

For the fiscal year ended March 31, 1989, sales totalled ¥11 016 490 million, up 8 per cent over the previous year, while net profits rose 29 per cent to ¥6 544 million.

As of September 1989, Nissho Iwai's market shares were as follows: metals 47 per cent; machinery and construction 13 per cent; energy 18 per cent; textiles 4 per cent; foodstuffs 7 per cent; and lumber, chemicals and others 11 per cent.

Major shareholders include Sanwa Bank (4.9 per cent), Dai-ichi Kangyo Bank (4.9 per cent) and Daiwa Bank (3.7 per cent).

C. Itoh & Co.

Among the three largest trading companies and part of the Dai-ichi Kangyo Bank group, C. Itoh has been ranked as number one in overall sales since 1986. The most aggressive of all Japanese trading companies, it has branches in approximately 90 countries and is moving into new endeavours, including satellite communications.

For the fiscal year ended March 31, 1989, sales rose 4 per cent over the previous year to ¥15 555 923 million, while net profits were up 53 per cent to ¥15 551 million.

As of September 1989, C. Itoh's market shares were as follows: energy and chemicals 16 per cent; metals 24 per cent; machinery and construction 31 per cent; foodstuffs 12 per cent; textiles 12 per cent; and lumber and others 5 per cent.

Major shareholders include Dai-ichi Kangyo Bank (3.8 per cent), Sumitomo Bank (3.6 per cent) and Tokyo Marine and Fire Insurance Co. (3.4 per cent).

11 Trade Shows

There are a number of Japanese trade fairs that relate to the food processing equipment market. Those of interest to Canadian exporters are:

Better Confectionery Show

Date: April
Frequency: Annual
Site: Osaka Merchandise Mart
Organization: Confectionery Weekly Journal
1-3-2 Osaka, Tennoji-ku
Osaka 543
Tel: (06) 771-7093
Fax: (06) 771-9435

FOODEX/HOTRES Japan

Date: March
Frequency: Annual
Site: Makuhari Meese Nippon Convention Center
Organization: Japan Management Association
3-1-22 Shibakoen, Minato-ku
Tokyo 105
Tel: (03) 434-0093
Fax: (03) 434-9076

Food Marketing Show

Date: July
Frequency: Annual
Site: Tokyo International Fairground (Harumi)
Organization: Nihon Zeizai Shimbun Inc.
1-9-5 Ohtemachi, Chiyoda-ku
Tokyo 100-66
Tel: (03) 270-0251
Fax: (03) 256-5746