



Textile Machinery Business

Thoroughly Predicting the Call of the Market and Customer Needs



Air-Jet Loom (The JAT710)



Ring Spinning Frame (The RX240)

Environmental Responsibilities

- To help curb global warming by reducing the level of energy consumed during operation
- To reduce noise and vibrations during operation

Social Responsibilities

- To maintain and improve the reliability and durability of our products
- To provide after-sales service to enable customers to continue to use our products safely and efficiently

Responding to Customer Demands— from Product Development to After-Sales Service

The major textile production countries of recent years are China, India, Pakistan and Turkey. China, in particular, is the world's largest textile producer in terms of, production volume of synthetics, cotton yarn and silk thread, and export volume of clothing materials. The Chinese government has launched a number of industry promotion policies, including increasing the percentage of shuttleless looms from 28% to 40%, and the percentage of comber yarn from 25% to 30% over five years from 2006. These steps are part of the Chinese government's bid to transform the country from one that produces a large volume of textiles, to a country that is excellent in terms of quality, and which will be held in high regard by advanced markets. China is aiming to become the top textile producing country in the world, in both name and reality.

What supports the textile industry in China is Toyota Industries' air-jet loom, which has the largest global market share. The air-jet loom inserts weft yarn by air jet, significantly improving the productivity of the weaving process compared to the time required when the weft-inserting process relied on manual labor. In addition, with air-jet looms, premium textiles such as corduroy and cloth for down blankets can be weaved. The air-jet loom, however, is machinery that is difficult to manufacture, even in China, where remarkable developments in technology have been made.

Three years after its launch in February 2003, Toyota Industries' air-jet loom, the JAT710, continues to be extremely popular in China. In addition to the inclusion of a monitoring system that makes it easy for the customer to manage manufacturing procedures, the machinery attains a high speed operation of up to 1,250 rpm. A reduction in air consumption of around 20% compared to the previous model also means significant energy savings. It has also contributed to improvements in the working environment, as vibrations have been cut by around 30% compared to the previous model.

Demands for Air-Jet Loom in the World and China



Sales Units of Air-Jet Loom (Toyota)



Topics

Local Staff Supporting Local Customers in China

The nature of textile machinery makes after-sales service an extremely important part of the business. When a customer purchases our JAT710 air-jet loom, which is the world's top seller and one of Toyota Industries' mainstay products, our service technicians visit the textile factory to assist in the machine's installation and tooling, helping the customer to make the most of the machine's performance.

Because the textile industry in China is booming, the number of air-jet looms being sold there is increasing, with Toyota Industries alone selling more than 5,000 units a year since fiscal year 2003. Training of skilled operators has been unable to keep up with this increase, placing much demand on our after-sales service

operations. In response, in addition to our existing offices in Shanghai, Wujiang, Shaoxing and Jinan, we opened a new office in Changzhou in June 2006 to provide even more meticulous after-sales service to our customers.

In the belief that it is more effective if local Chinese staff take care of our Chinese customers, we proactively employ, educate and train local employees to develop them as sales and service staff. As part of those efforts, we have established a training facility at our Shanghai Service Center, which is also used for customer training.

We expect to steadfastly maintain our stance of contributing to our customers' business not only through the quality of our products but also through the quality of our sales and after-sales service.