

problems of underwater security systems for protection against terrorists. Effective security systems of this type are not currently attainable on the Japanese market.

Required Industry Commitment

Canadian ocean industries equipment and related technology are considered well advanced by the Japanese industry. However, a stronger, more consistent marketing approach by both government and private industry is necessary to properly establish a firm footing in Japan's highly competitive market.

Canadian technology for ocean industries equipment is deemed superior in many ways.

However, Canadian companies are considered to have been too slow in entering the Japanese market. Many sources noted that the U.S., with similar technology, entered the Japanese market some years ago when Japanese companies were seeking joint ventures and trade tie-ups. They captured much of the small, but potential market for Canadian equipment.

Due to the size of Canadian companies, a consolidated catalogue of all Canadian ocean industries related products available to potential end users would be beneficial. This should be updated annually. Several end users stated that a catalogue would receive considerably more attention than a thin brochure.

8 Industry Contacts: Japan

Company Directory

Company	Equipment / Activities	I: Importer M: Manufacture E: End User
Aanderaa (Japan) Limited 7-11, Ohishi-Kitamichi Nada-ku, Kobe 657 Tel: (078) 882-6282 Fax: (078) 802-1865	Measuring instruments and devices, telemetry temperature profile buoy, Aanderaa recording current meter, water- level recorder	I
Aichi Sharyo Co., Ltd. 1152 Ryoke, Ageo City Saitama 362 Tel: (0487) 26-3751 Fax: (0487) 26-2650	Aichi-Kraft robotics for undersea	M, I
Aoki Corporation 1-4-15, Oyodominami Oyodo-ku, Osaka 531 Tel: (06) 458-5851 Fax: (06) 452-5096	Marine construction company	E
Alec Electronics Co., Ltd. 7-11, Ohishi-Kitamachi Nada-ku, Kobe 657 Tel: (078) 802-2106 Fax: (078) 802-1865	Electromagnetic current meter memory STD, Turbidity meter compass, wave height meter	M
BSAC Japan 8-5-30, Akakaka, Minato-ku Tokyo 107 Tel: (03) 3470-7465	Scuba diving association (diving schools, equipment, diving tour packages)	E, I