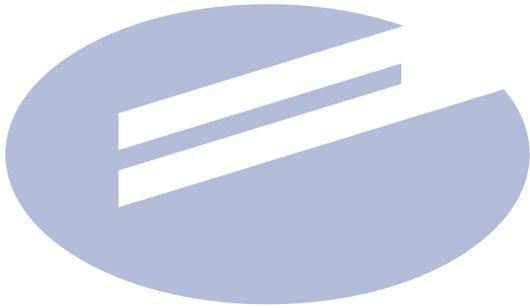




**COATINGS & CONSUMABLES  
TOGETHER WITH  
SERVICES AND SOLUTIONS**

 **EGUCHI IWAO**

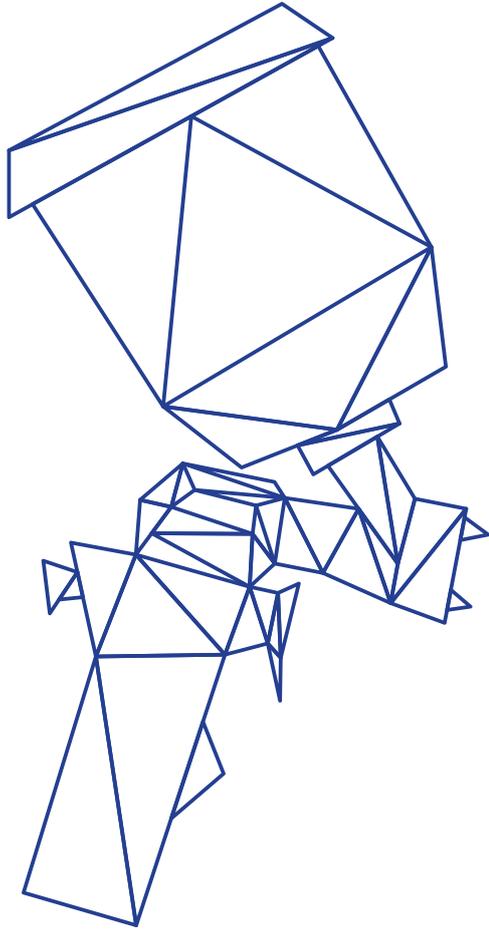


**T:** +44 (0) 3301 289 258

**E:** [sales@eguchi-iwao.com](mailto:sales@eguchi-iwao.com)

**W:** [www.eguchi-iwao.com](http://www.eguchi-iwao.com)

**An Eguchi Iwao Japan Company**



# COMPANY PROFILE

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# OVERVIEW

With a history that goes back to 1907, Eguchi Iwao are one of Japan's largest supplier of paints, coatings, and specialty materials with a turnover of \$500 million. Following their successful expansion in Asia and Africa for the past 18 years, they progressed their development into Europe, opening a new office - Eguchi Iwao Europe (EIE) - in September 2019, which is based in UK.

The pace of the group's development in Europe has accelerated considerably when EIE established Eguchi Iwao UK (EIUK) and purchased the Supply 360 division from International Applications Ltd. (IAL) - one of the strongest coatings and consumable distributors in the UK. With IAL being a supplier on the UK market for 13 years, EIUK gained access to important national customers like Hitachi, Jaguar Land Rover and Toyota.

With the acquisition of the Supply 360 division from IAL, EIUK also acquired two national distributors: Paintstore in Warwickshire and BS Supplies in Staffordshire and therefore are now supported by an extensive local technical service and logistics operations.





Eguchi Iwao's activity as a distributor in Asia and Africa as well as in Europe is closely knit together to Kansai Paint Japan, which is one of the world's top coatings manufacturers. For decades, Eguchi Iwao have been providing trustworthy services in delivering some of the most sophisticated paint products and solutions developed by Kansai Paint.

Owing to the group's long-lasting relationship with Kansai Paint, EIUK took over the exclusive distribution agreement with Helios Group – a coatings manufacturer with 17 sites across Europe. In 2017 Helios Group became a consolidated subsidiary of Kansai Paint and now, thanks to the new partnership with Helios, EIUK will continue serving important and strategic national market segments like the automotive, industrial, rail, wood, yacht and architectural market segments by supplying smart coatings following the Japanese standards of quality and efficiency.

Our objective is to fulfil the customers' needs to have everything delivered ready for their coating process. What is unique about Eguchi Iwao is that it offers complete line-side solutions, best practices for process optimization, which include the use of smart coatings, advanced equipment and technical know-how.

# COMPANY

## INFORMATION

for more info visit [eguchi-iwao.com](http://eguchi-iwao.com)

Activity Started: 2013

Group Turnover: £ 15,6 million

Number of Employees: 71

Main business: Sale of coatings and consumables

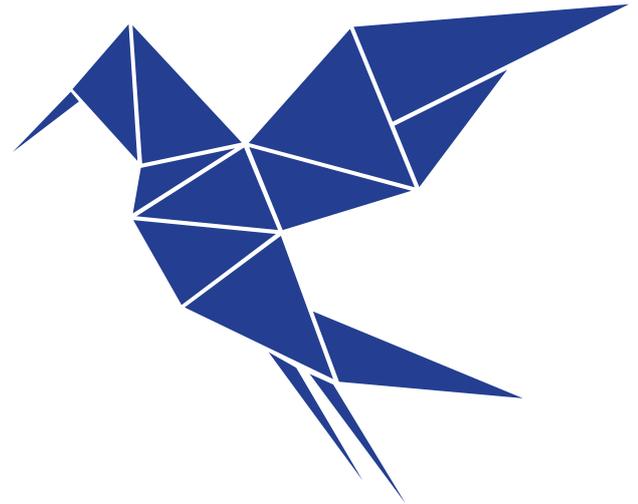
Sales of coating equipment

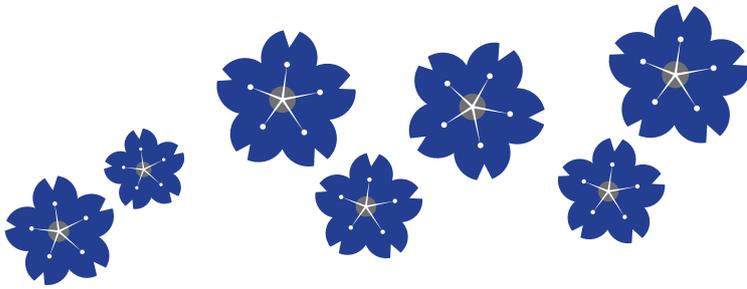
Mixing paint schemes

Distribution

Technical training

Consultancy





# OWNERSHIP AND MANAGEMENT

Eguchi Iwao Japan (EIJ)

parent company

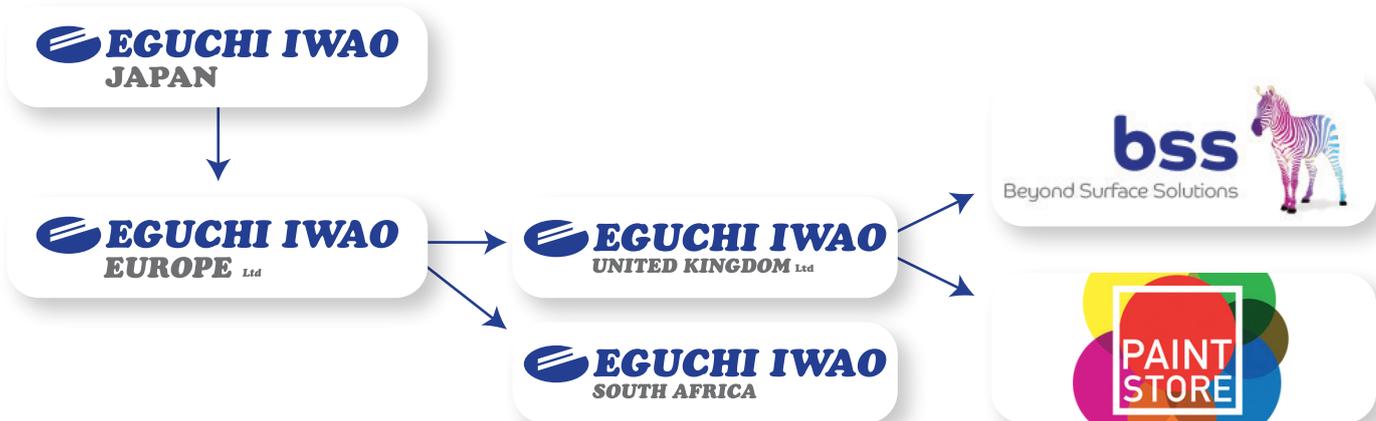
Eguchi Iwao South Africa (EISA)

owned by Eguchi Iwao Japan (EIJ)

Eguchi Iwao Europe (EIE)

Eguchi Iwao UK (EIUK)

owned by Eguchi Iwao Europe (EIE)



# MISSION

- To utilise our technical expertise to provide solutions through innovation and process optimisation.
- To support our customers to be successful, through cost reduction initiatives.
- To provide all of our services in a sustainable, safety conscious and environmentally responsible way.

# VISION

- To develop the Eguchi Iwao brand and contribute to its success in Africa, UK and Europe.
- To manage a sustainable business and grow the turnover to more than £25million and deliver a minimum 10% net return by 2025.
- To support our customers through all of our services in a sustainable, safe and environmentally conscious way.
- To be an employer of choice by providing a happy, safe and fulfilling work environment.



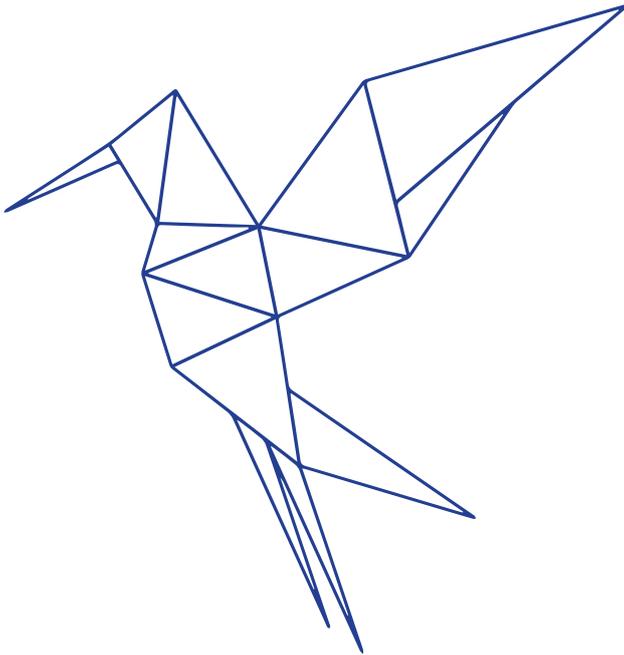
# VALUES

- Commitment to Customers – we strive to exceed our customers wildest expectations on time every time.
- Respect - we care and treat others how we like to be treated ourselves.
- Safety first – we think, work and act with safety at the forefront of our minds.
- Give something back – we care about society and the environment we operate in. We want to ensure that all of our actions are completely sustainable.

# STRATEGY

We are the extension of one of Japan's largest coatings distributor inthe UK and our ambition is to continue the Japanese tradition of delivering the best quality just in time and service with excellence.

In our holistic approach we believe that offering only high-quality products is not enough, therefore we combined them with our technical know-how and century-old experience in order to create full-package solutions for our customers. These full package solutions are meant to improve your coatings process, adding value to the protection and beautification of all types of surfaces.



# OUR BUSINESS CONCEPT

We, at Eguchi Iwao UK, understand everything related to coatings and all connected processes thereof. We always keep ourselves up to date with the newest trends and most current or newly developed products to make sure we remain competent.

We also benefit from having so many global relationships with other service providers in the industry and from having a long tradition in supplying products and services together with the best solutions and practices for our customers.

## UNIQUE SELLING POINTS

**1** Experienced technical support



**5** Next day delivery



**2** Broad product offering



**6** Process optimization



**3** Colour match capability



**7** Technical training



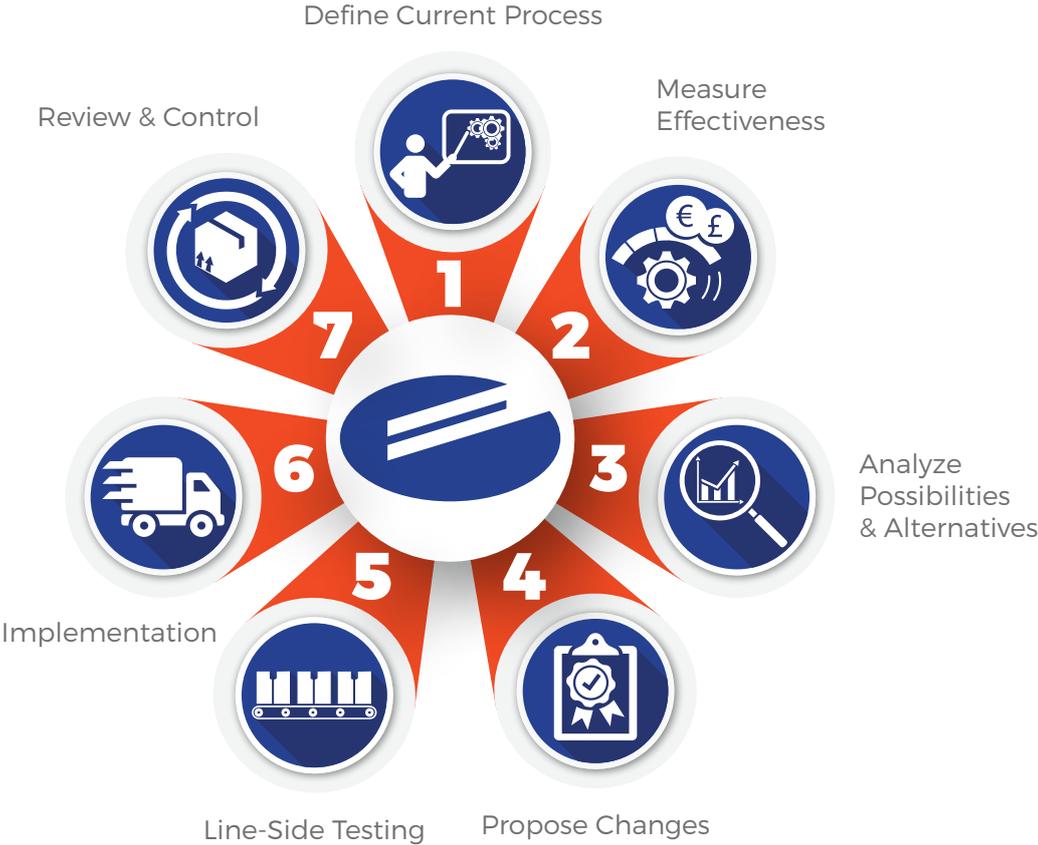
**4** Trouble shooting capacity



**8** Cost per unit solutions



# HOW WE WORK



We engage with paint manufacturers, automotive plants, independent producers or any other entity relevant in the industry and we create a functional working experience for our customers through these relationships.

We will always guide you through choosing the best brands and products that satisfy your requirements, find application solutions in accordance with your process layout and environmental rules and troubleshoot any issue that may arise, ensuring collective growth and improvement.

# MARKET SEGMENTS

Automotive

Industrial

Yachts

Rail

Powder Coatings for ACE (agricultural, construction and earthmoving equipment)



# MARKET SEGMENTS

Wood  
Architectural  
Decorative  
Modular Homes



# OUR BRANDS

## COATINGS

With a century-old tradition and a network spanning across almost all continents, Kansai Paint manufactures coatings designed to last for years on end and which have the potential to be applied in a variety of fields and market sectors like Automotive, Refinish, Decorative, Protective and Industrial markets. Kansai Paint is currently harnessing the potential to introduce products into the optoelectronic and bio-coating fields.

<https://www.kansai.com/>

Based in Europe, and as a part of Kansai Paint, Helios Group will become Kansai's European centre of innovation, R&D, production and distribution. Through their production units across the continent, they have become one of the most important European producers for resins, railway coatings and core plate varnishes. They are also on leading market positions with their road marking systems and decorative coatings.

<https://www.helios-group.eu/>

Part of the Helios Group, Rembrandtin is a specialist for industrial coatings in niche segments. Protective coatings, road marking materials, high-heat resistant coatings, core plate varnishes and railway coatings are part of the comprehensive product range. In the field of railway coatings, Rembrandtin holds international approvals from renowned rail operators.

<https://www.rembrandtin.com/en/>



# OUR BRANDS

## EQUIPMENT



Haydell eSpray is a revolutionary technology designed to simplify the compressed air spray painting process by controlling three important variables: temperature, gas composition/purity, and static charge. eSpray redefines compressed air spray-painting process by controlling the static charge, producing an electrostatic attraction between the air/material mix and the substrate. Their technology had successful results at the tests performed by Akzo Nobel, Dupont, PPG, Sherwin Williams, Mercedes-Benz and BASF.

<https://haydell.com/>



Carlisle is a global company which manufactures equipment for the supply and application of paints, coatings and sprayed materials. Incorporating the world leading brands of DeVilbiss, Ransburg MS, BGK and Binks. They supply high-tech market leading equipment for all major industry sectors.

<https://www.carlisleft.eu/>

# OUR BRANDS

## CONSUMABLES

RAPGARD® is a surface protection tape that protects lacquered metal surfaces for automotive applications during storage and transportation. This product consists of a white PO film coated with a pressure sensitive rubber-based adhesive.

<https://www.nitto.com/eu/en>

The number one brand in Asia, Kovax offers the most complete, innovative and up-to-date product range in the market. Their abrasives are long-lasting with a fast, uniform cut, they improve efficiency, speeding up sanding by up to 50% and reduce material costs dramatically. Used in automotive, aerospace, marine, industrial and woodworking, Kovax discs, sheets, film, pads and tools cover the entire sanding and polishing process.

<https://www.kovax.nl/en>

Lake Country Manufacturing develops and manufactures buffing and polishing products for the automotive industry. Products include wool buffing pads, foam polishing pads and backing plates, with professional grade products for all polishing, buffing and paint finishing needs, driven by hands-on knowledge of paint surfaces and polishing methods.

<https://www.lakecountrymfg.com/>

The Nitto logo features the word "Nitto" in a bold, blue, italicized sans-serif font. A small red horizontal bar is positioned above the letter "i".The Kovax logo consists of the word "KOVAX" in a bold, blue, sans-serif font. The letter "O" is replaced by a circle containing three diagonal lines. The word is followed by a registered trademark symbol (®).

**Lake Country Mfg., Inc.**

# OUR BRANDS

## CONSUMABLES



Originally developing products for Italian bodyshops, Allchem's Virtus range has greatly expanded over the years and now offers polishing systems and solutions to a wide spectrum of manufacturing and refinishing sectors across numerous industries. The range is firmly established in OEMs and its tier one and tier two suppliers and equally well respected within the marine industry.

Years of research into nanotechnologies, along with continuous development by their research team, have led to the creation of a range of highly professional polishes and accessories, that offer hologram free polishing, guaranteed results and maximum respect for the environment.

<https://www.allchem.it/eng/>

## OUR SERVICES& SOLUTIONS

Because of our holistic approach, the best way to understand and optimize your business flow is by getting immersed in your process in order to be able to implement the following steps.

**PRODUCT SOURCING**

**PROCESS IMPROVEMENT PROGRAMS**

**COST REDUCTION**

**INVENTORY MANAGEMENT AND SUPPLY**

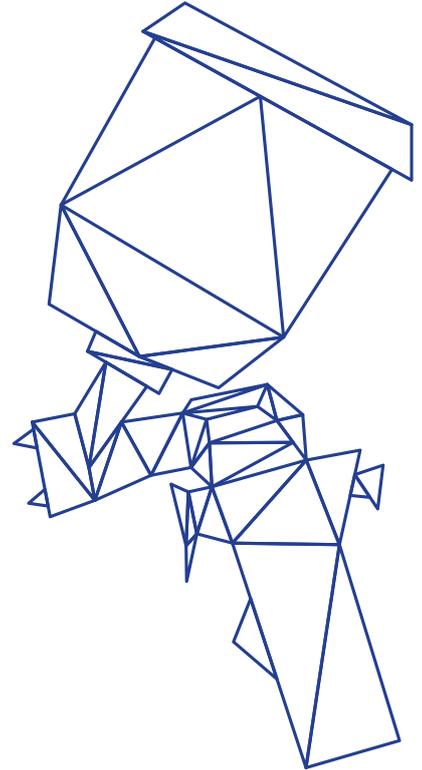
**QUALITY ASSURANCE**

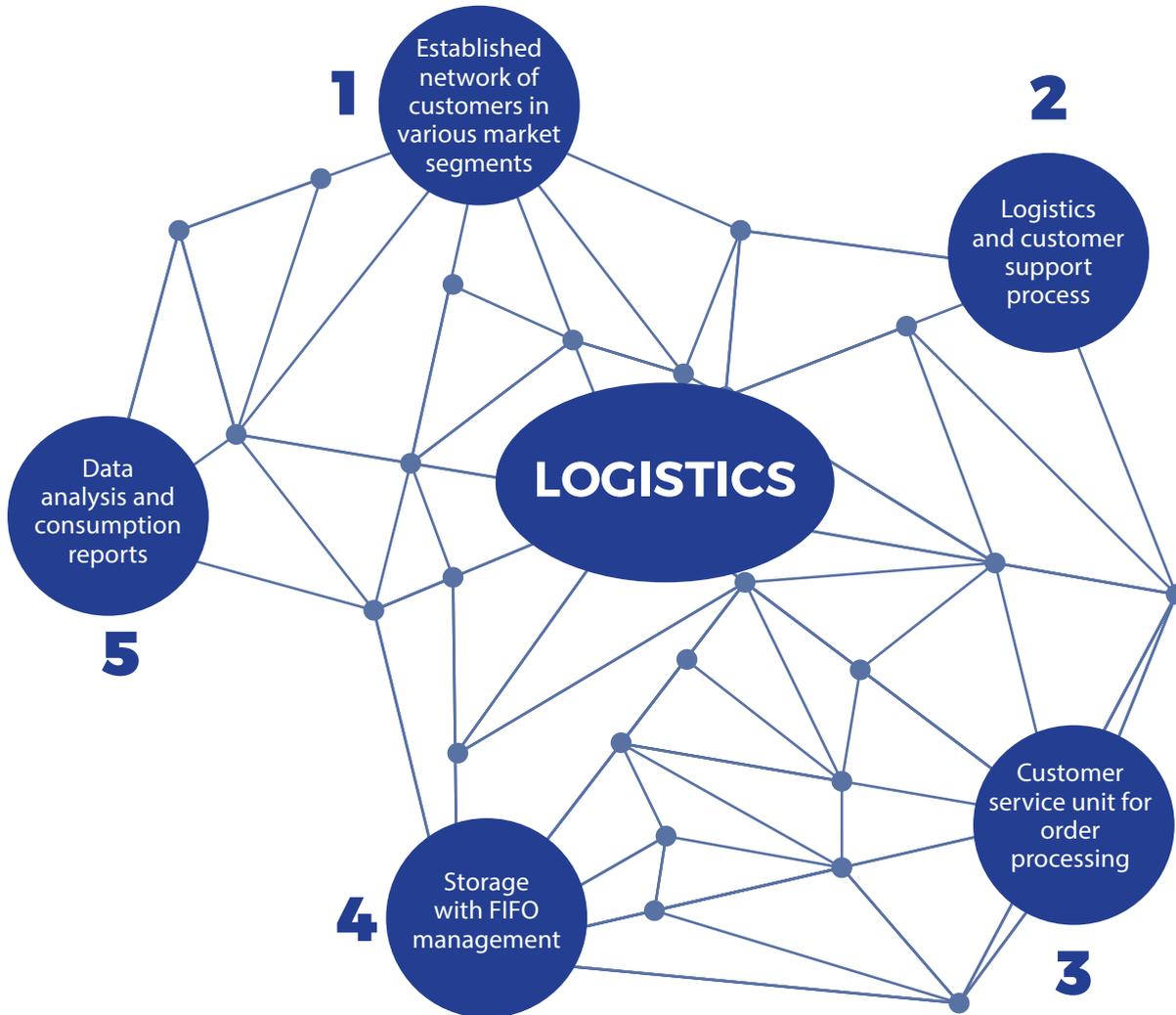
**TECHNICAL TRAINING**

**COMMERCIAL ANALYSIS & REPORTING**

**WASTE MANAGEMENT**

**CONSULTING SERVICES**





## COMPETITIVE ADVANTAGES

1

We work as a single point of contact between the manufacturers, service providers and end-users.



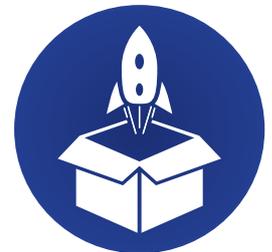
2

We take the time to understand our customers' existing facilities and processes in order to identify improvements and further training needs.



3

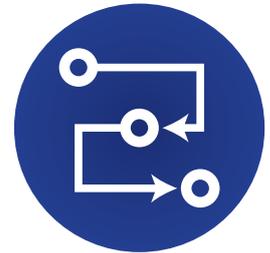
We source for our customers alternative and innovative products, introducing these to their workflow and benchmark their performance.



## COMPETITIVE ADVANTAGES

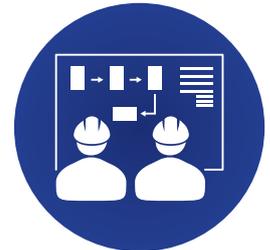
4

We deliver overall cost savings by focusing on process and quality improvements.



5

We are actively involved from the beginning until the end of the optimization process to ensure we achieve the required results.



# CUSTOMERS

THEY TRUST US, SO CAN YOU



**BOMBARDIER**



**ISUZU**

# CUSTOMERS

THEY TRUST US, SO CAN YOU



**KOMATSU**



**TOYODA GOSEI**

**HITACHI**  
Inspire the Next



**VAUXHALL**



# GLOBAL OPERATIONAL FOOTPRINT



 **EGUCHI IWAO**



[www.eguchi-iwao.com](http://www.eguchi-iwao.com)