of their countries, all the participants had a sense of mission and passion to improve their respective countries and their circumstances. This impressed me so strongly that I felt I had to do my best to respond to their sincere and

earnest expectations. Two weeks elapsed like a flash and I dearly wish that the participants make the most of their achievements in their training and the networks they have built to contribute to their countries and regions.



After a job report presentation



Visit to Murasaki River

Introduction of Lively Activity of a Former Participant

■ Papua New Guinea

Kiyoshi HARAGUCHI, Course Leader

Former Participant **Mr. AUKLEYA Walter Greamah**

Training Course **Waste Management Technique (A)**

Course Period Jul. 07, 2013 to Sep. 07, 2013

Walter-san came to Japan in July 2013 to attend the two-month course about waste management technology. He was one of the ten participants from the Pacific Island Countries and is working in the capital city of Port Moresby as a waste management official. In this regard, the training he received in Japan taught him a lot about more advanced technologies and policies, which seems to be very helpful in his present job.

The aerobic landfill (Fukuoka method) has the advantage that, despite its simplicity and lower cost, stabilization in the landfill takes a shorter time. Methods were introduced to construct the gas vents and drainage pipes essential for the landfill using waste items such as waste drum cans and old tires, or bamboo or the like, which was well received by the participants, making them think that they can apply these methods themselves.

Receiving a report about the lively activities of a former participant making the most of what was learned in the course in Japan, I have a deep feeling that the efforts of the lecturers and the persons engaged in the visits were rewarded.



Completed and fenced leachate pond

■ Malaysia

Kenji KAWAGUCHI, Course Leader

Former Participant **Mr. Woon Wei Kian**

Training Course **Policy Planning for Energy Efficiency and Conservation (C)**

Course Period Jul. 05, 2015 to Aug. 07, 2015

Woon-san, a well-built and learned man with a mature presence, seemed to be puzzled in some way about the significance and the effectiveness of the "Power consumption optimization via behavioral improvement on the power consuming side" project that he was engaged in.

It can be seen from the progress in the implementation of his action plan over the past six months that a lot of the information he acquired during the course, such as about the activities of the city of Kitakyushu, has provided good hints for him to expand and develop the project back home. Although his proposition to develop a campaign mascot like Kitakyushu's "TEITAN" does not seem to have been accepted by his superior yet, I hope his proposition will be realized as a campaign symbol that will be widely accepted by a range of people from kids to adults.



At the campaign launch in SJKC Tun Tan Cheng Lock

Recent Activities for Overseas Development Cooperation

～ Business interactions of Kitakyushu-based enterprises in Vietnam getting more and more active! ～

Supporting the business interaction projects between the city of Kitakyushu and the northern region of Vietnam

Toshikatsu Miyata, Executive Technical Advisor

Triggered by the conclusion of the “Friendship and cooperation agreement” in 2009 between the city of Kitakyushu and the city of Hai Phong, Vietnam, bilateral business interactions started using the JICA and JETRO support schemes, since when they have rapidly expanded and deepened.

In March this year, KITA offered support for business interaction in the field of distribution channels for industries such as metal processing, machine manufacturing and baby food processing in the northern region of Vietnam (Hanoi and Hai Phong). Through action such as visits to the Vietnam Chamber of Commerce and the factories of ten local enterprises, the enterprises that joined the visits have found their respective partner enterprises. Full-scale business interactions are expected from now on.

Right now, Vietnam is facing major changes. In December last year, the ASEAN Economic Community was born, attracting attention to this country as one of the biggest hubs

among the Mekong countries. Meanwhile, the lifestyle of its people is changing owing to the construction of subways and highways, and large-scale urban developments that have changed the landscape. A change of perspective from a mere production hub to a region for the consumption of commodities and services would seem to be important.

KITA is committed to offering support for overseas business development to more enterprises in a wider range of fields.



Active business talks held about procurement of the parts made with a new casting method

～ Together with a big training mission ～

Training in Japan about air pollution improvement by the city of Tianjin, China

Satoshi IDOGAKI, Course Leader

The city of Kitakyushu has been implementing full-scale training in Japan about air pollution improvement as part of the intercity cooperative project with five Chinese cities (including Shanghai and Tianjin) from FY 2014 onward. In February 2016, the city of Tianjin sent a big training mission of 15 participants to Japan, and there were worries about issues that might arise due to the size of the mission from the stage of planning the training curriculum.

(Case 1) One day in February, the flight from Beijing to Fukuoka via Tsingtao that was due to arrive in Fukuoka at 13:40 temporarily returned to Beijing due to heavy snow at Tsingtao Airport and appeared at Fukuoka Airport at around 22:00. It was a delay of about eight hours, an omen of troubles ahead.

(Case 2) The Tianjin mission took a three-day trip to Osaka and Kyoto to visit air analyzer manufacturers. On the last day of this trip, one of the members went off on his own to see an old friend. He ended up being able to get back by the appointed time, but he was in such a hurry that he jumped into the earlier Kodama shinkansen. One of his colleagues rapidly sent him a photograph of the electric bulletin board of the Nozomi shinkansen that they were supposed to take and instructed him to change to that one at Shin-Osaka. We were able to avoid further problems.

(Case 3) After a visit to an automobile inspection and

maintenance shop during the last stage of the training, we all moved to a family restaurant to take an early lunch, however about half of the group disappeared into a nearby supermarket. The head of the group called them and told them to come back but six of them were absorbed in their shopping and skipped lunch. They were flustered about not having bought enough souvenirs of the Kansai trip. They could make it back by the appointed departure time and we could proceed without any problems.

I firmly believe that owing to the achievements of this training, all the members of this mission will become intermediaries for friendly interaction and play a role in improving and preserving the air environment of our precious planet.



Eagerly visiting an enterprise

Recent Activities for Overseas Development Cooperation

~ Aiming at business development from Vietnam to the ASEAN region ~

YAMAMOTO INDUSTRIES, LTD.

Shinji NAKAMURA, General Manager, Engineering Department

YAMAMOTO INDUSTRIES, LTD. is a company engaged in the manufacture and sale of drum cans (our core product) along with dust collectors, tubular conveyors, super elbows and so on.

Our company started an overseas procurement project in 2010 and has promoted the commissioned manufacture of large-sized dust collectors and so on in Vietnam. At the beginning, we made use of JETRO's Regional Industry Tie-up (RIT) project, and participated in site visits and business talks with the support of the city of Kitakyushu and KITA. Thanks to the above efforts, we have achieved the commissioned manufacture of four large-sized dust collectors and two conveyor frames. Quality has improved each time the manufacturing has been repeated, and is gaining approval from the customers.

Last November, we took part in the "Kitakyushu and Hai Phong technical exchange assembly" held as part of JICA's grassroots technical assistance project. 13 Vietnamese enterprises visited our display booth and we could have very meaningful exchanges including presentation of our company's products and finding enterprises that are candidates for commissioned manufacturing.

As an actual case of our further overseas development, we opened a representative office in Hanoi in May last year to look

into the possibility of the sale of our products in the ASEAN region. We are now surveying the trends in demand for our products with the assistance of trading companies and manufacturers that we work with.

Moving forward, we will make further efforts to satisfy our customers by adding the perspective of "expanded areas" to that of "higher quality at a lower price".



Presentation of our products



Our display booth

The KITA International Goodwill Bowling Tournament

Tatsuhiko TAKAI, Director, General Affairs Section

We held international goodwill bowling tournaments for the first two courses to start at the beginning of the year. This is a program mainly held in the winter since it is something that participants can easily join in with, even in a season when weather conditions are not so good.

We began by taking eight participants in the Operation and Maintenance of Sewerage System (B) course for the first round on January 30. Five of the eight had never been bowling before, but even the first-timers took it very seriously. There were even some participants who stood, ball at the ready, behind the person who was preparing to bowl. The participants cheering them on never sat down, and I think that ours was the liveliest lane in the bowling alley.

Then on February 6 we held a tournament for nine participants in the Developed Market Oriented Export Promotion Strategy / Marketing Strategy (C) course. This time there were three participants who had never been bowling before, and three who had only been once before. Unfortunately they apparently did not get the scores they wanted, but the participants also enjoyed dressing up in a bowling pin costume and playing on the claw crane game in

the amusement corner. I think that everyone enjoyed spending a cheerful day away from their training.



Developed Market Oriented Export Promotion Strategy / Marketing Strategy (C)



Operation and Maintenance of Sewerage (B)

Introduction of the activities of the Kitakyushu Maintenance Engineering Society

Takumi AOI, Manager of KME

As part of the operations of the Kitakyushu International Techno-cooperative Association (KITA), the Kitakyushu Maintenance Engineering Society (hereinafter referred to as “KME”) takes action to maintain and improve maintenance technologies possessed by our member enterprises. Our activities also include survey and research to support the activities of engineers involved in international technological cooperation in the field of maintenance, and promoting their mutual training and interaction. We contribute to the activation of this region via such activities.

Our society, inaugurated in 1981, is a unique society for technical study in that it is a platform for hands-on education that invites as guest lecturers persons experienced in globally outstanding maintenance technology or well-informed persons like university professors.

1. Story of the inauguration of KME

In 1981, planning and examination was conducted by JICA about launching a course concerning “plant maintenance”. With its advanced expertise, Kitakyushu was recognized as the leading candidate and, with the cooperation of local enterprises, JICA’s maintenance technology course was launched. In 1982, the “Maintenance Group” was organized in the KITA Productivity Cooperation Center, and KME was established by the 27 participating enterprises. From then on, efforts have been made to expand the range of coverage of KME seminars and to further upgrade the technology by repeatedly holding academic-industrial brainstorming sessions joined by KITA and the Kyushu Institute of Technology.

2. Major activities

1) Predictive maintenance study sessions

The study sessions are attended by “one-year members” recruited from among the working-level employees of the member companies.

Bi-directional studies are carried out in the study sessions which include lectures by local full-time instructors who are pioneers in equipment diagnosis technology and presentations by the participants of case studies from their own experience. The sessions are designed to boost the skills of the participants. (Held six times a year)

2) KME technical seminars

The seminars present a platform of study of the expertise required to perform maintenance operations. Participants include persons from outside the Kitakyushu region or even outside the prefecture. Lectures by academic experts combined with experiences of working-level employees are presented with the aim of upgrading the maintenance technology. The subjects include; (1) equipment diagnosis technology, (2) fatigue strength, (3) corrosion prevention, (4) tribology and (5) control technology. With their lectures by experienced lecturers, these are essential and valuable technical seminars for working-level employees. (Held on eight subjects a year, attended by about 160 persons in total)

3) Lecture meetings

Lecture meetings are held with maintenance business strategies and cultivation of human resources as their core subjects.

Recently, in response to the increasing need for maintenance technology, the lectures include an introduction to the overseas cooperation framework of maintenance technology worked out in cooperation with the city of Kitakyushu and JICA. (Held once a year, attended by about 70 persons)



Equipment diagnosis technology seminar: Mechanical course



Hydraulic technology seminar

The "enzyme treatment system" developed in Kitakyushu preserves the rivers of Vietnam!

JICA (Japan International Cooperation Agency) adopts the system as part of its
"Support for Japanese Small and Medium Enterprise Overseas Business Development"!

Tomoharu ASAHARA, Managing Director, Technical Cooperation Division
Toshikatsu MIYATA, Executive Technical Advisor

As one of the mainstays of the master plan, the Technical Cooperation Division has started operations toward the consulting business, one of which has been adopted now as a "JICA Support for Japanese Small and Medium Enterprise Overseas Business Development ~ Feasibility Survey"

This operation was to support the overseas business development of a revolutionary wastewater treatment system utilizing enzymes developed by JFILS Ltd. (Kokurakita-ku, Kitakyushu, Representative director Mr. Kazumi TANI) and was adopted under the name of "Feasibility Survey for the Advanced Wastewater Treatment System Suited for High BOD Wastewater of Hai Phong, Vietnam" in collaboration with the International Business Promotion Division, Industry and Economics Bureau, City of Kitakyushu.

Against a backdrop of rapid economic growth, Vietnam is faced with the issues of the concentration of population in major cities and changes in the industrial structure of provincial cities, causing various types of environmental pollution to surface. Among others, water pollution in rivers and canals is particularly serious due to the insufficiency of sewage treatment systems. To cope with this situation, in addition to developing public sewage treatment systems, an urgent need has emerged to take individual wastewater treatment measures to the generating sources such as factories and other facilities.

The main characteristic of the enhanced-performance wastewater treatment system proposed by JFILS LTD. is that it does not generate as much sludge as conventional treatment systems do owing to the enzyme activation system that the company has developed on their own. This system is not only friendly to the environment but also contributes to a significant reduction in the cost of sludge treatment. Due to its high capability of treatment compared

to the conventional types, construction and operating costs can be cheaper, which is the point attracting a high level of attention recently in Japan also.



A river in Hai Phong



Enzyme treatment performing outstandingly at an enterprise in Kitakyushu

This time, taking Hai Phong, Vietnam, the sister city of Kitakyushu as the target city, a survey will be conducted regarding the introduction of this system in a marine products wholesale market, one of the sources of river pollution. In this survey, experimental equipment will be installed and real wastewater will be treated to verify the effectiveness of the system in the actual environment of Vietnam and at the same time, the wastewater treatment system that best suits the site will be drafted.

Subsequent to the end of the survey, an application will be made for "JICA Support for Japanese Small and Medium Enterprise Overseas Business Development ~ Verification Survey", aiming at realization of the drafted wastewater treatment system under the ODA budget.



Nam Hai marine products wholesale market, target of this feasibility survey

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