

SEMICONDUCTOR EQUIPMENT ASSOCIATION OF JAPAN (SEAJ)

Contacts

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Activities

SEAJ was begun in 1983 to promote the interests of semiconductor equipment manufacturers. It has over 200 members. The association has 4 main activities: research and development (including industry forecasting and research on technical evaluation and standardization); public relations; contacts (lobbying) with government; and international exchanges of information (technology and markets) and interface with associations in other countries.

Discussion with SEAJ indicated that Japanese companies look to foreign companies primarily for partnerships. In this light, for Canadian companies to sell in Japan, the most promising routes are through joint ventures and direct partnerships. Companies can talk to SEAJ for potential contacts among its members.

SEAJ also indicated that there is an Industry Technology Information Association that aids the transfer of technology from government laboratories to industrial product applications. Japanese companies take advantage of such transfer potentials by working closely with government labs and potential customers to define and meet their needs. Alternately, industry designs its own equipment and manufactures it, using leads from government research.

SEAJ could provide general assistance to Canadian manufacturers. However, the Semiconductor Equipment and Material Institute (SEMI), based in the U.S., may be a better source of information for semiconductor equipment manufacturers.