

About TOTANI



Leading company in manufacturing industry

For over half a century, Totani Corporation (HQ: Kyoto, Japan) has manufactured pouch and bag making machinery. Since its incorporation in 1961, Totani machines are now located in over 60 countries all over the world and are highly regarded by well-established companies.

Totani Corporation continues to excel in leading the industry in pouch making machinery.



Profile of TOTANI

Introduction of our overview



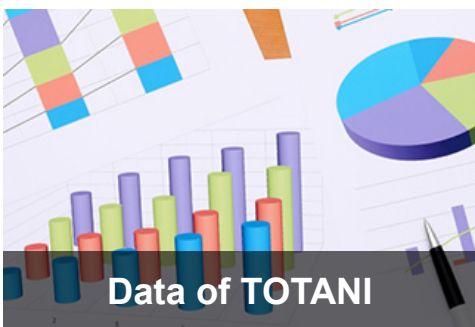
Management Principle

Management principle of President



Our Products

About our pouch making machines



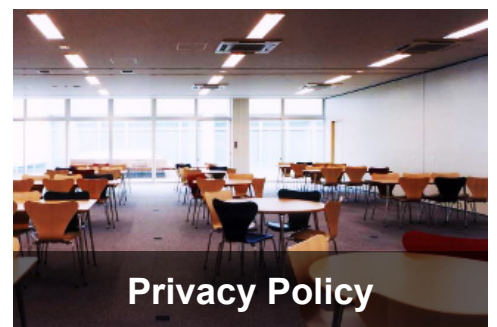
Data of TOTANI

Trend in sales volume, employee number and organizational structure



World Wide Locations

Introduction of bases and agencies for sales and technical services in the world



Privacy Policy

Our privacy policy

Profile of TOTANI

Company name	Totani Corporation	
Address	5-81 Nakakuze-cho, Kuze, Minami-ku, Kyoto 601-8213 Japan	
Phone	+ 81-75-933-7610	
Fax	+ 81-75-933-7602	
Representative director and president	Ryuichi Totani	
Line of business	Design, manufacture, and sale of automatic bag (pouch)-making machines	
Founded	1952	
Established	1961 (Incorporated)	
Capital	100 million yen	
Annual sales	11,619,000 thousands yen : The January, 2025 period	
Employees	219 (Domestic) 202 (worldwide) : as of Jan.2025	
Headquarters plant site space	Approximately 6,816 m ²	
Headquarters Plant building space	Approximately 3,990 m ²	
Export countries	Germany, France, Switzerland, Austria, Russia, Turkey, United States, Canada, Mexico, Brazil, China, Taiwan, Korea, Thailand, Indonesia, India, 60 countries including Australia	
Factories	Head office and main factory	5-81 Nakakuze-cho, Kuze, Minami-ku, Kyoto 601-8213 Japan
	West factory 1st & 2nd	5-15 Nakakuze-cho, Kuze, Minami-ku, Kyoto 601-8213 Japan
	South factory	106 Tonoshiro-cho, Kuze, Minami-ku Kyoto 601-8205 Japan
	East factory	4-44 Nakakuze-cho, Kuze, Minami-ku, Kyoto 601-8213 Japan

Management Principle

Totani can contribute to society and create new value.

Plastic film pouches are essential to various fields from ordinary package for retort food, pet food and cleanser or shampoo refill to medical package for infusion or sterilization. Totani Corporation has been supplying plastic film pouch making machines that are useful to society and are appreciated by customers for half a century.

The activities of Totani Corporation are based on the following principles.

- Manufacturing useful for human resources and environmental protection
- Manufacturing is wealth creation
- Always achieve the best performance by the original development technology. Never rely on imitation.
- Fair corporation activities
- Protect brand and save credibility
- Employee is a great asset to Totani. Totani's high-priority issue is respecting employees.

In our manufacturing, improvement of life quality and contribution to environment or energy saving are always taken into consideration. And, our manufacturing motto is to create products with the top performance purchased by customers in the world. Therefore, we challenge the development of our original technology, even if it is risky. Our manufacturing motto is to always bring out new products by ourselves, not to rely on imitation and to stick to our original development technology.

At present, the critical issue in the packaging technology field is to use less resource or energy to create reusable or recyclable products. Plastic film pouches useful for environmental protection or reduction of carbon dioxide emission attract interest from society. Then, we used our original technology to develop and disseminate Box Pouch useful for resource or energy saving or reduction of environmental load.

Manufacturing is supported by human resources. I think that newly created technologies are handed down in employees. Therefore, we recognize that the high-priority issue in management strategy is to respect employees. Then, we aim to offer challenging atmosphere or fun and proud jobs to employees.

Furthermore, we must remember credibility as enterprise. Our principle is fair jobs inside or outside Totani and fair contact with partner enterprises as well as customers. Totani Corporation values credibility, not immediate benefit. Even if our products are not in the warranty period of three years when failure occurs in them, we repair or improve them without charge to protect our brand, regardless of where responsibility lies. Reduction in quality, insufficient development capability or service degradation because of pursuit of immediate benefit erases credibility or competitive strength of our brand. We can only exist with customers or partner enterprises. Therefore, we always contact customers or partner enterprises fair and honestly.

We continue to create wealth and be a company essential to society by expanding Japanese manufacturing technology from Kyoto onto the world and solving the issues in the industry of pouch and bag making machine.

Totani Corporation moves ahead toward the next five decades.

Mikio Totani

Chairman of Totani Corporation

Totani's management vision for the future as seen in the Newsweek/Worldfolio interview.

Newsweek

Original article published in Newsweek on March 24th, 2023. Written by the Worldfolio

'Think Sustainable': packaging machinery for a greener future

A leading manufacturer of pouch making machines, Totani Corporation is leading the way when it comes to developing solutions for a greener future.

Amid increased competition from regional peers in recent decades, Japanese companies have continued to excel in niche manufacturing fields characterized by high-mix, low-volume production. That is certainly the case for Totani, a leading manufacturer of pouch making machines whose in-house developed technology and after-sales service is second to none.

"What we have cherished over many years is our ability to focus on niche fields and through that, we gained a position as the number one in the global market," says president Ryuichi Totani. "Over the past 50 years, we have developed new technologies on our own without outsourcing. What we are producing now has come as a result of that accumulated technology that we have focused on over many years."

Totani's reputed after-sales services have been heavily guided by the Japanese spirit of *omotenashi*, the basis behind the nation's famous hospitality. For Totani, the installation of its machines – which may last for 30 years or more – is not the end goal for the company, but the beginning of its service. "One of our biggest missions is to support our customers long after the sales of our machines," states chairman Mikio Totani. "We believe the essence of our success is the success of the customer. We aim to provide a concierge-like service; we can listen to our customer's needs in detail and resolve any problems they might have."



ST-30



"When it comes to new materials, one of the strengths we have is that we have accumulated test data going back 20-30 years."

Ryuichi Totani, President (left), Mikio Totani, Chairman (right), Totani Corporation
www.totani.co.jp/en

As a result of this dedication to after-sales service, and thanks to the possibilities brought about by new technologies such as IoT and Big Data, Totani has developed its Data Communications System (DCS). By providing a large amount of usable data in real time, the DCS enables Totani's clients to improve efficiency, track the cause of bag defects, and monitor the operation status of machinery. "When you deal with machines and operators there are always some mistakes, and this DCS system can trace back and see what happened should a mistake occur," the chairman explains. "We are able to trace such data using this system and this gives us the ability to enhance the quality of production going forward."

Having such a close relationship with the customer has allowed Totani to keep up with the needs of the market, such as the demand for smaller packaging and environmentally friendly solutions. The company invests heavily in R&D and harnesses



BH-60DG

the power of data to develop world-class machinery such as the CT40, which can make stand-up pouches from a single film roll, whereas conventional machines require two film rolls. The advantage of the CT40 allows for high-mix, low-volume production and sudden design changes, while the machine can also make smaller-sized bags, which are in high demand these days.

Due to environmental concerns, demands are also high for Totani's recyclable pouch making machine, particularly from clients in Western countries. "We have accumulated special technologies to enhance productivity and speed, so with these in place, I believe that we are able to cater to the new demand for eco-friendly materials," adds president Ryuichi Totani. "When it comes to new materials, one of the strengths we have is that we have accumulated test data going back 20-30 years."

Thanks to the development of such machines, Totani's sales have tripled in recent years, increasing from 4 billion yen in 2010, to 12 billion yen (\$89 million) in 2019. However, profit is not the company's only goal; so too is contributing to a sustainable society.

"We have a history of focusing on the development of new materials, such as recyclable and biodegradable materials," says chairman Mikio Totani. "In that sense it can be said that we have been incorporating an SDG (the U.N. Sustainable Development Goals) perspective into our management over a long period of time. We adopted 'Think Sustainable' as our company slogan and are determined to contribute to a sustainable society through our pouch making machines, while pursuing sustainable management."



- Newsweek International (March 31 - April 07 2023)
- Worldfolio Global Site: Totani: Creating Pouches for a New Era of Green Manufacturing

Please see the interview article via QR code.



About our pouch making machines



Totani's original idea, technology and development, power change the common sense of pouch making.

Our pouch and bag making machines use various film materials to make pouches with storage stability and heat resistance. Totani machines make high-speed, high-quality pouches, in various shapes, which can be used in a wide range of fields. Examples are, food packing bags (retort curry and tea leaves), pouches for commodities (cleanser, etc.), pet food bags and infusion bags for the medical field. On this site, you can find the shape of pouch that you would like to make, along with product number, to search for the features, advantages, standard specifications, bag dimensions and other detailed information.

Totani products are born from original ideas.

Totani is not focused on originality for its own sake. We began our own original development when the technology, configuration system, software, or other element that we required could not be found anywhere in the world. This development and our pursuit of perfection resulted in the creation of original Totani products. As both a top company in the industry and a leading manufacturer of packaging, Totani will continue to pursue new technologies based on original ideas in the future.

A revolutionary control system that stunned the industry

In 1976, Totani developed the industry's first packaging system that operated round-the-clock using microcomputer control. At that time, even the automobile industry had not yet adopted microcomputer control.

This development was conducted using a mainframe computer through an agreement with NTT (which was at that time Dendenkosha). A tremendous amount of time was invested in the trial-and-error development of self-diagnosis functions and other elements. In 1977, we developed the BH-600 three-side-seal automatic bag-making machine. Totani developed the image sensor and microcomputer on the hardware side, and the interface and sensor circuit with modern control logic on the software side.

Now "microcomputer control" is nothing unusual, even in household appliances. However, at that time, it was an unfamiliar word. Nonetheless, our customers praised Totani microcomputer control for its high performance and ease of use.

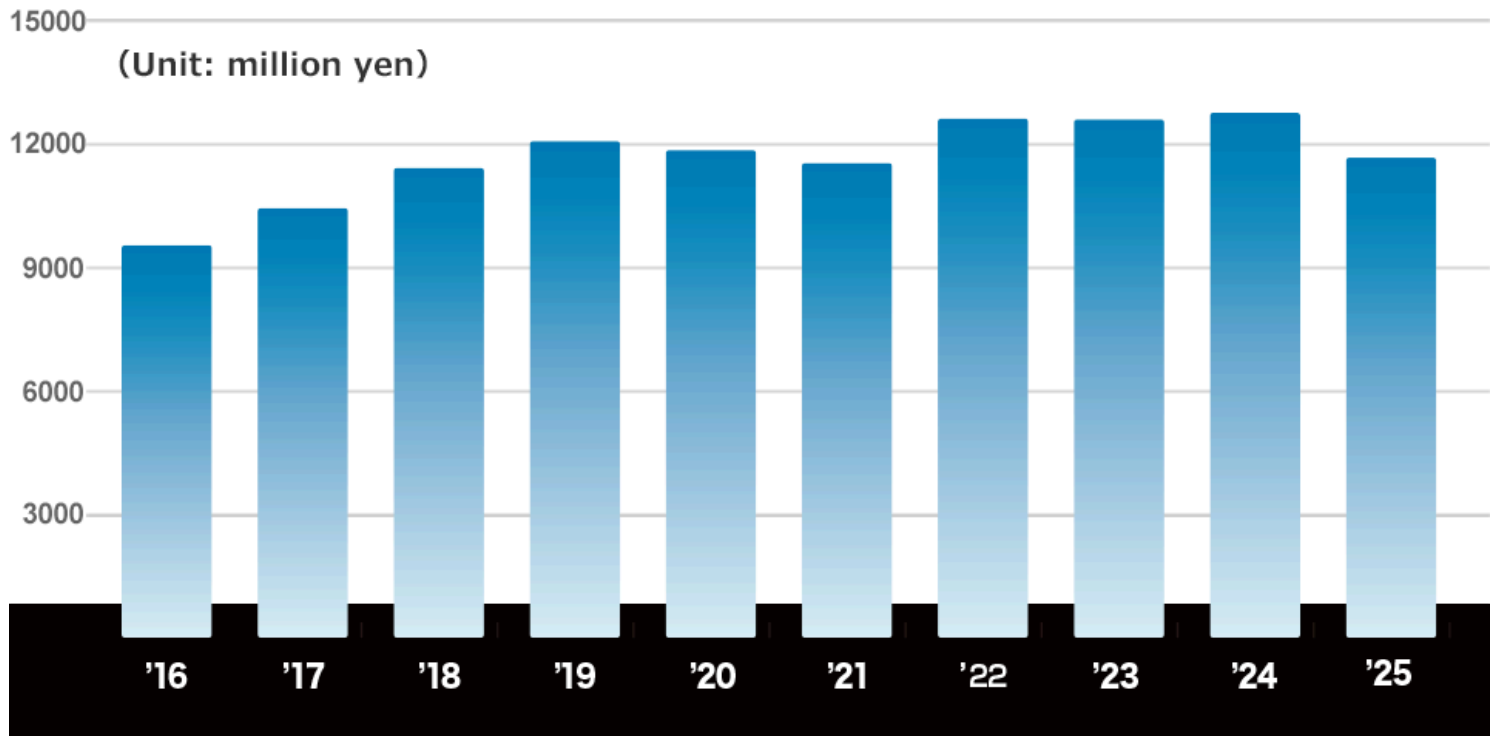
The new product of AC servo which we released in 1987 transformed the concept of control, and gave the industry a strong dose of culture shock. In 1989, we developed the heater up-down servo drive, and completed the basic form of the latest bag-making machines. An accumulation of these technologies has become the solid technological strength of Totani. Our worldwide customers recognize that Totani is the number one source for bag-making machines in the industry today.

Even overseas, "Totani" is synonymous with bag-making machines.

The international market is unforgiving in its evaluation of capabilities and cost performance, however Totani has succeeded in gaining the overwhelming support of its customers. We now export to over 50 countries, and exports account for approximately 60% of our total sales. Our customers include P&G, Dow Chemical, and a long list of other globally-recognized companies. Environmental concerns and other social contributions are an important corporate theme. Totani gives priority not just to economic efficiency, but also works to incorporate global-scale environmental concerns. From this perspective, how the pouches can be disposed of as trash is an important issue. Therefore, Totani continues to research and develop new technology for pouches, with a focus on environmental problems.

Data of TOTANI

Sales Achievements



FY2016	9,526,000	FY2021	11,489,000
FY2017	10,372,000	FY2022	12,566,000
FY2018	11,380,000	FY2023	12,546,000
FY2019	12,020,000	FY2024	12,705,000
FY2020	11,800,000	FY2025	11,619,000

FY 2025: 2024.1.21 - 2025.1.20

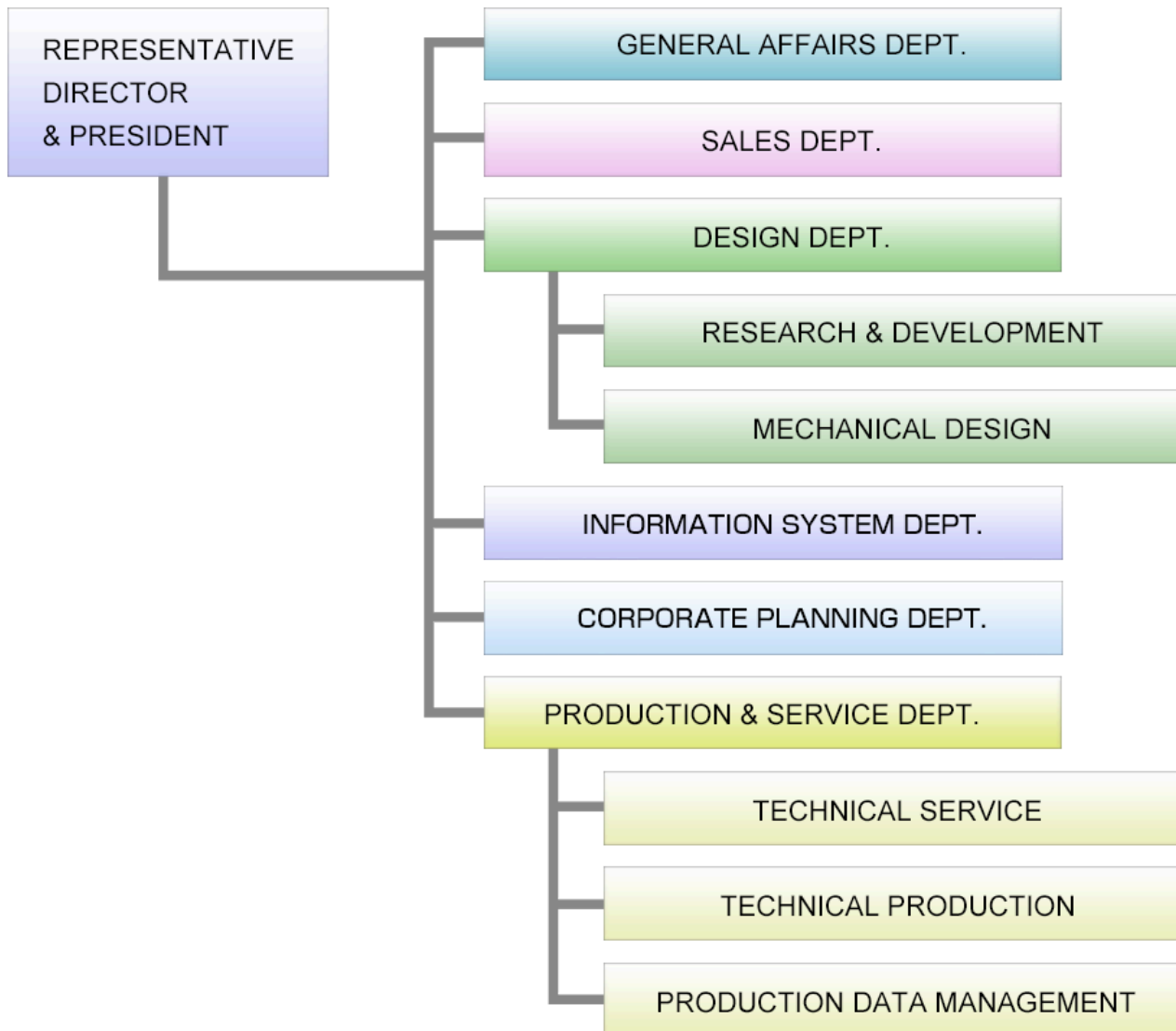
(Unit: thousands yen)

Number of patents held by Totani Corporation

Patent Pending	Domestic: 13 Overseas: 44 Details: United States 11, India 2, China 13, Europe 18 (PCT application <international phase> 0)
Registered Patent	Domestic: 71 Overseas: 123 United States 41, Canada 7, Thailand 3, India 15, China 28, Brazil 3, Korea 2, Europe 24.

As of January, 2025

Organizational Structure



World Wide Locations



Totani Corporation

Japan



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America



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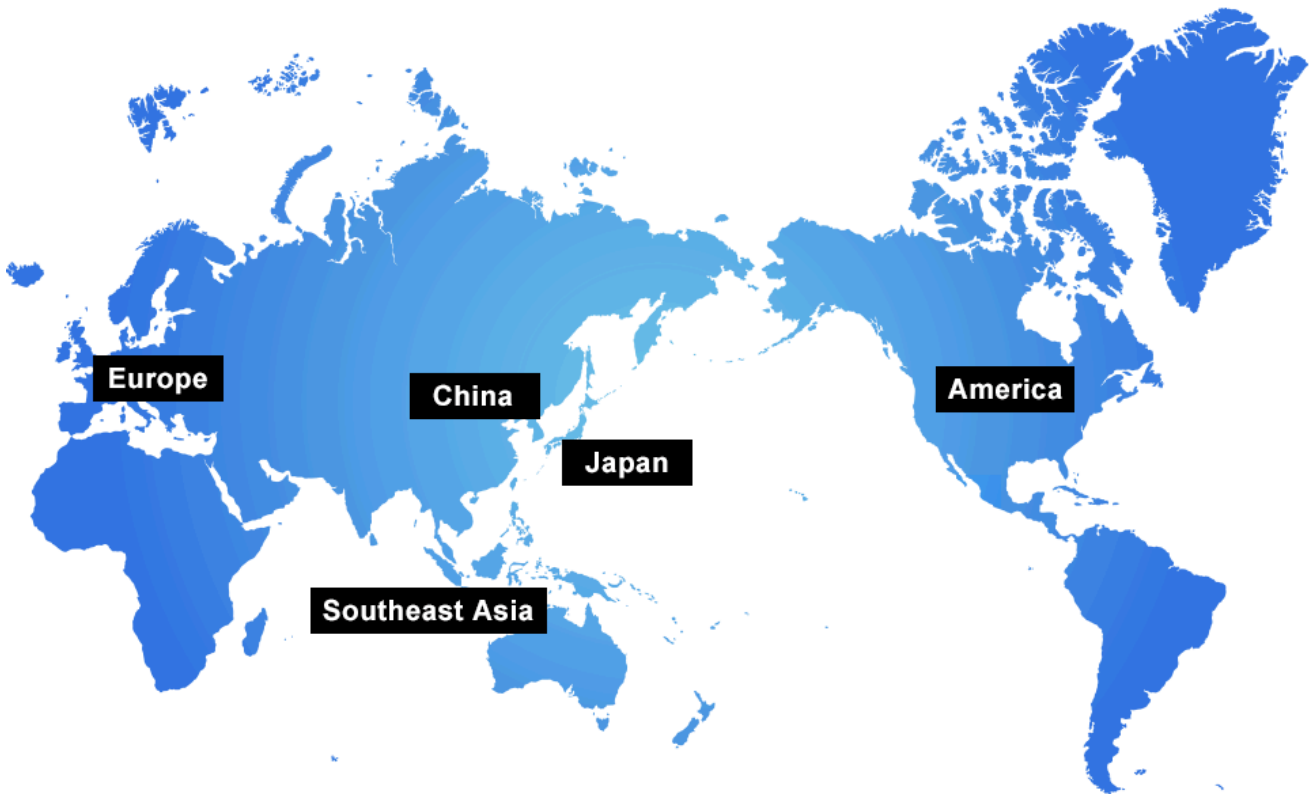
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Privacy Policy

Totani Corporation. (hereinafter referred to as "Totani") hereby establishes the following stipulations pertaining to the handling of private information in the possession of Totani, based upon Japan's Private Information Protection Law and related laws and ordinances, the guidelines and policies determined by Japanese government ministries pertaining to these said laws and ordinances, and private information protection management rules and other designations determined by Totani.

1. Totani hereby sets forth the following basic policy pertaining to the handling of private information.

- Private information in the possession of Totani shall be used only by Totani.
- Purposes for use of private information shall be specified, with notice provided to the parties in question upon acquisition of such information.
- Parties in question shall be informed of the sphere of users of private information, with the consent of such parties obtained as deemed necessary.
- A thorough system of control shall be adopted to prevent the divulgence of private information.
- Private information shall not be used for objectives outside of the stated purposes.
- Private information shall not be obtained in an illicit manner.

2. Private Information Use Purposes

Private information acquired by Totani shall be used for the purpose of supplying products, parts, services, technologies, know-how and other entities in the possession of Totani.

while notice shall be given of the use purposes at the time of acquisition.

Specific use examples include the following types of cases.

- Sales activities to supply instructions or proposals concerning products or parts handled by Totani, as well as other information concerning Totani's products.
- Service activities to furnish trial runs, maintenance, training and other support for Totani's products to customers of those products.

3. Website Information Safety Control Measures

- Totani shall manage and store private information under a strict control system, making every possible effort to strengthen the level of security to ensure that the information of the parties in question is not lost, destroyed, falsified or divulged to third parties.
- When being supplied with private information, Totani shall take precautions against illicit access by third parties by encrypting information through the Secure Sockets Layer (SSL) scheme or other means, in striving to maintain safety within a rational sphere.
- Totani shall not assume responsibility in the rare event of damages suffered by the parties in question or third parties as a result of illicit actions by hackers or others that exceed the sphere of the security measures in force.

Totani Corporation

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