

NEW YEAR'S MESSAGE FROM SPN PRESIDENT



Best Wishes for the New Year!

Last year, Japan seems to have taken "one step forward" as the Olympic Games 2020 have been decided to be held in Tokyo and the Liberal Democratic Party of Japan regained the administration.

Our automotive recycling industry also received good and forward-looking news. In the International Roundtable on

Automotive Recycling (IRT) 2013, which was held in Phoenix, U.S.A. in November last year, Japan's Kushiro has been chosen as the venue for IRT 2014. Moreover, in the Asian Automotive Environmental Forum (AAEF), which took place in the fall of last year, the newly established Mongolia Automotive Recyclers Association joined the forum and Mongolia was chosen as the AAEF 2014 venue. I am really glad that our auto recycling industry and people are expanding in the world.

As for SPN, the BEST Recyclers Alliance, which was jointly set up and served with Big Wave Co. and EcoLine Co., welcomed new members, ARN Group and Hokkaido-based SSG. It was a big step for BEST to increase its membership to its five groups.

We also saw the successful start of "Logi-Ken," an industry-wide study committee consisting of NGP Group, Broadleaf Co. and five BEST member groups, which focuses on how to reduce transport costs. It is a great effort for the industry to join forces to address issues for recyclers.

This year I believe that last year's results will be further utilized as concrete plans that help our industry go forward further. The rising transport costs and difficulty in ELV acceptance are still serious problems. I think we are entering tougher conditions year by year unless recyclers make decisions to completely change or reform our conventional business style in the past industry.

You can expect that the social awareness of "the use of recycled parts" will rise to a certain extent. But I think the main focus of the move is going to "process industrial waste quickly and properly." Now we have to identify the most urgent issue for us. That is the way to create a flow which encourages users to "use recycled parts more easily and with peace of mind" based on the spirit of "Mottainai" or "not to waste too much."

The Japanese economy is expected to run at a good pace until the Tokyo Olympic Games 2020. Seeing that timing, I will make my best efforts this year to help our industry greatly develop to one which more younger people want to work for.

Best Regards,
January 1, 2014

Socho Kitajima, President, SPN Inc.

IRT 2013 held in Phoenix, Arizona, USA

Kushiro, Japan named 2014 venue



Automotive recyclers' international meeting, the 7th International Roundtable on Automotive Recycling 2013, was held in Phoenix, Arizona, U.S.A. and participants adopted the new name of the IRT meeting. The Automotive Recyclers International Alliance (ARIA) was newly selected for the meeting at the same time. ♪ Green Recycled Parts ♪ was chosen for recycled parts. The first AIRA is schedule to take place as the ARIA 2014 in Kushiro city, Hokkaido, Japan in October 2014.

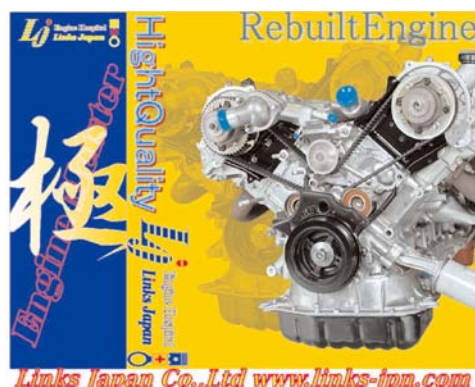
IRT has served as the only international meeting for automotive recyclers. In order to raise the presence of automotive recyclers, the IRT entered the 7th round in 2013 since it was first held in Brussels, Belgium in 2005. The 7th IRT was attended by around 100 participants from seven countries (U.S.A., Japan, Canada, United Kingdom, Australia, China and Hungary). From Japan, seven industry leaders joined the meeting, including Atsushi Hattori, President of Big Wave Co. and Satoshi Takahashi, President of Takahashi Shokai Co.

The international roundtable kicked off with the opening speech of Ed MacDonald, President of the Automotive Recyclers Association (ARA) of the U.S., host of the IRT 2013. In the roundtable, the name change from IRT to AIRA was decided. From now on, all logo and images for the campaign of the meeting will be united to use the new AIRA.

In IRT 2013, in order to put emphasis on the environmental friendliness of recycled parts, ♪ Green Recycled Parts ♪ was newly adopted to be used together with the recycled parts.

With the launch of the new AIRA, recycler groups will deepen relationships with other countries, to set up international standards for the certified recyclers system as well as for the quality standards for recycled parts.

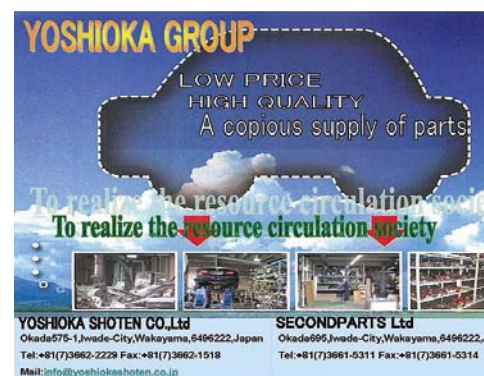
The first AIRA will be held in Kushiro city, Hokkaido, Japan October 1-3, 2014. The 3-day international meeting is expected to attract automotive recyclers and industry leaders from more than 10 countries. <Daily Automotive News December 5, 2013 issue>



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Recycled parts firms of different groups join forces to save transport costs

“Logi-Ken” makes its launch with 470 members from 6 groups

In order to cope the rising transport costs, recycled auto parts industry is taking the offensive by forming an industry-wide alliance. On December 4, 2013, six major groups, including NGP, Big Wave, and EcoLine, announced the “Recycled Auto Parts Logistics Study Association” or “Logi-Ken” for short, to strengthen collaborative ties among recyclers and with related companies for transportation. Members of the alliance number 470 companies from 6 groups. Objectives of the alliance include standardization of packaging materials and packaging manual.

The formation of the alliance was led by six groups (NGP, Big Wave, EcoLine, SPN, ARN, and SSG) and system developer, Broadleaf. In 2012, they set up a “Recycling Industry Logistics Meeting,” and have exchanged information and voices about the cost hike of transportation. In

September 2013, they set up a preparatory meeting for the alliance and adopted to join forces to get tangible benefits from their efforts.

In the preparatory meeting, members agreed on the following objectives: 1) They will use common packaging methods for recycled parts transport and compile a manual, 2) Promote to secure the average quality in transport and take out transport insurance, and 3) A signing and conclusion of a declaration for “Cooperation during a Severe Disaster.”

Seeking standards for packaging

As the first step for the manual compilation, they decided to examine packaging specifications for doors. Each member will take a video recording of the packaging process using a door and discuss how to create standard packaging.

Also, trial use of returnable materials for packaging, which is already used by NGP members, was approved in the meeting.

For the membership system, they agreed on an “Open-Door Policy” and will welcome new members from other groups.

In the recycled parts industry, companies are struggling to accept ELVs due to the declining number of ELVs. Moreover, they have to burden rising transport costs, which puts pressure on businesses. To solve these issues, Logi-Ken will help reduce transport costs by launching a bulk purchase of common packaging materials as well as develop a guide of how to make efficient packaging. *<Daily Automotive News December 12, 2013 issue>*

BEST holds regular meeting in Sapporo

BEST Recyclers Alliance held its regular meeting at SSG’s head office in Sapporo city. Representatives from five member groups attended the meeting and talked about a joint purchase system as well as the consumption tax hike. Female staff of the groups are likely to hold a girls-only gathering in Nagoya city.

It was the second time for the BEST regular meeting to be held in Sapporo. Attending executives were Big Wave President Atsushi Hattori, EcoLine President Katsunori Imahara, SPN President Sosho Kitajima, ARN President Takanori Okada, and SSG President Kinichi Furuta. They discussed joint purchase of packaging materials such as bubble wrap and poly tape. However, the accounting process for the consumption tax hike will be handled by each group because they use different accounting systems.

Meanwhile, Big Wave President Hattori suggested the holding of a girls-only gathering or so called “*Joshi Kai*” to help close communication with each other among female staff of member companies. Attendees agreed to hold the party on December 17 in Nagoya.

The meeting also adopted a low-voltage training course in March 2014. *<Daily Automotive News December 4, 2013 issue>*

METI to complete surveys on dismantlers in March 2014

The Ministry of Economy, Trade and Industry is planning to complete surveys on the financial status of automobile dismantlers in March 2014. This is the first survey to explore the financial situations of such businesses. By analyzing issues for dismantlers, METI will use facts and findings to establish political measures.

Yano Research Institute Ltd. was commissioned to conduct the survey. The firm sent questionnaires to 3,000 companies, which is more than 70 percent of total dismantlers of about 4,000 in Japan. Interviews were also conducted with selected dismantlers.

The main study subjects are 1) Company overview (company form, number of employees, number of business locations, management style), 2) income and expenditure account (annual revenue and expenditure), 3) Facility and equipment (holding facility, operational status), 4) ELV acceptance (from whom they accept ELVs, the number of accepted ELVs), 5) Dismantling and selling (recycled parts procurement, recycled parts sales, sales of valuable metals). *<Daily Automotive News December 12, 2013 issue>*



SPN visits rebuilt-parts maker Repeat, Osaka

In-depth lecture on AT given by specialist maker

SPN Inc. hosted its 13th Rebuilt Parts Maker Study Tour on December 19 and

visited the production facility of Osaka-based rebuilt-parts maker, Repeat Co. (President Takanori Okada) Eight participants who work as front staff of the member companies joined the tour and learned about structure of the latest automatic transmissions (ATs).

In the first half of the tour, participants received a lecture on the AT’s structure and the cause of trouble, as well as cautious points for parts replacement and then they went to the production facility of rebuilt ATs. On that day, all facilities and equipment were open to the visitors of the study tour. Participants were impressed and said, “It was very helpful for our study.” They also saw a Repeat Co.’s unique AT testing scene, which was installed on a vehicle.

SPN hosts a study tour to rebuilt parts makers once every month. *<Daily Automotive News December 19 issue>*

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