



Their main product thermal ribbon

**Main Services**

Manufacture and sale of Copying related supplies, printer supplies and office supplies.

**Main Clients**

Manufacturers of printers, office supplies and stationaries.

**Main Products**

Carbon paper, thermal transfer ribbons, correction tape

**Company overview**

Address / 3-10 Shodaitazika, Hirakata city, Osaka 573-1132  
 Tel / +81-72-856-3321 Fax / +81-72-856-3378  
 Foundation / Feb 1905 Incorporation / Feb 1920  
 Initial Capital / JPY 90 million Employees / 117

**Manufacturing of printer supplies**

## A long-established company With strengths in the technical capabilities of copying and printing-related products

**Business activity**

### Primarily the manufacture and sale of thermal transfer ribbons

Union Chemicar designs, develops, manufactures and sells carbon paper and other copying-related products, printer supplies such as thermal transfer ribbons and inkjet inks, and office supplies such as correction tape. Thermal transfer ribbons, which account for around 60% of total sales, are the company's mainstay product. Founded in 1905, Union Chemicar is a long-established firm with a history spanning over 100 years since it was first incorporated. The company traces its origins to the development by its founder of a stain-resistant carbon paper, and it has been a pioneer in the production of carbon paper in Japan. With the advance of office automation and digitalisation, the company expanded the range of its products to include printer supplies and office products.

**Strength**

### Worldwide sales network through overseas offices

In 1989, the company opened an office in the United Kingdom in response to the entry into the UK market by one of its customers, a printer manufacturer. This led subsequently to the establishment of a series of sales offices in major countries including the United States and China, and the expansion of the company's sales network around

the world. At present, about half of the Group's total sales come from overseas. The company's technological capabilities are another distinctive feature, as exemplified by its blending, coating and slitting technologies. Blending is the art of combining colourants and solvents to produce a colour to the customer's satisfaction, while coating is the art of applying a thin, even layer of ink to a surface such as film, and slitting is the art of cutting inked products to millimetre widths.

**New business**

### Development of edible inkjet ink

Since most of the products handled by the company are consumables, "if the hardware doesn't sell, our business won't grow," says President Eiichi Kimura concerning a potential weak point. To overcome this issue, the company has also started a business selling its own printing systems under the brand name WOCCS.

Another product that is poised for future growth is edible inkjet ink. This has been developed in-house through the application of the company's blending technology, and uses only raw materials that comply with various food and pharmaceutical standards. Illustrations can be printed on the surface of sweets and pharmaceutical tablets, and the company can be involved not only in the planning, development and design of the printing process, but also in the actual sale of the printed product.



Can also print on glass



Print on sweets with edible ink

**Greetings from Eiichi Kimura, President and Representative Director**

Although our business is mainly concerned with paper-based printed matter, I believe that demand for paper will keep on growing. How we identify our customers' requirements is crucial. There is still much that the major players are unable to do. Through our technology, we turn "inspiration" into "things". We will continue to evolve while holding firm to this basic principle.

CEO Eiichi Kimura