



**SANKO TECHNO**



**Front-Runner of Mechanical Expansion Anchors in Japan**

SANKO TECHNO has been centered on post-installed anchors and extended to manufacture and sales of drill bits, assorted fasteners, electric/hydraulic tools, composite materials, including trading these products and managing constructions. One of the highlighted products is its self-developed metal expansion anchor called "All Anchor" for driving a core rod into a substrate and enabling visual confirmation of correct installation. Today, the company has taken a market share up to 40% in Japan. Recently, it has been co-developing products and construction methods with industry partners, government, and academia to solve the aging of infrastructure.

It has branched out overseas to Taipei where it primarily engages in facilitating goods import and discovering new products to be sold in Taiwan. In Vietnam, it mainly develops and sells post-installed anchors locally. In Thailand, it manufactures post-installed anchor products for Japan and conducts local and international sales. Currently it has 11 sales locations, 3 production facilities, 1 R&D center, and 2 logistics hubs across Japan.

**SANKO TECHNO, 60 Years of Glory and Beyond**



▲ President Hideto Horage

**Story Behind the Signature Product "All Anchor"**

"Starting from All Anchor, we have repeatedly developed products in response to user requests and given birth to various types and sizes of products, and from there we have achieved a whopping 40% share in the Japanese post-installed anchor market. All Anchor marks our significant milestone. Shortly after our establishment in 1964, we received customer requests for a safe concrete anchor. Then we saw and were inspired by the movie "Moby Dick" characterized by a scene where the lead character strikes a whale with a harpoon. The tip of the harpoon expands to prevent coming loose from the whale, which gave us the idea to make the driven anchor expand to fasten securely," said SANKO TECHNO.

The Japanese market is challenged by higher material and distribution cost, higher energy price, shortage of skilled labor and less equipment investment, but the company believes that public investment based on Japan's National Resilience Plan and similar initiatives is progressing steadily. In response, the company will aim for an annual 3% increase in labor costs and is focusing on recruitment to enhance sales capabilities of regional offices. It will achieve stable supply through establishing and renovating automated warehouses. It will also pursue mergers and acquisitions to expand and diversify existing businesses, striving for further growth. Overseas, the company is eyeing global (especially in emerging nations) infrastructure demand which requires high strength and highly durable anchors. SANKO TECHNO concludes: "As a creative proposal-driven company that shares inspiration with our customers, we will continue to strive to contribute to the society."

▼ Tensile test at that time



Creating All Anchor was far from easy. "The challenge was managing heat treatment to enable this anchor to be secured in hard concrete. We struggled for more than just a year or two to find a breakthrough, but we persevered, creating hundreds of prototypes and testing each one. Ultimately, the final product that emerged from this effort continues to be a long-selling success even now," said the company.

**More Than Just Anchors**

Apart from anchors, "Techno Tester Series" is a self-designed and developed non-destructive tensile strength tester to easily verify the strength of post-installed anchors on-site, tailored to meet diverse requirements found in various test occasions for equipment, seismic resistance, and civil engineering.

Sales of SANKO TECHNO Group for Six decades

