

Global Resource
Circulation Business

Toward the establishment of a global recycling system

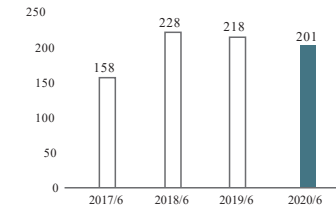


NEWSCON Inc. was established in April 2020, succeeding the global resource circulation business of ECONECOL Inc. To play a role in the circular economy, we are charged with the responsibility of expanding overseas business of the entire ENVIPRO Group. The NEWSCON name captures the idea of "the creation of new business on a global scale." We will create unique values in order to become "a company that brings the world closer to us."

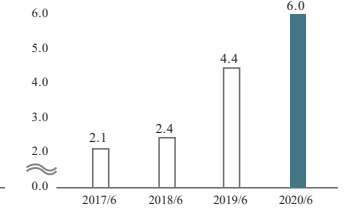


NEWS stands for North, South, East, and West, signifying global operation.

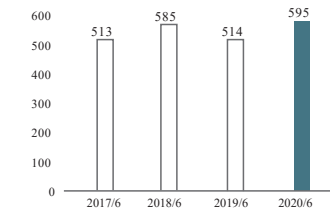
Sales (100 million yen)



Ordinary profit (100 million yen)



Handling volume (1,000 tons)



Products handled

Ferrous raw materials	Nonferrous raw material	Biomass fuels	
Ferrous scrap, etc.	Nonferrous scrap (stainless steel, aluminum, gold and silver sediment sludge, mixed metal, etc.)	PKS	Wood pellets
Other recycled materials			
Waste paper	Used clothes	Waste plastics	

■ Core business

● Ferrous raw materials

We collect ferrous scrap at ports around Japan, control the quality according to customer requirements, and sell them to steel mills (blast furnaces and electric furnaces) both in Japan and overseas. Recently, in response to the expansion of demand for steel in Vietnam and other Southeast and Southwest Asian countries, we have opened Amagasaki Yard and expanded the Kawasaki Yard to accommodate the growing size of bulk ships and port cargo handling equipment. In addition, we are actively using bulk ships and containers to serve small lot and geographically distant customers.

● Nonferrous raw material

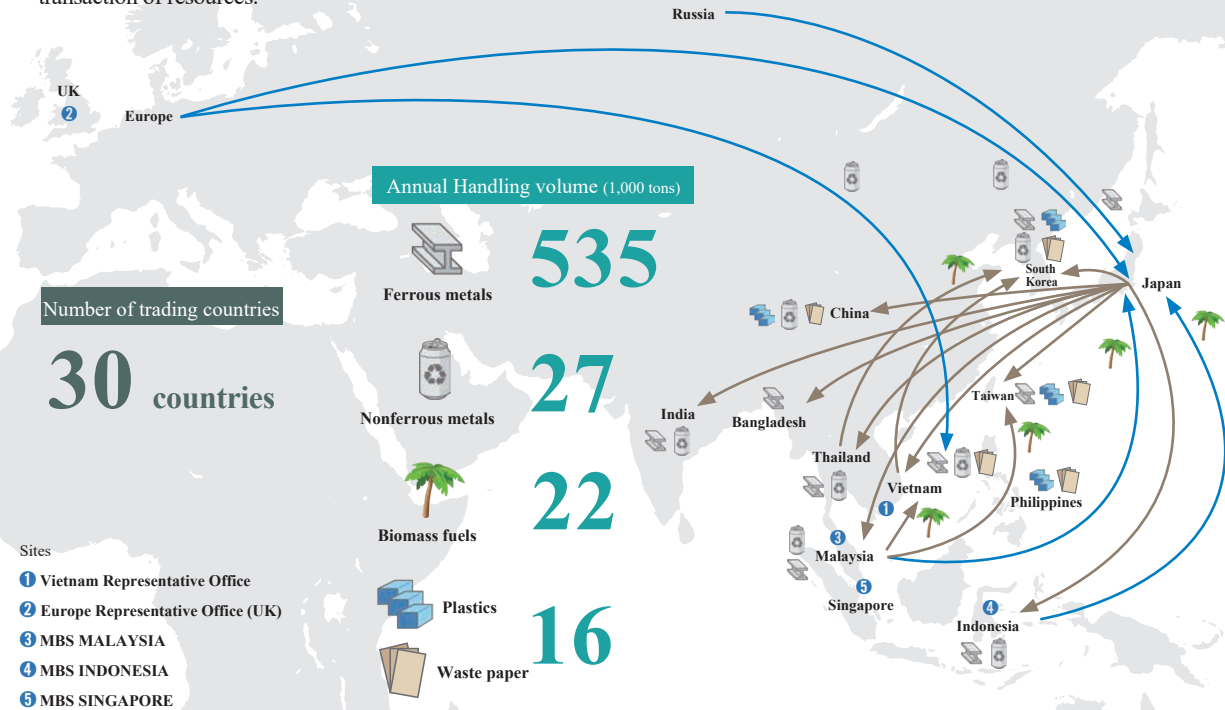
The nonferrous metals contained in various types of scrap are shredded and sorted at the recycling plant of our group company ECONECOL Inc., and we sell them to major nonferrous smelting and secondary alloy manufacturers both inside and outside of Japan after classification according to the quality requirements of each customer. In addition, we are actively engaged in the collection and sale of aluminum and stainless-steel scrap using the yard function. Recently, we started sale of European E-scrap (circuit boards, etc.) to smelters in Japan for the supply of minor metals such as copper, gold and silver.

● Biomass fuels

We sell PKS (Palm Kernel Shells) to customers in Japan as fuel for biomass-based power plants. PKS is drawing attention as a renewable energy fuel, and demand is expected to expand, particularly in Japan. We stably supply PKS with quality needed by the consumers after foreign objects removal and moisture adjustment, at the stockyards we hold in Malaysia and Indonesia. We plan to increase the number of items that we trade, not only PKS but also wood pellets, new fuels, and others, as well as increase the number of the stockyards.

■ International transactions of resources

NEWSCON Inc. has established trading bases mainly in Asia and other countries all over the world to accelerate the international transaction of resources.



● Others

We also sell waste paper as raw material for paper mills, used clothes as reuse products, and various goods including cosmetics and hygiene products. For waste plastics which are currently at issue, with a view to helping establish an optimal recycling flow, we are also selling home appliance-derived waste plastics and industrial waste plastics to partner companies in Japan and in Asia.



Ferrous scrap loaded into container

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International network × Diversity × Front-line strength

As a team consisting of diverse members of different backgrounds, we handle a wide range of recycled raw materials generated from various industries.



I am developing suppliers and customers in Europe for nonferrous metals, electronic circuit board, and recycled plastics. My current focus is on developing European suppliers for our sales in Japan, Southeast Asia, and Southwest Asia. Europe has made world-leading technological investments and has set up a regulatory regime and policies on environmental issues. In resource circulation business, it is essential to understand and act accordingly this. As the percentage of recycled materials used in products has been specified by law or as a target, manufacturing and petrochemical industries have begun to enter the recycling market seriously. Going forward, I hope to pursue the possibility of selling the superb European environmental technologies and materials to non-European countries, while keeping a focus on recycled materials.



Although many people may have the image of the recycling industry being a dirty one, it is for me a “school” where I can learn something new every day. I work in the Nonferrous Materials Section, and I learn many things about copper, brass, aluminum, and other metals. By sorting out and analyzing the mix metals collected from the group company, ECONECOL Inc., I have deepened my understanding of nonferrous metals. I feel more confident because, in addition to the on-site work I just mentioned, I have started learning other works such as sales with senior colleagues and export container booking. In the future, I would like to be able to use my language skills (Japanese, Hindi, and English) to do business with overseas customers.



Now I belong to the Ferrous Raw Materials Section of the Recycling Materials Department. My main activities are procurement of domestic ferrous scrap, yard management, and ship loading. We have eight yards across the country, and I am responsible for three of them: Tagonoura, Shimizu, and Amagasaki. One of our company’s strengths is its front-line strength. We do everything from scrap purchases to ship loading by ourselves, so we take great care in quality control. Although the quality and volume I deal with differ from one region to another and I need to be very careful about it, I am very excited to be able to know everything from purchase to shipment. I would like to increase the business volume with new partners, while deepening our relationships with present customers.



I came across the nonferrous industry during the final academic year of my university days in Vietnam. I received a high evaluation when I worked as an intern at a local trading company, and I was officially hired by the company. There I started my career in the nonferrous industry, which I truly love. Having been involved in the nonferrous business in Vietnam for years, I have a good understanding about the country's demand and market conditions. Now I am in charge of sales at our Vietnam Representative Office. While I am engaged in daily negotiations with customers in a fiercely competitive market, I am also focusing on developing new suppliers and customers who would match well with the raw materials and services of our company. Based on my work experience, sales skills, and market knowledge, I would like to deliver more value to the company as a sales professional.



At Sano Maruka Co., Ltd. (now ECONECOL Inc.), I started my career with the Foreign Trade Department, where I became familiar with a range of international trade matters from purchase to overseas sales. After some time, I got married and became a mother, but I did not want to throw away my business career so after maternity leave I returned to work under the short-working hour program. After working in sales and support services for domestic transactions in other departments, I am now back to the international trade matters. Recently, COVID-19 disaster is changing our work style, such as telecommuting, flex-time, and no uniform. For a mother of three children, the new way of working gives me more flexibility and makes it easier to balance my family time and work. I intend to continue doing my best on both child rearing and work.