



SPN NEWS

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NEW "BEST" BRAND KICKS OFF



Three groups start promoting unified brand

A press conference was held in Tokyo by three major recycled auto parts sales groups, Big Wave Co., EcoLine Co. and SPN Co., which formed "Best Recyclers Alliance. Leaders of the allied firms confirmed that they will promote the BEST brand to each member firm.

A newly designed BEST logo was unveiled at the conference. It will be used in a joint newspaper of the allied firms and other BEST activities. The design of the logo was created based on proposals applied from each group member. Around the image of the earth, three stars are arranged to jointly send a message to the global environment. An additional star will be adopted if a new group joins BEST.

The secretary office of the new brand will be set up in EcoLine's facility. Members of the BEST alliance total 258 firms, or 297 operation sites. Group net sales are expected to be nearly 40 billion yen, which is on a par with those of the market leader NGP.

"The three allied firms have their own strength. SPN has expertise in staff training, while Big Wave features practical business solutions. EcoLine has close relationships with business partners," said SPN President Kitajima, suggesting that the three firms will be involved in joint activities for BEST by

utilizing their strengths. "We want to actively serve the BEST activities toward the development of the recycling industry rather than pursuing personal gains of each company," said EcoLine President Imahara. "We will also develop ways to mutually survive in the future market," said Big Wave President Hattori.

The three leaders will welcome participants from other groups who agree with the BEST activities. <Daily Automotive News March 22 issue>

SPN urges members to actively participate

New group policy was chosen at the general meeting

The 7th SPN Club General Meeting was held on March 17 at a hotel in Tokyo. This year the group announced a new policy which obligates members to participate in the group's activities. The name of the group was also changed from SPN Club to SPN Group in order to strengthen its organizational performance. The proposed activity plans for the new business year were approved unanimously. The new plans include: 1) strengthening SPN's organizational power; 2) raising awareness of used auto parts and expand the sales channel; and 3) aggressively be involved in the new SPN Group activities.

SPN was established as a user group of the Super-Line system and it has been letting members do as they please so far. Now SPN has changed its way and obligates members, including forced attendance of the annual general meeting. With this direction, SPN will help members to survive under hard conditions of the recycling business as the number of ELVs is likely to shrink in the future market.

"Some members did not attend meetings at all. The group's operations were mostly done by the same persons. That's unfair," said group president Kurihara. "In order to resolve

this issue, we need to strongly help members to closely communicate with each other."

The steering committee of the reshuffled group will be joined by the president, vice president, secretary general, three department managers, and SPN President Soshu Kitajima.

<Daily Automotive News March 22 issue>



SPN Club President Kurihara

9th SPN General Meeting held

SPN Co. held its 9th general meeting at JAL City Hotel, located in Shibaura, Minato-ku, Tokyo. Activity reports and financial results, as well as proposed budgets for the next business year were presented from both SPN Co. and SPN Club. All proposals were approved by the attending members.

After the meeting, a reception party was held for about 180 participants, including guests from other industry groups.

SPN Club President Kurihara delivered the opening message. "Last year SPN Club was unable to play a great role due to the disaster. But we all joined forces in one united body to assist disaster relief activities. From today, we want to enhance our organizational power to develop the auto recycling industry as one powerful group." After that, speeches were given by related industry groups' leaders, and EcoLine Co.'s President Imahara gave a toast before the attendees had pleasant talks with each other. <Metal Recycling Japan March 23 issue>



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RECYCLERS TODAY

Mitsumori Corp. launches "Kizuna" operation to help repair factories' recovery

In order to help Miyagi Prefecture-based auto service factories, which were damaged by the March 11 Great East Japan Earthquake and Tsunami last year, automotive recycler Mitsumori Corp. launched the Kizuna Operation this month. The one-year operation will be carried out until February next year. Under the disaster relief support project, the company will collect 2% of its sales coming from rebuilt parts sales and donate that money to damaged factories through the Miyagi Auto Service Promotion Association (MASPA). It is the second firm in Tohoku to launch a disaster relief support project following Sankei Shokai Co., Iwate Prefecture.

"We have seen that many auto service factories in Miyagi were seriously damaged by the disaster. Nevertheless some began sales activities despite difficult conditions. We decided to start something to help their recovery as early as possible," said President Moriya.

The project chief leader, Mr. Suzuki, will steer the operations jointly by sub-leader Ms. Shimizu. As of February 28, a total of 18 rebuilt parts makers, which have partnerships with Mitsumori Corp., agreed to support the project.

The money flow of the project will be monitored by two auditors of third parties: Sendai Chamber of Commerce Vice Chairman Mr. Watanabe and Miyagi Mid- to Small-scale Companies' Association Secretary General Mr. Naheda. An audit

report will be presented twice a year to supporting rebuilt parts manufacturers. The collected money will be donated four times in total, or once every three months.

MASPA Managing Director Mr. Watanabe said, "Mitsumori Corp., which was also damaged by the disaster, has decided to provide long-term support for us. It is very appreciative." About 330 MASPA member auto service factories were damaged by the disaster. Of those, nearly 180 factories were seriously damaged, such as a total loss, and 30 firms went out of business as they were not able to see the way to recovery.

The supporting rebuilt parts manufacturers of the Kizuna Operation are Japan Rebuilt Co. (Osaka), Shin-Etsu Denso Co. (Nagano), Links Japan Co. (Aichi), Urawa Industry (a division of Matsui Universal Joint Corp., Chiba), Repeat Co. (Osaka), Japan Warehouse Co. (Tokyo), Shin Keiyo Diesel Co., (Tokyo), BRE Kanto Co. (Saitama), Yokohama Generator Supply Co. (Kanagawa), Plus One Co. (Saitama), Angel Planning Co. (Tokyo), Jidosha Kiki Hanbai Co. (Osaka), Gull Wing Co. (Hyogo), Koyo Carburetor Co. (Osaka), Marufuku Jidosha Co. (Iwate), Super-Line Tohoku (Miyagi), Ito Parts Co. (Chiba), and Turbo Techno Service Co. (Tokyo). <Daily Automotive News March 9 issue>

First BEST training course held

SPN Co. and SPN Club jointly conducted their 7th Basic Training Seminar for new employees of member firms at the Aichi Youth Recreation Hall, located in Okazaki City, Aichi Prefecture. It was also the first training seminar for the newly formed BEST group.

Through the 2-day course, participants



learned basic knowledge on the recycled parts business as well as desired behavior and attitude as a workforce.

Big Wave Co., EcoLine Co. and SPN Co. formed the BEST recyclers' alliance in January to accelerate mutual transactions of recycled parts as one united brand. The above-mentioned SPN Basic Training Seminar was a joint BEST event and attended by 53 new employees from 31 member firms. In the basic seminar, participants also had an opportunity to know how recycled parts are traded among member firms through the GateWay System. On the second day of the seminar, under the theme of "Kizuna", reports on disaster relief activities, including damaged car removal work, undertaken by recyclers, were introduced to the participants in order to deepen their knowledge on the recyclers' efforts.

Participants are expected to be involved in their daily work at each firm by utilizing knowledge learned through the basic seminar. <Daily Automotive News March 8 issue>



Interview with JAERA Vice President Itami

JAERA begins rare earth metals recycling project in Hokkaido

The Japan ELV Recyclers Association (JAERA) completed its collection step of the rare earth metals recycling project, which is a support program approved by the Ministry of Environment's Advanced Collection Scheme Project. Hokkaido-based JAERA member recyclers successfully collected rare earth metals from 2,000 ELVs by January this year. They will go to the next steps to examine standardization of collection and storage methods as well as cost performance. In March, a report, which includes analysis of collected materials, will be submitted to MOE. Daily Automotive News interviewed the project chief Mr. Itami.

Q. Why did you join the project?

<Itami>: It is becoming increasingly important to secure rare earth metals, which are essential to next-generation automobiles.

Japan will be a recycling leader of the world. We wanted to act and achieve something to help that move. Last October, we saw MOE inviting participants in the Advanced Collection Scheme Project and then applied for a proposal that a team of small-scale dismantlers will work with ELV-based rare earth metal recycling. MOE chose us.

Q. How did you do the collection steps?

<Itami> During last December through this January, we conducted collection work at 5 firms in Hokkaido, 12 firms in Yamanashi, and 4 firms in Chiba. The target items were engine computers, airbag controllers and oxygen sensors. Through the secondary separation process, they were separated into materials, including computer chips and couplers of airbag controllers. Refinery firms are involved in the analysis and evaluation of each material.

Q. Why did you choose sites in Hokkaido, Yamanashi and Chiba?

<Itami>: We thought we would find differences in recycling performance which would be affected by regional characteristics. Recycling in Hokkaido should be conducted in a vast area and requires long distance transport. In Yamanashi, small-volume collection of various types is necessary. In Chiba, large-volume collection should be done in a short

time. On March 7-8, we will hold a participants' meeting to discuss operational conditions and improvement. That will be an important to enter into the next project steps.

Q. Your team have collected 2,000 ELVs.

<Itami> We have successfully achieved the target number despite a short time for preparation. We have to express our appreciation to all participants. It was found that at least 1 ton of materials are necessary as the minimum to deliver it to a non-ferrous refinery, which means 5,000 units of ELVs. That will be possible if the nationwide dismantlers join forces.

Q. How did you feel about that involvement?

<Itami> Today we cannot do creative business if we fail to recognize that dismantling is a recycling business. We believe that even small-scale firms can achieve a big goal if they team up. We want to meet with many others from related industries to talk about the direction of automotive recycling.

Q. What will you do from now on?

<Itami> We are planning to compile the project results in a leaflet and send it to our members. In late March, we will submit a report to the Ministry of Environment. <Daily Automotive News March 3 issue>