

JSMEA returns to HK to host seminar

Japan Ship Machinery and Equipment Association (JSMEA) organized a ship machinery and equipment seminar on July 9, 2019 in Kowloon, Hong Kong, a project advanced with financial assistance from The Nippon Foundation. Supported by the Hong Kong Shipowners Association (HKSOA), it held its first seminar in four years in the city, attracting 104 people—more than the last time—from local ship owners and other parties concerned with maritime affairs.

JSMEA sent a 66-member contingent representing 19 affiliated companies, led by Mr. Shinzo Yamada, chairman; Mr. Katsuhiko Fujiwara, vice-chairman who is in charge of its Overseas Market Development Committee; and Mr. Reijiro Urabe, head of its Overseas Market Development Working Group.

At the beginning of the seminar, Mr. Yamada

pointed out that the Japanese ship machinery and equipment industry has maintained strong relations for a long time with Hong Kong's ship owners, ship management companies and others engaged in maritime affairs in the port city. At its previous seminar held there, JSMEA had encouraged local parties to meet with many of its members and to exchange the latest information and views, he added. The chairman continued that the success persuaded JSMEA to return to Hong Kong for another seminar. Following Mr. Yamada, Mr. Martin Cresswell, technical director of the HKSOA, spoke, saying that currently Hong Kong ship owners are faced with three important challenges: (1) protecting the natural environment, (2) raising efficiency and (3) maintaining the quality of ship machinery and equipment throughout their lifecycles. He hoped that local parties would obtain up-to-date information on Japanese ship machinery and equipment to address the challenges. Mr.

Cresswell also said that JSMEA would visit Hong Kong regularly for more seminars.

After the opening remarks, 18 of the attending JSMEA members delivered presentations on the most recent information on their respective products and technologies. Concurrently, all of the 19 members held negotiations at their tables while providing briefings on products and technologies for visitors and answering questions about the presentations.

After the seminar, JSMEA hosted a reception where its member companies talked freely with current and potential customers until the end.

Many of the JSMEA members attending the seminar said that it was a great opportunity, as they were allowed to directly relay the latest information not only to their patrons, but also to those with whom they had just established relations. Judging from their responses, the member companies had successfully promoted Japanese ship machinery and equipment products and boosted partnerships with local parties.

About ship machinery and equipment seminar
Date and time: Tuesday, July 9, 2019 (**seminar:** 13:00 to 18:00 and **reception:** 18:30 to 20:00)
Venue: Kowloon Shangri-La, Hong Kong
More details: refer to the seminar program and/or the website located at <http://www.jsmea.or.jp/en/seminar/2019/hongkong>

Attending JSMEA members (19)
18 members giving presentations and setting up business-matching tables: Chugoku Marine Paints, Ltd.; Daihatsu Diesel Mfg. Co., Ltd.; The Hanshin Diesel Works, Ltd.; IHI Power Systems Co., Ltd.; Kanagawa Kiki Kogyo Co., Ltd.; Kawasaki Heavy Industries, Ltd.; Mitsubishi Heavy Industries Marine Machinery and Equipment Co., Ltd.; Miura Co., Ltd.; MOL Techno-Trade, Ltd.; Nabtesco Corporation; Nagasaki Sempakusobi Co., Ltd.; Nakashima Propeller Co., Ltd.; Nippon Paint Marine Coatings Co., Ltd.; Sasakura Engineering Co., SEMCO Ltd.; Ltd.; Taiyo Electric Co., Ltd.; Volcano Co., Ltd. and Yanmar Co., Ltd.
1 member only setting up a business-matching table: Tobu Jyukogyo Co., Ltd.



Mr. Shinzo Yamada gives the opening address at the seminar.



Mr. Martin Cresswell speaks on behalf of the HKSOA.



Mr. Katsuhiko Fujiwara makes the closing remarks at the seminar.



Mr. Shinzo Yamada's address kicks off the reception.



JSMEA members deliver presentations.



Negotiations are held between JSMEA members and visitors.



The reception comes to an end with the speech by Mr. Reijiro Urabe.



The reception is attended by many people.