



ITO EUROPE

Winter
2011/12

NEWSLETTER 1

IN THIS ISSUE

A New Name, A New Start

by Neil Ormrod

The name ITO KOKI is not a familiar name in the European marketplace – yet. The company was formed in Osaka Japan in 1953 and in 1964 it launched the first automatic changeover.

The product range has grown and evolved considerably over the years with many products offered for LPG and also Natural Gas. Single stage, first stage and second stage regulators for high, low and intermediate pressures plus a broad range of accessories.

Alongside the product evolution ITO KOKI has also developed geographically. With offices throughout Japan we have now opened offices and factories in Korea and China and recently ITO KOKI Vietnam was formed. Last year of course saw the launch of ITO Europe and the steady development of products for the European marketplace.

The introduction of a new range into this new market is of course not just a matter of flicking a switch, it requires new design, new specifications for pressures, inlets and outlet connectors, safety devices.... But as you will see within this initial newsletter we have made a significant start. And I look forward to updating you over the coming months.

European and Global

We exhibited last year at the AEGPL Congress in Bucharest and also the WLPGA in Doha where we were also asked to present a paper to the General Technical Committee.

This year we are again committed to show and discuss our products in both the European and wider global fields.

Events 2012



AEGPL Brussels, 6-7 June 2012

ITO KOKI Stand Number 96



WLPGA Forum, Bali. 11-13 September 2012

ITO KOKI Stand Number 46-47



Remote Telemetry for Cylinders

There are many tanks now equipped with telemetry systems, now ITO KOKI offer the same facility for cylinders.

Page 2



ITO KOKI in Japan

Not just another factory and certainly not just another company.

Page 2

Remote Telemetry for Cylinders

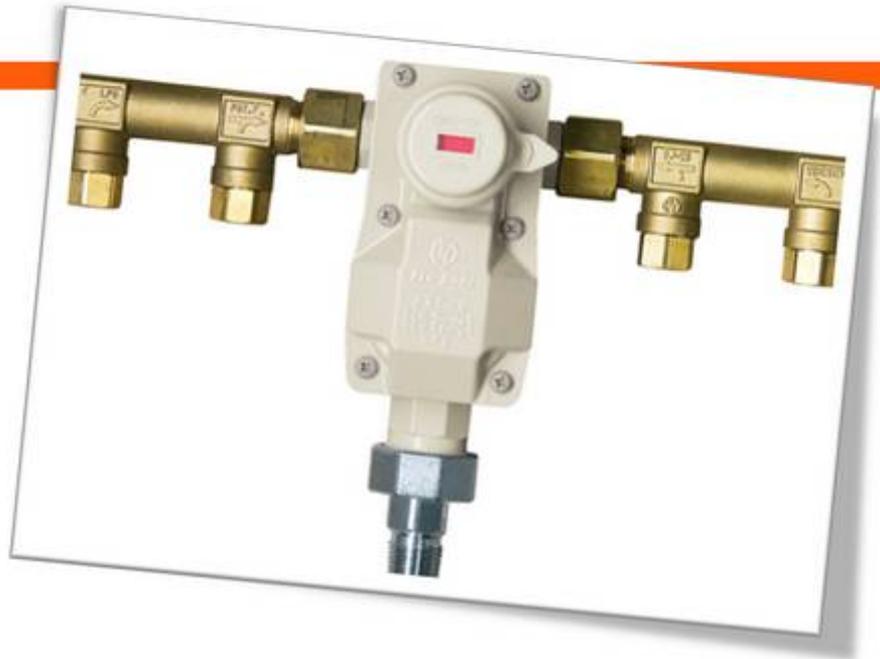
ITO KOKI manufactured the first automatic changeover in 1964; it has been widely copied ever since but it most certainly is not just another changeover nor a 'me too' product.

9 MILLION

The ITO KOKI Shiga factory has just produced its 9 millionth 8 kg/hr automatic changeover (AX-8).

The product is cast in aluminum and coated with a highly resistant finish to ensure total protection whether on the coast or in an industrial environment.

Although designed in 1964 the development department are constantly reviewing and updating the design. Most recent developments were to the vent system – incorporating multi-vents to ensure full performance even if one vent gets blocked. The body was also redesigned to overlap rather than butt up to prevent possible rain water ingress. The strainers within the inlets have also been changed from dish shaped to cylindrical to give a much higher surface area thereby greater effectiveness.



The AX Range of Automatic Changeovers have been tested and certified by BSI Laboratories to EN13786. This range covers 6, 8, 10, 20, 30 and 50 Kg/hr models. This certification also covers the TAX Range.

TAX = Automatic Changeover with Remote Telemetry. When the cylinder(s) run low on gas the changeover changes to the reserve, this sends a signal to a 'remote' reception point, a Gas Company, a Mobile Homes Park Office, Estates Management, wherever is required. It improves stock control & delivery routing, cuts down on gas outage and above all gives the customer ease of use and peace of mind.

**REMOTE
TELEMETRY
ONE STEP
AHEAD**



ITO KOKI in Japan

An observation

There is a great element of togetherness within the company, the message from Mr. Utsumi (President ITO KOKI) is that 'the management of ITO KOKI has respect for all individuals to be able to work with their own talents under the best situations.'

There does not seem to be an us and them situation, the company operates the '100 Yen Club' which meets every few months and allows the Senior Management and all the other members of staff throughout the company to meet and discuss the company and exchange ideas.

The emphasis over recent years within the manufacturing plant has been to develop cell manufacturing, where an individual has total control and responsibility for the product.

This has led to greater output whilst still maintaining an extremely high level of quality. Many of the assembly units within the factory have been designed by the work force within these factories.

We shall shortly be welcoming auditors from a number of companies to the factories as we move through product qualification for PED, EN, NF and Gas Company approvals and it is a great feeling to be fully confident in colleagues.

Neil Ormrod

ITO KOKI has two main factories in Japan, one at the Head Office in Osaka and the main production unit at Shiga. Both facilities have been certified to ISO9001 and ISO14001. Productoin is also carried out at the company's plant in China and Korea.

The company has a Technical Centre in Higashiosaka, plus branches in Tokyo, Osaka, Shiga, Aichi, Ehime, Fukuoka, Hiroshima, Hokkaido, Ishikawa, Kagawa, Kagoshima, Kanagawa, Miyagi, Saitama, Sizuoka

What's Next?



ITO KOKI's PA System for synthetic gas production (Currently under test by BSI)



Vaporizers Hot Water Type, Electric Type and Air Heating Type



REGIT Natural Gas Governors



Cylinder Storage and Metering Systems

Contact

ITO Europe Limited

9 Field View Offices

UBF Industrial Park

Bicester Road

Westcott

Buckinghamshire HP18 0JX

UNITED KINGDOM

Tel: +44(0)1296 655 655

Fax: +44(0)1296 658615

Email: sales@ito-europe.com

Web Site: www.ito-europe.com