

B-c-2 Interview with a Production Partner Company

company, my superior told me that I should not expect to win business from HORIBA. However, I think this remark was intended to encourage me, meaning that I ought to stand on my own feet and do my best. The reason I say this is that in the end I received orders from HORIBA immediately after I quit the company (laughter). That former superior of mine gave me a great deal of mental support even after I left the company.

Providing numerically demonstrable super-high quality with making constant efforts to stay a step ahead of the times

When doing business, I think the most important thing is to determine at a given point in time whether my company is ready to handle what the world needs at that moment and, furthermore, to determine what my company can do to meet the needs of the world. When working, one should look one step ahead of the times. If one looks two to three steps ahead, one tends to give up thinking that progress is impossible. However, anyone can look a single step ahead. This is also part of our company's slogan, "Look one step ahead of yourself and the times." Each morning, I recite it together with all of my employees.

As the name "Crystal Optics" suggests, we attempt to make our minds as clear and transparent as crystals when talking with our customers. If our attitude is clear, so too will the attitude of our customers be. Anything we gain from our communication we will always return to our customers. Our relationships with our customers

come to nothing unless they are win-win. That is the meaning of taking a clear attitude toward customers.

Crystal Optics has assembled a large number of the world's best measuring instruments. Using data obtained by such first-rate measuring instruments, we objectively prove that the products we deliver to customers are of high quality. I believe that accurate figures are the best proof of product quality, which gives customers a sense of security and gains their trust.

When I worked for HORIBA, the company forbade employees from buying expensive measuring instruments even if they wanted them. Naturally,



Super-precision lathe



Example of processing by a super-precision lathe (mirror for reflecting telescopes)

HORIBA decided whether to buy instruments or not based on whether their introduction would increase profits. Usually, such requests were rejected. Therefore, I made my own measuring instruments and I also modified the existing grinding machines by myself. In the end, all these efforts positively impacted the rest of my life. Crystal Optics has enjoyed a long business relationship with HORIBA as one of its production partner companies thanks to the training I received while I was an employee there. This experience also leads to the development of my attitude toward my current job, and I am truly grateful for this.



Corporate profile

Crystal Optics Inc.
Head office factory: 4-25 Imakatata 3-chome, Otsu, Shiga Prefecture 520-0241
Business operations: Super-precision grinding (stainless steel, metals, ceramics, new materials, optical crystals, etc.); super-precision smooth grinding (smooth grinding of metals and super-hard, equally plane surfaces as well as circle grinding); precision machining; and manufacture and sale of LED lighting apparatuses