



SPN NEWS

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Tokyo Head Office: Shinwa Bldg. 1-2-2-7F

Nihonbashi, Chuo-ku, Tokyo, JAPAN 103-0027

Phone: +81 3 3548 3010 / Fax: +81 3 3231 4690

ACROSS THE GROUPS GATHERING IN SENDAI

Recycled auto parts sellers in six Tohoku prefectures

78 representatives from 7 groups join forces to cultivate business opportunity

A gathering for automotive recycled parts sellers in the six Tohoku prefectures was held on August 24 at a hotel in Sendai. It was the fifth annual event of such kind and this year successfully attracted a total of 78 representatives of recyclers and rebuilt parts makers. Attendees experienced a meaningful time and enjoyed active information exchanges through the event. Tohoku is the only region in Japan for recyclers to gather from different groups. Daily Automotive News Tohoku Branch Kensaku Akita reported.

Tsunami disaster. This year, representatives came from major recyclers' groups such as the NGP Automotive Recyclers Association, System Auto Parts, Big Wave, EcoLine, SPN Group, Broadleaf, A-Japan, as well as from rebuilt parts makers.

Gathering manager Daiko Shoji Co. Managing Director Domon, SPN Group, addressed an opening message, "We greatly appreciate that a total of 78 people came to this year's gathering. We believe the use of recycled parts will increase in the future. The unity of the power of all recyclers will create a big opportunity for our business."

A memorial lecture of the gathering was given by the lecturer, Tenri Kogyo Co. President Todo, who operates an auto repair service firm in Tenri City, Nara Prefecture. President Todo introduced his own experience to the audience under the title of "A lesson from a red-inked company. Let's make our companies better for each other!" He joined the auto service business from another industry as a successor to the owner and then strove to improve the firm's profits and to build human relationships with experienced staff. There are company owners, younger presidents and candidates for such positions in the audience. "The experience of President Todo must help those younger leaders," said Domon who arranged the lecturer for the gathering. The alternation of generations has progressed in the auto recycling industry. The memorial lecture encourages potential owners to make a conscious effort to become new leaders of the auto recycling businesses.

Meanwhile, the industry continues to face harsh business conditions, including procurement cost hike of end-of-life-veh-

cles, as well as the transport cost rise of reuse parts. It is still hard to resolve these issues within a single group. Reuse parts sellers thus are shifting their operations to "local production for local consumption."

Active talks and discussions among top management were often found in the gathering. It is a meaningful event for recyclers. Under the "Tohoku Spirit", recyclers from different groups can gather and make the corporate constitution strong. <Daily Automotive News August 29 issue>

6th Asian Automotive Environmental Forum to take place Sept. 4-6 in Seoul

The 6th Asian Automotive Environmental Forum (AAEF) is scheduled to take place from September 4 at the KINTEX Convention Center in Seoul, South Korea. For the 3-day event, a study tour from Japan will be arranged by Kobelco Construction Machinery Co. The Japan Automotive Recyclers Association (JARA) will also support the tour. The theme of this year's forum is "Social Contribution and Job Opportunity Creation through Expansion of ELV Recycling." Factory tours to local companies such as Hyundai Motor Co. will be included in the study tour. A visit to "Re-Tech 2013," which will take place in the same center, will also be available for participants. <Best Recyclers Alliance News August 2013 issue>



The "Tohoku-based Automotive Recycled Parts Sales Groups Gathering" was launched in 2008. Since then the unique gathering has taken place once every year except the 2011 event, which was affected by the Great East Japan Earthquake and



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INDUSTRY TODAY

SPN hosts basic course for front staff operations

13 people attend to gain skills and knowledge

SPN Co. held its Front Staff Basic Course at Nagahama Dome Seminar House in Shiga Prefecture attended by 13 people from SPN member companies.

The course, which takes place once a year, is for trainees who completed the General Basic Course. Required subjects include "The Principles of SPN", reception manners based on the "10 Key Points for Customer First", knowledge on the operation of ordering systems and benefits from the use of the systems for efficient work, and basic rules of online trading. Trainees tackled essential knowledge and skills required for their daily work as the front staff. <See photo>

In October, SPN plans to hold a Middle Level Front Staff Course focusing on system data analysis for those who complete the Basic Front Staff Course. Through the courses, the company aims to help member firms level up and improve the quality of



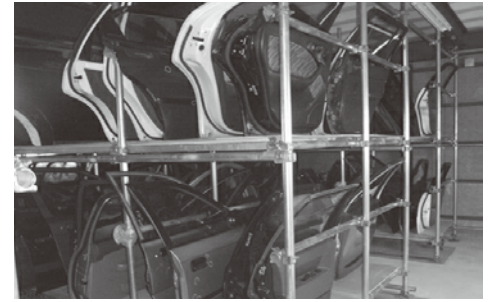
operations. <Daily Automotive News August 1 issue>

METI eyes history disclosure for recycled auto parts to better promote to users

The Ministry of Economy, Trade and Industry is considering the creation of a repair history disclosure system for recycled auto parts, which are made of end-of-life-vehicles and cars damaged by accidents. Under the system, the year of manufacture of ELVs, and repair histories as well as recycling records will be accessible to users. By arranging a united description style of the car history, METI aims to find out the conditions of recycled parts, in which reuse parts and rebuilt parts are mixed, in an easy-to-understand way.

Recycled auto parts are currently sold to be used mostly in newer vehicles. <See photo> However, METI eyes growth in demand for such parts in older vehicles as the service life of vehicles in the country continues to extend. It is believed that history disclosure system will help increase both production and users of recycled parts.

Details of descriptions, items to be displayed, as well as the schedule of the introduction will be discussed by the authority and industry sides. METI is likely to introduce a system like "traceability (product history tracing)", which is already used for food and other industrial products. Information on ELVs, from which recycled parts are produced,



and the history of recycled parts will be on display. In the auto recycling industry, quality standards and guarantee systems were already introduced by some groups in order to ease users' anxiety of recycled parts. METI will add united style descriptions to such parts, allowing users to access the quality of such parts more easily.

According to Yano Research Institute Ltd., sales of recycled auto parts (Year 2008 shipment price base) were estimated at 196.0 billion yen, which consists of 109.0 billion yen of reuse parts and 87.0 billion yen of rebuilt parts. Awareness of recycled parts has steadily improved among the car repair business industry and end users. However, they often hesitate to try such parts because of lack of information and anxiety about the quality. Now the newer recycled parts, which are taken from newer vehicles, are the center of the market. A survey conducted in 2011 by the General Insurance Association of Japan revealed that more than 80 percent of the respondents (total 5,116 car users) answered the "information on the quality and safety" as required information for the diffusion of recycled parts.

By forming an official system for history disclosure, METI aims to soften anxiety of recycled parts among car users, and thereby promote the use of recycled parts even in older vehicles < Daily Automotive News August 26 issue>



OBITUARY

Daily Automotive News Mr. Aoyama passes away



Mr. Shinichi Aoyama, senior reporter and editor at Daily Automotive News, passed away at 7:19 a.m. on August 6 due to cardiac failure. He died at the age of 56. We express our regret over the death of the specialist reporter of the automotive recycling industry.

A wake was held from 6 p.m. August 8

led by the chief mourner Ms. Kiyoko Aoyama at the Kamakura Family Hall located in Kamakura city, Kanagawa prefecture. A farewell ceremony was also quietly carried out from 11 a.m. to noon August 9 at the ceremony. <Best Recyclers Alliance News August 2013 issue>



Go Go Japan Industry (M) Sdn Bhd

Lot 15, Jalan 4/32A,

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