

A Japanese SME specializing in low-profile screws is seeking sales partners in Germany under a commercial partnership agreement

Summary

Profile type

Business Offer

Company's country

Japan

POD reference

BOJP20260317019

Profile status

PUBLISHED

Type of partnership

Commercial agreement

Targeted countries

• **Germany**

Contact Person

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Term of validity

17 Mar 2026

17 Mar 2027

Last update

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General Information

Short summary

Founded in 1952, this Japanese manufacturer is specialized in the design, development, and production of high-quality engineered fasteners including tamper-resistant screws, low-profile screws and plastic tapping screws.

To increase its presence in the EU, the company is looking to reach a commercial agreement with distributors in Germany having proven experience working with musical instrument manufacturers and sports equipment manufacturers, in particularly ski boots manufacturers.

Full description

Since its foundation in 1952, this Japanese SME has specialized in the design, development, and production of high-quality engineered fasteners.

The company manufactures a wide range of specialised fastening products, including tamper-resistant screws used in security applications, medical facilities, and public infrastructure, low-profile screws designed for compact and lightweight assemblies and plastic tapping screws used in inspection equipment and other precision instruments.

These products are supplied to a broad range of industries, including musical instruments, sports equipment, traffic signal systems, and industrial automation equipment. They are highly valued for their reliability, consistent quality, and flexibility in meeting customer-specific requirements.

Recently, a Japanese major audio equipment manufacturer adopted the screw to improve design and reduce protrusions, while a European ski boot manufacturer selected it for its thin head, corrosion resistance, and safety.

In terms of quality, all products manufactured comply with the strict JIS - Japanese Industrial Standards regulation, the national standards that ensure product quality, safety, and compatibility in Japan.

Based on more than ten years of sales experience in the European market, the company's products meet EU quality expectations and have already established a strong reputation among customers. The company products have been exported to North America, Europe, and Asia.

The company does not operate solely as a component supplier. It collaborates closely with distribution partners from the early stages of product development, providing technical support and consulting services related to fastening methods, joint design, and material selection.

This partnership-based approach helps distributors reduce component counts, shorten development periods, and optimise total system costs. At the same time, it enables manufacturers to create additional value through improved product design, more compact structures, and weight reduction.

To expand its presence in the European market, the company is currently seeking additional distributors in Germany alongside its existing non-exclusive distributors in Germany and the Netherlands. Each distributor maintains inventory of the company's products and conducts sales activities within the EU market using its local distribution network.

The company is particularly interested in distributors with established business relationships with musical instrument manufacturers and sports equipment manufacturers, especially companies involved in ski boot production.

In addition to expanding supply through new distributor agreements, OEM supply arrangements with potential distributors or manufacturers may also be discussed.

The company actively exchanges technical knowledge and engineering feedback with both distributors and manufacturers that use its products and supports problem-solving product development through technical collaboration.

Furthermore, to better understand EU market requirements, analyze competitor activities, and promote its brand and products, the company regularly participates in Fastener Fair Global, an international fastening exhibition held in Germany every two years. Through these activities, the company aims to continuously improve its understanding of EU market trends, strengthen competitor analysis, and refine its product development plans and sales strategies in the European market.

Advantages and innovations

The company offers a proprietary product known as the 310 Slim Machine Screw, which is recognised as one of the lowest-profile machine screw head designs available on the global market.

This product has been specifically developed to address common technical limitations associated with conventional low-head screws while maintaining the mechanical reliability and head strength required for secure fastening. Its extremely low-profile design enables improved assembly performance and greater design flexibility in applications where installation space is highly restricted.

In 2022, the product received the Good Design Award, one of Japan's most respected awards recognising products with outstanding design quality and innovation.

The 310 Slim Machine Screw has the following features:

- Extremely thin head design: the smallest size has a head height of only 0.5 mm
- Lightweight construction: lighter than conventional socket cap screws and pan head screws, making it suitable for applications where weight reduction is important
- Suitable for fastening thin plates where countersinking is not possible
- Two recess designs that reduce cam-out during tightening: 6-lobe (star type) and cross recess
- High head strength: the screw head does not deform or break even when tightened with torque equivalent to that of standard machine screws (property class 4.8)
- Surface finishing assurance: trivalent chromate plating with a thickness of at least 5 µm, and nickel plating with a copper undercoat
- Enhanced fastening performance: an optimised bearing surface design providing a wider seating surface combined with a reduced incomplete thread section, thereby improving the clamping force between parts
- The product complies with the EU RoHS Directive and conforms to the REACH Regulation.

Technical specification or expertise sought

Stage of development

Sustainable Development goals

- **Goal 9: Industry, Innovation and Infrastructure**

IPR Status

IPR Notes

Partner Sought

Expected role of the partner

Through this partner search, the company is targeting distributors located in Germany with proven experience working with musical instrument manufacturers and sports equipment manufacturers, particularly companies involved in ski boot production in EU market.

OEM supply arrangements may also be considered for manufacturers able to meet certain annual purchasing volume requirements.

Potential partner organisations are expected to have capabilities in areas such as international procurement and logistics management, quality control, sales, marketing and research and development.

Because the company collaborates closely with distributors from the early stages of product development and provides technical support related to fastening methods, joint design, and material selection, partners with technical development capabilities are particularly suitable. Such organisations can more effectively translate market requirements into product development activities and help accelerate sales growth.

Type of partnership

Commercial agreement

Type and size of the partner

- **SME <=10**
- **Big company**
- **SME 11-49**
- **SME 50 - 249**

Dissemination

Technology keywords

Market keywords

- **09004008 - Other manufacturing (not elsewhere classified)**
- **08005 - Other Industrial Products (not elsewhere classified)**

Targeted countries

- **Germany**

Sector groups involved

Media

Images



[product 1](#)



[product 2](#)