



# **CODIPRO, among the European railway heavyweights that made their marks in Japan**



**CODIPRO** [1] is a European railway company from Luxembourg that designs and manufactures patented safety swivel lifting rings for the railway sector.

With more than 40 years of experience, the company has quickly become a major player on the international market by providing lifting equipment distribution professionals with prime expertise and cutting-edge technology.

Benoit Cop, Export Manager at CODIPRO, joined 46 other **European railway innovators** on the **first EU Gateway | Business Avenues [market-scoping mission in Japan for Railway Technologies & Services](#)** [2].

The company had a booth at the **[Mass-Trans Innovation Trade Fair](#)** [3] in Chiba City, in the Tokyo Metropolitan area, and **12 pre-arranged business meetings with local companies** during the mission week, thanks to the EU-funded initiative.

True hits were the company's biggest mover items, the Double swivel ring / Double swivel shackle and the Swivel eye bolts which drew the attention of the Japanese prospects.

Besides exhibiting samples, literature, as well as detailed technical catalogues, CODIPRO also **launched its brand new range of products called GRADUP** [4] into the Japanese market. The GRADUP products offer the highest working load limits on the market. Each non painted part is zinc-coated to offer a better protection against corrosion.



Due to the scale of the event, the business mission was the best chance for CODIPRO to introduce this new product range to its distributors and potential customers.

On top of exhibiting its best and newest products, CODIPRO took the opportunity to reinforce its partnership with local Japanese company FAR EAST INDUSTRIAL CO LTD and **establish several new long-lasting collaborations.**



“We also met with 5 distributors from Osaka, Nagoya and Tokyo. They specially came to the show to meet with us and attend the official reception held at the Europa House in Tokyo.” — Antoine Mahin, Communication Officer, CODIPRO (Luxembourg)

Thanks to the participation to this market-scoping mission, the company sees great potential for

furthering its expansion on the Japanese market and tremendous impact on new revenue generation.



“We expect a significant growth in the next 2 years thanks to our partner’s work and our joint meetings to the end-users.” — Antoine Mahin, Communication Officer, CODIPRO (Luxembourg)

According to the company officials, **the programme unlocks new opportunities for European companies to reach and successfully enter a particularly challenging market.**

“We had already studied the market a few years ago. But thanks to the EU Gateway | Business Avenues programme, more doors opened up for us in Japan.” — Antoine Mahin, Communication Officer, CODIPRO (Luxembourg)

Given its success in Japan, the company is also looking at other Asian markets for potential business development, such as South Korea and China.

EU Gateway | Business Avenues is open for applications for upcoming business missions to Asia. **Find the opportunity that is right for your company and the information necessary to apply in [our mission calendar](#) [5].**



More info on [eu-gateway.eu](https://www.eu-gateway.eu)

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**Links**

[1] <http://codipro.net/>

[2]

<https://www.eu-gateway.eu/business-missions/missions-calendar/railway-technologies-services-japan>

[3] <http://www.mtij.jp/english/>

[4] <http://codipro.net/en/gradup-range>

[5] <https://www.eu-gateway.eu/business-missions/missions-calendar>