

## Press Release

September 4, 2013



Japan Analytical Instruments Manufacturers' Association  
(JAIMA)

### **Research report " Future Outlook and its Subjects facing on the Analytical Industry" Released**

Japan Analytical Instrument Manufacturers' Association (1-12-3 Kanda Nishiki-cho, Chiyoda-ku, Tokyo, 101-0054; Tel: 03-3292-0642; President: Shigehiko Hattori, chairman of Shimadzu Corporation) announced that the Research Committee organized by the Technical affairs committee in JAIMA has compiled a research report on " Future Outlook and its Subjects facing on the Analytical Industry ". This committee will report to the public in JAIMA symposium at JASIS exhibition that will be held at Makuhari Messe on 5<sup>th</sup>, September. The report indicates that the current situation of the analytical instrument's industry and the contribution to society are reported in Chapter 1 and 2, the analyses of the strengths and weaknesses in Chapter 3, the facing subject in Chapter 4 and the future outlook in Chapter 5. Based on the previous chapter's results, some of the proposals for the development of the analytical industry in the future are indicated in Chapter 6.

The method of the research was conducted as follows. 1) The committee reported the current situation (environment) of the analytical industry from internal and external reports based on the market size and share of products classified by each field. 2) This committee has conducted a survey to JAIMA member companies, General user and participants of Pittcon that is the biggest exhibition in this field in the United States. The findings were compared to the survey data that were conducted in 2001 and 2004. The questionnaire was mainly performed on conscious investigation of the competitive and inhibition factors of the domestic and overseas. They also conducted the individual interviews to the internal and external experts.

Proposals concluded by the report are indicated as follows.

### **1. Development of the support systems for overseas expansion**

The following plans were proposed in order to increase the international competitiveness of analytical instruments, and to expand to the foreign markets, especially in Asia. Strengthen and Penetration of Japanese product's brand is required in which the high quality analysis as "made in Japan" is guaranteed. The report also says that the comprehensive support of the system of the analytical technology is required. It was reported that strengthening of the following items is important; 1) Analytical Instruments, 2) Analytical methods, 3) After-support, 4) Skill-up of Analytical engineers, 5) System to support a comprehensive analysis technology. For these reasons, the following plans were proposed; 1) System of overseas development assistance, 2) Establishment of organization, 3) Establishment of a qualification system of analytical researchers and engineers, 4) Enhancement of the development system to support the innovation of qualified personnel.

### **2. Collaboration measures of inter-industry and industry, academia and government in Japan**

The following measures were listed about the industry-academia-government collaboration and inter-industry cooperation; 1) Establishment of analytical technology research and development centers, 2) Creating the platform of the analytical solutions, 3) Launch of the project of creating an analytical innovation. In order to achieve an analytical solution and innovations, the Industry-university-government cooperation and the inter-industry cooperation projects are required in order to achieve analytical solutions and innovation to share the needs between the "Seeds technology holders" and "providers".

### **3. Environment Improvement for human resource development**

The report pointed out a continuous promotion of the dissemination activities for the public to improve the training for the future business leaders of the analysis, and the maintain of technology and knowledge of the human resources who are involved in the analysis at present.

This also reported that the consistent programs from introduction to senior (not a one-off) are necessary. The government and our association should actively support the person who's working with holding certain level. In addition, dissemination to the public is also important. It is considered that the understanding of various policies will deepen understanding the analysis results by obtaining the correct meaning of such numeric value. The auxiliary systems with an easy operation and long-term commitments is desired.

#### **4. Project to be implemented on a priority basis, and Issues to continuously be considered**

Proposals say that the support system development for overseas development, is the urgent task to be implemented on a priority basis from the point of view about the competitiveness of industry analysis. Supports of a small domestic companies will be required for the development of the domestic industrial growth. In addition, the expansion of the medical field is an important challenge for the future such as the application of analytical techniques to the diagnosis. In this survey, it is believed that it should be considered continuously although the examination is insufficient.

The report is available to refer to JAIMA Symposium that will be held at Makuhari Messe International Conference Hall, Meeting Room 104 at 10:30~16:00 on Thursday September 5<sup>th</sup> (Language: Japanese).

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Attachment:

**Research report " Future Outlook and its Subjects facing on the Analytical Industry"**

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