

# Yamato *news*



The 100<sup>th</sup> anniversary  
special edition



*1954*

We were honored to welcome the Emperor and Empress Showa to our factory in Akashi.

Yamato Scale Co., Ltd. was established in 1945.

It was originally a weighing division in Kawanishi Machine Works which was founded in 1920.

Yamato Scale played an important role in Japan in the post-war period of reconstruction and economic development.

In 1954, the Emperor and Empress Showa, in recognition of our great contribution to society, visited the head office and factory in Akashi.

*1949*

We were honored to welcome Princess Chichibu to our head office in Akashi.



*1950*

We were honored to welcome Prince Takamatsu, the younger brother of the Emperor Showa to our head office in Akashi.

*1961*

We were honored to welcome Prince and Princess Takamatsu to our head office in Akashi.





# “Celebrating our 100<sup>th</sup> anniversary as we look forward to the next 100 years”

Yamato Scale Co., Ltd. celebrated its 100<sup>th</sup> anniversary in 2020.

Seibei Kawanishi, the founder of Yamato Scale, first established the Nippon Keori Co., Ltd., as well as being the founder of the present day Kawanishi Warehouse Co., Ltd. and Sanyo Electric Railway Co., Ltd.

It is a testament to how great the original founder was, that all three of these companies are celebrating 100 years of business.

At the time of their founding, the innovative woolen, aircraft and weighing technologies were unmatched in the world.

As the president of Yamato Scale, I feel a great responsibility in upholding the history of the Kawanishi family and continuing the tradition and prosperity of the company, as we look ahead to the next 100 years.

Today, many kinds of packaged products are sold in supermarkets. Taking Japanese snacks as an example, the number of packs produced per day is huge. On a world scale, this figure is astronomical. The daily number of all weighed items is unimaginable.

The production of fixed-quantity packs greatly depends on fixed-weighing scales. However, these scales in terms of weighing speed and accuracy have not significantly changed over the past 40 years.

Regardless of fixed weighing and non-fixed weighing, Yamato has been challenging for absolutely competitiveness for all scales. We do it because we want to provide revolutionary productivity improvements to Yamato product users and packaging machines which use our scales. We think that scales must work much faster

and more accurate so that they can help packaging machines work faster and more productive. Then, users can be satisfied with more production and much better productivities within limited resources.

Competition in the industry has had a massive impact on production.

In order to improve productivity for our customers, it will be necessary to further improve the speed and accuracy of our weighing machines.

In the future, one major challenge will be how to increase productivity, while at the same time reducing packaging materials. It is our aim for Yamato Scale to be a leading company in the world to reduce materials, save energy and lower CO2 levels. This is our company philosophy as we look toward the next 100 years.

As the population in Japan continues to fall and domestic demand decreases, focus on the global market will be essential. Business stability through this effort will also help the domestic market.

We will continue to focus not only on fixed-weighing scales, but also on non-fixed weighing scales such as industrial and commercial scales.

Our aim is for the best product quality in the world. By reducing materials, saving energy and lowering CO2, it is our mission to help protect the Earth.

From our home in Akashi, we hope to spread our global message and bring happiness to people all over the world. As Yamato Scale celebrates its 100<sup>th</sup> anniversary, we look to the future to become a 200-year-old company.



## Top message for the 100<sup>th</sup> anniversary of Yamato Scale Co., Ltd.

President & CEO of Yamato Scale Co., Ltd.  
Shozo Kawanishi



### Company profile

Corporate Name Yamato Scale Co., Ltd.  
 Head Office 5-22, Saenba-cho, Akashi, Hyogo, 673-8688, Japan  
 Founded February 1920 (as Weighing equipment Department of Kawanishi Machine Works)  
 Established December 1945  
 Capitalization 497,000,750 yen  
 Number of Employees 521 Consolidated: 1005 (March.2020)

### Management philosophy

Reliability, Technology, and Creativity

### Board of directors

Shozo Kawanishi, President and CEO  
 Yoshihisa Kawanishi, Executive Vice-President  
 Taketoshi Okamura, Director  
 Toshihiko Matsuda, Director  
 Takayuki Nagai, Director  
 Ryoichi Takiguchi, Corporate Auditor  
 Liao Youjun, Corporate Officer  
 Yasumasa Sato, Corporate Officer  
 Chun Ha, Corporate Officer  
 Ryo Shimizu, Corporate Officer  
 Takuya Kato, Corporate Officer  
 Takao Ohta, Advisor  
 Takeyoshi Nagao, Advisor  
 Kenji Yoshida, Substitute of Corporate Auditor

### Global network

Yamato Scale GmbH (Germany)  
 – Yamato Scale France (France)  
 – Yamato Scale Benelux (The Netherlands)  
 – Yamato Scale Italy (Italy)  
 Yamato Corporation (U.S.A.)  
 – Yamato Corporation West Coast Office (U.S.A.)  
 Yamato Scale Dataweigh (UK) Ltd. (U.K.)  
 – Yamato South Africa (South Africa)  
 Yamato Scale India Pvt. Ltd. (India)  
 LLC Yamato Scale (Russia)  
 Shanghai Yamato Scale Co., Ltd. (China)  
 Kumyong Yamato Scale Co., Ltd. (South Korea)  
 Yamato Scale (Thailand) Co., Ltd. (Thailand)  
 Yamato Scale Co., Ltd. Middle East (Branch) (UAE)  
 Yamato Scale México, S. de R. L. de C. V. (México)

### Yamato family around the world







**Mr. Walter Heinrich Neumann**  
■ Yamato Scale GmbH

Yamato Scale - 100 Year Anniversary  
Yamato is a company with a long history and unique traditions. Its long journey has been full of entrepreneurial spirit, creativity, hard work and exceptional dedication. In celebrating such a significant anniversary, every one of us is made aware of Yamato's success and achievements. On this special occasion, it is time to thank all our customers and partners for their trust and support which have always been the biggest drivers for our continued growth. Congratulations!



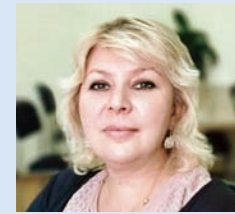
**Mr. Ralph Kieselhorst**  
■ Yamato Corporation

Greetings, my name is Ralph Kieselhorst and I am the president and CEO of Yamato Corporation based in Mequon Wisconsin, USA. I consider it a privilege to address you on the occasion of Yamato's 100-year anniversary. Yamato Corporation is the sales distribution and service organization for North and South America. We also customize products to meet the demands of the local markets. Yamato products, like the Dataweigh scale were introduced to the American market over 40 years ago. As it was then, the Yamato name has and continues to be associated with reliability, quality, and innovation in weighing. It is increasing rare that privately owned companies such as Yamato can celebrate 100 years of business and contributing to the good of society. We recognize that we stand on the leadership and accomplishments of those who have gone before us in the last 100 years. This is the foundation for Yamato's success moving forward into the next 100 years. Thank you.



**Mr. Pierre Paul Simonpieri**  
■ Yamato Scale France

When I joined Yamato, it was already a big Rock in the world of packaging. YSF was a little stone aside...  
I hope all our team has contributed, among time, to pile the bricks up to build a part of what Yamato will become within the next hundred years.  
We keep on leaving adventures by permanently trying to improve and enlarge our field of knowledge. I especially appreciate this improvement culture that is ours.



**Ms. Olga Kozlova**  
■ LLC Yamato Scale

Congratulations to you for completing 100 years of success in business!  
Congratulations to all Yamato employees for being a part of Yamato team and company's success over the years. I greatly appreciate and value your hard work and success. This anniversary wouldn't be possible without the excellence offered to the customers. With your innovative products and services, the industries gained a lot. You have always kept customers satisfaction as your priority.  
As many other employees I consider it a privilege working in your company where we get all facilities possible.  
Wishing you many years of success and innovations. Congratulations from all of us for your wonderful journey of 100 years and we hope we will reach new heights in the coming years.



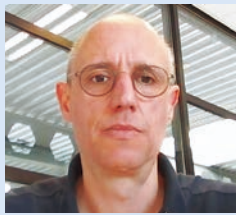
**Mr. Choi Kyujong**  
■ Kumyong Yamato Scale Co., Ltd.

Congratulations on your 100<sup>th</sup> anniversary. Everyone praises your company for its 100<sup>th</sup> anniversary.  
Moreover, Yamato is maintained by the same family all the time without M&A.  
I would like to applaud all the employees and managers who have been working as a member of Yamato until today. For almost half a century, I'm proud to have been able to maintain a relationship as your partner.  
This year, which has reached 100 years, the entire world is in a difficult situation due to unexpected covid-19. The next 100 years will start with trials, but we believe that we can overcome this crisis and develop further.  
I will do my best to maintain good partnership with each other for the next 100 years.



**Mr. Tsuyoshi Miyanaga**  
■ Yamato Scale Co., Ltd. Middle East (Branch)

Congratulations to the Yamato Group of people around the world for their 100th anniversary. We would also like to express our sincere gratitude to our customers, cooperating companies, seniors, employees and their families, and related parties who have supported the Yamato Group.  
Middle East Branch (YME) has an office in Dubai, United Arab Emirates, has jurisdiction over the markets in the Middle East and Africa, and we are doing our best every day. The Middle East Branch is building new businesses and developing new sales channels in this market with great potential.



**Mr. Walter ten Bruggencate**  
■ Yamato Scale Benelux

One hundred years Yamato Scale, a real milestone!  
Personally, I have experienced about 25% of this period and during that time I have seen the company grow and prosper. The people, the organisation and the technology have made Yamato into a household name in the industry, a recognized leader in its chosen field. A company I am proud to work for, and one that will surely remain at the forefront of weighing technology.  
Warmest congratulations to Yamato Scale Co., Ltd. and to our management in Akashi from the whole staff at Yamato Scale Benelux.



**Mr. Bill Pierce**  
■ Yamato Corporation West Coast Office

Hello, I am Bill Pierce, Vice President of Sales at YCO. I also oversee YCA in Lake Forest, California. YCA opened seven years ago to offer our West Coast customers local parts, service, and training, and to increase sales. YCA embodies Yamato's company policy of "Reliability, Technology, and Creativity." Through the hard work of our personnel, along with Yamato's long reputation of superior products, YCA has quickly achieved success and has helped us expand into new markets. While this office only opened a few years ago, I take pride in knowing our success will continue for at least 100 more. Thank You.



# Thank you for all of you!



**Mr. Satoshi Ise**  
■ Yamato Scale(Thailand) Co., Ltd.

I am greatly honored to face this memorable time as a member of Yamato.  
We, Yamato Thailand, have been grown gradually since established in 2015.  
However we have to realize how tiny we are in our century-long history. We are now taking swift step further to become a hub function in ASEAN, putting priority on developing high-valued added market such as wet pet food and powdery markets expanding in recent years in Southeast Asia. Moreover, marketing-wise, we focus more on SNS channel that has been penetrated widely in various business scene all over South Asian countries so that we can appeal more closely to the customers. We are confident that our every small but continuous action can be a huge pile to contribute to our next 100 years.

Especially in the immature challenge market in Africa, etc., we believe that establishing the backbone of society is one of our missions, and we are working on enlightenment activities including the construction of the concept of "weighing machine = public equipment" and "weighing quality".  
Rather than imposing our thoughts and weighing machines on our side, we will work closely with our customers so that they can realize the need, and we will do our best to help you on that extension and continue to work on it.  
All the employees of the Middle East Branch are proud to be active as a member of the historic Yamato Group, and we will do our best to make a further leap into the next 100 years. Thank you for your continued support.



**Mr. Fabrizio Levati**  
■ Yamato Scale Italy

We are proud to be part of this group of professionals that for 100 years has been synonymous with efficiency, competence and technical reliability. We are one of the youngest in the large Yamato Team but, thanks to the history we have behind us and the dynamism that has always distinguished Yamato, our customers know that in us they can find undisputed quality and attention to satisfy their needs.  
We are ready to face the next 100 years with enthusiasm.



**Mr. Chun Ha**  
■ Yamato Scale Dataweigh(UK)Ltd.

Congratulations and Cheers for Yamato 100 years'anniversary! This is absolutely great achievement and milestone for us. Yamato has established solid business ground worldwide and continuously provide superior weighing technology and service to our global customers. All of Yamato UK employees are proud of our company's success and achievement in the past 100 years. And we would more expect and feel excited of our journey from now on. We sincerely thank you for all the support from Yamato Japan and wish the success of Yamato group in the future!



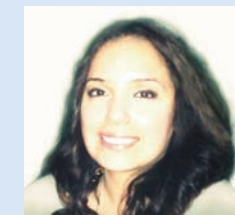
**Mr. Yasushi Kotani**  
■ Yamato Scale India Pvt. Ltd.

We would like to extend our congratulations to Yamato Scale Co., Ltd.  
Yamato Scale India (YSI) was established in 2008. It is young member of the Yamato Group, which has finally reached its 10<sup>th</sup> anniversary. Since 2008, YSI has achieved over 3000 Dataweigh™delivery records with the support of the headquarters.  
India is one of the world's largest agricultural nations, with food processing at a market size of US\$ 482 billion by the end of the 2020s and packaging industry at a current market size of US\$ 65 billion. At present, there are issues such as the underdeveloped cold chains and large-scale retail store chains, but there is still room for expansion of fixed weighing.  
The population of India is about 1.3 billion. The labor force grows by about 1% every year, and it is expected that they will become a consumer group with purchasing power in the future and become a promising consumer market. In the next 100years, India will undoubtedly become an important player in the world.  
We YSI are committed to establishing a solid position in the market in order to think about these 100 years and create the next 200<sup>th</sup> year.



**Mr. Liao Youjin**  
■ Shanghai Yamato Scale Co., Ltd.

It is a dream of many entrepreneurs to create a centennial company, and we are very pleased to see that dream come true through Yamato now and to be a part of it. I feel honored.  
"Reliability, Technology, and Creativity" are all sources of Yamato's corporate motto, and I am convinced that the origins have been inherited for 100 years and have become the industry leaders of today.  
"和" in "大和" has meaning "harmony" and its spirit is "harmonious cooperation".  
Based on that "和", it has grown deeply as a global company with deep roots in different cultures and countries of different ethnicities. I am thinking.  
Yamato Japan already exported weighing scales to China in the 1950s and provided ordinary weighing technology to many weighing companies in the 1980s, the dawn of China's reform and opening. And 30 years ago i.e. in 1990, we established Shanghai Yamato, and quickly spread the industrial machinery and automatic machinery products to the Chinese market, following the ordinary scale. And became the leading vendor in the steel, power, cement, glass and food industries, and has established our position. Shanghai Yamato will continue to cultivate the Chinese market, provide value to customers with technology and products, contribute to energy saving, resource saving, and CO2 reduction, and aim to become a company for 200 years as a member of the Yamato Group.



**Ms. Jessica Garcia**  
■ Yamato Scale de México, S. DE R.L. de C.V.

Hi, my name is Jessica Garcia, I am the Business Unit Manager for Latin America (YMX) and oversee Logistics for the Americas. My office is based out of Mequon, Wisconsin, USA. Throughout the last few years, we have been able to form a strong, dedicated and talented team that supports the new Latin American market. Along with the high-quality products that Yamato provides, and with the teams continued dedication, collaboration and commitment, we will be able to have continued success for many years moving forward. Congratulations and Thank You for 100 years Yamato!

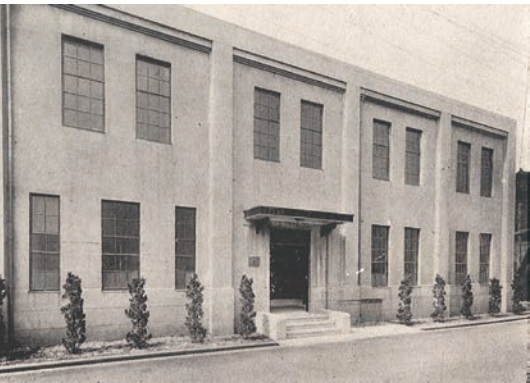


**Mr. Peter Hartly**  
■ Yamato South Africa

Veels geluk! Congratulations!  
On celebrating a 100 years of continuous development, innovation and global expansion.  
To all our past, current and future colleagues who all play a small, but vitally important role, in the continued success of our company. We are incredibly proud to be part of this family.  
Everybody should reflect and consider what a great achievement reaching the 100-year milestone is, from the early 1900's to the present day.  
Product range, continuous development and technical excellence have contributed to our continued growth and expansion over the last 100 years, and will be vital for the next.  
Here's to the next 100! Congratulations from all at YSA.

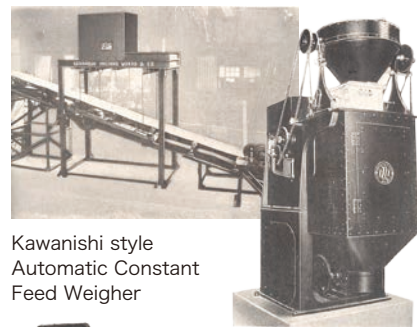


# COMPANY HISTORY IN 100 YEARS



**1920**

Kawanishi Machine Works, our forerunner, had started business at Kobe, Japan.



Kawanishi style Automatic Constant Feed Weigher



Kawanishi style High speed Fixed volume Packaging machine

Baby Scale

Weighing equipment department of Kawanishi Machine Works had been separated and then established as Yamato Scale Co., Ltd. in Akashi, Japan.

**1945**



**1946**

Got the first order from US. Military based in Japan with "Bathroom Scale", which eventually developed to "Health meter".

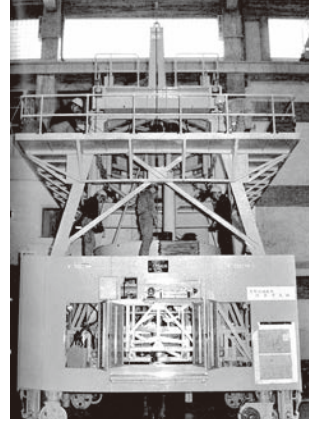


**1953**

Succeeded to implement of "Strain gauge type loadcell", a digital weighing sensor, for the first time in Japan.

We were honored to welcome Prince Takamatsu, the younger brother of the Emperor Showa to our head office in Akashi.

**1950**

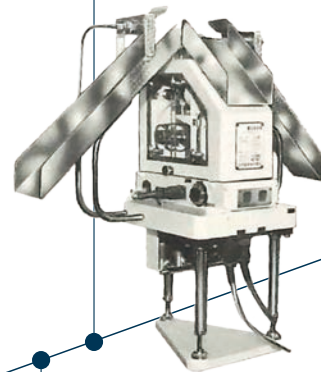


**1964**

Developed "the biggest wind tunnel balancer" in the East and delivered it to National Aerospace Laboratory of Japan (currently JAXA). It greatly contributed to aerospace technology development in Japan.

**1958**

Developed "Checkweigher", which saves manual sorting works by weighing and sorting automatically at dozens of products per minute.



**1954**



We were honored to welcome the Emperor and Empress Showa to our factory in Akashi, because of Yamato's great contributions to society. The room they took rests has been preserved now as VIP room.



**1959**

"Kitchen Scale" and "Health Meter" got prizes at the Kobe industrial design competition.

**1961**

We were honored to welcome Prince and Princess Takamatsu to our head office in Akashi.

**1975**

Developed "DP-1000", the first digital platform scale using phototube A/D converter in Japan. This was the take off for platform scale's digitalization.



**1978**

Developed "Non-stop Axle Weigher", truck scale which weighs in motion, based on ever established high speed dynamic weighing technology.

**1974**



**1985**

Developed "UDS-1000", the first digital universal scale in Japan. This was the pioneer product for tabletop digital scale.



**1979**

Developed "Dataweigh™", high-speed Multi-head scales with loadcell, which works good for fixed weighing of solid products. Yamato exhibited the Multi-head scales at an overseas exhibition for the first time ever and started globalization in prior to other Japanese companies.

**1994**

Got assigned to the first "Designated Manufacturing Business Operator" in Japan by the Ministry of International Trade and Industry. Obtained ISO9002.



**2000**

Developed "Flexible Case Packer", automatic packing machine. Obtained ISO9001.



Obtained ISO14001.

**2006**

Started body fat scale business and developed "Poke MINI™" and "Poke Navi™", card type body fat meters.

**1998**

Keep Pursuing higher technologies for various industries, such as food and automobile, and contributing to society and better quality of life.

**Now**

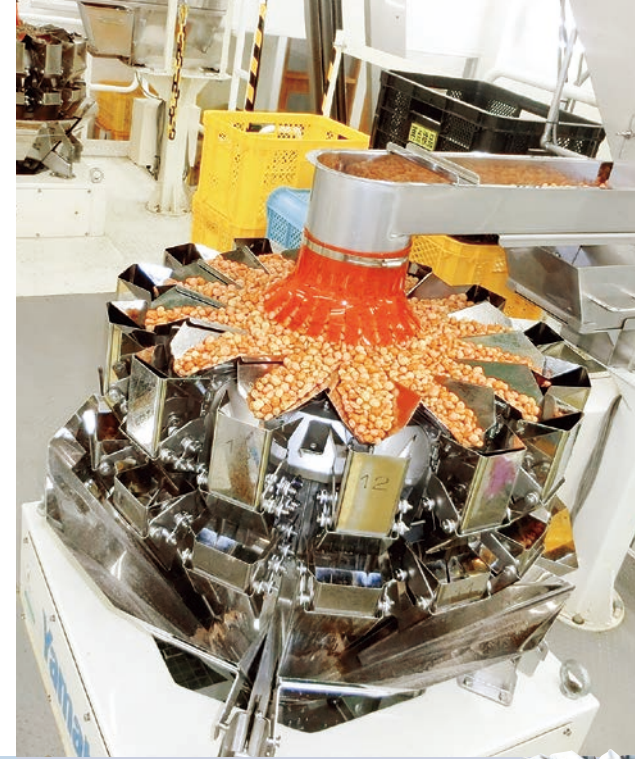
## GLOBAL NETWORK HISTORY

- 1985** Kumyong Yamato Scale Co., Ltd. was established in South Korea.
- 1986** Yamato Scale GmbH was established in Germany.
- 1990** Shanghai Yamato Scale Co., Ltd. was established in China.
- 1993** Yamato Corporation was established in U.S.A.
- 1994** Yamato Scale Dataweigh (UK) Ltd. was established in U.K.
- 1998** Yamato Corporation Dataweigh Division was established in U.S.A.
- 2000** Yamato Scale France was established in France.
- 2006** Yamato Scale Russia was established in Russia.
- 2008** Yamato Scale India Pvt. Ltd. was established in India.
- 2010** Yamato Scale Benelux was established in Netherlands.
- 2013** Yamato Scale Co., Ltd. Middle East was established in U.A.E.
- 2014** Yamato Scale de México, S. de R.L. de C.V. was established in México.
- 2015** Yamato Scale (THAILAND) Co., Ltd. was established in Thailand.
- 2016** Yamato Scale Italy was established in Italy.
- 2018** Yamato South Africa was established in South Africa.



# THREE DIVISIONS OUR BUSINESS

Yamato has three business divisions depending on products. Each business division has special features and intriguing products. This page will show you each business division's features and its main products which contribute to better and more productive operations at various industries.



## Automatic Scale business (Automatic Weighing Solutions Division)

They deal with scales mostly used at food industry. Their product line-up covers from weighing, inspection and packing and support food production lines totally. They are always inspired to much higher accuracy and more technology enhancement beyond existing stereotypes or limits, which makes Yamato's brand more competitive at global markets.



### Checkweigher

Inspection equipment to automatically check if weights of products are correct. It weighs products on its conveyer belt and sort product with over/under weight out from lines.



### Packer Scale

Weigh Scale used for large weight packaging, such like rice and coffee beans. Its high accuracy help to improve productivity as well as to save materials.

### Dataweigh™

Automatic multi-head scale with high speed and accuracy. Since many food companies have already used it, it has got highly reliabilities for its performance from those companies.



### Flexible Case Packer

Automatic case packing machine, applicable for various patterns of packing with high stability. Its high-speed operation contributes to cost reduction and labor saving.



## Industrial Scale business (Industrial Weighing Systems and Solutions Division)

They deal with large size scales used at industrial sites, like port facilities and plants. Since many of industrial scales are designed and customized specially for each customers' requirements, R&D, production and salespeople are trying to satisfy them as much as possible or more than them, as one team. They also offer products used at such as highways and laboratories and support national infrastructures.

### Truck Scale

Truck scale weighs vehicle weight, wheel load, axle load and unbalanced load to secure safe transportation. It is used at Special car manufacturer, transport companies etc.



### Spring Dial Scale

This is very popular scale in Japan and acknowledged as "Green Scale". It has very long history since released to markets, but still used and familiar at various industries and occasions, for example like markets and courier service counters.

## Commercial Scale business (Commercial Weighing Solutions Division)

They deal with the most familiar scales for many people. You can see them at places, such like schools, hospitals and retail shops. They also deal with health care products (such as body fat meter) and table-top combination scale, both of which have got many attentions at exhibitions and from mass media. Most of table-top combination scales are used at grocery industry. They do keep challenging for new field of weighing like Fish Analyzer, which weighs how fatty fish is and tell how fresh it is.

### Fish Analyzer™

Fish Analyzer is fish quality analysis device. It weighs fish fat in a moment but never harm the body of it. It also ranks how fresh it is out of five.



### Universal Digital Scale

Its large display and quick response contribute to more effective operation. Equipped 10 key helps you to set-up target weight quickly and easily.





# Fixed weighing, **Yamato** is very good at it.

Do you know people use scales for two purpose?

One is to know how heavy a product is. In other words, to check how much products, like a body, weighs.

The other is to arrange products to a target weight.

At supermarkets, you can see many packed vegetables or packaged snacks. Whatever pack you pick up, you can buy it at same price with other packs, as long as you pick up from same kind. This is because manufactures pack same pre-fixed weight of products (for example 100g) into each package. Thanks to this operation, consumers can buy packed products without stress from such as checking which pack is heavier or lighter. Thus, scales are used for arranging products to be same fixed weight, like 100g. This is called as "fixed weighing".

Fixed weighing is Yamato's core technology. Yamato has developed revolutionary products with the technology.

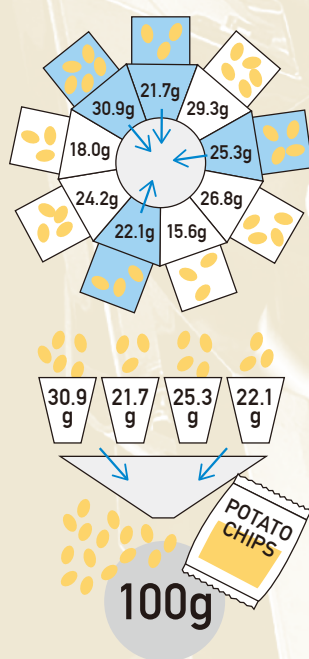
## Changes Multi-head scales ever made

At the time right after when retails had been changed from "price by weight" to "price for a pack", people usually used scales which vibrating feeder or gate cutter supplied products to scale part until products weight reached the fixed weight.

Then, the later of 1970s, Multi-head scales completely changed production lines at food factories. Multi-head scales weigh products in each head, combine weights

to make them a fixed weight to the closest and discharge to packaging machine.

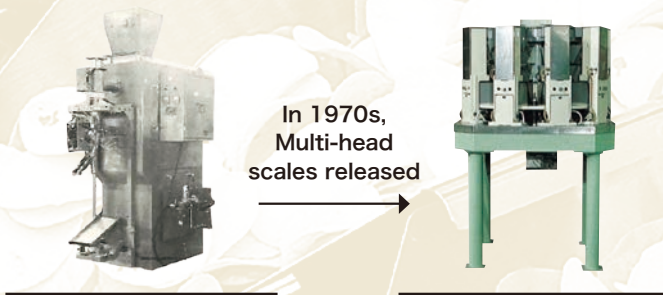
It was such evolutionary technology as weighing speed and accuracy were dramatically improved by Multi-head scales, compared to conventional scales.



price by weight

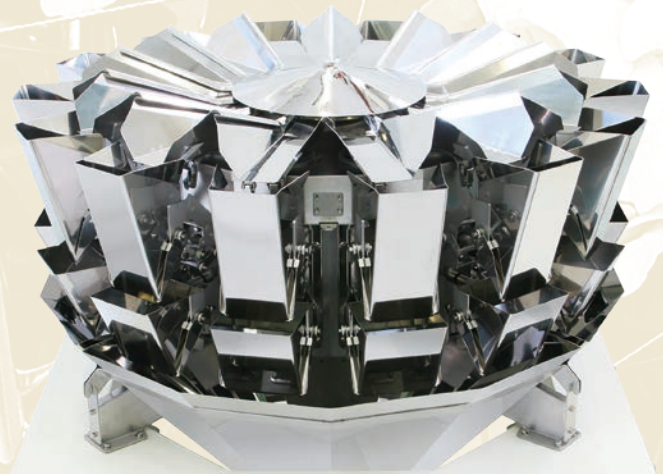


price for a pack



Speed, less than 40 ppm  
Accuracy 10%

In 1970s,  
Multi-head  
scales released  
Speed, 80 ppm  
Accuracy 1%



"Dataweigh™" has multiple heads and each head has a scale. To make 100g pack of potato chips, Dataweigh computes automatically which combination of heads makes 100g to the closest. Looking above example, 30.9 + 21.7 + 25.3 + 22.1 is the closest combination.

# Technologies, applied to Multi-head scales

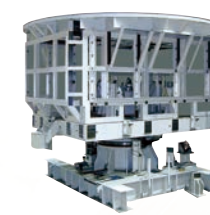
Three core technologies have supported Multi-head scales' high performance. All those are from the developments we have made ever.

Vibration analysis



This technology had been established when Kawanishi Machine Works had developed **aircrafts**. It has been applied to many special scales after World War 2.

Force Component analysis



This technology is used to analyze Force components which affect airplane body when flying, which applied to **Wind tunnel balancer**. This is now applied to truck scale development to control disturbance against weighing loads.

High speed weighing in motion



This is the technology which enable to weigh before stabilization and have applied mainly to **Axle Weigher**. Multi-head scales can work much faster by applying this technology.

Dataweigh™ and Packer Scale developed with these technologies realize extremely high accuracies. Human work always generates some weighing loss. Dataweigh™ series increase the number of final packed products form the same amount of materials by reducing weighing loss.

## What extremely accurate Multi-head scales can do?

Extremely accurate Multi-head scales can give users better yields of products.

Usually manufactures put a little additional weights (give-away) into each pack so that they can secure to pack the fixed weight of contents which indicated on the packages, considering weight variance incurred from scale accuracy.

What if extremely accurate Multi-head scales weigh without variance and give-away is no more necessary?

For example, in case 100g pack and 1g of give-away, they can reduce 1% of products and costs when giveaway no more necessary. Of course, it means cost reduction will become users' benefits.

Thus, you can see extremely accurate Multi-head scales can give users more benefits.

The number of packs	Content weight	Yield improvement %	The amount of saved products
10 million pack	1 pack 100g	1%	10 ton

For example, when cost of products is ¥500 per kg, cost reduction will be **5million yen**.

What if all Multi-head scales in the world have such extremely high accuracy? You know it saves not just products but also save resource in the world and reduce CO2 incurred from unnecessary production.

Yamato's Multi-head scales have always kept improved for saving earth environment and providing users benefits.



### Seishi Kawanishi

The eldest son of Seibei Kawanishi, the second generation of the Kawanishi family. "Focus on your own business and don't do other things! Use the advanced technology of the time to improve the product". These wise words have been passed on down to the Kawanishi family for generations.



### Ryozo Kawanishi

The second son of Seibei Kawanishi. Ryozo came up with the idea to establish a weighing division in Kawanishi Machine Works. He adopted the metric system and acquired expertise from both home and abroad to manufacture scales.



### Tatsuya Kawanishi

He was appointed president in 1976. By adding various devices, quality of the load cell was improved. This new era saw the introduction of high precision digital scales. He paved the way for the company to enter the global market.



### Shozo Kawanishi

He was the first person to understand the market needs for fixed weighing. Under his management, Yamato Scale has made a dramatic recovery from being in a critical financial situation to a growing company, and is currently making rapid progress in the global market. Of his many achievements, Shozo has also participated in equestrian events at the National Sports Festival several times after he was 60 years old.



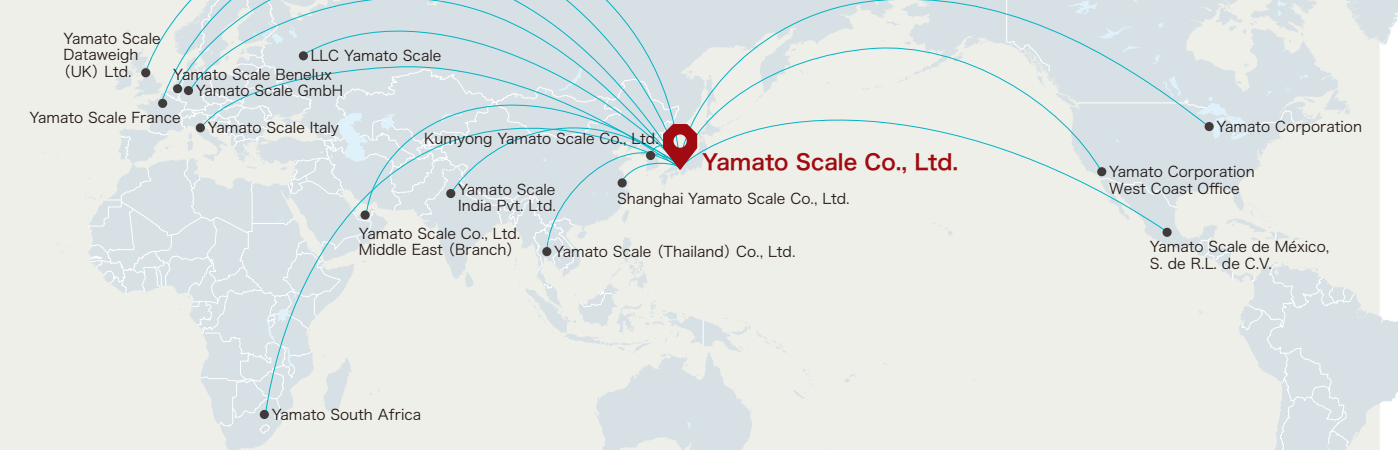
## Managers of the Kawanishi family

### Founder Seibei Kawanishi

He was the founder of the Kawanishi business empire. He established Nippon Keori Co., Ltd. in 1896 and started producing the first Woolmark products in Japan. In 1907, he founded Hyogo Electric Railway Co., Ltd. (Now Sanyo Electric Railway). In 1918, he set up Kawanishi Warehouse Co., Ltd. to store wool. In 1920, he established Kawanishi Machine Works, which consisted of four divisions: aviation, machinery, weighing, and precision machinery. The weighing division of Kawanishi Machine Works Co., Ltd. became Yamato Scale Co., Ltd. in 1945.

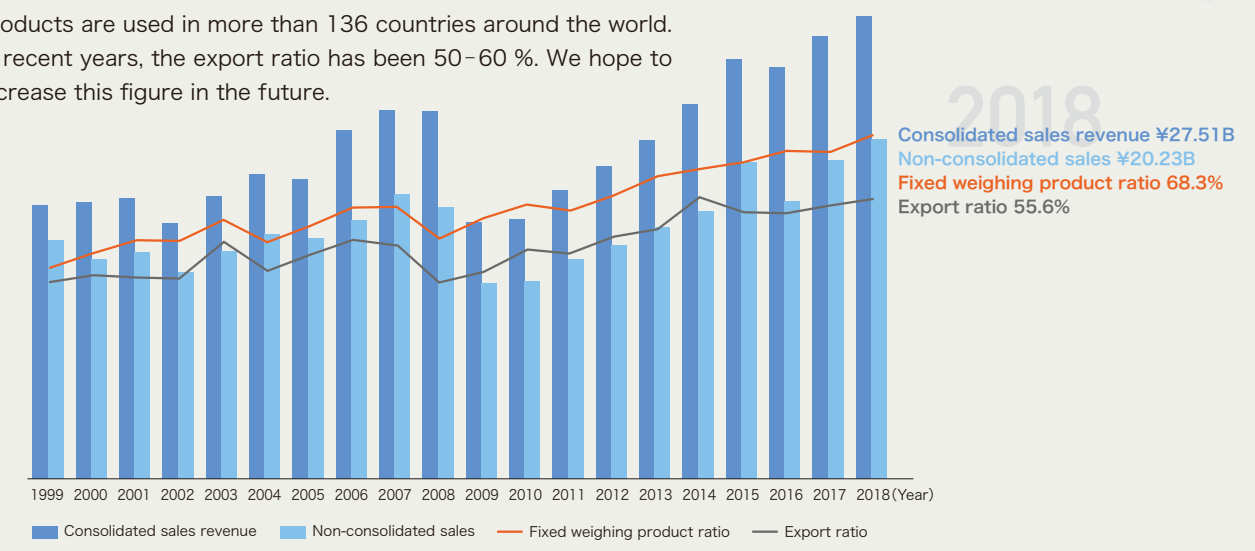


## Aiming to become, "the TOP Scale manufacturer in the world"



### Global Network

Yamato Scale has 15 overseas bases in 14 countries. Our products are used in more than 136 countries around the world. In recent years, the export ratio has been 50-60%. We hope to increase this figure in the future.



### Interview



Executive Vice President Yoshihisa Kawanishi

**■ What has Yamato achieved over the last 100 years?**  
 Yamato provides a product that serves as the basis for weighing. Different to other makers, our employees are immensely proud of this responsibility. Originally, Yamato Scale produced industrial scales. Over the last 100 years, we have also developed commercial and automatic scales.  
 "We constantly seek out advanced technologies, so that we can introduce products with more developed technologies." Yamato has been doing this for the last 100 years, and this is how it has enhanced its brand value.  
 As much as making a profit is important, it is also our duty to offer the world these products.

**■ What will Yamato Scale do over the next 100 years to celebrate its 200<sup>th</sup> anniversary?**  
 It is important to surpass customers' expectations rather than simply providing products that just meet customers' needs.  
 By doing this, and manufacturing better products than our competitors, we have been able to celebrate our 100<sup>th</sup> anniversary.  
 A successful company will not survive just by producing products only when customers want them or by setting prices lower than their competitors.  
 Yamato Scale will continue to develop products that exceed expectations.





#### **[Yamato' s 100<sup>th</sup> anniversary logo]**

Since Yamato is a company which has devoted itself just to weighing scale business for 100 years, we designed the anniversary logo like a balance supports the letter "100". Also, we used vermillion, Japanese traditional color, to identify us as "Japanese company" and circled with two-line design which Mr. Giorgetto Giugiaro, a famous Italian industrial designer, had proposed us to use for Yamato products and has been used ever since for many products.

**Reliability, Technology, and Creativity**

## **Yamato Scale Co., Ltd.**

URL: [www.yamato-scale.co.jp](http://www.yamato-scale.co.jp)

#### **Yamato Scale Co., Ltd.**

5-22 Saenba-cho, Akashi, Japan 673-8688  
Telephone: +81 78 918-5566 · 5567 · 5568

#### **Yamato Scale GmbH**

Hanns-Martin-Schleyer-Str. 13,  
D-47877 Willich, Germany  
Telephone: +49 2154 9159-0

#### **Yamato Scale Dataweigh (UK) Ltd.**

Unit 6B, Millennium Way, Leeds,  
West Yorkshire, LS11 5AL, U.K.  
Telephone: +44 113 322 1546

#### **Yamato Scale France**

3 Avenue du Canada, Bâtiment Gamma,  
91940 Les Ulis, France  
Telephone: +33 1 64 53 24 40

#### **LLC Yamato Scale**

Office 50, 51, 59-65 Building 32A  
Khoroshevskoe shosse  
123007 Moscow, Russia  
Telephone: +7 495 620 4870

#### **Yamato Scale Benelux**

Edisonstraat 4a, 5051 DS, Goirle,  
The Netherlands  
Telephone: +31 13 220 11 17

#### **Yamato Scale Italy**

Via Scirea 5/A  
43122 Parma, Italia  
Telephone: +39 521 1475 488

#### **Yamato Corporation**

6306 W. Eastwood Court  
Mequon, WI 53092, U.S.A.  
Telephone: +1 262 236 0000

#### **Yamato Corporation West Coast Office**

20451 James Bay Circle  
Lake Forest, CA 92630, U.S.A.  
Telephone: +1 949 238 4500

#### **Yamato Scale de México, S. de R.L. de C.V.**

Av. Dr. Gustavo Baz 191, Bodega F  
Col. El Mirador, CP. 54080, Tlalnepantla  
de Baz, Estado de México, México  
Telephone: +52 55 2628 6140

#### **Yamato South Africa**

Unit 10, The Arena, Capital Hill Business  
Park, 67 Morkels Close, Halfway House,  
Midrand 1685, South Africa  
Telephone: +27 10 534 8144

#### **Yamato Scale Co., Ltd.**

##### **Middle East (Branch)**

Dubai Airport Freezone, UAE  
LIU-A07, P.O Box : 371911  
Telephone: +971 4295 2730

#### **Yamato Scale India Pvt. Ltd.**

B-104, Okhla Industrial Area, Phase-I,  
New Delhi 110020, India  
Telephone: +91 11 4607 2882

#### **Shanghai Yamato Scale Co., Ltd.**

368, Qingda Road, Heqing Industrial Field, Pudong,  
Shanghai, 201201, China  
Telephone: +86 21 5897 3377

#### **Yamato Scale (Thailand) Co., Ltd.**

88/6 Moo 23, Soi Thidintai, Thepharak Rd.,  
Bangpleeyai, Bangplee, Samutprakarn 10540, Thailand  
Telephone: +66 2 136 9773