

Quality Products From Quality Materials
— The Past Century and the Future

Corporate Profile

Aoyama Special Steel Co.,Ltd.



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Since 1914

Quality Products From Quality Materials – The Past Century

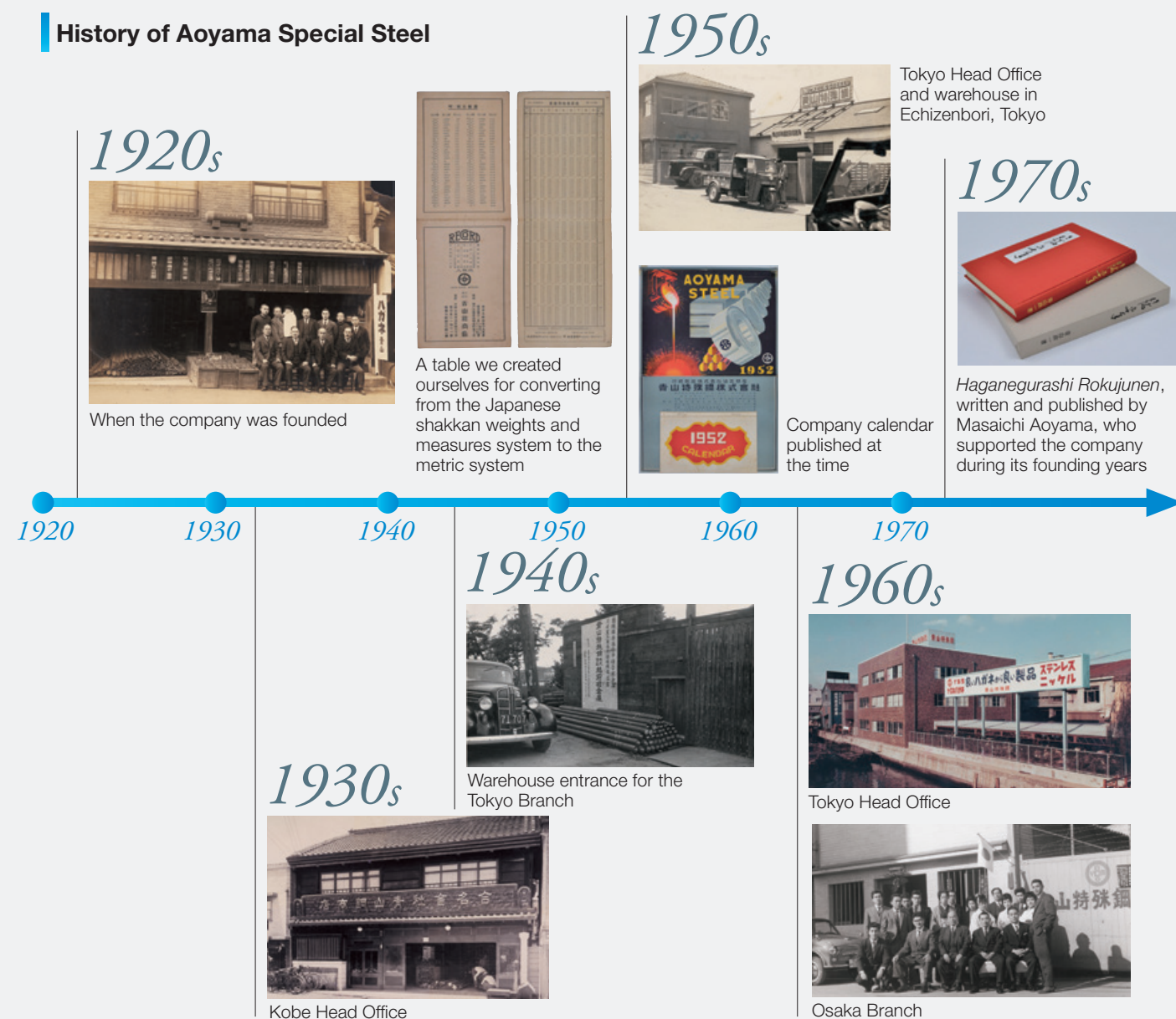
During the long period since our founding in 1914, we have practiced the concept of *quality products from quality materials*.

Aoyama Special Steel was founded in Kobe in 1914, and after experiencing many changes, we have marked our 100th anniversary. I have a deep sense of gratitude to our clients for their patronage, which has allowed us to stay in business for such a long time. Currently, the business environment is changing more quickly than ever, and many business transactions are being made across national borders. At Aoyama Special Steel, we handle a broad range of products such as special steel, magnetic materials, various processed goods, and control equipment, and our offices have expanded to locations across Japan and even overseas. The times may change, but we will continue our unchanging mission of supporting our clients in creating *quality products* by providing *quality materials*, and we will carry on with this mission through the next 100 years.



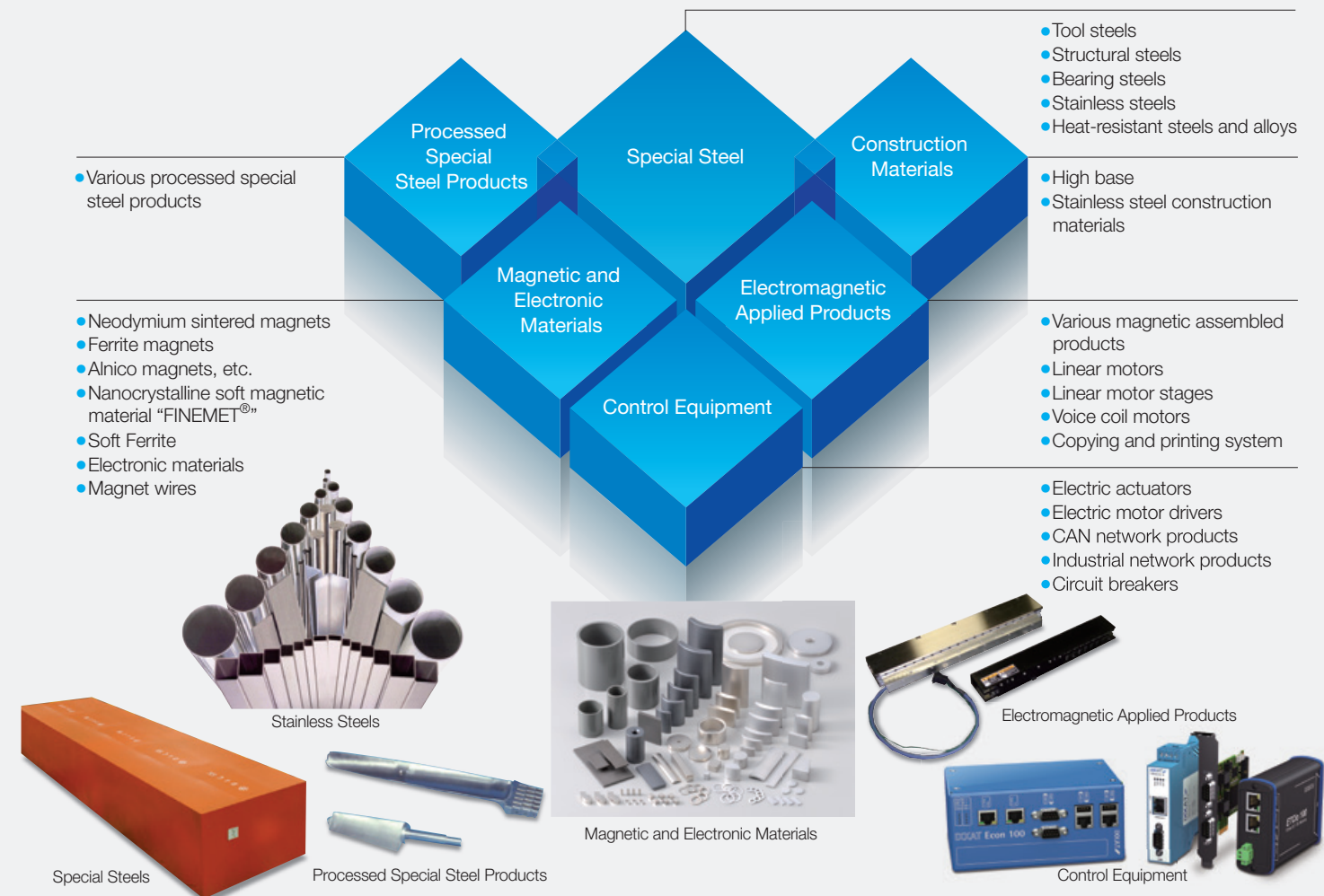
President & CEO
Shinichi Aoyama

History of Aoyama Special Steel



What are Aoyama Special Steel's Quality Materials?

The materials necessary for *quality products* change depending on the business of our clients, the demands of the times, and trends in the industry. To respond to the diversifying and increasingly complex demands, we at Aoyama Special Steel, have expanded our range of products to cover everything from special steels to processed special steel products, construction materials, magnetic and electronic materials, electromagnetic applied products, and even control equipment. This broad lineup is our achievement in sincerely meeting the wishes and expectations of our clients over the course of many years, and it is proof of the faith they place in us.



For Future

Quality Products From Quality Materials – The Future.

We respond flexibly to the changes in demands and the environment, providing *quality materials* along with quality services.



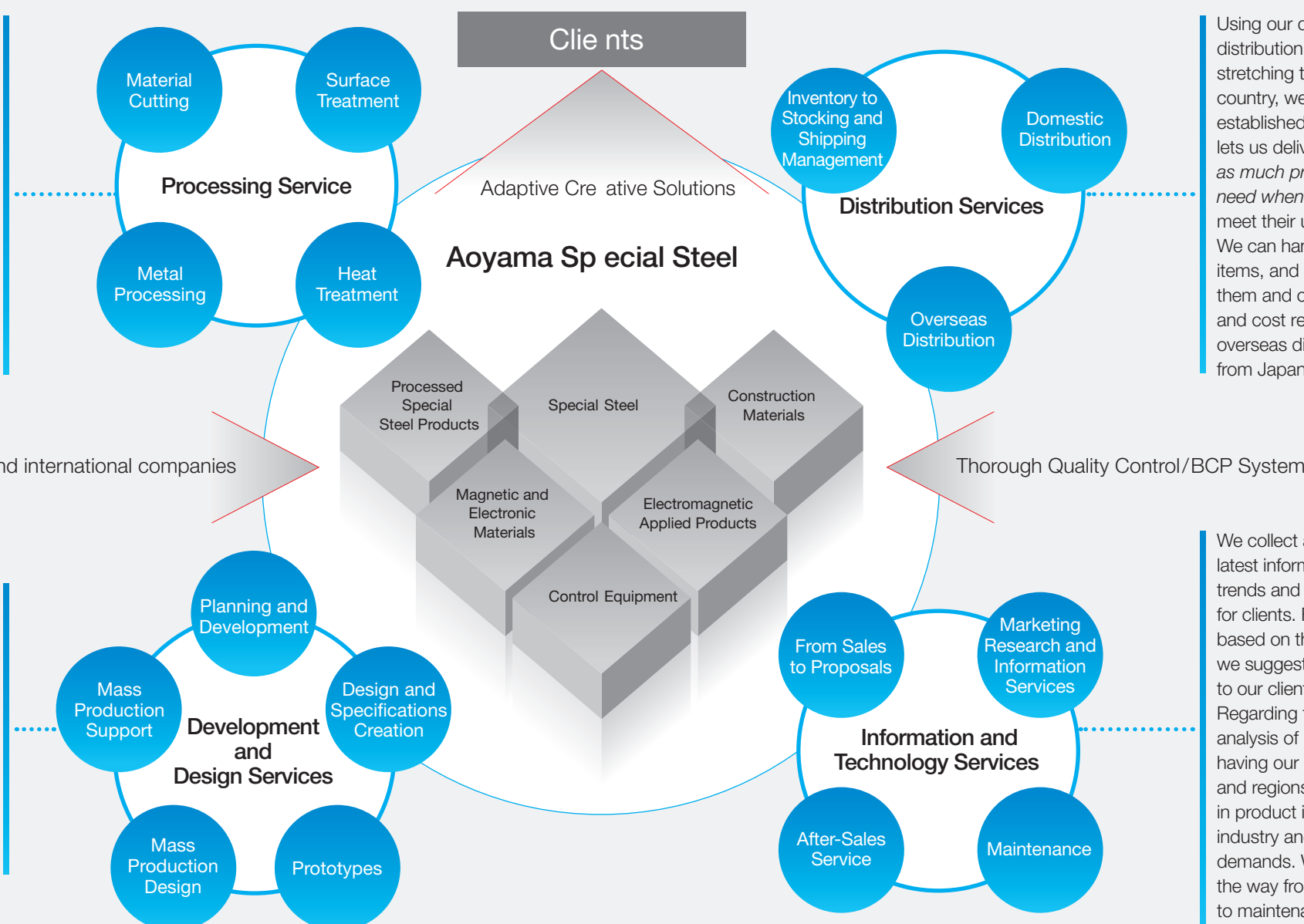
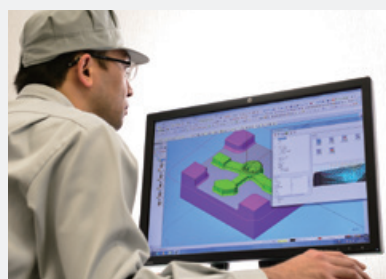
At Aoyama Special Steel, we have combined our advanced knowledge, technology, and networking abilities, cultivated through years of business with clients, to provide four value-adding services, along with *quality materials*. From material processing to development and design, distribution, and information and technical services, we have achieved reduced costs and energy consumption to further assist our clients in making *quality products*.

At our various facilities, we have installed advanced equipment, and have established a system that can provide a one-stop solution, including handling such primary material processing as cutting and crude processing, intermediate processes like heat treating, and even the processing of finished products. By quickly delivering products optimized for their applications, we help reduce our clients' man-hours, lead times, and costs, and increase operational efficiency and product quality. We will continue to install new equipment as necessary, and expand the range of our services.



Supply chain system with several hundred domestic and international companies

Using our network of many suppliers, we support our clients from the product development and design stages. By understanding the needs of our clients and providing timely information from suppliers, we propose the ideal specifications for both parties.



Using our detailed distribution network stretching throughout the country, we have established a system that lets us deliver to our clients *as much product as they need when they need it* to meet their use plans.



We can handle special, hard-to-acquire materials and custom-spec items, and by reducing the number of days required to acquire them and controlling excessive inventory, we support streamlining and cost reduction. In recent years, we have expanded our overseas distribution network, and are capable of not only shipping from Japan, but distribution between overseas countries as well.

We collect and provide the latest information on market trends and new technologies for clients. Furthermore, based on that information, we suggest optimal products to our clients.

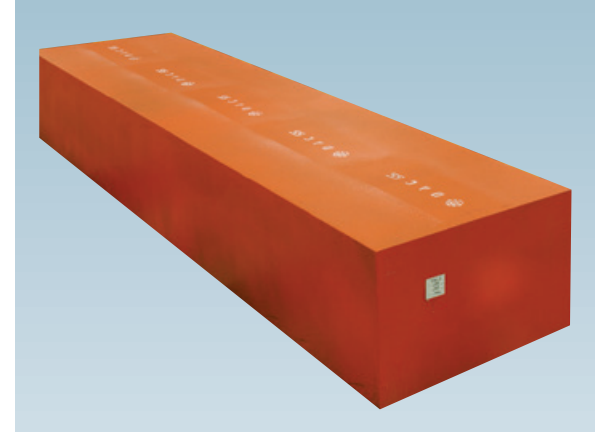
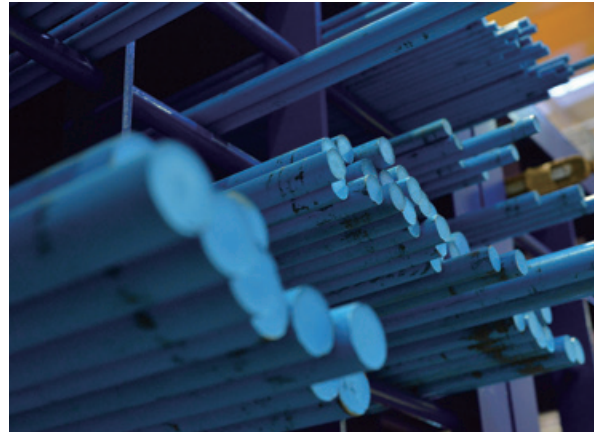


Regarding the collection and analysis of information, by having our sales staff, who are in close contact with customers and regions, collaborate with our specialized staff, who are experts in product information, we make proposals to our clients based on industry and regional characteristics, as well as individual client demands. We reduce the burden on clients by supporting them all the way from technical meetings and other pre-installation support to maintenance and other after-sales services.

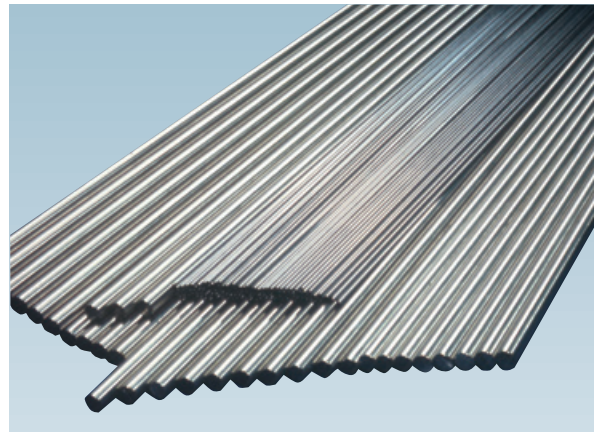
Special Steel

Aoyama Special Steel provides a comprehensive lineup of special steel necessary in various industrial fields. They range from general-purpose steel to high-grade special steel featuring high-quality multiple functions suited to specific applications. These products include various tool steels, heat-resisting steels, bearing steels, steels for machining structural use and stainless steels. Based on our policy of providing high-quality, ideally suited materials optimized for each specific application, Aoyama Special Steel is proactively pursuing the added value expected in today's modern age and industry.

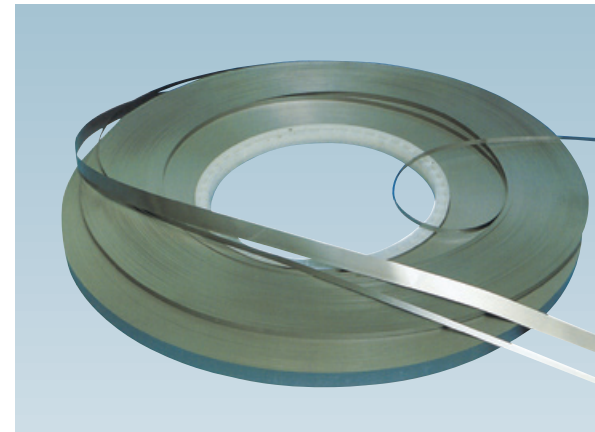
Hot Forged Steel



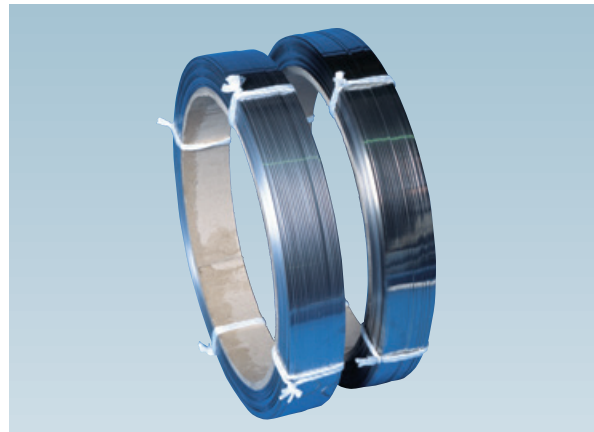
Ground Bars



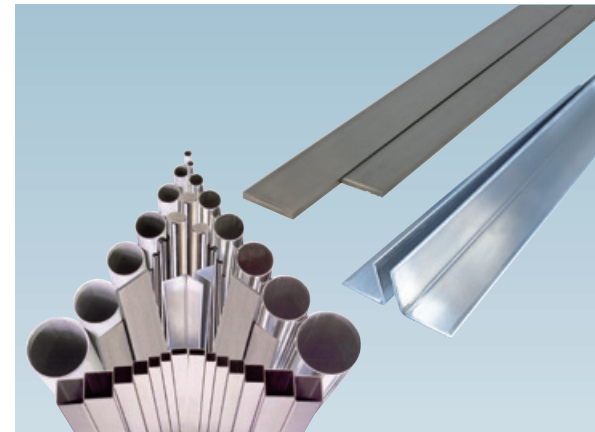
Cold Roll Strips



Cold Roll Flat Wires



Stainless Steels



Our Stock Depots

We carry out thorough quality control and cutting that meets our clients' needs at our stock depots throughout the country. We have configured a quick and efficient delivery system.

Just-in-time delivery of the optimal amount of products to the place of your choosing - To ensure this service fundamental, Aoyama Special Steel has created stock depots with automated warehouses. Additionally, we provide cutting services that meet the needs of our clients. We always insist on *quality materials*.



Automated warehouse



The automated rack stocker for storage of long pallets



Multilevel automated storage systems



Stock depot



Band saw



Capable of cutting materials up to 1m in diameter

Deploying Stock Depots Throughout Japan

- Tohoku Office
- Sagami Office
- Kuwana Distribution Center
- Niigata Office
- Shizuoka Branch
- Higashioosaka Office
- Urayasu Distribution Center
- Hamamatsu Office
- Hyogo Office
- No.2 Urayasu Distribution Center
- Toyohashi Office



Hamamatsu Office



Toyohashi Office



Kuwana Distribution Center

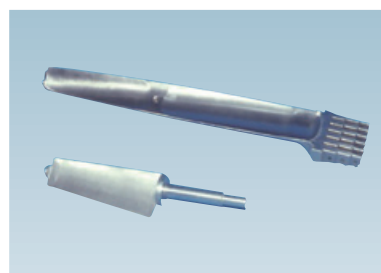


Hyogo Office

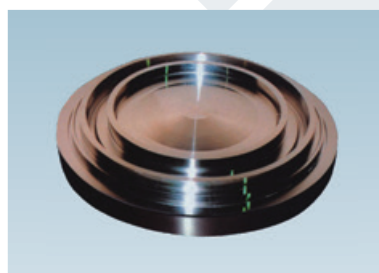
Processed Special Steel Products

Aoyama Special Steel deals in unique products suitable to many industrial fields, ranging from large machined products such as those for aircraft and power facilities to precision machined products for electronic devices and automobiles. By making full use of our material development capability for customization from the metallic composition stage and our design technology for creating various special shapes, we support cost reduction by enhancing functions and reducing energy consumption for our customers.

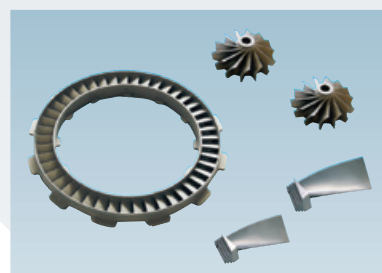
Turbine Blades



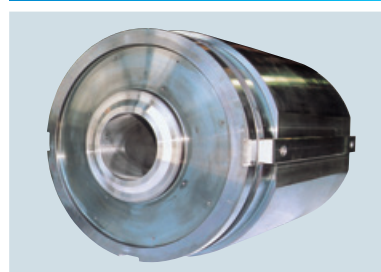
Turbine Discs



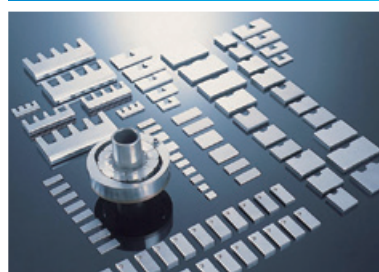
Precision Castings (Lost Wax)



Extrusion Tools



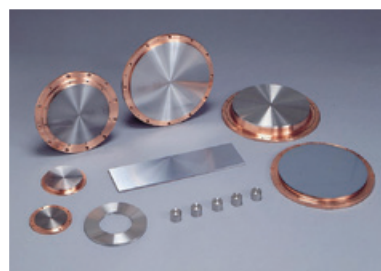
Vanes for Power Steering



MIM (Metal Injection Molding)



Sputtering Target



Powder Metallurgical Products



Cemented Carbide Wear Resistant Tools



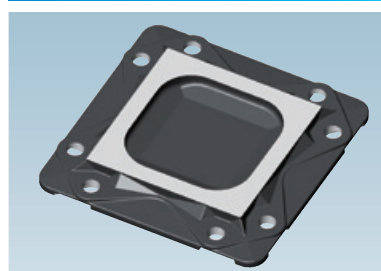
Construction Materials

The products of Aoyama Special Steel include a broad range of earthquake-resistant and seismic-control products to support building structures, such as structural services like the exposed fixed column base method "HIBASE," and the open-hole reinforcing beams "HIRING®." Our staff, who hold construction-related national qualifications^{*1}, provide not only structural design support incorporating such products, but also on-site construction control^{*2}.

^{*1} First-class Building operation and management engineer, Second-class Building operation and management engineer

^{*2} Construction industry license holder in general construction and steel structure contractor)

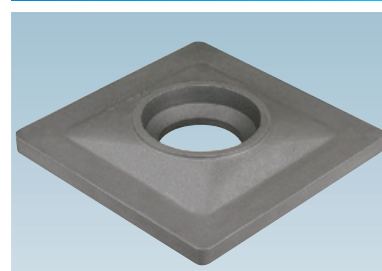
HIBASE Method



HIRING® Construction Method



Smartdia® Construction Method

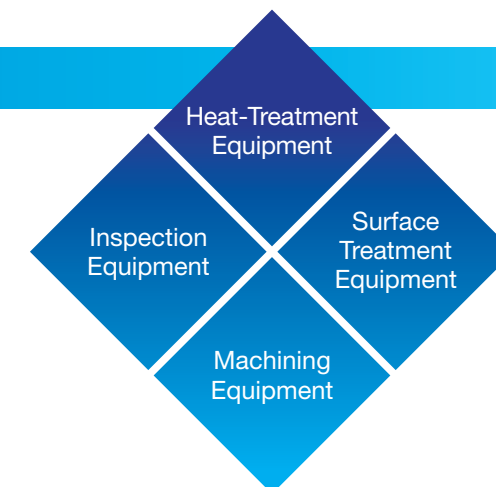


Note: HIRING® and Smartdia® are registered trademarks of SENQICIA CORPORATION

Heat Treatment and Processing Facilities

Providing total technology services to reduce energy consumption and enhance productivity

The heat-treatment and machining needs for metallic materials range widely from small-lot procurement to special-function and complicated-shape machining. To meet such requests by elaborate technological services, Aoyama Special Steel operates a machining and heat-treatment plant at its Shizuoka Branch to provide quality technical services.



Heat-Treatment Equipment

We perform quenching of various metals depending on their use, and increase hardness, strength, and heat resistance. In particular, with regard to high-speed steel, we possess uniquely developed specialized equipment that combines vacuum processing with high-speed cooling. We make it possible to bring out these characteristics to a high standard.



Three-chamber pressure cooling vacuum quenching furnace (Exclusive for high-speed steel)



Horizontal pressurized vacuum tempering furnace (Exclusive for high-speed steel)



Two-chamber pressure cooling vacuum quenching furnace

Surface Treatment Equipment

By selectively using multiple types of equipment and three types of treatment method, we create casts that have a hard exterior and durable interior, capable of handling use under extreme conditions. With the use of our large pit type gas soft nitriding furnace, we can handle large sizes* as well.

*Effective inside dimensions: $\Phi 1,400 \text{ mm} \times H 1,800 \text{ mm}$

Throughput: 2,500 kg for gloss polishing (net 1,600 kg to 1,800kg)



Batch-type gas soft-nitriding furnace



Pit-type gas soft-nitriding furnace

Mechanical Processing Equipment

We perform machining according to our clients' required specifications. With a variety of equipment, we are capable of swiftly handling the primary processing of machined materials (six-sided and inner-diameter machining), intermediate processing (roughing to heat treatment), and even the processing of finished products, in a short delivery time. Additionally, we are planning to further enhance our selection of equipment.



NC combined lathe



NC horizontal boring & milling machine

Inspection Equipment

Products that have been treated and processed by either ourselves or cooperating manufacturers are inspected to verify whether they meet our clients' specifications, and ensure 100% quality assurance.

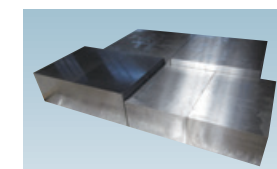


Shape measurement system



3D measurement system

Examples of Processed Products



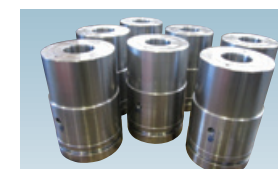
6F processed item



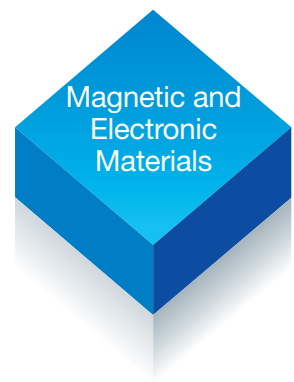
Dies for cold metal sheets (6F+drilling+periphery processing)



Die-cast intermediate processing (6F+drilling+shaping+heat treatment)



Hot forging dies



Magnetic and electronic materials are indispensable for saving energy, reducing size and weight, and increasing performance in such fields as automobiles, IT, home appliances, industries, environment, and energy. We carry a broad range of materials such as permanent magnets, soft-magnetic and electronic materials, and magnet wires, as well as electromagnetic applied products made with those materials. By precisely ascertaining the trend of various fields and consistently providing the ideal product, we support the future of our clients.

Permanent Magnets

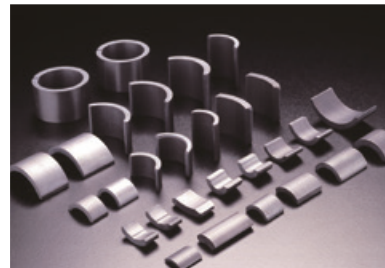
Sintered Neodymium Magnets

These magnets hold the highest magnetic properties among permanent magnets. Because they are effective in reducing size and weight in devices, as well as increasing efficiency and energy usage, the application of these magnets is expanding across various fields. Furthermore, we also deal in neodymium bond magnets, which are optimal for small motors and sensors.



Ferrite Magnets

Because of their excellent economical efficiency, ferrite magnets are widely used in automobiles and home appliances. With products such as high-performance ferrite magnets, we meet the diverse demands of our clients by carrying materials that cover a broad range of characteristics, as well as distinctive products.



Alnico Magnets and more

Alnico magnets are composed of iron, nickel, cobalt, and aluminum. They boast excellent temperature stability. Because they are manufactured mainly by casting, they are sometimes referred to as "cast magnets." We also deal in cold workable magnets, such as iron, chromium, and cobalt magnets.



Soft-Magnetic and Electronic Materials

Nanocrystal, Soft-Magnetic Material FINEMET®

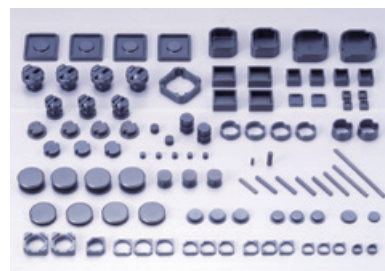
FINEMET® is the world's first soft magnetic nanocrystal material. It has a high saturated magnetic flux density and permeability, excellent temperature characteristics, and long-term stability. Used for noise suppression products, it is effective in reducing size and weight for filters.

Note: FINEMET® is a registered trademark of Hitachi Metals.



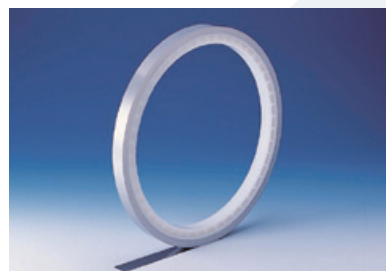
Soft Ferrite

Soft Ferrite is a soft-magnetic material mainly composed of iron oxide. Compared to other soft magnetic materials, it is characterized by a slightly lower saturated magnetic flux density but high electric resistance and superb magnetic characteristics in a high-frequency range. It is used in a wide variety of products, from home appliances to industry.



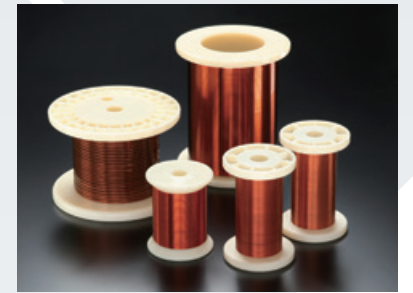
Electronics Materials

We provide magnetic materials for electronics (permalloy, permendur), sealing materials (kovar and nickel iron alloy 42), thermal expansion control materials (invar and super invar), semi-hard magnets, sputtering target materials, non-magnetic stainless steel, and more.



Magnet Wires

In recent years, efforts to reduce size and weight for electric motors and make electronic devices highly efficient are becoming increasingly important. At Aoyama Special Steel, we cater to various demands of our clients with various magnet wires, such as high space factor enamel wires that enable compact and highly efficient motor designs, and inverter surge resistant enamel wires that can effectively extend product lives.



These are electromagnetic applied products that use various high-performance materials, such as high-performance magnets. By constantly looking from the client's perspective, we are able to provide support and make propositions from the design stages, and provide ideal products to meet client demands.

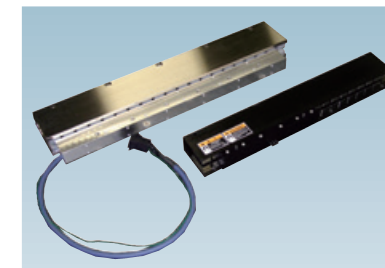
Various Magnetic Assembly Parts

Our products include various magnetic assembly parts (magnetic applied products, magnetic circuits, magnetic couplings, etc.) using high-performance magnets. We propose optimal specifications based on our clients' needs, and provide products in the best possible condition.



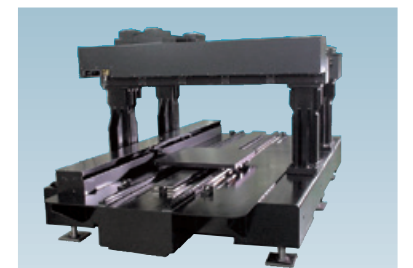
Linear Motors

We carry high-performance linear motors utilizing neodymium-sintered magnets. The moving coil method intended for efficient thrust generation is employed for increased thrust and access speed, precision positioning, and uniform-velocity tracking.



Linear Motor Stages

Our product line features linear motor stages, which utilize high-performance linear motors. We provide products that pursue various functions, drawing out the full potential of linear motors, in our clients' preferred form.



Voice Coil Motors

We deal in voice coil motors, which boast superb responsiveness, positioning precision, and pressure control. By utilizing neodymium sintered magnets, voice coil motors allow reductions in size and increasing thrust, contributing by increasing performance in various industrial machinery. We also deal in short-stroke actuators.



Copying and Printing Systems

We carry various components for copying and printing systems, such as magnet rolls, which are crucial for image processing in copy machines, and magnetic-bridge high-sensitivity toner sensors.





Aoyama Special Steel provides the ideal control equipment, such as electric motor drivers or network products. For support and recommendations we utilize our implementation experience and technical knowledge.

As a Comprehensive Supplier of Control Equipment

In response to the demands of clients, we examine implementation advantages from the multifaceted perspectives of utility and cost. We provide the most suitable product to each of our clients. To do this, we are constantly investigating the latest industry and product trends, and heightening our "powers of discernment" as a comprehensive supplier of control equipment.

From System Suggestion to Support

To meet the requirements of clients at the highest level, we propose systems assembled from other products and control equipment that we handle. We also have an in-house technical support team for implementation and after-sales service.

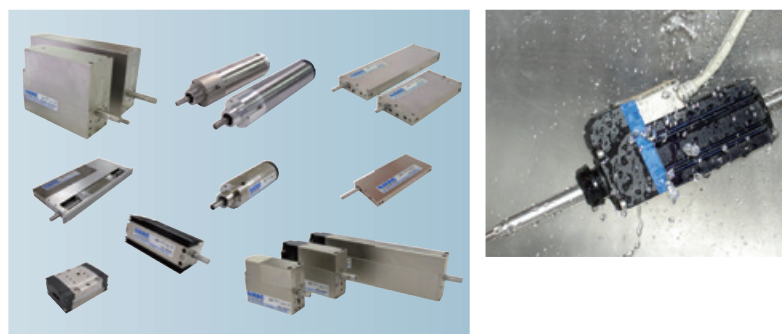
Electric Actuators

We deal in a wide range of actuators (motors, linear cylinders, and other products), which are essential to the moving parts of production and inspection equipment.

One good example is the IP67-compliant* waterproof electric linear actuator. It uses the linear motor principle for a contactless coil and cylinder. The simplicity of maintenance makes it ideal equipment for the food and medical fields.

Furthermore, we also carry various actuators, such as cylinders that can be substituted for an air cylinder to achieve reduced environmental impact and increased performance, or actuators ideal for the pick-and-place components of equipment.

*Certain products are IP69K compliant



Electric Motor Drivers

Our electric motor drivers support various electric actuators, such as in brush, brushless, stepper, linear, and voice coil motors.

We have a selection of products with controller functions allowing the development and performance of internal control programs applied to control types (location, speed, current), products able to support various types of feedback and products supporting control networks such as CANopen and EtherCAT* that have grown popular in recent years. Our lineup also includes products that can be applied to clients' unique actuators, not to mention the actuators our company deals in.

*Functions may vary by model

Note: CANopen is a registered trademark of CAN in Automation (CiA).
EtherCat is a registered trademark of Beckhoff Automation GmbH, Germany.



ServoJP Servo Solution Website <http://www.servo.jp/>

For further details, examples, technical information, and FAQs on control products, please visit



CAN Network Products

The CAN Network, which mainly developed in Europe, is beginning to be used for vehicle ECU and as an information network, and in recent years it has been applied to industrial equipment and medical equipment. We deal in related products ranging from CAN interfaces for personal computers, repeaters and bridges for CAN network construction, to CAN network measuring machines.



Industrial Network Products

Among various network products used in production and measuring equipment, we primarily carry three product groups:

Embedded Hardware

These products provide network support for nearly all networks, both domestic and overseas, by being built into clients' instruments. Network control on the hardware does not require clients to have any knowledge of networks.

Embedded Software

These are built into the software of clients' equipment, allowing the development of equipment with fewer parts, relative to built-in hardware products. These support a variety of protocols, such as CANopen, Ethernet/IP, and J1939.

Gateway

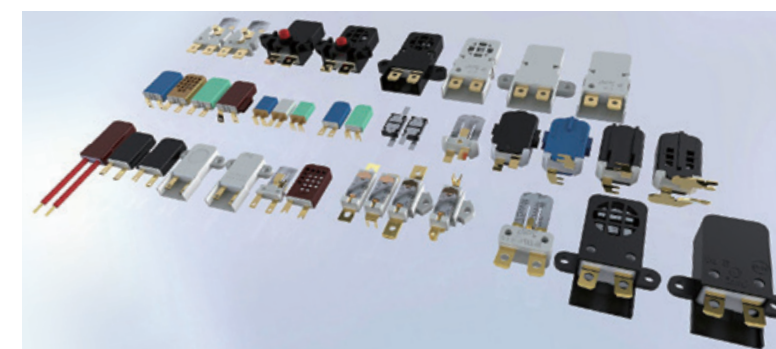
These are products that convert between two different networks to make connection possible. They are useful in incorporating overseas equipment into our clients' production and inspection lines. They support over 200 types of protocols.

Note: Ethernet/IP is a registered trademark of ODVA.



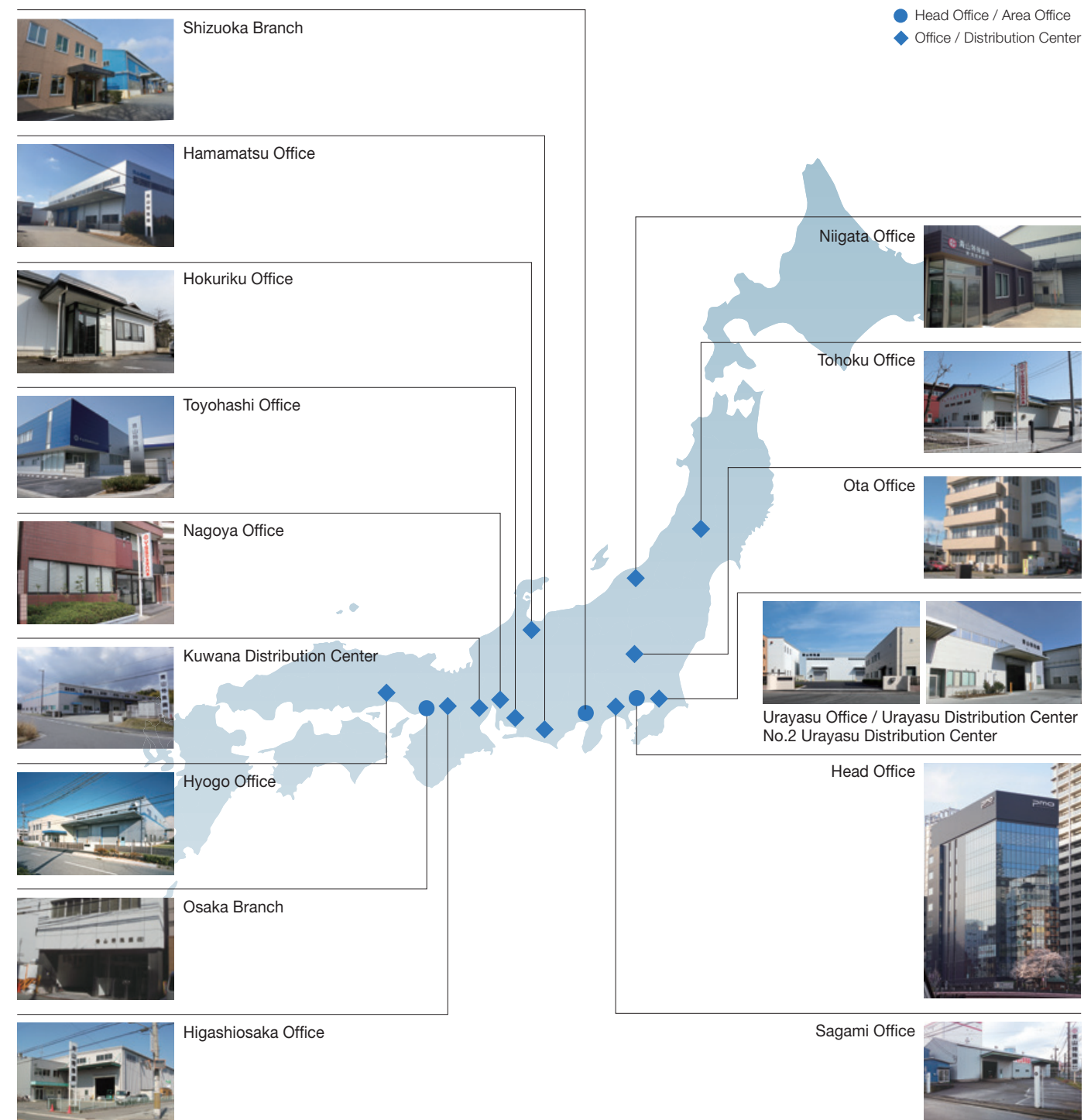
Circuit Breakers

These are micro-miniature auto/manual-reset circuit breakers of the bimetal type. As protective parts for automotive electric motors and home appliances, the circuit breakers ensure optimum protection under any circumstances.



Network

Our company has established an intricate network to provide ideal solutions to suit demands based on our clients' trends both inside and outside Japan.



July 2014 – Installed solar panels on the Urayasu Distribution Center



Company Profile

Trade Name	Aoyama Special Steel Co., Ltd.	
Representative	President & CEO Shinichi Aoyama	
Capital	310,000,000 yen	
Establishment	March 1 st , 1914	
Founding	October 1 st , 1956	
Number of Employees	270 (as of March 2018)	
Yearly Turnover	49,300,000,000 yen	
Description of Business	1. Sales of special and common steels, and other metal materials 2. Sales of various electronic materials, electronic parts, and electronic devices 3. Sales of machine tools, jigs, and processed metal products 4. Import and export of special steels, electronic materials, electronic parts, and electronic devices 5. Import sales of various electronic parts, control equipment, and software 6. Heat treatment and processing of special steels and other metal machinery parts 7. Sales of sintered and cast products 8. Sales of general industrial chemicals 9. Sales of construction materials 10. Design and undertaking of building construction, interior finish work, and steel structure construction work 11. Design and undertaking of civil engineering work, reinforcement placing, carpentry work, landscape contracting, and electrical work 12. Warehousing and delivery operations incidental to the above items 13. Real estate leasing operations 14. Any operations incidental to the above items	
	Main Bank	MUFG Bank (Shintomicho) Mizuho Bank (Tokyo Central) Shoko Chukin Bank (Oshiage) Shizuoka Bank (Tokyo Sales Dept.)
	Certifications	ISO14001 (Head Office, Urayasu, Urayasu Distribution Center, Ota, Sagami, Tohoku, Niigata, Nagoya, Toyohashi, Hokuriku) ISO9001 (Shizuoka Branch, Hamamatsu, Sagami, Hyogo) ISO9001 and AS9120(Headquarters, Urayasu Center, 2nd Urayasu Warehouse) Contractor's License Authorized by the Minister of Land, Infrastructure and Transport (General-24) No. 24711
	Related Organizations	Special Steel Association of Japan ZENTOKKYO All Japan Stainless Steel Distributors Association Tokyo Chamber of Commerce and Industry Osaka Chamber of Commerce and Industry Fuji Chamber of Commerce and Industry

Major Manufacturers

Hitachi Metals, Ltd.	Hitachi Metals Neomaterial, Ltd.	Tohoku Steel Co., Ltd.
JFE Steel Corporation	Hitachi Chemical Co., Ltd.	Shinkansai Steel Corporation
Nippon Steel & Sumitomo Metal Corporation	Hitachi Power Solutions Co., Ltd.	Seiko Instruments Inc.
Sanyo Special Steel Co., Ltd.	Mitsubishi Hitachi Tool Engineering, Ltd.	JAPAN Advanced Roll Co.,Ltd
Daido Steel Co., Ltd.	Kobe Steel, Ltd.	Otter Controls Ltd.
Sumitomo Metal Mining Co., Ltd.	Aichi Steel Corporation	Analogic Corporation
Araya Industrial Co., Ltd.	Mory Industries Inc.	HMS Industrial Networks AB
SENQICIA CORPORATION	Nippon Seisen Co., Ltd.	Dunkermotoren GmbH
Hitachi Metals Precision, Ltd.	Nippon Kinzoku Co., Ltd.	Gloria Material Technology
NEOMAX ENGINEERING Co., Ltd.	Topy Industries Limited	

History

1914	Founded in Kobe	1988	No. 2 Urayasu Distribution Center constructed
1956	Established current Aoyama Special Steel Co., Ltd., with capital of 30,000,000 yen	1995	Aoyama Special Steel Hong Kong Ltd. established
1960	Capital increased to 60,000,000 yen	2001	Capital increased to 310,000,000 yen Aoyama Special Steel Hong Kong Ltd. Shanghai Office opened
1961	Osaka Branch opened, capital increased to 66,000,000 yen	2002	Aoyama Special Steel Shanghai Ltd. established
1964	Niigata Office opened	2003	Osaka Sakaigawa Office relocated to Higashi-Osaka city, renamed "Higashiosaka Office"
1965	Shizuoka Branch opened	2006	Shizuoka Branch No. 2 Processed Goods Factory completed
1968	Hamamatsu Office opened	2007	Kuwana Distribution Center constructed
1969	Kakogawa Office opened, Urayasu Distribution Center constructed	2008	Hyogo Office rebuilt
1970	Capital increased to 100,000,000 yen	2009	Hamamatsu Office relocated to Iwata city
1971	Nagoya Office opened	2012	No.2 Urayasu New Warehouse constructed
1975	Shizuoka Branch Heat Treatment Center completed	2013	Foshan Aoyama Special Steel Co., Ltd. established
1976	Sakaigawa Office opened	2014	Urayasu Distribution Center rebuilt
1978	Hokuriku Office opened	2015	Toyohashi Office relocated within the city. Higashiosaka Office expanded
1981	Sagami Office, Ota Office, and Tohoku Office opened	2018	Head Office Rebuilt
1982	Kakogawa Office relocated to Akashi city, renamed as "Hyogo Office"		
1983	Shizuoka Branch Processed Goods Factory completed		
1984	Urayasu Office, Toyohashi Office opened		

Domestic Offices

Head Office

PMO Hatchobori Shinkawa, 2-9-11, Shinkawa, Chuo-ku,
Tokyo 104-8262, Japan
Tel. +81-3-3552-5251 Fax. +81-3-3553-1270

Urayasu Office

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Tel. +81-47-354-5011 Fax. +81-47-354-7700

Urayasu Distribution Center

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