

watanabe

Watanabe Electric Presentation



Document No 1

Watanabe Electric Industry Co., Ltd.

Ver.2

2018 July 1/58

Contents

	<u>Page</u>
1. Company Outline 3
2. Signal Converter10
3. Digital Panel Meter32
4. Market Approach45

1. Company Outline

1) Profile

Company Name	Watanabe Electric Industry Co.Ltd.
Trademark	<i>watanabe</i>
Headquarters Address	6-16-19 Jingumae, Shibuya-ku, Tokyo 150-0001
Representative	Hideki Watanabe, President
Founded	November 3, 1940
Capital Funds	45 million yen
Total Employees	190



Products

■ Component Products

- 1) Digital panel meter
- 2) Signal converter
- 3) Graphic multi meter
- 4) Temperature Sensors

■ System Products

- 1) Power multi-meter
- 2) Energy monitoring
- 3) Headlight tester

2) Business Bases

■ Headquarter & Tokyo Sales Office

6-6-19, Jingumae, Shibuya-ku, Tokyo 150-0001, Japan
TEL : +81-3-3400-6147
FAX : +81-3-3409-3156
E-mail : support@watanabe-electric.co.jp

■ Osaka Sales Office

TCS Bldg. 5F, 1-14-33 Esaka-cho, Suita-shi, Osaka
564-0063, Japan

■ Nagoya Sales Office

Fushimi IT Bldg. 5F, 1-4-25 Nishiki, Naka-ku, Nagoya-shi, Aichi
460-0003, Japan

Watanabe Electric Manufacturing Co.LTD.

■ Tokyo Factory

1-1-10 Nishi-Tsutsujigaoka, Chofu-shi, Tokyo 182-0006, Japan

■ Fukushima Factory

55 Kuwajimaichi, Kori-machi, Date-gun, Fukushima 969-1613, Japan

■ Komae Factory

3-11-7 Iwatokita, Komae-shi, Tokyo 201-0004 Japan

1. Company Outline

3) History

November, 1940	Ryuzo Watanabe founded the company in Tokyo
June, 1954	Release the "Non-contact Meter Relay"
March, 1962	Received the Excellent Factory Award from the Governor of Tokyo
April, 1971	Increased capital funds to 45 million yen
October, 1972	Established 2nd factory of the headquarters
April, 1974	Released the "Signal Converter"
January, 1975	Released the "Digital Panel Meter"
January, 1993	Hideki Watanabe became Representative Director & President
June, 1996	Released the Measurement & Monitoring Network "Rial Link"
March, 2005	Acquired ISO9001 Certification
April, 2007	Acquired ISO14001 Certification
June, 2007	Released the Free specification type compact signal converter "WSPA Series"
June, 2007	Started the Chofu Factory operation and relocated the Headlight Tester Division
June, 2008	Released the 14 function modules of compact signal converter "WSP Series"
January, 2010	Acquired the Electronic Measuring Instruments Division of Asahi Keiki Co.,
February, 2010	Released the Web browser-based Energy Management System "EcoRiAL"
June, 2010	Released the Web browser-based Energy Monitoring Module
February, 2013	Released the high-performance digital panel meter "WPM Series"
October, 2014	Acquired "Good Design Award 2014" for digital panel meter "WPM Series"
Dec, 2014	Released the signal converter "WSPF Series"
May, 2016	Released the signal converter "WPMZ Series"

Digital panel meter



WPM series



WSPF series

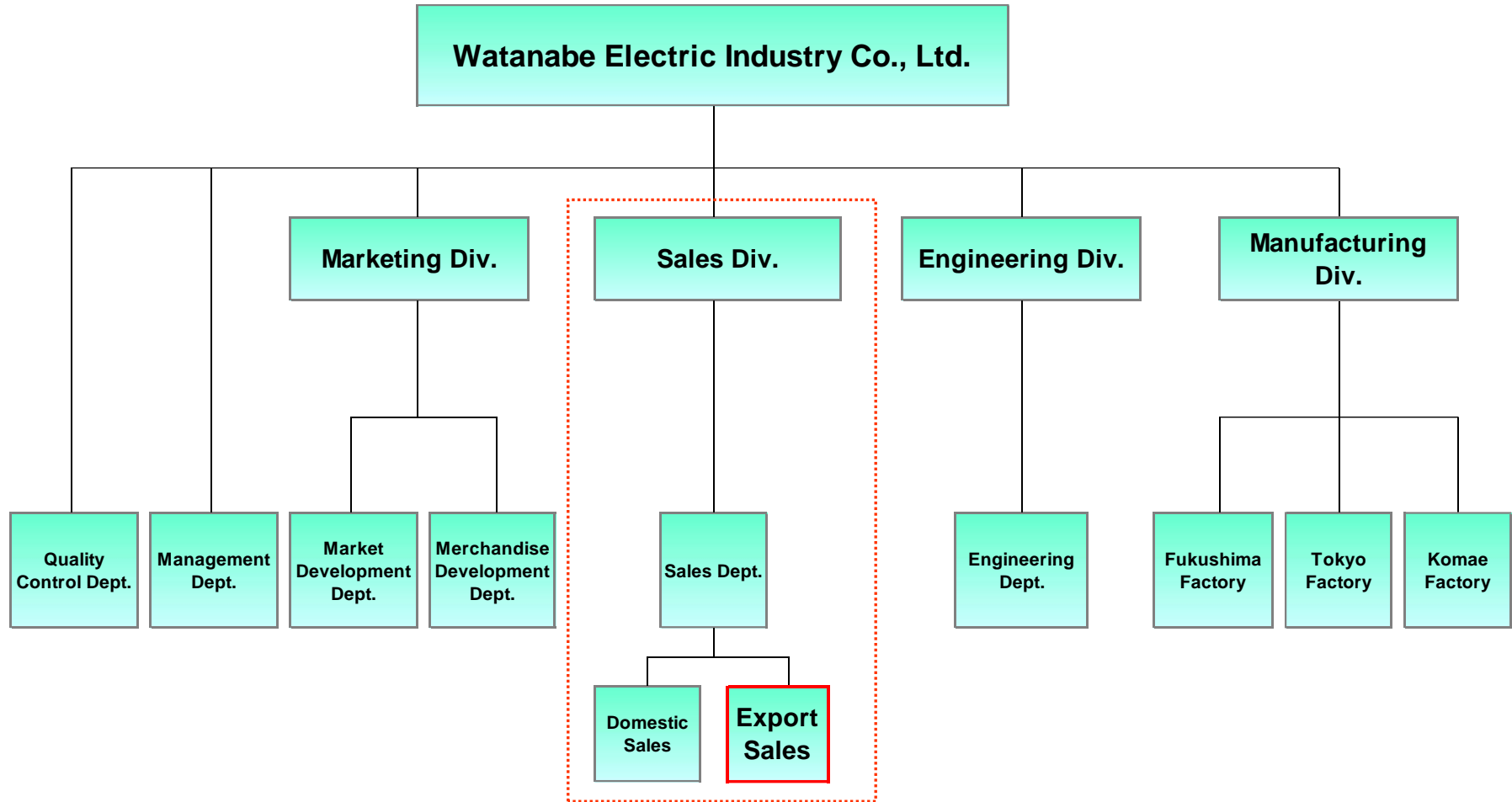


WPMZ series



1. Company Outline

4) Organization



1. Company Outline

5) Factory Location

Headquarter

(Tokyo, Harajuku)



Fukushima Factory



North of Tokyo about 300km

1. Number of Employees : 61
2. Site area : 3,733m²
3. Building area : 1,557m²
4. Main line of products :

Signal converter (TZ, TH, TW),
Digital panel meter,

Tokyo Factory



1. Number of Employees : 37
2. Site area : 1,152m²
3. Building area : 683m²
4. Main line of products :

Signal converter (WSPF / WSP / WVP series)

Komae Factory



1. Number of Employees : 8
2. Main line of products :
RTD & Thermocouple sensors

1. Company Outline

6) Export world market



1. Company Outline

7) Product Information

◆ Digital Panel meter at Fukushima factory



WPMZ



A6000



AM-215B



WPM-1



A7000



A2000

◆ Signal Converter at Tokyo factory & Fukushima factory



WSPF series



WSP series



TZ series



TW series



TH series

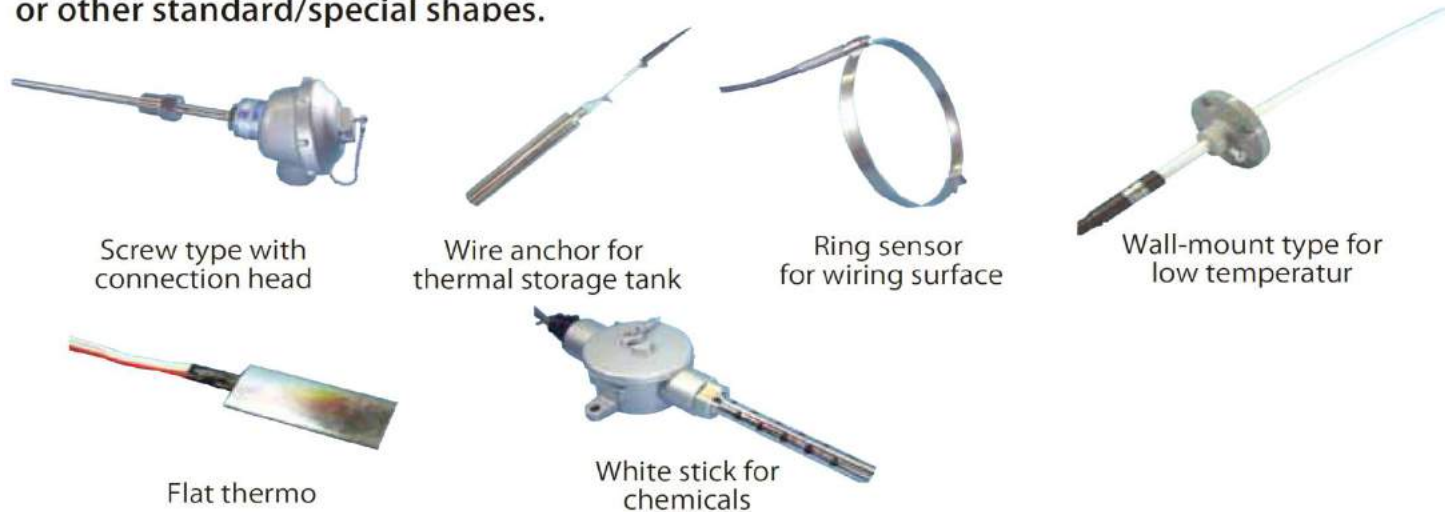
1. Company Outline

◆ Temperature sensor at **Komae Factory**

Able to customize to various kinds. Below is the example of RTD and Thermocouple.

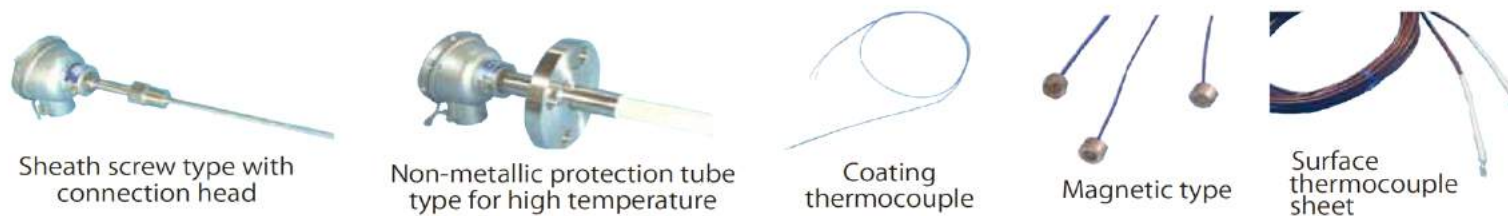
RTD

Using Pt100Ω platinum element. It can correspond to Connection head type, lead wire type or other standard/special shapes.



Thermocouple

Thermocouple type B, R, S, K, E, J, T available for wide range -200°C to 1,700°C



Signal Converter

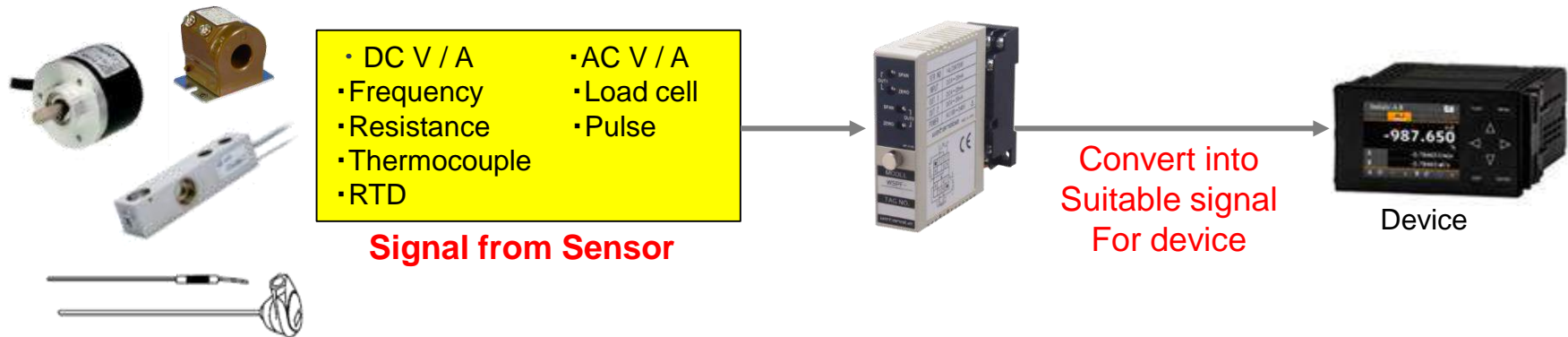


2. Signal Converter

1) Main 4 functions of Signal converter

(1) Convert Signal

In case that the signal from sensor is not suitable for the device,
Convert it to suitable Signal for the device.



(2) Divide Signal



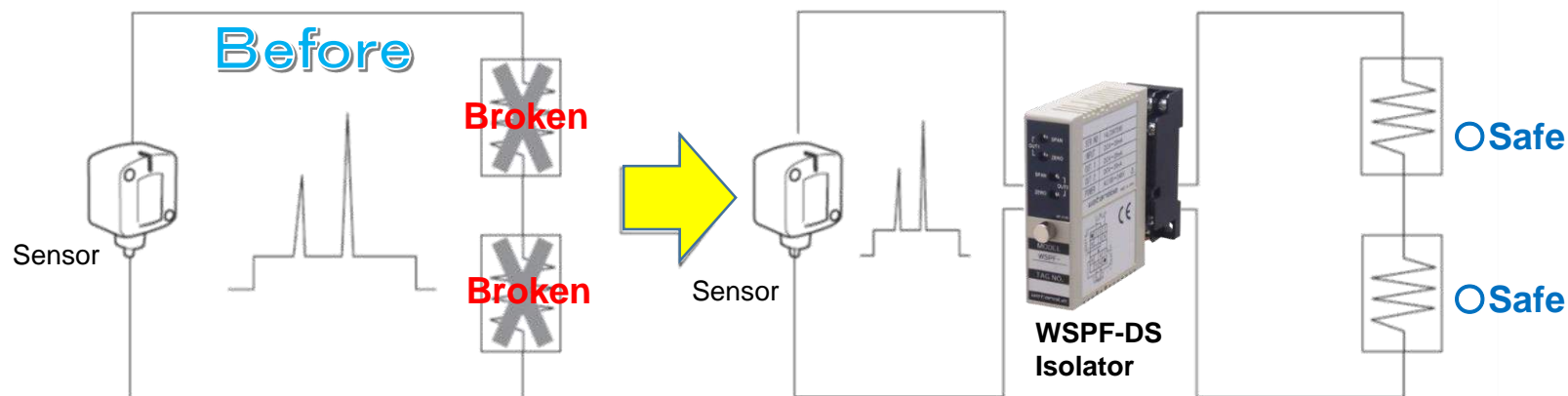
2. Signal Converter

(3) Isolator

Electrically isolate sensor and device.

It protect device and equipment from abnormal signal at sensor malfunction.

(Also it can reduce noise)



(4) Distributor










Supply 24 VDC to the sensor via the Signal line. It is useful in case that the sensor is installed outside. (It is difficult to take power supply outside)



2. Signal Converter




2) Types of Input Signal

(1) Sensor example for Isolator (DC converter)




Sensor	Measurement	Signal converter (example)				
		Type	Model		Input	Output
Displacement sensor  Differential transformer  Linear encoder 	Displacement / Length	Isolator / DC converter	WSPF-IS WSPF-DS WSPF-DE (High speed)		DC Voltage / current	DC Voltage / Current
			WSPF-DSW WSPF-DEW (High speed)			DC Voltage / Current (2 output)
Pressure sensor 	Pressure	Isolator / DC converter	WSPF-IS WSPF-DS WSPF-DE (High speed)		DC Voltage / current	DC Voltage / Current
			WSPF-DSW WSPF-DEW (High speed)			DC Voltage / Current (2 output)
Speed sensor  Acceleration sensor 	Speed / Acceleration	Isolator / DC converter	WSPF-IS WSPF-DS WSPF-DE (High speed)		DC Voltage / current	DC Voltage / Current
			WSPF-DSW WSPF-DEW (High speed)			DC Voltage / Current (2 output)

2. Signal Converter



(2) Sensor example for AC converter

Sensor	Measurement	Signal converter (example)			
		Type	Model	Input	Output
CT 	AC Voltage / current	AC converter	WSP-AZ / EZ WSP-CTA / CTE	 AC Voltage / current	DC Voltage / Current
			WSP-ACW / EFW WSP-CTAW / CTEW		DC Voltage / Current (2 output)
PT 					

(3) Sensor example for Temperature converter



Sensor	Measurement	Signal converter (example)			
		Type	Model	Input	Output
Thermocouple 	Temperature	Thermocouple converter	WSPF-THS	 Thermocouple signal	DC Voltage / Current
			WSPF-THW		DC Voltage / Current (2 output)
RTD 		RTD converter	WSPF-RTS	RTD Signal	DC Voltage / Current
			WSPF-RTW		DC Voltage / Current (2 output)

(4) Sensor example for Load cell converter

Sensor	Measurement	Signal converter (example)			
		Type	Model	Input	Output
Load cell (Strain gauge) 	Weight	Load cell converter	TW-3S	 Load cell signal (mV/V)	DC Voltage / Current



*WSP/SWPF series don't have load cell converter

(5) Sensor example for Potentiometer converter






Sensor	Measurement	Signal converter (example)			
		Type	Model	Input	Output
Potenstiometer 	Resistance / Angle	Potentiometer converter	WSPF-MS	 Resistance	DC Voltage / Current
			WSPF-MSW		DC Voltage / Current (2 output)

2. Signal Converter

(6) Sensor example for Tachogenerator converter

Sensor	Measurement	Signal converter (example)			
		Type	Model	Input	Output
Tachogenerators 	Rotation Speed	Tachogenerator converter	WSP-TGS	 AC pulse	DC Voltage / Current
			WSP-TGW		DC Voltage / Current (2 output)

(7) Sensor example for Pulse converter

Sensor	Measurement	Signal converter (example)			
		Type	Model	Input	Output
Rotary encoder 	Rotation / Speed / Count / Shape / Flow	Pulse to DC converter	WSP-FV	 1) Open collector (NPN/PNP)	DC Voltage / Current
			WSP-FW		DC Voltage / Current (2 output)
Magnetic Speed Sensor 		Pulse isolator	WSP-FZ WSP-FZP	2) Voltage pulse	Pulse
Photoelectronic sensor 					
Flow meter 					

2. Signal Converter

3) Names of each parts & dimensions

	Name of Each Parts	Dimensions
<p>Example 1) WSPF-DS 1 output Isolator</p>	<p>Main unit</p> <p>Socket (8 pins)</p>	<p>Unit: mm</p>
<p>Example 2) WSPF-DSW 2 output Isolator</p>	<p>Main unit</p> <p>Socket (11 pins)</p>	<p>Unit: mm</p>

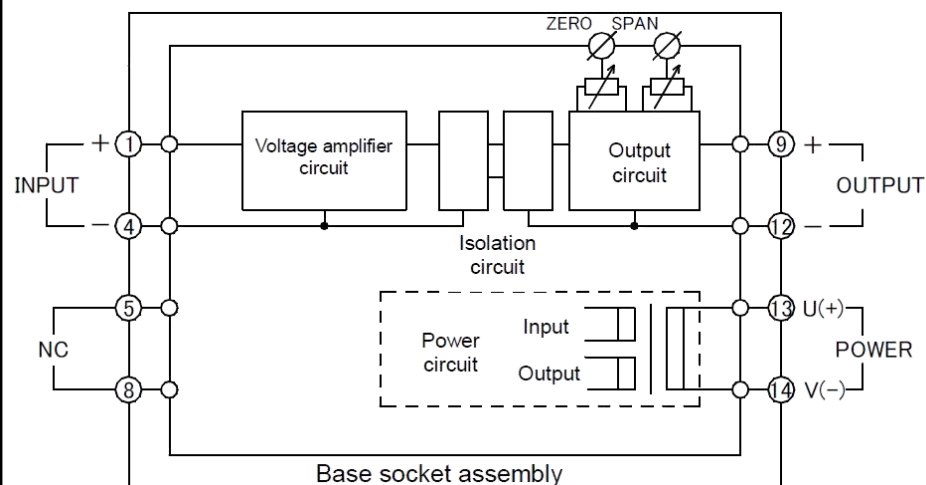
Depends on the models. Please check manual for details

2. Signal Converter

4) Block diagram

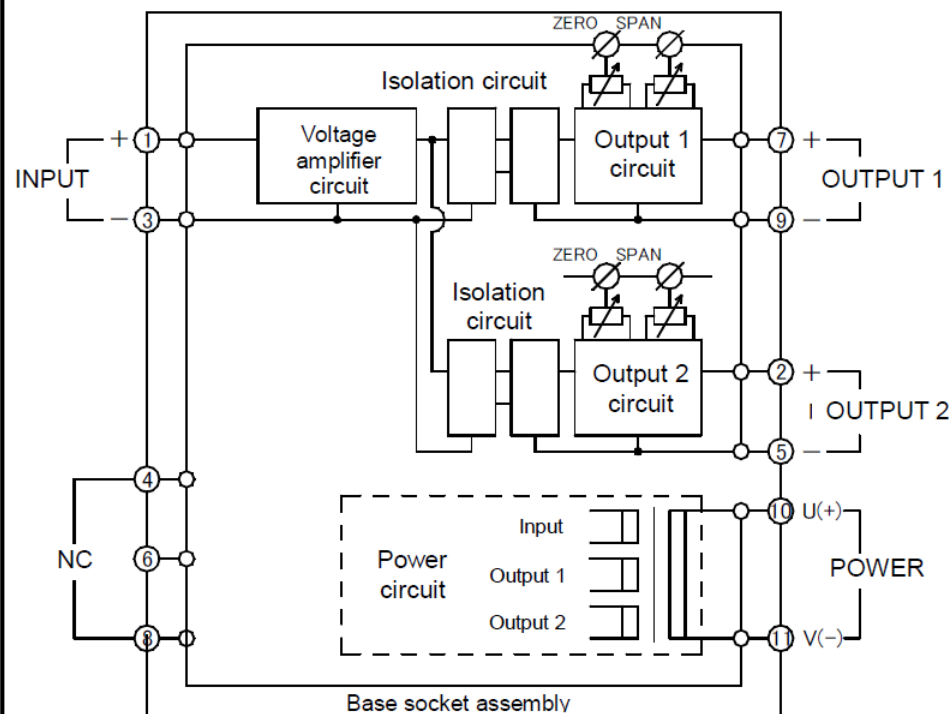
Example 1) WSPF-DS

1 output Isolator



Example 2) WSPF-DSW


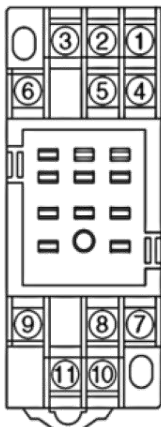
2 output Isolator



3-port Isolation!!
(Input, Output, Power)

2. Signal Converter

5) Terminal connections

		Terminal connections																																																
Example 1) WSPF-DS 1 output Isolator		<table border="1"> <thead> <tr> <th>No</th> <th>Symbol</th> <th></th> <th>Description</th> </tr> </thead> <tbody> <tr> <td>1</td> <td rowspan="2">INPUT</td> <td>+</td> <td rowspan="2">Input</td> </tr> <tr> <td>4</td> <td>-</td> </tr> <tr> <td>5</td> <td>NC</td> <td></td> <td>No connection</td> </tr> <tr> <td>8</td> <td>NC</td> <td></td> <td>No connection</td> </tr> <tr> <td>9</td> <td rowspan="2">OUTPUT</td> <td>+</td> <td rowspan="2">Output</td> </tr> <tr> <td>12</td> <td>-</td> </tr> <tr> <td>13</td> <td rowspan="2">POWER</td> <td>U(+)</td> <td rowspan="2">Power Supply</td> </tr> <tr> <td>14</td> <td>V(-)</td> </tr> </tbody> </table>			No	Symbol		Description	1	INPUT	+	Input	4	-	5	NC		No connection	8	NC		No connection	9	OUTPUT	+	Output	12	-	13	POWER	U(+)	Power Supply	14	V(-)																
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Depends on the models. Please check manual for details

2. Signal Converter

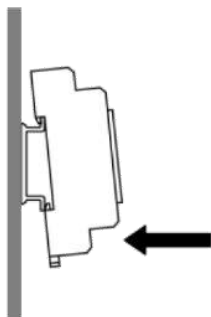
6) Mounting and removing to from the DIN rail

Example : WSPF series



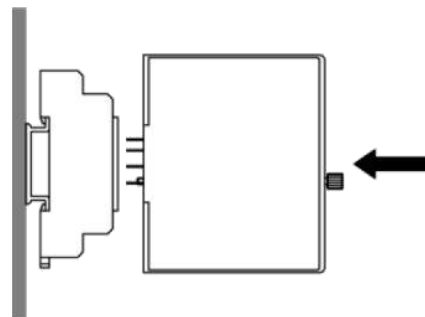
1) How to fix the socket

Hold the product with the slider at the bottom of the socket facing downward, engage the tab at the top of the rear surface of the socket with the rail, and then push in the bottom of the socket in the direction of the arrow to fix the product in place.



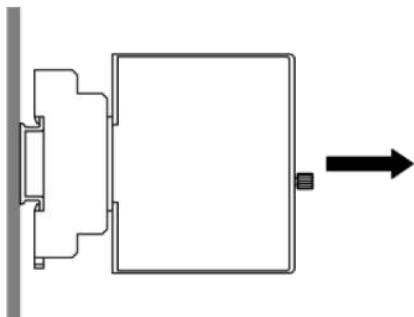
2) How to fix the main body to the socket

Hold the main unit in the direction such that the text on the label can be read correctly, insert it perfectly straight, and then tighten the screws on the front of the main unit. Be careful not to tighten the screws too hard.



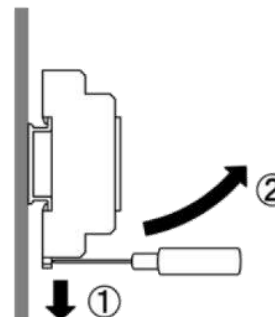
3) How to remove the main body from the socket

Slacken the screws on the front of the main unit, and withdraw the main unit perfectly straight.



4) How to remove the socket

Insert a screwdriver in the slider groove of the socket. While pulling the screwdriver in the direction of the arrow as shown in Figure ①, draw the lower part of the socket forward ② until it is removed.



2. Signal Converter

7) Zero and span adjustment

Example : WSPF series

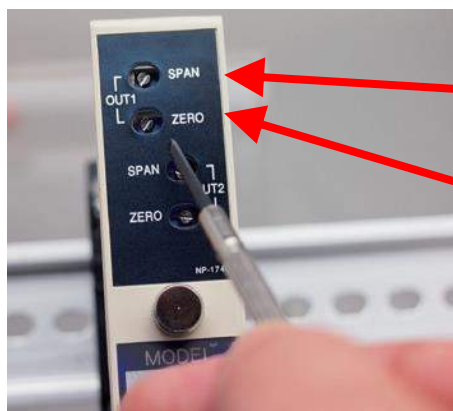
If matching with connected equipment or calibration is required, WSPF-DS (Isolator) can adjust Span & Zero point within the range of $\pm 10\%$ full scale by 15-turn trimmer. (Please refer manual for detail procedure).

1) ZERO adjustment :

Input a min. value of the input range and then adjust by zero-trimmer until output signal reaches the min. value of the output range.

2) SPAN adjustment :

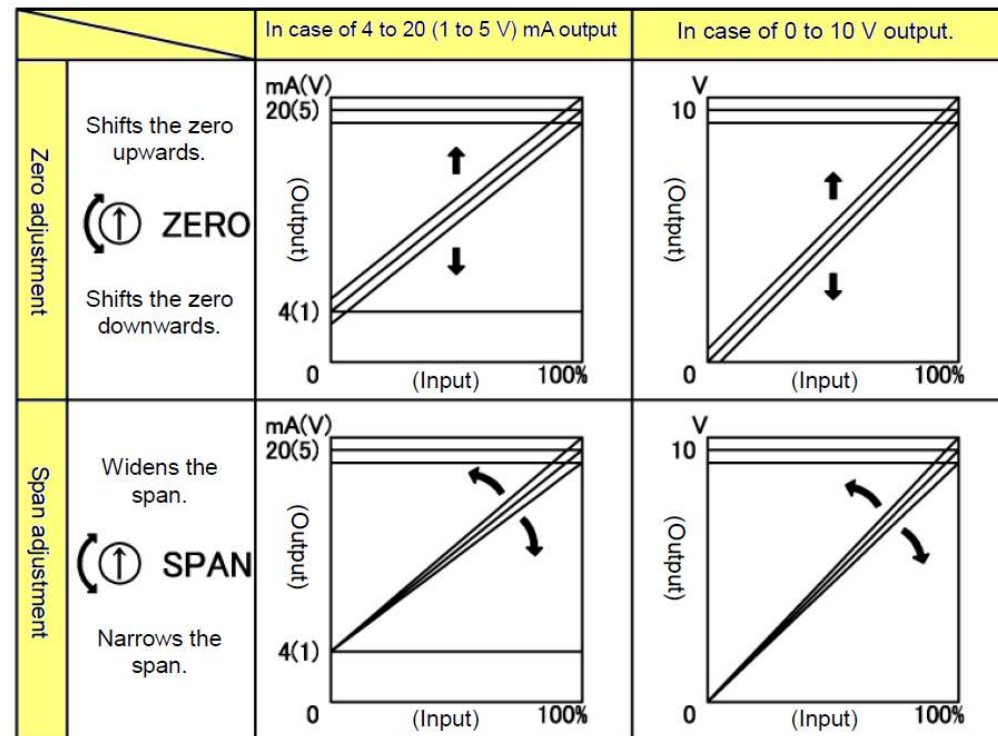
Input a max. value of the input range and then adjust by span-trimmer until output signal reaches the max. value of the output range.



Span-trimmer

Zero-trimmer

Explanation of ZERO & SPAN adjustment

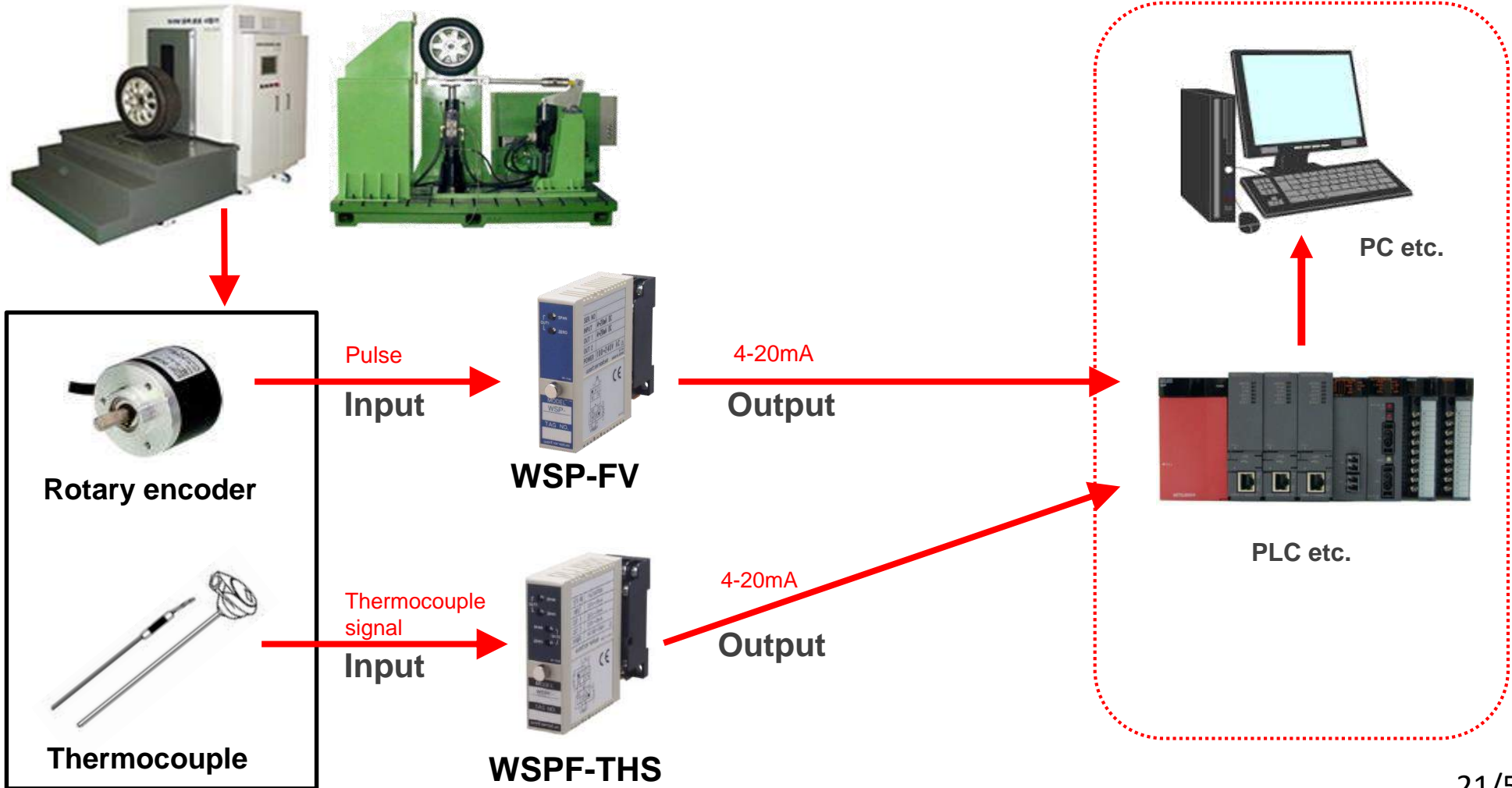


2. Signal Converter

8) Applications

(1) Automotive

Tire Test System



2. Signal Converter

(2) Machine for Production -1



Press machine

Molding machine



Load cell

Input

1~4mV/V
etc.

Load cell
Signal converter
TW-3S series



Output
(DC)

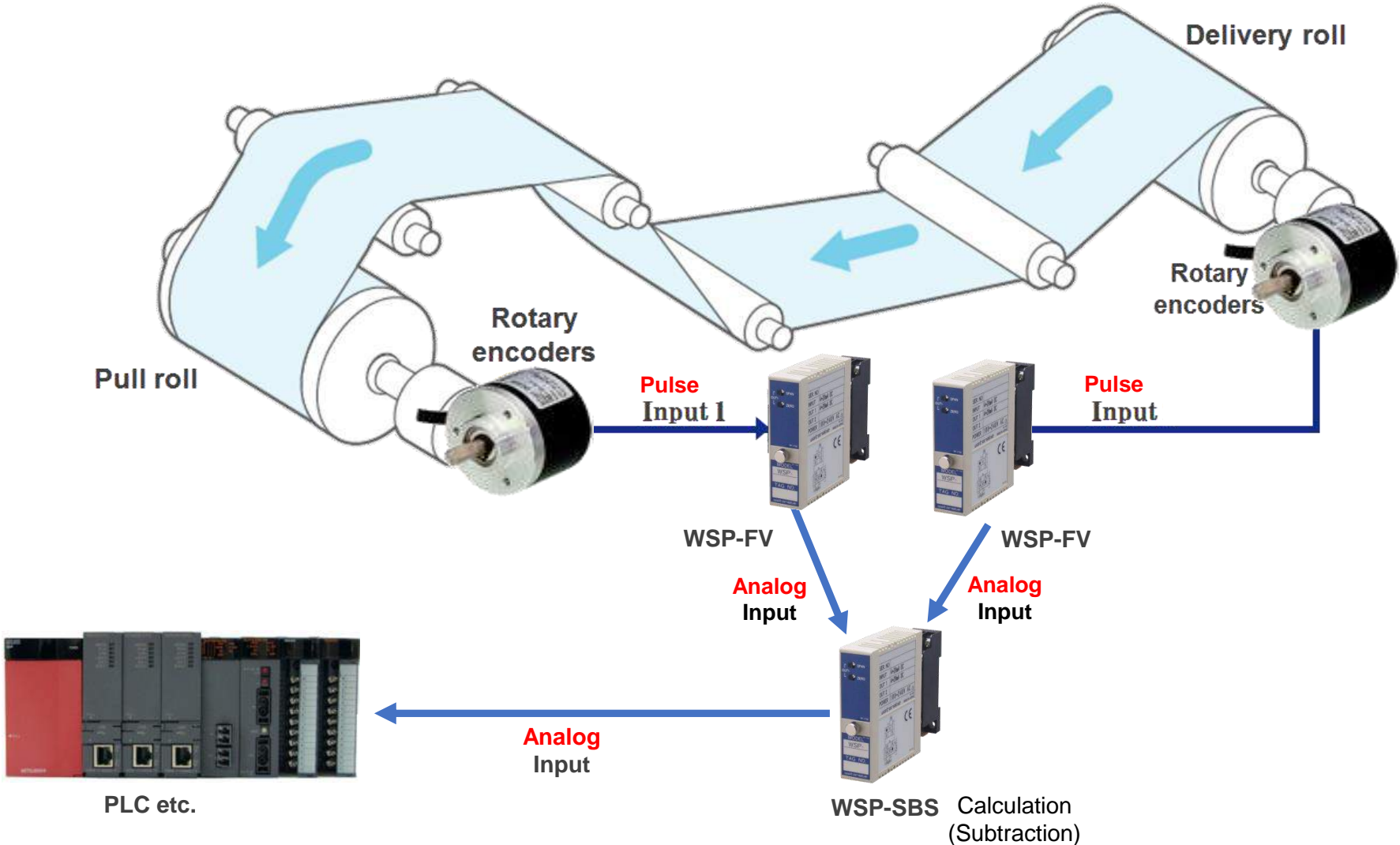
- 0~5V
- 1~5V
- 0~10V
- 4~20mA
- 0~20mA



PLC
etc.

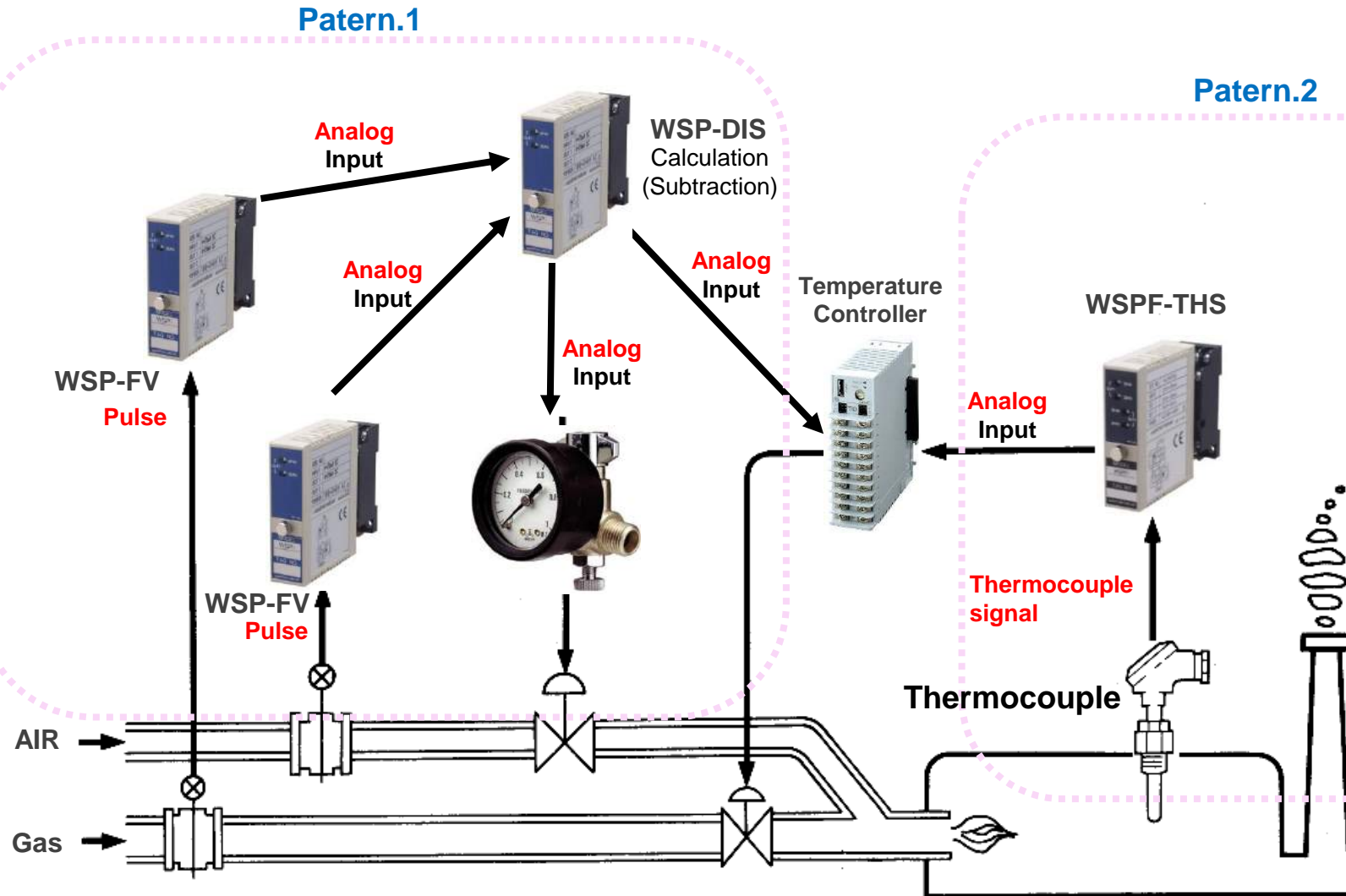
2. Signal Converter

(3) Machine for Production -2



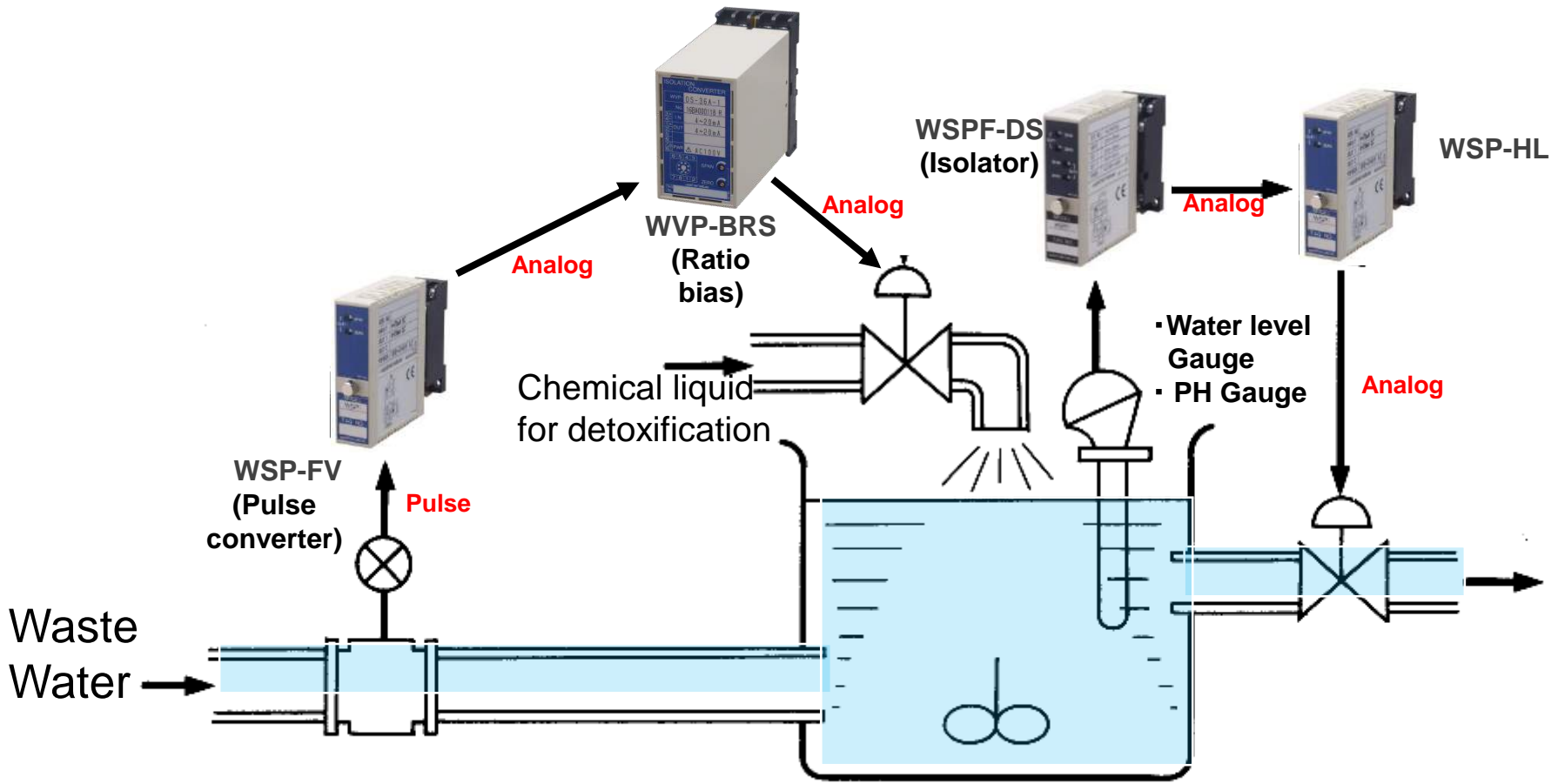
2. Signal Converter

(4) Fuel and Utility



2. Signal Converter

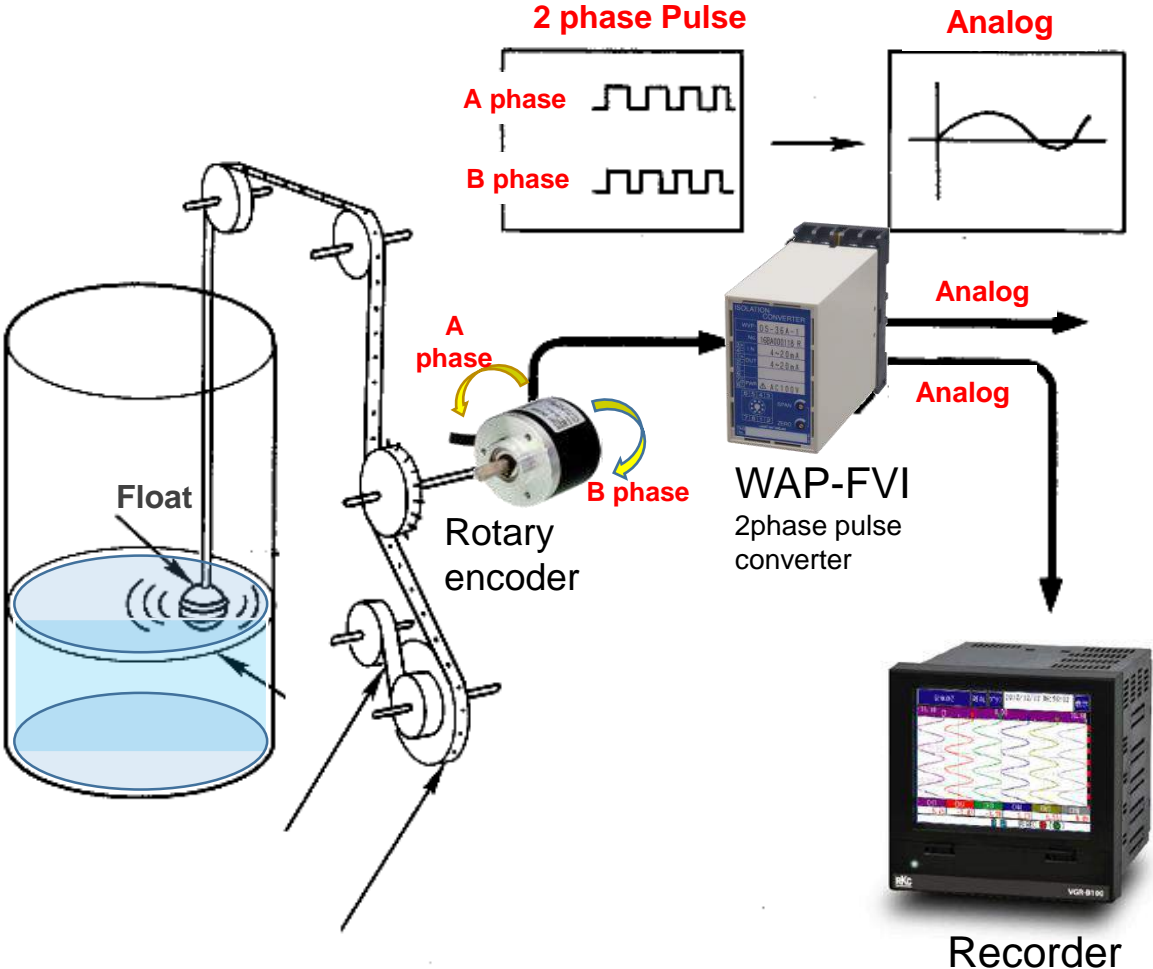
(5) Water Treatment -1



2. Signal Converter

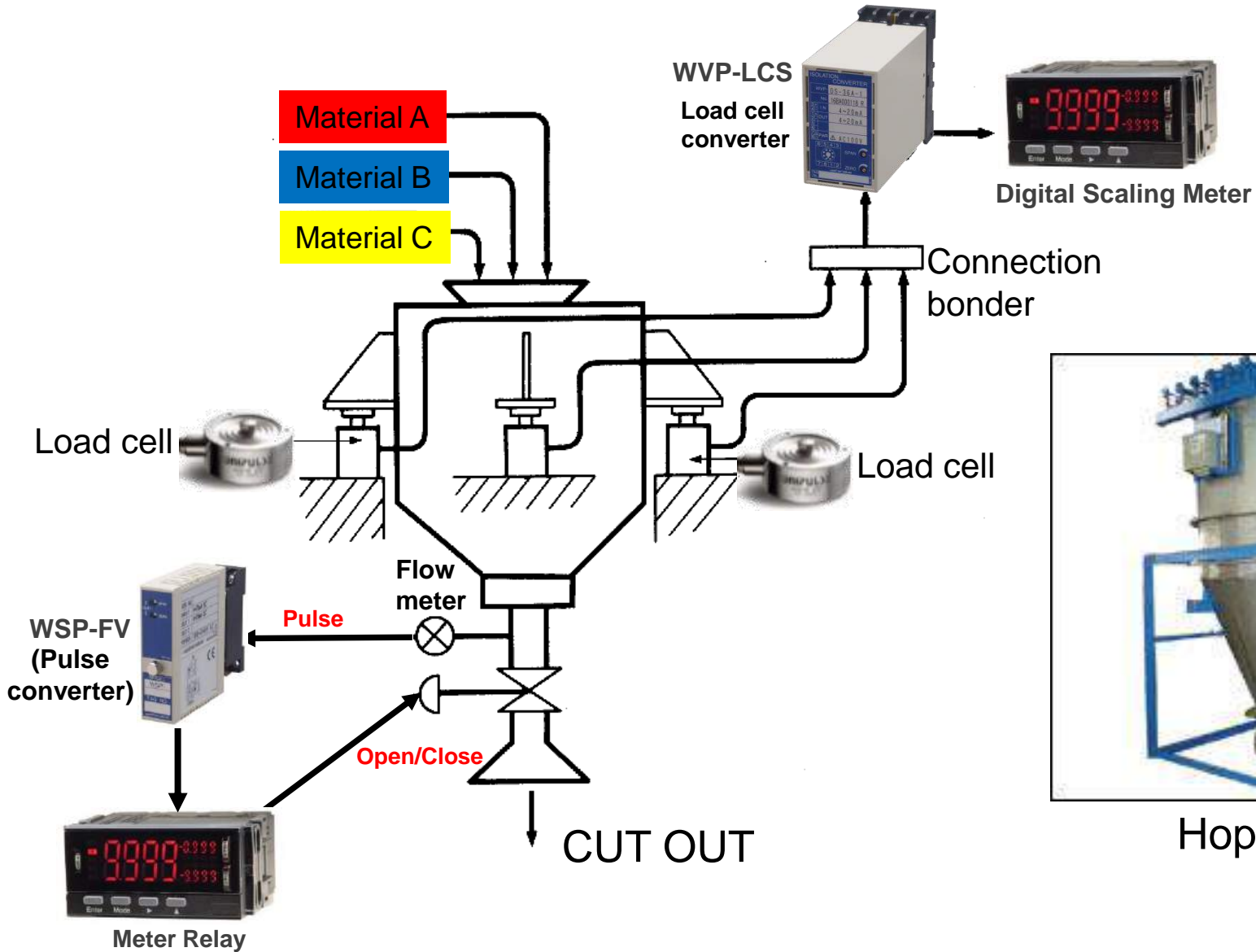
(6) Water Treatment -2

For depts measurement of tank pool, and also dam, 2 phase pulse can tell us the water level as like this.



2. Signal Converter

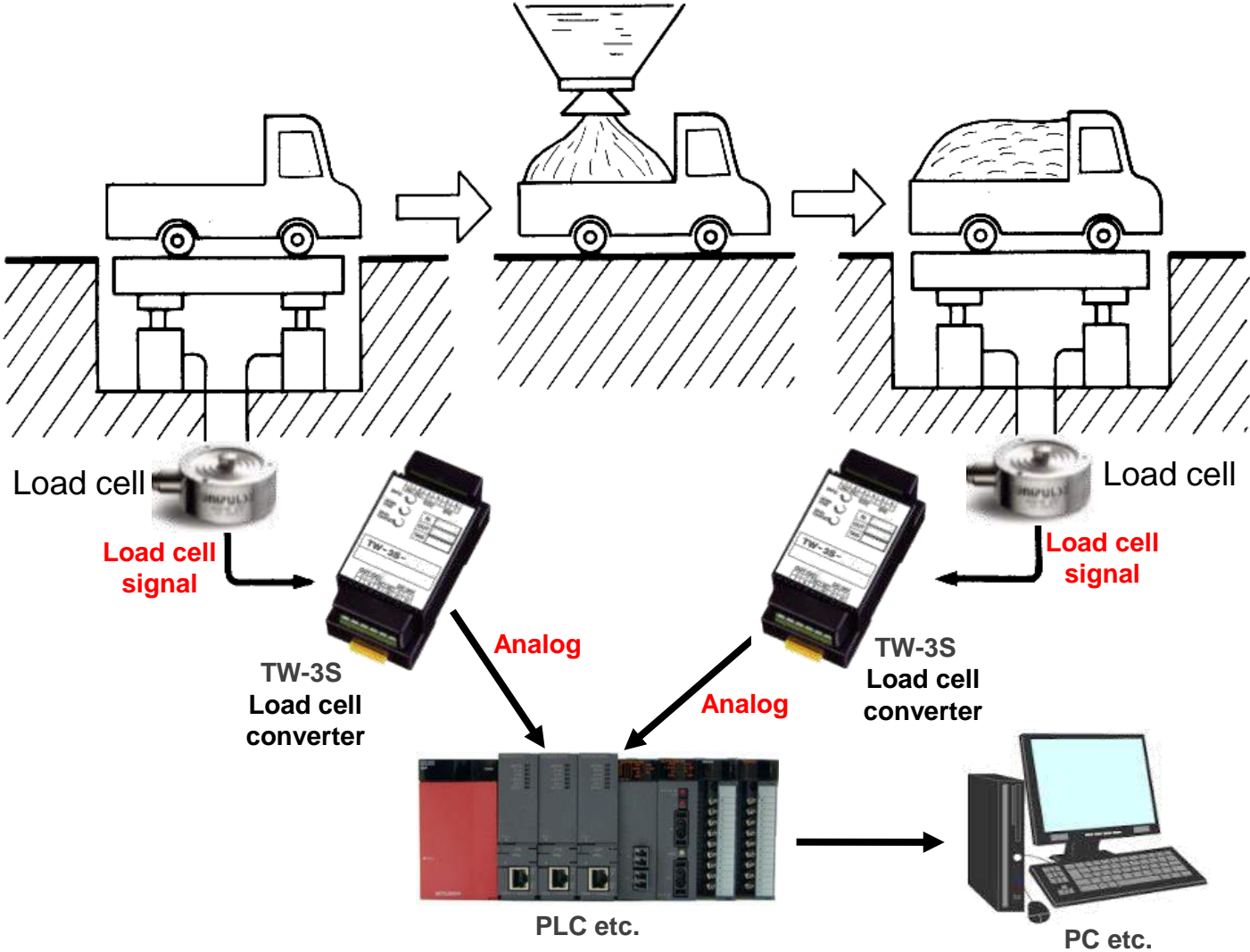
(7) Cement /Asphalt -1



Hopper scale

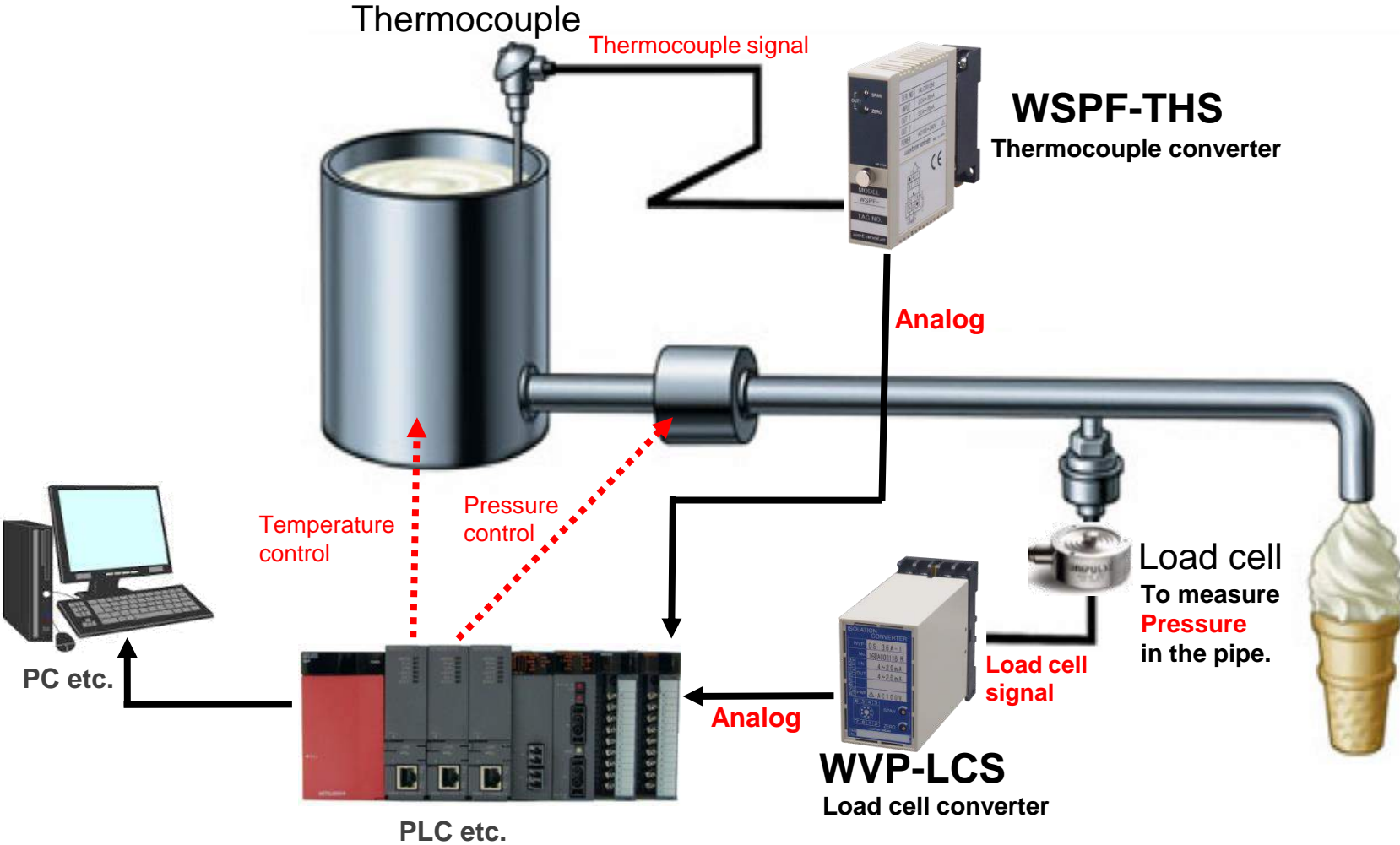
2. Signal Converter

(8) Cement /Asphalt -2



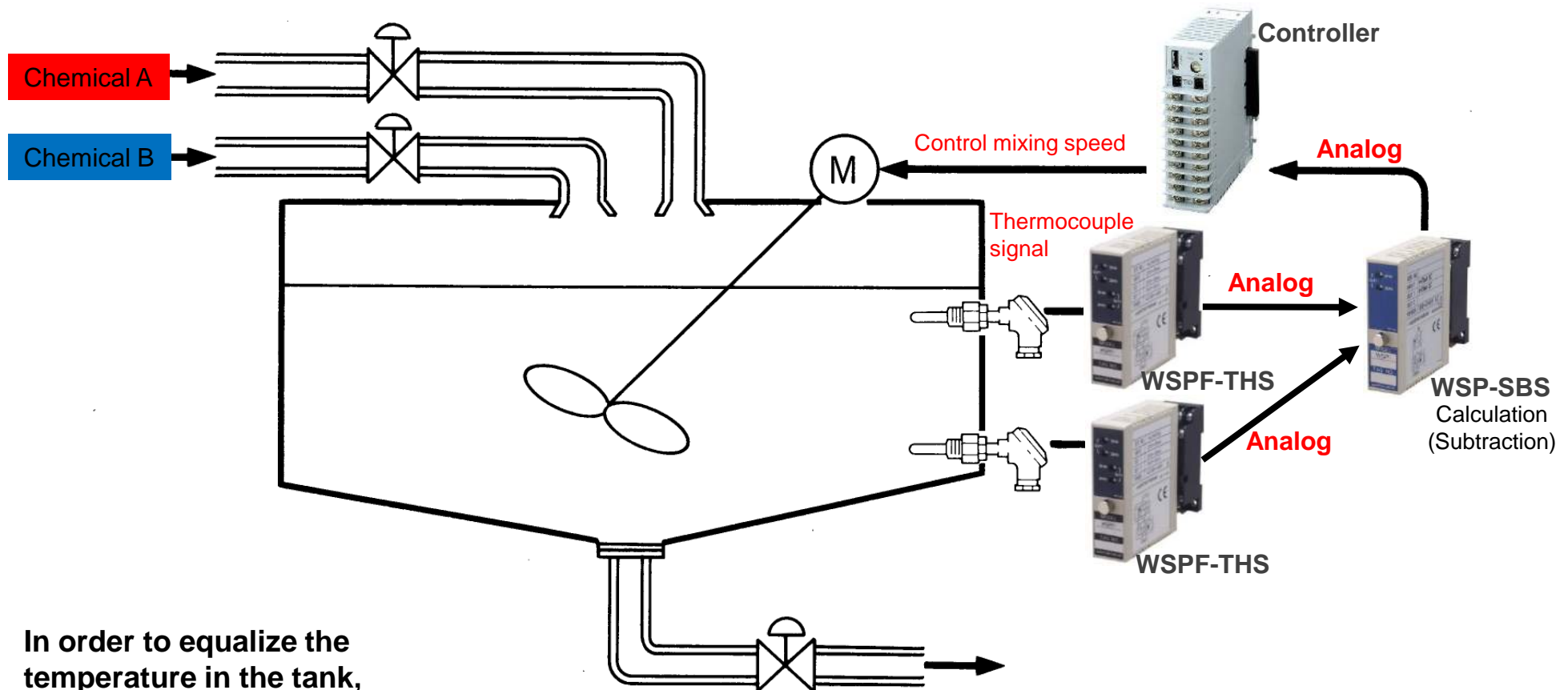
2. Signal Converter

(9) Food and Drink



2. Signal Converter

(10) Chemical



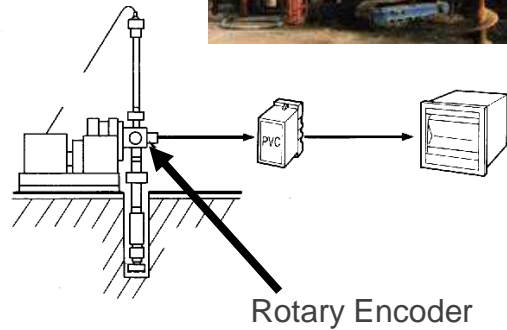
In order to equalize the temperature in the tank, calculate to get the balance of 2 Thermocouple signal.

2. Signal Converter

(11) Construction

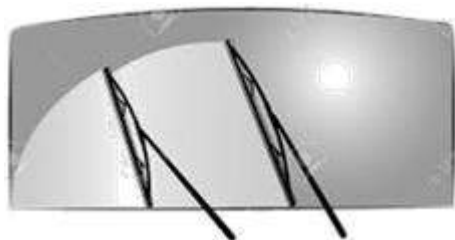
Position measurement by 2-phase pulse input.
(Clockwise / Counter-clockwise rotation)

Tunneling / Mining equipment



Rotary Encoder

Wiper



Rotary Encoder

2-phase pulse

Phase A

Phase B



WAP-FVI
2-phase pulse converter

Voltage / current



PLC etc.

Digital Panel Meter



3. Digital Panel Meter

1) Difference between Digital meter and Analog meter

1. What are digital panel meters?

This is a generic term for meters which are mounted on panels and display various parameters in digital form.

2. What is digital?

The measurement and representation of the performance, value or behavior of phenomena in the form of numbers.

For example, digital numbers are digital, since they increase or decrease in steps of multiple integer numbers of 1 in the least significant digit.

3. What is Analog?

The representation and measurement of the performance or behavior of a system or phenomena such as time, temperature, atmospheric pressure and brightness by continuously variable means.



3. Digital Panel Meter

		Digital Meters	Analog Meters
1	Accuracy	High accuracy $\pm 0.1\%$ to $\pm 0.03\%$	Lower accuracy $\pm 2.5\%$ to $\pm -0.5\%$
2	Reading	There is no individual difference between readings	There is individual difference between readings
3	Measurement type	Electronic type	Mechanical type
4	Cost	More expensive than analog meters	Cheaper than digital meters
5	Power supply	Need power supply for drive	No need power supply for drive
6	Application	Wide range of applications	Narrower range of applications



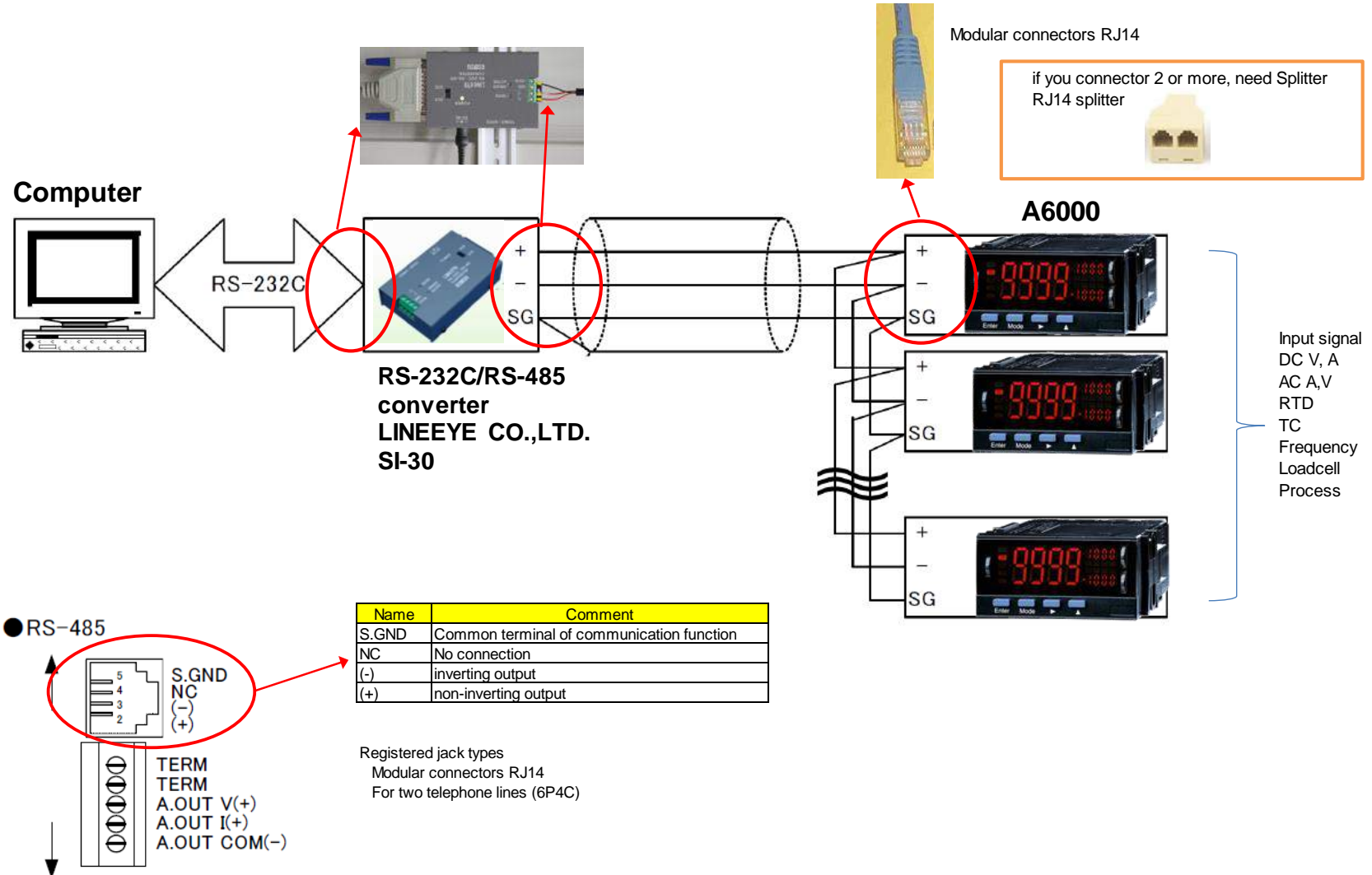
Digital Meters



Analog Meters

3. Digital Panel Meter

2) Data collection through RS485 communications



3. Digital Panel Meter

3) Main sales series

Model	Display digits		Input	Power supply	option		Size
					Compare output	Output	
WPM-1	5 digits	99999	DC A, V Process	AC or DC	2 or 4 set points	Analog	96 X 48mm
A6000	4 digits	9999	DC A, V AC A,V RTD TC Frequency Loadcell Process	AC or DC	2 outputs	Analog BCD RS-232C RS-485	96 X 48mm
A1000	3 2/1 digits	1999	DC A,V AC A,V RTD TC Process	AC or DC	none	none	96 X 48mm
A2100	3 2/1 digits	1999	DC A,V	DC	none	none	48 X 24 mm
A2200	4 1/2 digits	19999	DC V	DC	none	none	48 X 24 mm
WPMZ-5,6	6 digits	999999	Pulse	AC or DC	4 set points	Analog BCD RS-232C RS-485	96 X 48mm



WPM-1



A6000



A1000



A2000



WPMZ

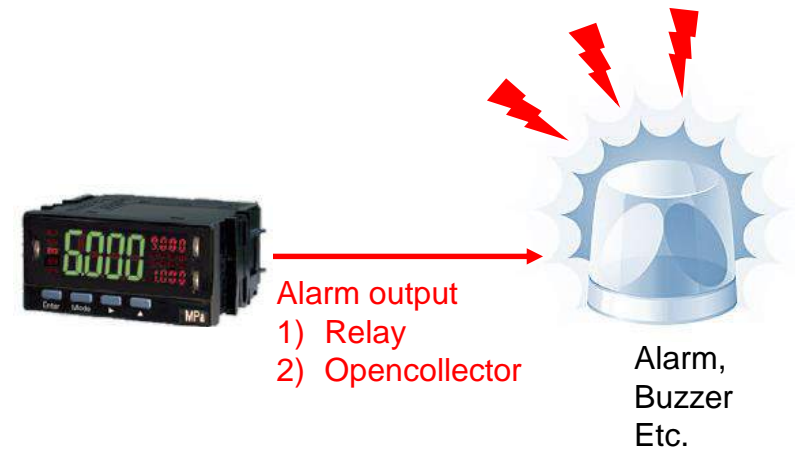
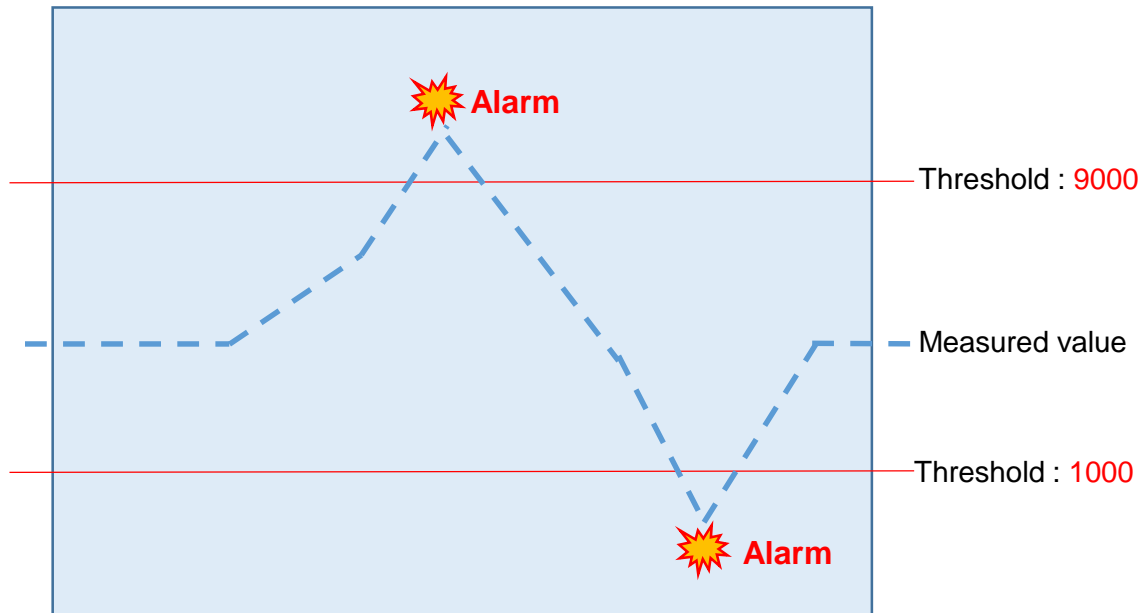
3. Digital Panel Meter

4) 3 Functions of Digital Panel Meter

(1) Show Actual Value



(2) Alarm Output

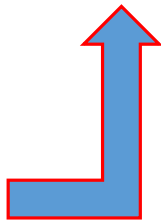


3. Digital Panel Meter

(3) Various Options



A6000 series



Input signal

1. DC V, A
2. AC V, A
3. Frequency
4. Thermocouple
5. RTD
6. Load cell
7. Resistance
8. Pulse



Output signal (Option)

1. Analog output (4~20mA, 0~10VDC etc.)
2. BCD output
3. RS232C output
4. RS485 output
5. HI and LO setpoint
(by relay / photocoupler output)

3. Digital Panel Meter

5) **5 keywords** of Digital Panel Meter

(1) Current / Voltage

Equipment maintenance and product quality check etc.

(2) Temperature

Thermocouple / RTD measurement

(3) Weight / Pressure

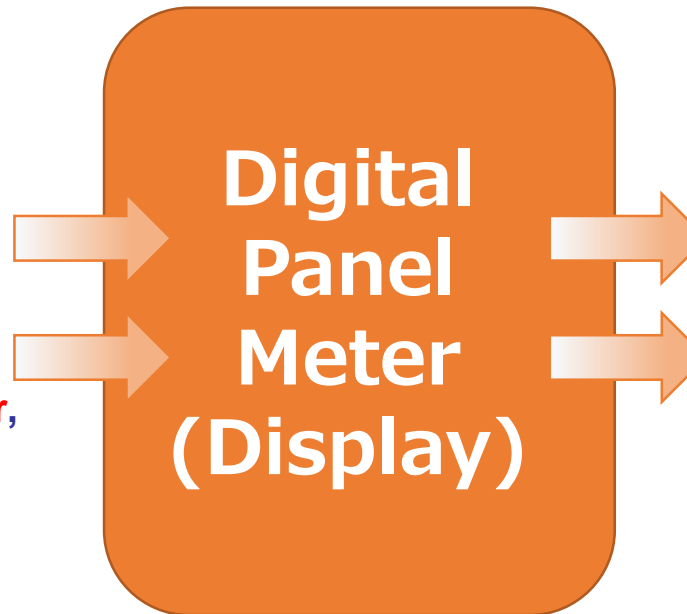
Weight measuring by **load cell sensor**, **Pressure sensors** in piping etc.

(4) Speed / Rotation

Signal from **Rotary encoders**,
And rotation count of gear etc.

(5) Flow (Flow rate / volume)

Liquid / Gas flow measurement.
Both Flow rate or volume display.
Or difference of 2 tanks by calculation.



Output

Alarm output

Analog output

BCD output

RS-232C output

RS-485 output

None

etc.

5 Keywords
For Digital panel meter
sales 

3. Digital Panel Meter

6) Applications

(1) Current and Voltage

Application example of audio equipment to power supply monitoring (Voltage/current measuring for maintenance)



Voltage / current display



Alarm



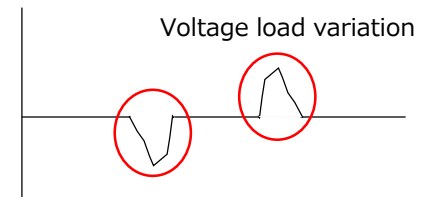
Alarm display



Import to Computer

■ Monitor influence of load variation

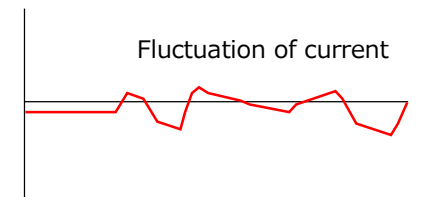
When starting or stopping equipment with large load capacity, voltage fluctuation occurs in the same system, and may also affect computers. In order to prevent them, you can monitor the voltage fluctuation situation and check if measures are necessary.



May be influenced by other equipment!?

■ Early detection of equipment deterioration / abnormality

If the control power supply inside the equipment deteriorates, abnormality may appear in the current value flowing in the power supply circuit. By monitoring the current load, sudden equipment failure can be detected beforehand.



May be deterioration of equipment

3. Digital Panel Meter

(2) Temperature (Thermocouple / RTD)

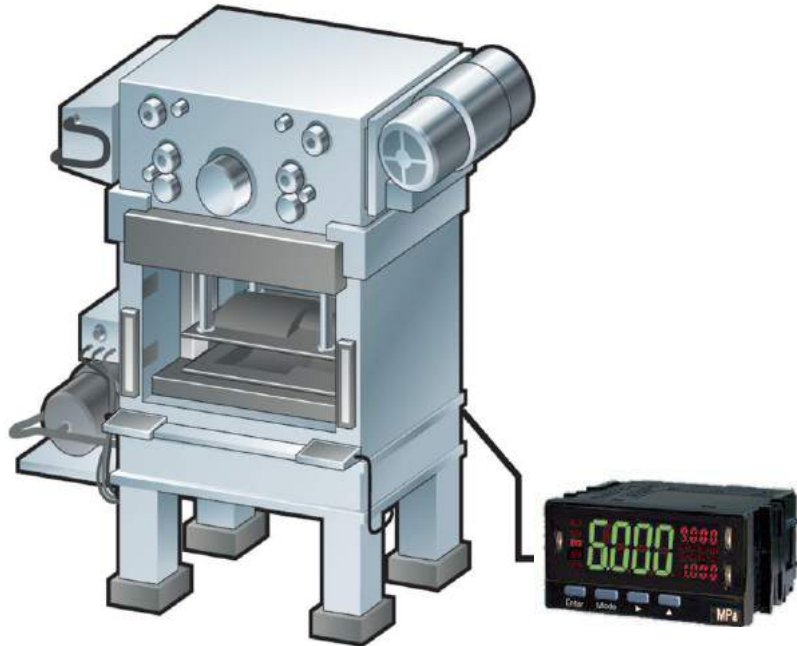
Food processing and process control



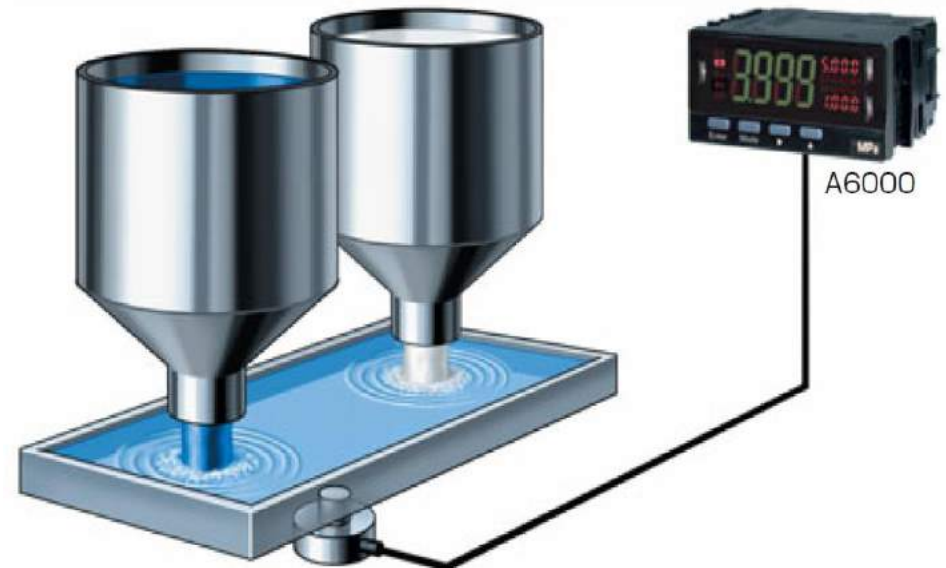
3. Digital Panel Meter

(3) Pressure and weight

Measuring and evaluating press fitting of caulking and pressing



Measuring mixing volumes of materials in tanks



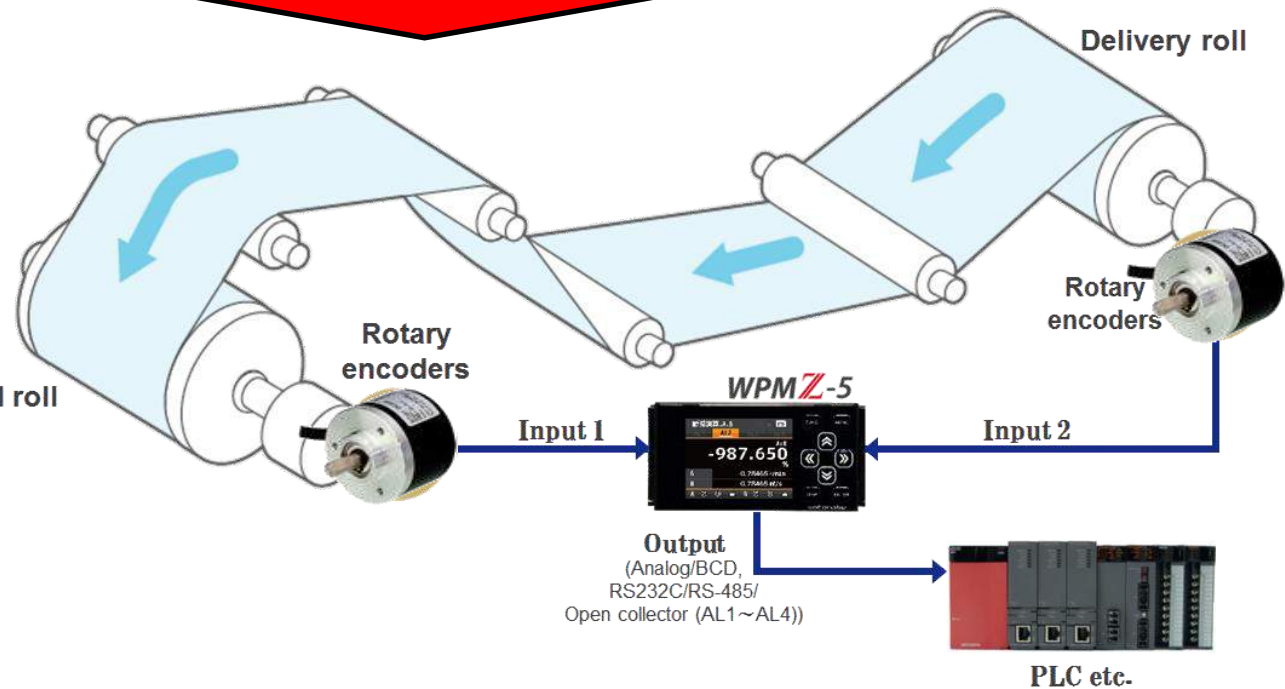
3. Digital Panel Meter

(4) Speed and Rotation

Conveyor Application

Example

Drum filling Machine



2 input Calculation	Calculation method
Absolute ratio	$(B/A) \times 100$
Relative error	$(B/A - 1) \times 100$
Subtraction	B-A
Density	$(B/(A+B)) \times 100$
Sum	A+B

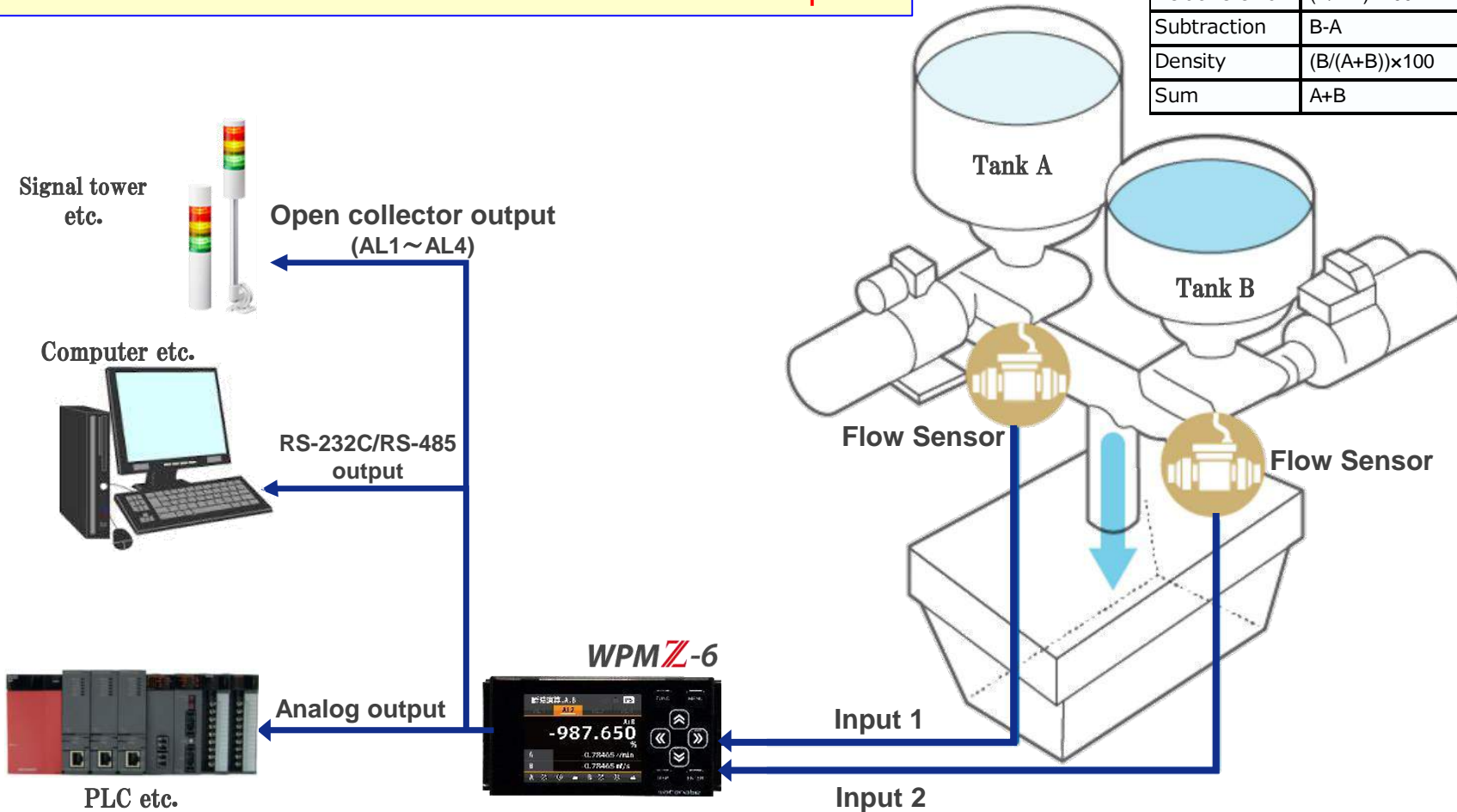
3. Digital Panel Meter

(5) Flow

Tank flow measurement

Stabilize the mixing process by monitoring the difference of flow rate between two different liquid

2 input Calculation	Calculation method	WPMZ-6	
		Instantaneous	Totalized
Absolute ratio	$(B/A) \times 100$	○	×
Relative error	$(B/A - 1) \times 100$	○	×
Subtraction	$B - A$	○	○
Density	$(B/(A+B)) \times 100$	○	×
Sum	$A + B$	○	○



Market Approach



Digital Panel Meter



Signal Converter

4. Market Approach

1) Reconfirmation of Keywords

Signal Converter

(1) Isolate
Isolators



(2) Sensor power supply
Distributors

(3) Signal convert / distribute
Various type of Signal converters

“5 Keywords”
Also applies to
Signal Converters!



Digital Panel Meter

(1) Current / Voltage
Equipment maintenance and
product quality check etc.



(2) Temperature
Thermocouple / RTD measurement



(3) Weight / Pressure
Weight measuring by **load cell sensor**,
Pressure sensors in piping etc.

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Liquid / Gas flow measurement.
Both Flow rate or volume display.
Or difference of 2 tanks by calculation.

4. Market Approach

2) Main customers

Semiconductor/ Display / Electric



TOKYO ELECTRON DEVICE



Automobile



HYUNDAI



TOYOTA



KIA MOTORS
The Power to Surprise™



HONDA
The Power of Dreams



NISSAN



Steel / Heavy industry



JFE Steel Corporation



NIPPON STEEL &
SUMITOMO METAL



4. Market Approach

3) Target market

- 1) Semiconductor
- 2) Automotive
- 3) Power Plant(Water power plant, Thermal power plant)
- 4) Water Supply Plant(Public investment)
- 5) Steel Manufacturing
- 6) Test Machine Manufacturing
- 7) Factory Automation Machine Manufacturing
- 8) Process Automation Machine Manufacturing
- 9) Ship Manufacturing
- 10) Machine Tool Manufacturing

4. Market Approach

4) Promoting company & department

It is difficult to sell if promoting to different department...

(1) [Factory] Production engineer / Process design Department



(2) [Factory] Equipment maintenance / Electrical construction Department



(3) [Outsourcing] Control panel manufacturer (Design development)



(4) [Outsourcing] Equipment manufacturer (Design development)



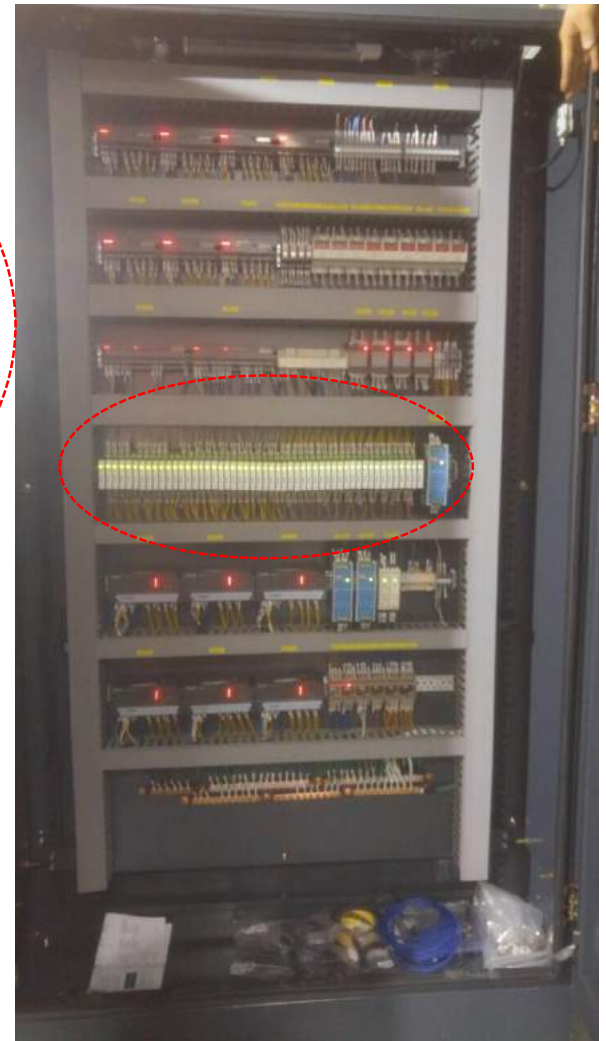
(5) [Outsourcing] Electrical construction, Contractor of equipment

4. Market Approach

5) Location of use -1



1) There are so many **control panel** in most of factories.
Also you can see digital panel meters on the surface of panel.



2) Just open the door of control panel.
Signal converter is installed **inside of control panel**.



3) There are many signal converters of Watanabe.
Even **competitor's**, we can provide product for replacement.
Our line up can cover most of functions of other's.

4. Market Approach

5) Location of use -2



Also can find the other company's meter.



There's the case equipment has meter on the surface.

We can find Digital Panel Meter is on the surface of Panel board like this. (This example is A6000)

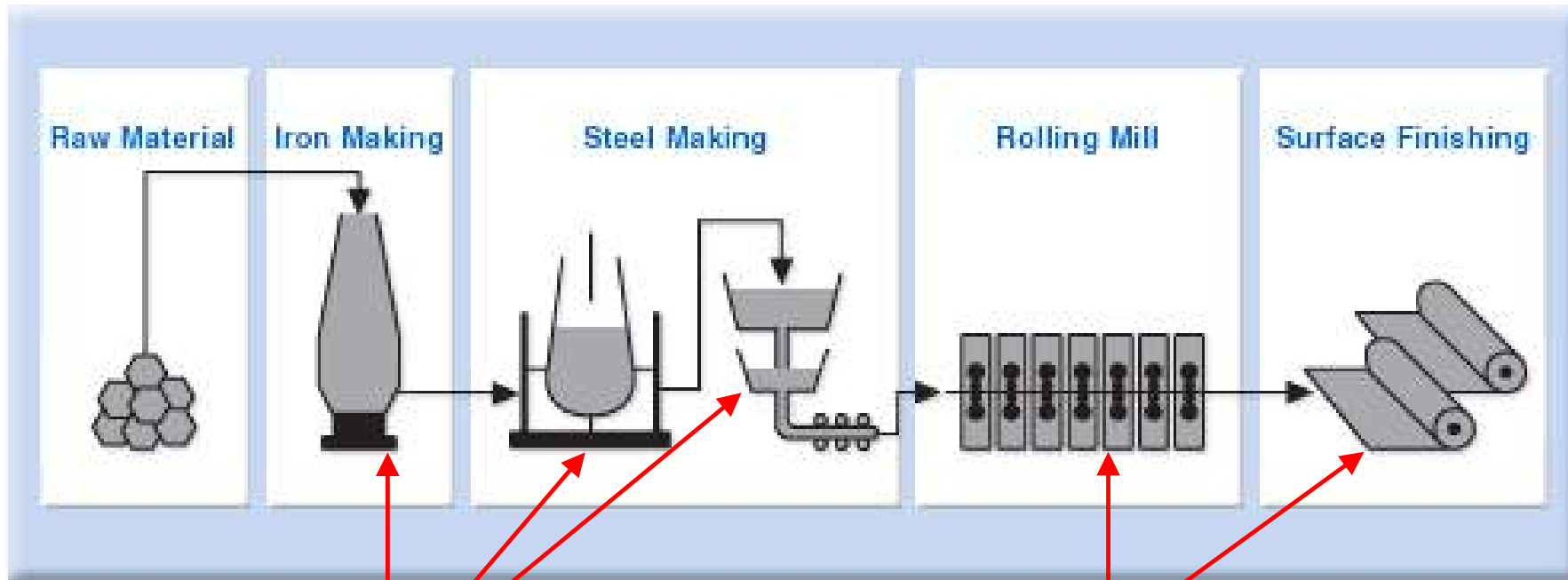
4. Market Approach

6) Type of Industries

(1) Steel manufacture process



1) **Isolators** (Isolation), **Distributors** (Sensor power supply) for each equipment.



2) Needs **Temperature**, **Pressure** management.
Also, **Flow** management of melted steel.
Uses many **Sensors** and **Converters** at many points.

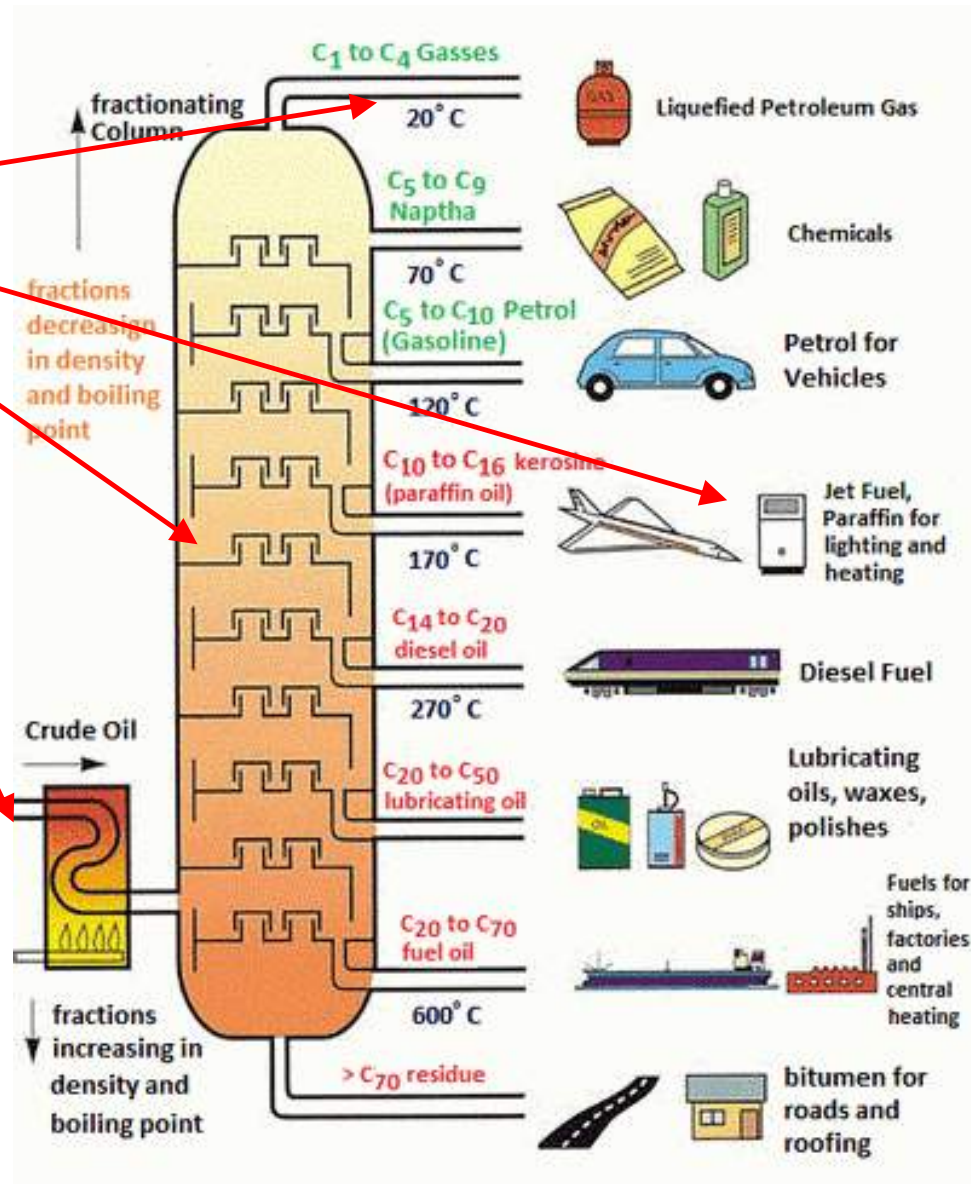
3) **Speed** (Rotation) management of conveyor, rolls.

4) **Flow rate** management of coating solution of steel production

4. Market Approach

(2) Oil Refining process

Temperature, Pressure,
Flow measurement
is necessary at many points



4. Market Approach

(3) Semiconductor manufacturing process



Semiconductor manufacturing has many process, And has control panel with converters and meters in each process.



Many pipes requires management at factory



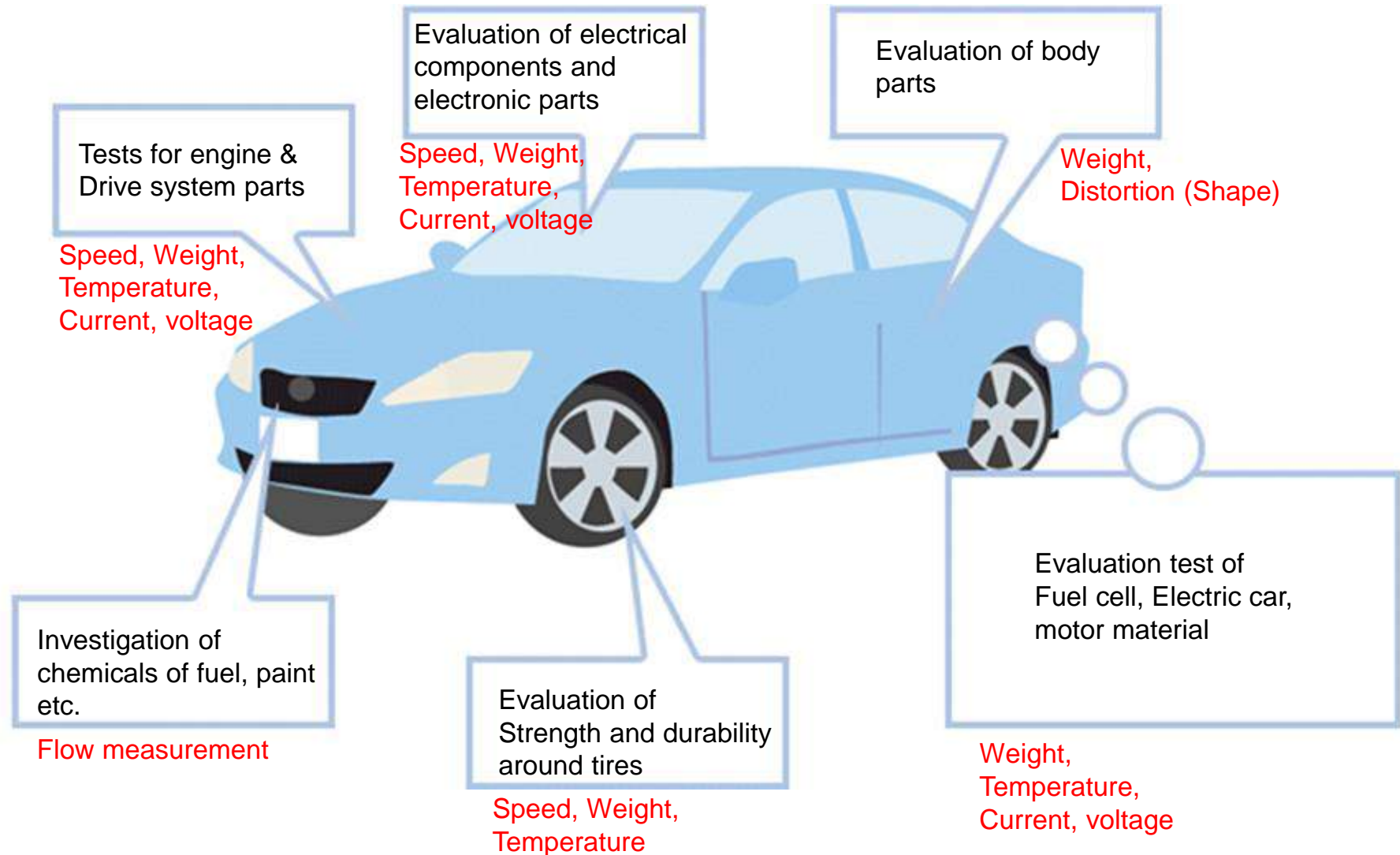
Temperature, Pressure, Flow measurement at Piping which uses various kinds of chemicals and gas.



There are also large water treatment facilities for product washing many times. Converters and meters are used inside the control panels

4. Market Approach

(4)Automobile manufacturing-1



4. Market Approach

(5)Automobile manufacturing-2



1) Die casting, resin molded parts

Converters are used for control boards of molding machines and casting machines.

There are facilities related to the adjustment of liquids, such as factory water treatment, machining cutting fluid preparation, etc.

- **Temperature:** Melting holding furnace, melt, sleeve, mold, hydraulic oil, cooling water
- **Pressure / Weight :** Mold clamping, injection etc.
- **Speed, flow rate:** Injection speed, cooling water, release agent, flow rate of molten metal etc.
- **Insulation, sensor power supply:** Within equipment



2) Press, bending, forged parts

We use heavy (load cell) meter relays and transducers for press machines.

- **Pressure / weight:** In press machine control panel
- **Temperature:** In the case of forged products, sintered products, etc. Heat treatment process available
- **Insulation, sensor power supply:** within equipment

4. Market Approach

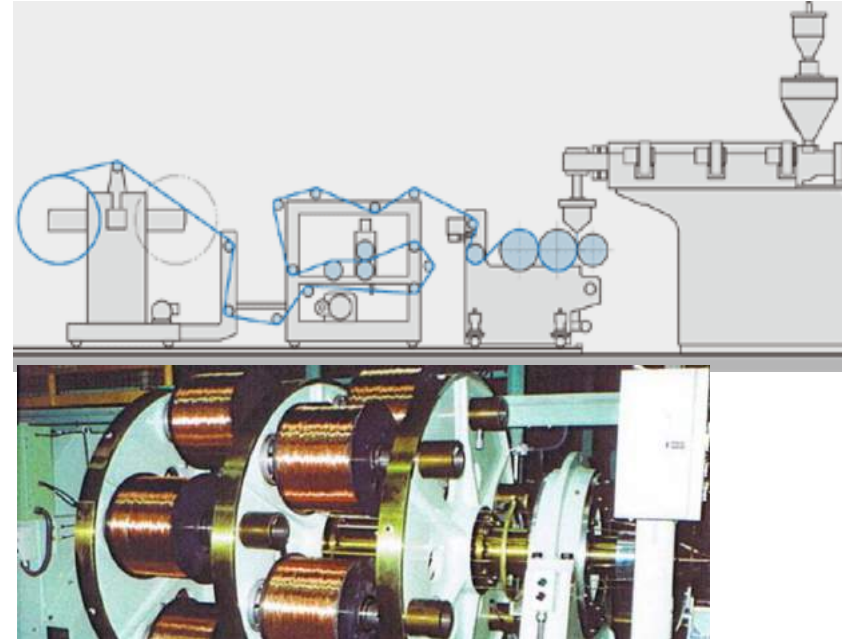
(6)Automobile manufacturing-3



3) Electronic parts

Various usage. Automation is progressing in most manufacturing processes, and various management and quality confirmation are required.

- **Temperature:** Measurement of temperature rise at current application. Heat treatment. Thermal shock test.
- **Pressure / Weight:** Tension control of wire rods, pressure impairment treatment, etc.
- **Speed, flow rate:** Resin material, fluid sealed
- **Insulation, sensor power supply:** Within each device
- **Current, Voltage:** Withstand voltage test, magnetic property check etc.



4) Sheet, wire material

Originally different. We summarized Roll to roll as a common item. Control to eliminate sagging is essential.

- **Pressure / weight:** Tension control, cutting process, etc.
- **Rotation / Speed:** Speed Control of Roll Delivery
- **Insulation, sensor power supply:** Within each device
- **Current, Voltage:** Withstand voltage test, magnetic property check etc.

Thank you!

