

The conveyor roller firm on an intralogistics path to success

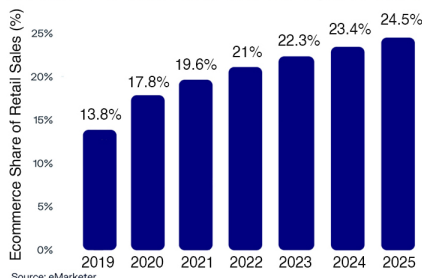
Japanese firm Itoh Denki is an intralogistics innovators that has been powering businesses for more than 75 years – and is ready to take its customers into an exciting future of automation and sustainable trading.

E-commerce logistics market size, 2020–25 growth, EUR billion

Asia-Pacific	108.3	57.3
North America	45.6	24.1
Europe	23.7	12.6
Middle East and North Africa	4.2	2.2
South America	3.6	1.9
Caucasus, Russia and Central Asia	2.2	1.2
Sub-Saharan Africa	1.3	0.7

Share of growth, %

Ecommerce Share of Retail Sales (2019–2025)



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Tetsuya Itoh, President Itoh Denki Co., LTD

Growth in e-commerce has been a key feature of economic progress. Additionally, the logistics sector is projected to maintain its increases in the Asia-Pacific region in the next three years.

Automation and machinery systems have been at the heart of manufacturing since the dawn of the industrial revolution. However the future of intralogistics around the world is looking brighter than ever thanks to some amazing innovations in the Japanese B2C market. The Japan niche sector is helping power logistics of some of the biggest companies and organizations in the world thanks to unprecedented market agility and advances in production line tech.

One of the shining examples of that success is Kansai-based conveyor roller manufacturer Itoh Denki, which has been literally moving businesses forward for more than 75 years. With customers including Panasonic, LG, Toyota and the USPS, the firm is part of the thriving niche SME sector which makes up an incredible percentage of all Japanese businesses and employment.

Providing key logistics support is a role the company’s president Tetsuya Itoh takes very seriously. Itoh said: “Our policy, which was initially established by our founder, is that the product and overall company presence must make a positive impact on society, the world, and our community. Since the development of our core product, the Power Moller®, a motorized conveyor roller, we have always tried to utilize our know-how and technologies to make a positive impact in society by providing innovative solutions to the challenges in the logistics industry.” A sense of agility has been a key factor in the firm’s success, especially when the Covid-19 crisis struck and Itoh Denki’s advanced remote systems proved invaluable.

Tetsuya Itoh revealed: “Even before the pandemic, we did some business remotely, including maintenance.” Itoh Denki developed the idPAC that facilitates conveyor set up, reconfiguration and expansion. This one-of-a-kind innovation allows automatic identification of failure symptoms and location as well as predictive failure making remote maintenance possible.

Remote maintenance has several competitive advantages including the reduction of time and costs.” The other significant issue facing every corporation and business leader today is sustainability. Mr. Itoh said: “We try to both continue our research and development to create new technologies and improve what we have available.”

“We are also working towards Japan’s sustainable development goals in the creation of eco-friendly products that contribute to the reduction of CO2 emission, in addition to our own energy creation.”

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Itoh Denki has remained a proud family business since its foundation in 1946 and that inherent spirit of innovation has been ever-evolving. Tetsuya Itoh said Itoh Denki will always remain true to its heritage as it builds into the future. “Our company’s DNA is deeply rooted in the Japanese *Monozukuri* culture and its work ethics. This means perpetually working towards a better quality at every level and by every member of our company.”

A global leader in the design and manufacture of motorized conveyor rollers



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