

Nishimura Chemitech expands manufacturing to enhance added value

The company president is eager to usher in a new era of change as Nishimura Chemitech seeks to cement its future as a trading firm with manufacturing capabilities.



"I want to recruit employees who can both listen independently and analyze the needs of customers creatively."

Osamu Nishimura, President and Representative Director, Nishimura Chemitech Co., Ltd.

An established trading company in Japan, Nishimura Chemitech took the decision to expand into manufacturing almost a decade ago, in 2014.

The reason is simple, says company president Osamu Nishimura: "We can no longer survive by operating solely as a trading firm."

And so far, it has proved to be an inspired move.



Chemical dilution and delivery system

By the time the Covid pandemic began creating logistical issues in the semiconductor market, Nishimura was already an established presence, having successfully penetrated the Japanese market with gas scrubbers manufactured in Korea. A rarity for

a domestic market not known for embracing foreign-made equipment.



Drum cabinet for undiluted chemicals

The secret? Nishimura's ability to both sell new products and provide maintenance services alongside, a development which, according to Mr. Nishimura, "sets the company apart", as well as earning it a strong reputation among South Korean manufacturers.

With a patent in the works for its point-of-use (POU) system, meanwhile, an advanced chemi-



Scrubber and chiller

cal mixing system which has many applications in semiconductor processes, the company's future appears bright.

Looking ahead, Mr. Nishimura is keen to secure a partner that can offer maintenance services in overseas markets: "Basically we are trying to find someone who can do what we are doing domestically, to help us introduce Japanese products abroad."

Breaking into mainland China remains high on his wish list.

Above all, however, he says, it is vital that the company continues to add value, as only that can lead to growth.

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