

Japan International Apparel Machinery Trade Show

REPORT

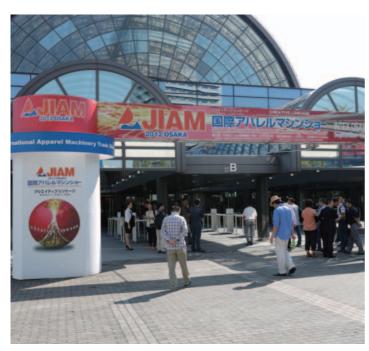
CREATIVE LINKAGE

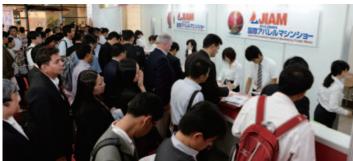
- Innovative Technology for a Prosperous and Comfortable Lifestyle -



September 19 (Wed.) – 22 (Sat.), 2012 INTEX Osaka

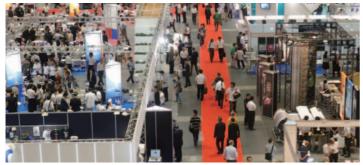
Organizer: Japan Sewing Machinery Manufacturers Association (Jasma)



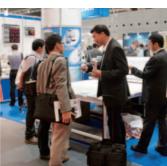












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To encourage collaboration and integration of allied industries, under the theme 'Creative Linkage – Innovative Technology for a Prosperous and Comfortable Lifestyle', providing a 'Platform for the textile, apparel, and fashion industry', the tenth Japan International Apparel Machinery Trade Show (JIAM 2012 OSAKA) was held for four days from 19 to 22 September 2012 at INTEX Osaka.

Occupying 1028.6 booth units, 207 exhibitors from 17 countries and territories attracted a great number of visitors from inside and outside the industry, and the show ended as a great success.

Including 2,594 visitors who traveled from 53 countries and territories, mainly in Asia, 15,764 people attended the show, some of whom came in specially organized tours.

Once again held in Japan after seven years, to showcase and share technological strength of Japan and to promote linkage and integration between related industries, the show was revamped as 'New-look **JIAM**'. At the venue, **JIAM 2012** brought together companies, mainly from Japan, that presented world-leading technology, products, software, and other goods and services, and was the site of many highly worthwhile and rewarding business discussions.

'New-look **JIAM**' featured a theme zone with exhibitions that were conceived to demonstrate the strengths of Japan. Four sections were arranged to show the intrinsically high quality of Japanese products and technology embodying future potential, and to transmit the energy of the sewing machine industry to the world: Advanced Technology and Information Transmission Corner; Cool Japan Corner; Human-friendly Corner; and Sports & Sew Corner.

The Fashion Zone featured interesting exhibitions, including a collaboration between designers and the sewing industry 'JEANISM — Gathering at night'; a showing of prize-winning works from the 2012 Nagoya Fashion Contest; and Japan Ingenuity Corner, which showed how technology supports sewing workshops.

Moreover, in the Sewing Machine Symposium, from a global perspective major figures from Japan and overseas affiliated organizations discussed the likely form of sewing machinery and the sewing industry. Through the Linkage Symposium and numerous seminar topics, such as, 'These days, what's so special about Made in Japan?', we are confident that much useful information, shared with people both within and outside the industry, was disseminated far and wide.

The organizers appreciate that **JIAM 2012 OSAKA** was able to leave behind such a significant legacy only through the participation of exhibitors and the cooperation of numerous other people, and we take this opportunity to express our deep gratitude.

While reporting the resounding success of **JIAM 2012 OSAKA**, we also hope that when the next **JIAM** rolls around, the show will enjoy even greater support and participation.

December 2012

Outline

□Title	Japan International Apparel Machinery Trade Show
T	
Theme	CREATIVE LINKAGE
	- Innovative Technology for a Prosperous and Comfortable Lifestyle -
Dates	September 19 (Wed.) through September 22 (Sat.), 2012 (4 days)
Hours	10:00-17:00 (closes at 16:00 on final day)
	INTEX Osaka (1-5-102 Nanko-kita, Suminoe-ku, Osaka 559-0034, Japan)
Organizer	Japan Sewing Machinery Manufacturers Association (JASMA)
	Osaka International Trade Fair Commission (OITFC)
Supported by	Ministry of Economy, Trade and Industry/
	Osaka Prefectural Government/Osaka City Government/
	Japan External Trade Organization (JETRO)/
	Japan Chamber of Commerce and Industry/
	Osaka Chamber of Commerce and Industry
□Special support	China Sewing Machinery Association (CSMA)
	German Garment and Leather Technology Association (VDMA)
Cooperating Organization	Japan Machinery Federation/
Organization	All Nippon Special Sewing Machine Manufacturers' Association/
	National Federation of Cooperative Society of Sewing Machine
	Commerce and Industry/
	Japan Apparel Fashion Industry Council/
	Japan Export Clothing Manufacturers Association/
	Federation of Japan Apparel Sewing Industry Association/
	Japan Apparel Technology and Research Association,/
	Japan Machinery Center for Trade and Investment/
	Japan Chemical Fibers Association/Japan Textile Finishers' Association/
	Japan Automatic identification Systems Association/
	Japan National Tourism Organization/Kansai Fashion Association/
	Japan Textile Federation/Japan Knitting Industry Association/
	Nippon Interior Fabric Association/The Japan Textiles Importers Association/
	Japan Embroidery Association/Japan Textiles Exporters Association/
	All Nippon Nonwovens Association/
	Japan-China Economic Relations and Trade Center

Exhibition Scale

Exhibition space Total number of exhibitors Total number of booths 18,201 m (Hall 3,4,and 5) 207 1028.6

Participating countries and area:17 China(incl. Hong Kong)/Czech Republic/France/Germany/ Greece/India/Israel/Italy/Korea/Pakistan/Singapore/ Switzerland/Taiwan/Thailand/Turkey/USA

Classification of Exhibits

1 Planning, design, CAD

() Information services

- ③ Sewing
- (5) Finishing, inspection, testing (6) Weaving, knitting, dyeing
- Textiles, fibers, non-woven fabrics
 Notions, supplies
- (9) Household furnishings, apparel accessories
- 1 Distribution, logistics
- Sundry industrial textiles
 Information technology
 - 15 Facilities, equipment, environment

② Cutting, spreading, CAM

④ Embroidery, printing

(1) Home sewing

16 Products (fiber, sewing products etc.) Other

Admission Fee JPY 1,000 (free for pre-registration and invitation)





Scale of the Show

From 17 countries and territories, 207 exhibitors occupied 1028.6 booth spaces. Of these, 145 exhibitors, occupying 856 booth spaces, were from Japan, and 62 exhibitors, occupying 172.6 booth spaces, were from overseas. The show was about the same size as the last show held in 2008, with the number of exhibitors up by 4.5% and the amount of booth space down by 9%. With regard to overseas participants, the show exceeded expectations. Although it attracted about 9% fewer overseas exhibitors than the last show held in Japan in 2005, they occupied 54% more floor space.

Reflecting rising labor costs and the pressure to boost productivity, many announcements of new equipment at **JIAM 2012** seemed to feature greater automation and labor-saving. Other trends included, in line with the general pace of innovation, more exhibitors concerned with CAD/CAM and applications of information technology, and the greater presence of textile printing.

Total floor area	18,201㎡ (Hall 3,4,5)
Number of exhibitors	207 (Domestic 145: Overseas 62)
Number of booths	1,028.6 (Domestic 856: Overseas 172.6)

Breakdown of Exhibitors and Booths (including co-exhbitors)

		JIAM 2012			JIAM 2008 [*]		
Description		Number of exhibitors	Percentage	Number of booths	Percentage	Number of exhibitors	Number of booths
	JASMA Member	24	11.6%	497	48.3%	25	532.75
	JASMA Supporting Member	1	0.5%	1	0.1%	3	2.25
	Non member	108	52.2%	184	17.9%	31	99
	Sub Total	133	64.3%	682	66.3%	59	634
Domestic	Theme Zone	_	_	82	8.0%	_	66
estic	Home Sewing Zone	-	_	55	5.3%	_	_
	Seminar	-	_	25	2.4%	_	_
	Press	12	5.7%	12	1.2%	11	12
	Sub Total	145	70.0%	856	83.2%	70	712
Q	Non member	56	27.1%	166.6	16.2%	121	409
Overseas	Press	6	2.9%	6	0.6%	9	9
eas	Sub Total	62	30.0%	172.6	16.8%	130	418
Gran	nd Total	207	100.0%	1,028.6	100.0%	200	1,130

★JIAM 2008 was held in Singapore.







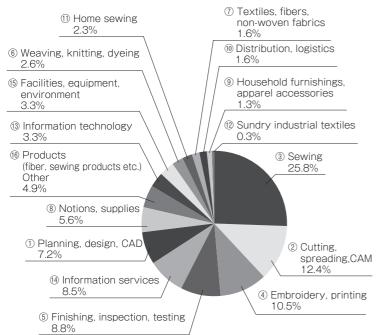
Exhibitors by Exhibit Categoly

	JIAM 2012	JIAM 2008 [*]
Classification of exhibits	Number of Booths	Number of Booths
① Planning, design, CAD	22	9
② Cutting, spreading, CAM	38	35
③ Sewing	79	105
④ Embroidery, printing	32	28
(5) Finishing, inspection, testing	27	33
⁽⁶⁾ Weaving, knitting, dyeing	8	6
⑦ Textiles, fibers, non-woven fabrics	5	5
⑧ Notions, supplies	17	24
(9) Household furnishings, apparel accessories	4	6
① Distribution, logistics	5	5
① Home sewing ^{※2}	7	—
③ Sundry industrial textiles	1	3
() Information technology	10	6
() Information services	26	31
(§ Facilities, equipment, environment	10	3
(6) Products (fiber, sewing products etc.) Other	15	15
Total	306 ^{**1}	314

%1 Some exhibitors display exhibits in more than one category, resulting in the discrepancy between the actual total number of exhibitors (207) and total shown above.

*2 JIAM 2008 Home Sewing was a subcategory of '3. Sewing'

Classification of Exhibits



Overseas Exhibitors by Country(co-exhibitors included)

		JIAM	2012		2008*
		Number of Exhibitors	Number of Booths	Number of Exhibitors	Number of Booths
	China (incl. Hong Kong)	13	95.3	37	199
	Taiwan	13	34	24	55
	Germany	11	13.3	13	45.33
	Singapore	2	11	12	27
	Korea	5	7	11	19
	USA	2	2	3	6
	Greece	1	2	_	_
ò	India	2	1	2	3
Overseas	Thailand	1	1	2	3
eas	Italy	2	*	7	24
	Czech Republic	1	*	1	3
	France	1	*	_	_
	Switzerland	1	*	2	2.67
	Israel	1	*	_	_
	Malaysia	_	_	3	10
	Sweden	_	_	1	9
	Sri Lanka	_	_	1	2
	UK	_	_	1	1
	Brazil	_	_	1	_
Sub t	otal	56	166.6	121	409
	China (incl. Hong Kong)	1	1	4	4
	India	1	1	2	2
)ver	Korea	1	1	1	1
erseas Press	Taiwan	1	1	_	_
% P	Pakistan	1	1	_	_
res	Turkey	1	1	_	_
N I	Sri Lanka	_	_	1	1
	Vietnam	_	_	1	1
Sub total		6	6	9	9
Total		62	172.6	130	418
Domestic exhibitors		133	844	59	700
Dome	estic Press	12	12	11	12
Total		145	856	70	712
Grand Total		207	1,028.6	200	1,130

*Co-exhibitors (booth share)

★JIAM 2008 was held in Singapore.



Attendance

JIAM 2012 was blessed with generally sunny weather during the four days of the show. The recorded number of visitors was 15,764, nearly one third (32%) more than the attendance at JIAM 2008.

Compared with JIAM 2005, a greater number of visitors also designated themselves as apparel makers (increased to 18.6% from 16.4%). This can be attributed to greater appeal to the fashion industry, as a related field, of New-look JIAM focused on linkage in the theme zone and fashion zone, as well as in the symposiums and seminars. The lessons learned will be applied in forthcoming JIAM shows.

By location 81.2% of visitors came from where global production is concentrated: Northeast and Southeast Asia. And the proportion of visitors from both China and the developing countries in Asia is rising. Many overseas visitors were people responsible for making company decisions, and they contributed to the general atmosphere of the show as a lively forum where business was being conducted.

Visitors from inside and outside the sewing industry praised JIAM 2012 as a high-quality trade fair, and exhibitors reported substantive business inquiries and effective PR activities. Overall, the show was evaluated highly, by both buyers and exhibitors, as providing excellent opportunities for directly meeting desirable business partners.

Number of visitors 15,764 (including 2,594 overseas visitors)

Number of visitors registered 14,055 (including 2,394 overseas visitors)

Number of visitors

JIAM 2012				JIAM 2008 [*]	
Date	Weather	Number of Visitors (Overseas) %1	-	Date	Number of Visitors
Sep.19 Wed.	Fine	4,052 (1,360)	4,052 (1,360)	May 13 Tue.	3,673
Sep. 20 Thurs.	Fine	4,080 (629)	3,437 (530)	May 14 Wed.	4,322
Sep. 21 Fri.	Fine	4,303 (584)	3,574 (485)	May 15 Thrus.	3,035
Sep. 22 Sat.	Cloudy	3,329 (21)	2,992 (19)	May 16 Fri.	952
	Total	15,764 (2,594)	14,055 (2,394)	Total	11,982

*1 Multiple entries by a bar-coded ticketholder on the same day were counted as one visitor

*2 Registered visitors who attended on more than one day were counted only once, on first day of attendance.

★JIAM 2008 was held in Singapore.

Visitors by Industry

Public (Organization, other) 11.4%

Interior goods manufacturers 1.4%

Students 2.3%

Embroidery, printing, dyeing, finishing industry 6.4%

Textile and material industry 6.7%

Machine manufacturers and sales industry 14.0%

24.6%

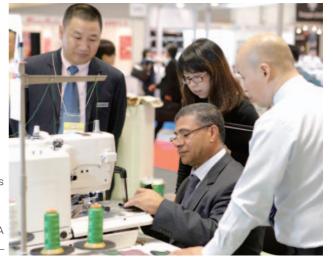
Sewing industry

Apparel manufacturers 18.6%

Retailers/Trading company /SPA 14.6%









Name of country	No. of visitors registered	%
China (incl. Hong Kong)	1,142	47.7%
Korea	147	6.1%
Taiwan	124	5.2%
India	123	5.1%
Sri Lanka	105	4.4%
Thailand	101	4.2%
Bangladesh	84	3.5%
Vietnam	77	3.2%
Indonesia	60	2.5%
Turkey	35	1.5%
Pakistan	27	1.1%
Singapore	25	1.0%
Myanmar	23	1.0%
USA	20	0.8%
Iran	19	0.8%
Colombia	16	0.7%
Germany	14	0.6%
Malaysia	13	0.5%
Others	239	10.1%
Total (53 countries ,area)	2,394	100.0%

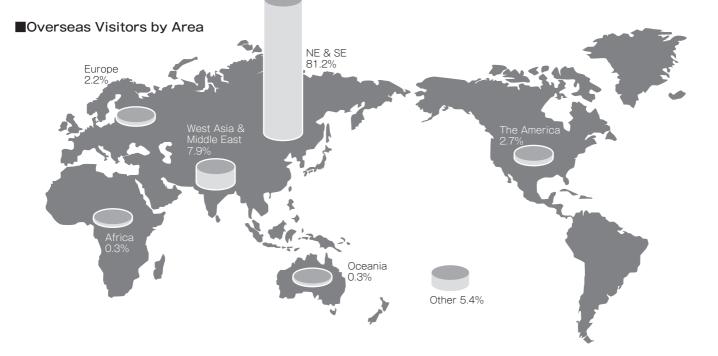
Overseas Visitors Registered

*Others

*Others
Philippines (10), Canada (9), Italy (8), Russia (7), Argentina (6)
Cambodia (6), Uzbekistan (5), Brazil (4), France (4), Mauritius (4)
Mexico (4), New zealand (4), U.A.E. (4), Australia (3), Peru (3)
Saudi Arabia (3), Spain (3), Bahrain (2), Czech Republic (2)
Kazakhstan (2), Romania (2), South Africa (2), Belgium (1), Denmark (1)
Ecuador (1), UK (1), Fiji (1), Greece (1), Guatemala (1)
Honduras (1), Kenya (1), Holland (1), Serbia (1), Switzerland (1)
Unknown (130)









Reception / Opening Ceremony

Reception Time and Date: 18:00~20:00, Tuesday, September 18th, 2012 □Venue: Hyatt Regency Osaka 3rd Floor "Regency Ball Room," Schedule : 1) Greetings from the Organizers Mr. Yoshihiro Yasui Chairman, Japan Sewing Machinery Manufacturers (JASMA) 2) Greetings on behalf of the Guests Mr. Toshinori Kobavashi Director-General, Kansai Bureau of Economy, Trade and Industry Mr. Ichiro Matsui Governor, Osaka Prefectural Government Represent Mr. Shinsaku Kimura Vice Governor, Osaka Prefectural Government 3) Proposal of toast Mr. Daido Mima Chairman, JIAM 2012 Executive Committee Vice-Chairman, Japan Sewing Machinery Manufacturers Association (JASMA) 4) Social time 5) Acknowledgement of the Contributors to JIAM Contributors to JIAM: Mr. Takeo Yamaoka , Mr. Daido Mima, Mr. Shogo Kondo 6) Closing Speech Mr. Kazuyuki Nakamura Vice-Chairman, Japan Sewing Machinery Manufacturers (JASMA) Number of attendance 200 Opening Ceremony Time and Date: 9:40~10:00, Wednesday, September 19th, 2012 UVenue:INTEX Osaka, INTEX Plaza Schedule 1) Greetings from the Organizers Mr. Yoshihiro Yasui Chairman, Japan Sewing Machinery Manufacturers (JASMA) 2) Greetings on behalf of the Guests Mr. Osamu Sudo Director, Industrial Machinery Division, Manufacturing Industries Bureau, Ministry of Economy, Trade and Industry (METI) 3) Opening Declaration Mr. Daido Mima Chairman, JIAM 2012 Executive Committee

Vice-Chairman, Japan Sewing Machinery Manufacturers (JASMA) 4) Tape Cutting Ceremony Mr. Osamu Sudo Director, Industrial Machinery Division, Manufacturing Industries Bureau Ministry of Economy, Trade and Industry (METI) Mr. Yoshihiro Yasui Chairman, Japan Sewing Machinery Manufacturers (JASMA) Mr. Daido Mima Chairman, JIAM 2012 Executive Committee Vice-Chairman, Japan Sewing Machinery Manufacturers (JASMA) Mr. Ichiro Matsui Governor, Osaka Prefectural Government Represent Mr. Shinsaku Kimura Vice Governor, Osaka Prefectural Government Mr. Toru Hashimoto Mayor of Osaka Represent Mr. Masaru Uoi Director General, Economic Affairs Bureau, Osaka City Government Mr. Kojiro Takamatsu Chairman of National Federation of Cooperative Society of Sewing Machine Commerce and Industry Mr. Yoshikata Tsukamoto Vice Chairman, Japan Apparel Fashion Industry Council Mr. Dietrich Eickhoff Vice President, VDMA, Garment and Leather Technology Association Ms He Ye Chairman, China Sewing Machinery Association (CSMA) Mr. Dave Gardner

Managing Director, Sewn Products Equipment & Suppliers of the Americas (SPESA)

□Number of attendance 170

Exhibition Tour











Special exhibitions



Theme zone

As the standard bearer for New-look JIAM, the theme zone featured four sections showcasing the strengths of Japan, and a performance area for stage events. This was highly successful in getting across to people, both from domestic and outside the industry, the underlying strength of Japanese textile-related industries

Every day each section drew many visitors Here by using life-size dress-up simulation apps, they could preview the future experience of shopping for clothes. They were also able to see and feel items made from the latest functional textiles. The central stage featured events and performances that also attracted visitors, as did the presentation and seminar program. In particular, before the shows, there was standing room for the lively performances of the World Cosplay Summit, which included players dressed as historical figures, and the Digital Fashion Show, where female college students fused real and virtual fashion modeling.

Future World of Digital Fashion Advanced Technology and Information **Transmission Corner**

Showing the world the advantages of Japan's prowess in advanced digital technology · Apparel promotion of the future Cooperation: Digital Fashion Ltd. Everyone in the textile sector needs to know what consumers want. This corner showed future ways to keep in touch with consumer needs and to do successful fashion promotion. It demonstrated how the advanced IT skills and expertise of Japan are used in paper pattern design and other superb industrial craft technologies in the sewing sector, and how these can be applied to create trends. Visitors could experience how digital tools will be used in purchase methods for next-generation consumers and buyers who insist on a craft dimension in their clothes.



Beauty transforming traditional to modern Cool Japan Corner

Showed how the concept of Cool Japan demonstrates the power of Japanese skill, ingenuity, and creativity

Generated from home-grown sensibilities, perspectives on nature, sense of beauty, and crafting spirit. Japanese animation — which has a huge following both in Japan and overseas — is rooted in the same culture and traditions that have shaped fashion. In the Cool Japan Corner, the Ministry of Economy, Trade and Industry set up four themes to show how Cool Japan demonstrates the strengths of Japan.

· World Cosplay Summit

"Cosplay" is a fusion of animation and fashion. The World Cosplay Summit, held annually in Nagoya, is a global event focusing on cosplay. During the summit, the World Cosplay Championships are also held. Original costumes created by the contestants were on show, and cosplayers from Japan, Korea, as from as far away as Finland performed on stage. Cooperation: Aichi Television Broadcasting Co., Ltd.

· archives, plus design

Textile designer Kanako Kajihara presented items from her extensive archives of traditional textiles from regions of Japan. Visitors could see how Kajihara's design, fused with local techniques, brings an exciting fresh perspective on textiles. Cooperation: Kajihara Design Studio

· Japanese traditional technology applied in advanced materials research

In Japan, braiding is a highly developed traditional skill. Seeking to develop and practically realize an advanced material, researchers have applied production technology for traditional braiding to carbon fiber. Visitors here could see, feel, and experience the lightness of the resulting material. Cooperation: Kyoto Institute of Technology

· ECO Shirts Movement

This display showcased what has been achieved by university students who are committed to conserving and reinvigorating Japanese traditional culture. Emphasizing the importance of culture, to leave a more beautiful Earth to the coming generation of children, this education project involves making shirts that suit the climate of Japan. Cooperation: Kyoto Institute of Technology

Advanced tech Main stage and info transmission corner Sports & Sew corner Cool Japan corner Human-friendly corner



Ingenuity embodied in high-grade products Sports and Sew Corner

Demonstrating how the strengths of Japan, combined in the advanced progress of sewing technology and textiles, make a difference to active lives.

· Changes in baseball uniforms

Visitors saw how advances in sewing technology and textiles have spurred historical changes in typical Japanese baseball uniforms Cooperation: Mizuno Corporation

· Advances in swimwear for top athletes

The competition swimwear development team has ingeniously used advances in the latest technology to support the success of some famous champions. The swimwear exhibition showed what can be done the pursuit of leading-edge technology Cooperation: Mizuno Corporation



Excellence and comfort added to textiles Human-Friendly Corner

This corner showed how Japan's prowess in superior advanced technology is being applied for people and the environment.

Touch and feel corner

Displays of advanced textiles were organized around four concepts: Gentle, Light, Dry. and UV-block. Visitors were able to touch and feel fabrics and materials that are friendly to humans and the environment.

Cooperation: Kurabo Industries Ltd.; Teijin Fibers Limited; Toray Industries, Inc.

· The world of nanofibers

Fiber engineering is a basic technology that underpins every advanced industry. Pursuing the goals 'Thinner, lighter, stronger' the infinite potential of fibers is continually being extended. At the extreme limit for thinness, nanofibers have novel qualities completely different to anything that has gone before. In practical displays visitors could experience the special characteristics of nanofibers. Cooperation: Shinshu University Faculty of Textile Science and Technology

Ethical Life ~The making of eco product~

Featuring sustainable bamboo, Mino wapaper, silk, and other resources from Gifu Prefecture, the display showed how locally produced eco-friendly fibers can be used to make ethical products Cooperation

Industrial Technology Center Gifu Prefectural Government Textile Division, Association of Gifu Designers collaboration group

Outline of stage events

The most attractive contents relating to the theme zone corner concerns with Future, Beauty, Ingenuity, and Excellence were carefully selected to leave viewers with a vivid impression of the strengths of Japan. Audience members enjoyed events they could about at home.





Special Exhibitions

Fashion Zone

Taking up the New-look **JIAM** theme of creative linkage 'JEANISM — Gathering at night' was held in collaboration with the fashion industry. The same kind of linkage also brought an exhibition of the winning works from the 2012 Nagoya Fashion Contest. Showing items selected by Japan Fashion Week Organization and the Japan Jeans Association, 'JEANISM — Gathering at night' presented excellent works by five young designers using globally renowned Japanese denim materials. Meanwhile, visitors from all over the world were impressed by the high level of Japanese design students at the Nagoya Fashion Contest exhibition. This established annual contest has been held for 32 years and this year's seven winning works were selected from 4,689 entries.

Home Sewing Machine Zone

To encourage the greater spread of home sewing, **JIAM 2012** organized the Home Sewing Machine Zone. At their booths, five Japanese sewing machine makers gave visitors the opportunity to run up something for themselves at the show. Many people were attracted and encouraged by the 'passport stamp' system in which visitors collected a stamp at each booth visited.

Exhibition of winning works from JIAM 2012 Quilt Awards

Intended to promote home sewing, the **JIAM** International Quilt Contest invites the submission of quilts made using home sewing machines. A rich variety of entries from Japan and overseas were received. Quilt Maker Yoko Okamoto, Chair of the Japan Handicraft Instructors Association headed the adjudication panel, which examined 125 submitted works. Of these, 44 were selected for awards of excellence and the grand prize. The prizewinning works were exhibited in the Home Sewing Machine

Zone and the awards ceremony was held in the adjacent seminar building. The specialist judges were impressed by the high standard of the entries and the sustained enthusiasm of the quilters. Many casual viewers of the exhibits were also heard to express interest, amazement, and admiration.



Quilting and Handmade Corner

On the theme 'Four seasons of Japan', five quilted works and other small handmade items were shown.

In another area, visitors could apply decoration to handmade items. Cooperation: Clover Manufacturing Co., Ltd.

Sewing Machine History Exhibition

From the earliest machines to the latest systems, this exhibition of actual machines showed the changes in sewing technology.

Japan Ingenuity Corner

Considering current industry needs for deskilling and full development of the potentiality of sewing technology, the organizers arranged exhibits in Japan ingenuity corner to show technology and products independently developed by dealers and customizers to meet customer needs.

Besides showcasing Japan's state-of-the-art technology, while making them known to the world, Japan Ingenuity Corner also celebrated industrial crafts and skill that continue to contribute to the sewing industry. Participating companies: Eleven companies belonging to associations

affiliated with National Sewing Machine Commerce Cooperatives

Various other displays and facilities were also intended for general visitors. During the show, besides welcoming numerous home users, the exhibitors also received enquiries from Japanese and overseas dealers, and substantial business negotiations took place.

Categories and prizes	works	Name
Quilt Grand Prize	Tapestry quilt	Midori Kubota
Machine-made Quilt Prize	Tapestry quilt	Maki Someno
Quilt Bag & Wearable Quilt Prize	Wearable quilt	Tomoko Souma
International Prize	Bag quilt	Yoon Jung Lim
Award of Excellence	Bag quilt	Kumiko Yamanaka
Commendation	Tapestry quilt	Mihoko Tanaka
Commendation	Tapestry quilt	Chieko Ishijima
Commendation	Tapestry quilt	Tomoko Takemoto

Exhibition of winning works from the 32nd Elementary, Junior High, and Senior High School Home Sewing Contest

On show were the five works by elementary, junior high, and senior high school students that won the top prizes – awarded by the Ministry of Economy, Trade and Industry.



Symposium, Seminar and Talk Show

On September 19 to 22, during all four days of the JIAM 2012, a symposium, seminar, and talk show program was arranged and carried out in Building 5.

Entrance charge: Free

Sewing Machine Symposium

*Simultaneous interpretation: English, Chinese and Japanese

September 19 (Wednesday) 13:00 - 14:30

"The coming generation of sewing machines and the form of the sewing industry'



Address Yoshihiro Yasui

Chairman, Japan Sewing Machinery Manufacturers Association (JASMA)

Panel discussion

- Lin Jianlong
- Vice-Chairman, China Sewing Machinery Association (CSMA)
- Dietrich Eickhoff
- Vice President, German Garment and Leather Technology Association (VDMA) Frank Henderson
- Board of Directors and Board Executive Committee, Sewn Products Equipment & Suppliers of the Americas (SPESA)
- Noboru Enomoto
- Executive Director, Japan Sewing Machinery Manufacturers Association (JASMA) Coordinator: Shigeki Kondoh
- Chairman, Japan Apparel Technology and Research Association



Attendance: 150

Seminar

Simultaneous interpretation: English, Chinese and Japanese

September 19 (Wednesday) 15:00~16:30

"Current state of testing: problems and corrective action"

I. "Testing standards for textile exports to U.S & EU market" Takehiro Okubo

Manager of Oversea test laboratory, Kaken Test Center

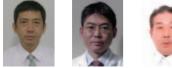
I. "Evaluation for functional textiles"

Fumiharu Sakai

Manager, BOKEN Quality Evaluation Institute

II. "Antibacterial/Deodorant Test for Textile Products" Seiii Oi

Deputy-General Manager of Seibu Office and Manager of Kobe Testing Center Japan Textile Products Quality and Technology Center-Seibu Office





Linkage Symposium

*Simultaneous interpretation: English, Chinese and Japanese September 20 (Thursday) 13:00 - 15:00

"These days, what's so special about Made in Japan?

Keynote lecture

- Yoshio Sadasue
 - President, Maker's Shirt Kamakura Co., Ltd.

Panel discussion

- Yoshiharu Kaihara
- Chairman (CEO), Kaihara Corporation
- Nobutaka Morioku
- President, IWATE MORIYA Co., Ltd.
- Yoshio Sadasue
- President, Maker's Shirt Kamakura Co., Ltd. Moderator: Nobuyuki Kume
 - President, KUME Co., Ltd.



Attendance: 240

Shigeki Kondoh

September 20 (Thursday) 11:00~12:00



"Social & Environmental Responsibility throughout Supply Chain.

Director of Environmental Programs, Patagonia Japan

September 21 (Friday) 11:00~12:00 "Current and future situation of IC tags and fashion business"

Associate Professor, School of Business Administration, Senshu University

- September 21 (Friday) 13:00~14:00 "Brand protection from now on" Hakaru Koine
 - General Manager, Slide Fastener Division, Brand Protection Group, YKK Corporation
- September 21 (Friday) 14:30~15:30 "Market trends in Myanmar" Hiroyasu Asai
 - Expert, HIDA (The Overseas Human Resources and Industry Development Association) Ltd., Director, Eco-tex Japan Co., Ltd.

Talk Show September 22 (Saturday) 13:00~14:00 "Fashion and brand power'

Yuma Koshino

- Fashion Designer
- Interviewer:

Yasuhiro Shoda Professor, Faculty of Fashion Science Bunka Gakuen University











- "Current and future state of CSR procurement" Chairman, Japan Apparel Technology and Research Association
- September 20 (Thursday) 15:20~16:20 Kenji Shino

Shoichi Morimoto









Promotion Activities

Direct mailing of information and invitations

To encourage attendance from Japan and overseas, direct mail and invitations were sent to major apparel makers and related companies in Japan and overseas, to related organizations in Japan, to overseas user groups, to the embassies and consulates of countries in Japan, to overseas trade promotion organizations in Japan, to the Japan External Trade Organization (JETRO), and to fashion-related educational institutions.

JIAM 2012 publicity

In Japan and overseas, ads were taken out in major trade journals connected with sewing machines and related industries. These included both print journals and online publications. Right up to the opening of the show, the campaign was conducted to gain attention and stimulate interest.

High profile in industry journals

In media partnership with international trade journals (including online publications), the organizers achieved widespread publicity for **JIAM 2012**. We also aggressively and widely circulated press releases and these activities resulted in numerous mentions and dedicated articles.

e-mail newsletter

Two years before the show, a monthly newsletter kept potential exhibitors aware of developments. It also encouraged booking for symposium and seminar events and beneficial preregistration.

Website

Both visitors and exhibitors gave the **JIAM 2012** Website high marks for the easy-to-understand information and convenience it provided. Besides easy preregistration, as a one-stop shop for the latest information, the Website provided full and up-to-date listings of exhibitors, presentations of the theme zone, and descriptive schedules for the symposium and seminars.

Promotion for related trade shows and events

Among the facilities and efforts to actively publicize trade shows held in Japan and overseas, a booth was set up, along with several pamphlet distribution points.

Buyer invitations via Japan External Trade Organization

Through the good offices of JETRO, company representatives were invited from Indonesia, Vietnam, Bangladesh, and India. This resulted in business negotiations at the JIAM 2012 venue.













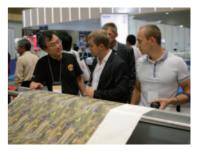
Visitor Promotion Advertisements

[Domestic]

Issue Date	Publication
March to September, 2012	The Apparel Industrial Times OGBS Magazine Modern Apparel Times The Sen-I News Senken-Shimbun Knit-File Japan Sewing Machine Times The Home Living

[Overseas]

Over seas	1			
Issue Date	Publication			
	APN			
	Asian Textile Business			
	ATA JOURNAL			
	Bobbin Journal			
	J.S.N.international			
	Konfeksiyon Teknik			
	Pakistan Textile Journal			
March to	SEW TRADE			
September,	The Nippon Sewing Machine News			
2012	THE STITCH TIMES			
	China Sewing Guide			
	"TEXTILE APPAREL WEEKLY" Special			
	Edition of Japanese Information			
	Textile Garment Market Information			
	ADSALE WEB (WEB)			
	fibre2fashion (WEB)			





Journal related articles

[Domestic]

Issue Date		
March to September, 2012		

[Overseas]

Issue Date	Publication			
	APN			
	atb			
	Bobbin Journal			
	IAF Newsletter			
	JSN International			
	Konfeksiyon teknik			
	Melliand			
	pakistan textile journal			
March to	Sew Trade			
September,	Techino Fashion			
2012	Textile Asia			
	The Fashion MACHINE NEWS			
	The Nippon Sewing Machine News			
	THE STITCH TIMES			
	China Sewing Guide			
	Textile Garment Market Information			
	ADSALE WEB (WEB)			
	fibre2fashion (WEB)			
	etc.			







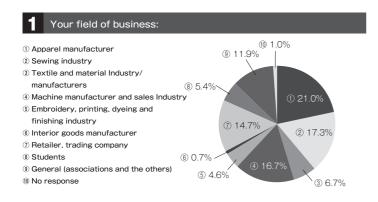


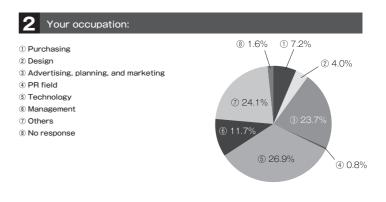


Visitors Questionnaire

LJIAN

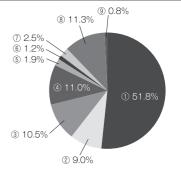
During the four days of the show, visitor questionnaires were made available at three locations, including INTEX Plaza. In total, 6.7% of the visitors returned 1,062 completed questionnaires.





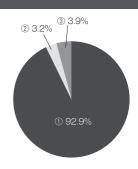
4 How/from whom did you learn about JIAM 2012?

- ① Introduced by clients, contractors.
- 2 A friend
- ③ Direct mail from JIAM exhibitors
- ④ Direct mail from JIAM's organizer
- 5 Poster
- 6 Newspaper advertisement
- ⑦ Newspaper article
 ⑧ Others
- Others
 No response
- a no response

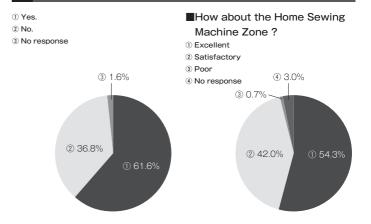


• Was your purpose achieved?

Achieved
 Not achieved
 No response



B Did you visit the Home Sewing Machine Zone?



Administrative manager
Executive
Job worker
Others
No response
16.0%
23.6%
39.2%
18.5%

5 Your purpose of visit:

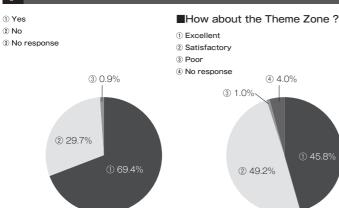
Your job title:

3

① Ordering and purchasing 3 500 ② Collection of information ② 402 ③ Studying the market 400 (4) Visiting special events (5) Attending seminars 300 6 Planning for next show Others No response
 200 ① 116 ⑦ 114 (4) 87 (5 100 8 6 C

%Number of people





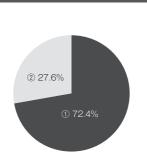
Exhibitors Questionnaire

Questionnaires were distributed to each exhibitor on the third day of the show and collected on the final day. The response rate was 91.0%.

1

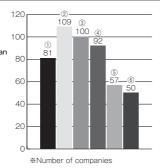
Have you ever exhibited at JIAM?

1 Yes First time



3 What was your purpose to exhibit?

- 1) To unveil new products
- Corporate PR.
- ③ Sales promotions to Japan
- (4) Sales promotions to markets other than Japan
- (5) Gather information on the market
- 6 Gather the visitors' opinions



How did you feel about the number of visitors coming to your booth? 5

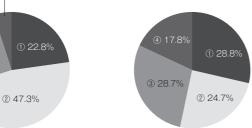
Japanese visitors

- (1) More than expected
- Just as expected
- ③ Less than expected

④ No response @ 4.9%

Other countries' visitors ① More than expected

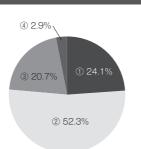
- Just as expected
- 3 Less than expected
- ④ No response



How would you describe the outcome of exhibiting at JIAM 2012?

- 1) More than expected.
- Just as expected.
- ③ Less than expected.



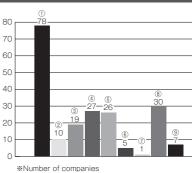


2 How did you learn about JIAM 2012?

- ① Exhibited at JIAM 2008. ② Word of mouth
- 3 Pamphlet "Guide to Participation"
- ④ Introduced by client/ contractor. (6) Direct mail from the organizers
- 6 Newspaper, advertisement, etc.
- 1 JETRO

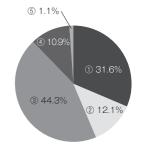
⑧ Other

9 No response



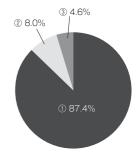
Which visitors were more important for you, 4 Japanese or those from other countries?

- ① Japanese visitors
- ② Non-Japanese visitors
- ③ Both
- ④ No clear distinction
- (5) Others



How would you describe your busin 6 conversations with visitors during the show?

- ① More than expected. Negotiations will continue.
- ③ No response



B Do you intend to exhibit at the next JIAM?

- ① Yes ② Maybe
- ③ Undecided
- ④ No
- ⑥ No response





Exhibitors List

List of Domestic Exhibitors Booth Number [Hall-Booth]

A A-POS CO., LTD ACE CO., LTD. Adger Kogyo Co., Ltd. AGMS Co., Ltd. AISIN SEIKI CO., LTD. APPAREL MACHINE SERVICE & CO., LTD ASAHI CORPORATION ASAHI GARMENT MACHINERY CO., LTD. ASTEM, CO., LTD Avail Corporation	5-361 4-321 5-346 3-302 5-112 3-151 4-312 3-202 4-331 4-161
B Barudan Co., Ltd. Basis. Co., Ltd BOKEN QUALITY EVALUATION INSTITUTE BROTHER INDUSTIES LTD. BROTHER SALES, LTD.	5-332 4-422 5-322 5-221 5-111
C Compucon Japan Co., Ltd COSMO SYSTEM CO., LTD.	3-162 4-371
D THE DAISAN-SHOKAI CO., LTD. Daiwabo Information System Co., Ltd. Digital Fashion Ltd. 42 DIS Artworks Co., Ltd.	4-241 5-323 231/4-234 5-323
E EBISUYAKUHINKAKO CO., LTD ELIZE Incorporated EUROPORT Co., Ltd.	4-316 3-201 5-362
F FTC Ltd. FUJIX Ltd. FUKUI Co., Ltd. FUTABA Co., LTD.	5-307 5-307 5-304 4-262
G GROZ-BECKERT JAPAN K.K. GUNZE LIMITED	3-154 4-231
H HAGATAYA. CO., LTD HAPPY INDUSTRIAL CORPORATION HASHIMA CO., LTD. HIROSE MFG. CO., LTD.	4-421 4-211 3-211 5-321
I IMAGETECH CO., LTD IZUMI INDUSTRIES CO., LTD.	4-263 5-309
J JAGUAR INTERNATIONAL CORPORATION JANOME SEWING MACHINE CO., LTD. Japan External Trade Organization (JETRO) Japan Textile Products Quality and Technology Center (QTEC) Japanese Metal Detector Mfg. Co., Ltd. Joe-Technos Co., Ltd JUKI CO., LTD JUKI CORPORATION 3-321	5-113 5-114 4-164 5-308 4-233 4-343 4-313 /5-115
K K.I. CO.,LTD. KAKEN TEST CENTER KAKEN, LTD. KANBO PRAS CORPORATION Kawakami Co., Ltd. KIIYA CO., LTD.	5-344 5-303 5-303 5-323 4-281 4-381

Kinoshita Precision Industrial Co., Ltd.	5-341
KM INTERNATIONAL, LTD.	4-242
L	
Lectra Japan Ltd.	4-342
М	
Magica Corporation	4-374
Marui Textile Machinery Co., Ltd.	4-334
Matsuya R & D Co., Ltd.	3-203
MITSUBISHI ELECTRIC CORPORATION (MEIRYO TECHNICA CORPORATION)	4-131
MIZHO CHEMICAL CO., LTD.	4-315
MOBBY DICK INC.	4-234
MORIMOTO MFG. CO., LTD.	3-231
Motoki Industry Co., Ltd.	3-172
MUROTA SHOKAI CO., LTD.	4-344
Ν	
N.C.A. CO., LTD.	4-391
NAKAMURA SHOJI CO., LTD.	5-305
Nakanihon-Juki Co., Ltd.	4-161
Namx Co., Ltd.	4-373
NAOMOTO CORPORATION	4-141
	5-344
NAXIS CO., LTD. NEW SANWA CO., LTD.	5-302 3-173
Nikko Shokai Co., Ltd.	3-173
Nippo Sewing Machine Co., Ltd.	3-165
NIPPY KIKAI CO., LTD.	4-222
novo inc	4-313
NSD Corporation	5-345
0	
Ogawa Sewing Machine	4-241
ONUKI LIMITED	5-301
ORGAN NEEDLE CO., LTD.	4-201
Osaka Denki Kogyo Co., Ltd.	4-341
OSAKA SEWING MACHINE COMMERCE COOPERATIVE	4-404
OTANI CORPORATION	4-383
OTECH CO., LTD OZAWA INDUSTRY CO., LTD	4-403 3-171
OZAWA INDOSTRT CO., ETD	0-171
P	
Pegasus Sewing Machine Mfg. Co., Ltd.	5-222
Q QUEEN LIGHT ELECTRONIC IND., LTD.	4-401
QUEEN EIGHT ELECTRONIC IND., ETD.	4-401
S	
SABUN INDUSTRIAL CO., LTD	4-351
SANKO CO., LTD.	4-232
SANKO ELECTRONIC LABORATORY CO., LTD	4-402
Sanshin Trading Company SANWA-KASEI CO., LTD.	5-306 3-163
SEIBU FUTABA LABEL MACHINE CO., LTD.	3-163
SEIKO EPSON CORPORATION	5-331
SEIKO SEWING MACHINE CO., LTD.	4-352
SELCAM Co., Ltd	5-324
Servo-Tech CO., Ltd.	4-314
SHIMA SEIKI MFG., LTD.	4-361
Shimomura Co., Ltd.	3-301
Shinshu University Faculty of Textile Science and Technology	4-221
Shiro International Corp. SODEYAMA CO., LTD.	5-342 4-322
SUPRENA INC.	4-405
SYSTEM GRAPHI	4-424
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т	

Taiyo Seiki, Co., Ltd. DIVISION HORIZON

Tajima Industries Ltd.

TAKAOKA CO., LTD TOHKI Industrial Co., Ltd. Tokai Industrial Sewing Machine Co., L Toray Advanced Computer Solution IN TOWA Industrial Co., Ltd.	C. 4-382 3-222
UENOYAMA KIKO CO., LTD. Union Service Japan Ltd. / Union Special Corpo	5-231 ration 5-344
Y YAMAMOTO HAJIME CORPORATION	4-264
YAMATO CORPORATION	4-121
YAMATO SEWING MACHINE MFG. CO., LTD.	4-121
YIN JAPAN Co., LTD	3-311
YKK FASTENING PRODUCTS. SALES. IN	
YSM INTERNATIONAL CO., LTD Yuasa Yarn Guide Engineering Co., Ltd	3-152 . 4-223
YUHO SEWING MACHINE CO., LTD	. 4-223
YUKA & ALPHA CO., LTD.	4-332
Press Booths	
APPAREL KOGYO SHINBUN CO., LTD.	3-135
DAISEN Ltd.	5-323
GENYOSHA CO., LTD.(SEWTRADE)	3-136
J.S.N. International, Inc.	3-134
JAPAN SEWING MACHINE TIMES	5-326 4-323
Kindai Hosei Shimbun Co., Ltd. New Japan Sewing Machine News, Ltd.	4-323 4-324
OGBS magazine / GENDAI Publishing Co., Ltd.	5-343
SAKURA INTERNATIONAL INC.	3-132
Sen-i Ryutsu Kenkyukai	4-320
SENKEN SHIMBUN Co., Ltd.	4-330
The Nippon Sewing Machine News	4-329
Sepecial Events	
Theme Zone "The Power of Japar	u " 4-101
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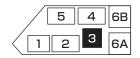
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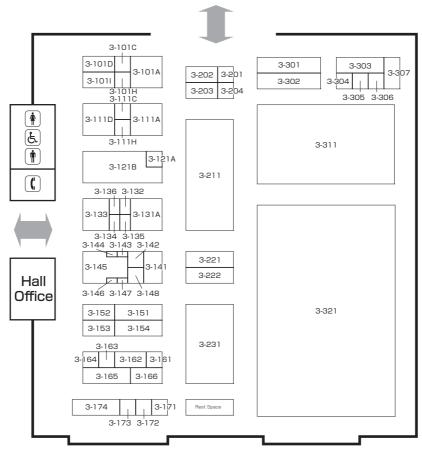
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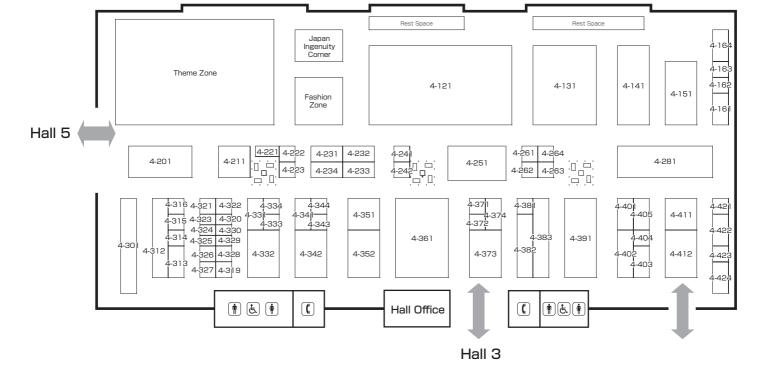


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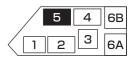
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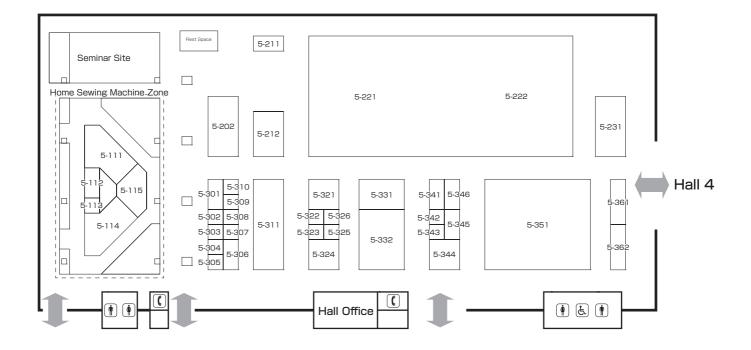
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5-212	Zhejiang Founder Motor Co., Ltd.	5-321	Hirose Mfg. Co., Ltd.	5-361	A-pos Co., Ltd.
5-221	Brother Industries, Ltd.	5-322	BOKEN QUALITY EVALUATION INSTITUTE	5-362	EUROPORT Co.,
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5-302	NAXIS CO., LTD.	5-325	Richpeace Group Co., Limited	5-343	OGBS magazine/(
5-303	KAKEN TEST CENTER	5-331	SEIKO EPSON CORPORATION		
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5-351	Tokai Industrial Sewing Machine Co., Ltd.
5-361	A-pos Co., Ltd.
5-362	EUROPORT Co., Ltd.
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5-323	DAISEN Ltd.
5-326	Japan Sewing Machine Times
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Services

To promote information exchange between exhibitors and visitors, and with the press, and to encourage the smooth progress of business discussions at **JIAM 2012**, the organizers provided relevant services.

1. Barcode system used for registering visitors

Using a bar code system, the organizers registered visitors and kept records.

2. General information center

A general information center was set up to respond to enquiries from international visitors from various countries.

3. WiFi spot

A WiFi spot for the use of exhibitors and visitors was provided in the vicinity of the service center.

4. Press Center

As a place to pick up publicity materials provided by the exhibitors and about JIAM 2012, a press center was set up on the second floor of the central building.

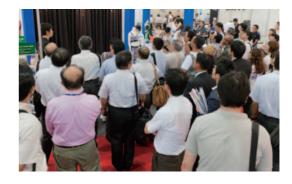
5. Various conveniences

As befits a forum where visitors want to get together and talk business, the organizers set up various lounge areas at the venue and installed a special restaurant outside. A first-aid room, blood-donation facilities, and smoking area were also provided.

6. Permit for venue to be treated as bonded area

The organizers obtained a permit from Osaka Customs House for the venue to be treated as a bonded area and also provided assistance with paperwork and other support for overseas visitors.







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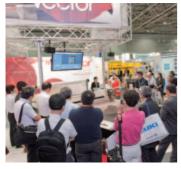






















JIAM 2016 Announcement



JAPAN INTERNATIONAL APPAREL MACHINERY TRADE SHOW 2016

To be held in 2016

Organizer Japan Sewing Machinery Manufacturers Association(JASMA)



Organizer: Japan Sewing Machinery Manufacturers Association (Jasma)

Address: Fuji Building, 1-14-12 Nishi-Shinbashi, Minato-ku, Tokyo 105-0003, Japan Tel: +81-3-3597-0470 Fax: +81-3-3597-0477 URL: http://www.jasma.or.jp E-mail : info@jasma.or.jp