

NEWSCON The creation of new business on a global scale

Globally distributing and selling resources including ferrous scrap, nonferrous metals, biomass fuel, waste paper and used clothes

NEWSCON Inc. was established in April 2020, succeeding the Global Resource Circulation Business of ECONECOL Inc. To play a role in the circular economy, the company supports the expansion of the Global Trading Business of the ENVIPRO Group. The NEWSCON name incorporates the idea of "the creation of new business on a global scale". The company will create unique value to become "a company that brings the world closer to us".

▼ FY2020 export volume

Ferrous scrap	511,000 tons	Nonferrous metals	27,000 tons
Waste paper	9,000 tons	Used clothes	2,000 tons
Biomass	10,000 tons		

Main business activities of NEWSCON Inc.

01 Domestic and overseas sales of ferrous raw materials

02 Processing and supply of nonferrous raw materials

03 Domestic sales of biomass fuels

04 International distribution of waste paper, used clothes, waste plastics, etc.

Value & Vision

Under a philosophy of "The creation of new business on a global scale," the company will play a role in expanding the overseas business of the group, and will contribute to achieving a global circular economy society.

01 Domestic and overseas sales of ferrous raw materials

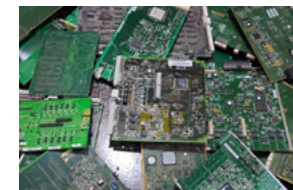
NEWSCON Inc. collects ferrous scrap at ports around Japan, controls quality according to customer requirements, and sells the scrap to steel mills (blast furnaces and electric furnaces) in Japan and overseas. With the expansion of steel demand in Vietnam and elsewhere in Southeast and Southwest Asia, the company is increasing the amount collected by establishing and expanding stockyards in Japan. As logistics methods for transport diversify, the company will make active use of large and small bulk ships and container transport, will build a sales structure covering Japan, neighboring Asia, and distant regions, and will engage in the sale of steel resources around the world.



Steelmaking raw materials (ferrous scrap, etc.)

02 Processing and supply of nonferrous raw materials

Nonferrous metals contained in scrap materials are shredded and sorted at the recycling plants of ENVIPRO Group companies, and are processed and supplied as nonferrous scrap of quality that meets the needs of major domestic and overseas nonferrous smelters and secondary alloy manufacturers. NEWSCON also makes use of its stockyard functions and overseas network to collect nonferrous scrap such as aluminum and stainless steel. To supply copper, aluminum, and precious metals, in recent years the company has engaged in import and trilateral trading of electronic scrap (circuit boards, etc.) from Europe and other locations, and is undertaking expansion into the European market.



Nonferrous raw materials (aluminum; stainless steel; gold, silver & copper sediment sludge; mixed metals; etc.)

03 Domestic sales of fuels

NEWSCON sells palm kernel shell (PKS) to Japan as a fuel for biomass power plants. This fuel is attracting attention as a renewable fuel. Demand is expected to grow, particularly in Japan. The company has PKS collection bases in Malaysia. By thoroughly removing foreign matter and controlling moisture, it maintains the quality demanded by consumers and offers a stable supply. The company plans to expand its handling of PKS along with wood pellets, new fuels, and other product types.



PKS

Wood pellets

04 International distribution of waste paper, used clothes, waste plastics, etc.

NEWSCON exports waste paper as a raw material for paper mills and used clothes as a reuse product. It also sells miscellaneous goods including apparel from Japan and hygiene products aimed at growing cross-border e-commerce markets. The company also sells waste plastics, which have come under attention in recent years, to partners in Japan and Asia in order to establish optimal recycling flows. These are mainly plastics from home appliances.



Waste paper

Used clothes

Waste plastics



Promoting collaboration with regions, companies, and people around the world

Workplace introduction

Vietnam Representative Office

Most ferrous scrap, an important recycled resource, is consumed as a raw material by Vietnamese steel makers to be reborn as new steel finished goods. Not only ferrous scrap but also nonferrous metals, waste paper, plastics, and other recycled resources from Japan find their way overseas. In 2015, NEWSCON set up a representative office in Ho Chi Minh in Vietnam, and is steadily increasing the amount of materials it handles. It plans to export to Vietnam from Japan as well as from Europe, North America, and many other regions. It views Vietnam not as the end point of Japan's resource recycling but as the starting point of the recycling business, and plans to establish a local corporation and collaborate with local companies to further develop a business with roots in Vietnam.



Europe Representative Office

This office mainly collects mixed metals, including nonferrous metals and precious metals. It currently ships to Asian countries and Japan, and is developing activities to perform collection and sales in Europe in the future. It sends out information on a daily basis, including on incidents in Europe related to the businesses of NEWSCON Inc. and the ENVIPRO Group, leading European environmental policies, and the latest recycling business models.



Interview with overseas human resources

Nguyen Pham Dieu Linh



Ho Chi Minh Representative Office
Joined: 2017

I've been working at the Vietnam HCMC Representative Office since 2017, focusing on daily administrative work and engaging in communication with Vietnamese customers and Japanese staff. I had no experience in the field of scrap until I joined the company; my only strength was practical experience in document creation and office work. In the workplace, managers and the office head in particular have created a great working environment for honing skills. I'm learning a lot about the scrap business and the field of trading. I consider it an honor to contribute to the prosperity of the company. I'm focusing on improving my Japanese skills to improve support and communication with Japanese staff. I'm now working from home due to the COVID-19 pandemic, but am making efforts to improve means of communication and work efficiently.

Le Van Hai



Ho Chi Minh Representative Office
Joined: 2020

I began my career as a domestic-market salesman at a Korean company. That's where I first learned about the steel market and improved my foreign language skills. Demand for steel is very high in Vietnam, so I decided to take this job as an opportunity to continue down a path in the steel business. Although I had no experience in international trade, I was put in charge of import/export work and gained a lot of knowledge in that field. This gave me a multifaceted understanding of the steel industry and its giant companies. I joined the company in 2020. Working with products such as iron, plastics, paper waste, and aluminum, I've been able to gain more knowledge of international business along with opportunities to work with enthusiastic and energetic colleagues. I am confident that by working hard and always learning, I can make further contributions to the development of the company.

Liku Kouketsu



Tokyo head office
Joined: 2019

My main work is arranging bulk carriers for exporting ferrous scrap overseas. I work with shipping companies to find ships that meet shipping date, quantity, and other conditions for our ferrous scrap, negotiate charges, and deal with troubles that crop up after the ship sails. This is my first time to be involved in the ferrous scrap trading business, but I feel that a lot of senior employees are giving me kind support and are watching over my growth. I'm also in charge of exporting miscellaneous goods to China by air, inspecting clothes, sneakers, toys, and other exported items collected from all over Japan, accompanying loading work, and managing deposits and withdrawals. In the future, I hope to utilize my Chinese language skills to develop marketing in China and create new businesses.



Cross-border circulation of resources through the reuse of used cars

Distributing used cars and maintenance parts internationally to promote reuse on a global scale



01 International distribution of used cars and maintenance parts

3WM Co., Ltd. engages globally in the reuse of used cars and other used products, contributing to the effective use of resources through its business. The company exports used cars, trucks, heavy machinery, and other vehicles, as well as select high-quality engine and other parts, from Japan to Central and South America, the Middle East, and Southeast Asia. With distribution and sales bases in Chile and the UAE, the company has earned the trust of local customers through sales and service rooted in local communities. In addition to acting as an agent for logistics work such as shipping arrangements and export customs declarations, the company is developing a truck purchase site and a camper rental business aimed at general consumers in Japan.

02 Promoting global-scale reuse through trilateral trade

As used cars and used automobile parts decline domestically in recent years, 3WM is strengthening its handling of products from overseas and is developing a global-scale reuse business through trilateral trade. By promoting the efficient use of limited physical and energy resources, it will contribute to the achievement of a sustainable society while aiding economic development and improvement of livelihoods in importing countries.

Main business activities of 3WM Co., Ltd.

01 Export of and trilateral trade in used cars, trucks, heavy machinery, and maintenance parts

02 Used car maintenance business (overseas)

03 Logistics agency business

04 Camper rental business (domestic)

Value & Vision

Promoting the efficient use of material and energy resources and contributing to a sustainable society and to the improvement of local economies worldwide.

International distribution of used cars and maintenance parts

