



JARA NEWS

JAPAN AUTOMOBILE RECYCLE NETWORK NEWS

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JARA holds operational guidance



Most-important theme: "Harmony"

JARA Corporation, which was established after the April 1 merger of major recycled parts companies SPN Co. and EcoLine Co., held on April 19 its guidance on the new company's operations at the Tekko Kaikan in Tokyo. The guidance was attended by member companies and partners of both groups of SPN and EcoLine. Under the new framework, the two groups will continue to operate their businesses as before, while overall organization will be transformed under the most-important theme of "Harmony" to achieve merger synergies as soon as possible.

JARA Corp. President Soshō Kitajima said, "We announced the merger plan in January of this year. And it is our pleasure to see the holding of the guidance today after preparing for the merger in a short time beginning from last autumn."

Under the new organization, the Business Operation Group controls five units: Sales Group No. 1, Sales Group No. 2, Operation Management, System Development, and System Sales. In addition, the General Affairs, Accounting and Legal Affairs Group is set up under the direct control of the president.

Sales Group No. 1, which is led by Group Chief Makoto Konno, is responsible for staff-training and ELV acquisition promotion. Sales Group No. 2, under Group Chief Satoshi Fujizuka, is responsible for rebuilt parts sales and RDS (repairs direct system), while the Public Relations and Operation Management Group, under Group Chief Daisuke Hattori, covers sales support activities for member companies, as well as the BEST Recyclers Alliance Secretariat. It is also responsible for relations for sales activities of the former SPN and EcoLine.

For the time being, the two former groups will maintain their operations. Members of the former SPN will continue to use the Super-Line system, while members of the former EcoLine will do business using the ATRS system. Also, an information desk will be located at the SPN Tokyo head office for SPN members and at the Nagoya branch for EcoLine members, in order to avoid conflicts and confusion after the merger.

Four regional blocks have been set up under the new organization. They are: Hokkaido-Tohoku, Kanto, Chubu-Kansai, and Chugoku-Shikoku-Kyushu. The numbers of business bases within each block are as follows: Hokkaido-Tohoku,

45; Kanto, 56; Chubu-Kansai, 36; and Chugoku-Shikoku-Kyushu, 45.

(Daily Automotive News, April 24 issue)

NPO JARA to support N-EXPO 2014 Tokyo

The Japan Automotive Recyclers Association will support the N-EXPO 2014 Tokyo, Asia's largest environmental exhibition. The event, which is designed under the theme of the "Deployment and Expansion of Environmental Business", will focus on solutions and technologies in response to global warming and environmental pollution. The main business areas of the four-day event are waste disposal, resource recovery, demolition recovery, eco-products, water, air & soil, transportation, disaster prevention, etc.

The 23rd New Environmental Exposition 2014 Tokyo

Date: May 27 (Tue.) to 30 (Fri.),
10:00 – 17:00 (16:00 Fri.)

Venue: Tokyo Big Sight

Admission fee: 1,000 yen

Fiji Business Seminar

NPO JARA will support a business seminar and reception hosted by the Republic of Fiji on May 15 in Yamagata Prefecture. JARA Vice Chairman Takayuki Moriya serves as the Honorary Consulate General of Fiji in Sendai, Tohoku. The seminar will feature an opening message by the Fiji Ambassador Extraordinary Plenipotentiary and lectures on trade and investment, as well as tourism. A reception will follow the seminar.

Date: May 15 (Thur.) 17:00-20:30

Venue: Hotel Metropolitan Yamagata,
Yamagata City

Contact: 022-304-5565 Kawabata,
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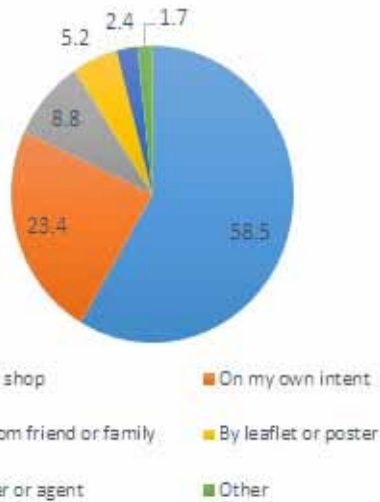
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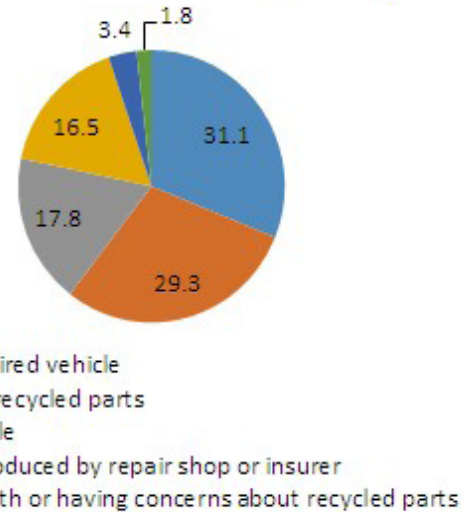
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NEARLY 80% OF USERS CHOOSE "NON-INSURANCE REPAIR"

Starting to use recycled parts



Why people did not use recycled parts



Insurer group announces report on recycled auto parts

The General Insurance Association of Japan recently conducted a survey on recycled auto parts to grasp actual use of such parts and to promote them. The survey revealed that nearly 80 percent of people who use recycled parts do so for "self-paid repairs," without using insurance. Also, 60 percent became users after being introduced to recycled parts by repair shops. With consideration toward using recycled parts in the future high, the needs of such parts are expected to further grow.

The survey, which was conducted from October 1 through November 30 last year, targeted the general public and received responses from 10,477 people via the Internet and by post. It was the third time for the association to conduct such a survey as part of a recycled parts promotional campaign.

Friendly to the environmental and cheap repair

With regard to the impression of recycled auto-parts, 62.4 percent of respondents answered "Environment-friendly," and 21.1 percent said "Cheap repair cost". A combined total of

approximately 82 percent of respondents showed a positive impression of recycled parts. However, actual users of such parts stood at only around 20 percent.

As for starting to use recycled parts, the 58.5 percent of respondents, the highest, answered "Introduced by repair shop," 5 percentage points larger than the previous year's survey. That was followed by "On my own intent," at 23.4 percent of and "Recommendation from friend or family," at 8.8 percent.

Vehicles aged between five and nine years mostly repaired

With regard to the age of repaired vehicles, the 44.1 percent of respondents, the highest, said that repaired vehicles were "aged more than 5 years and less than 9 years." That was followed by "aged more than 3 years and less than 5 years," at 24.7 percent, and "aged more than 9 years," at 19.4 percent. In other words, less than 20 percent of respondents repaired vehicles aged more than 9 years.

Two-thirds of recycled parts used for exterior and interior repair

Most repairs involved "Exterior and interior parts (bumper, door, etc.)," which accounted for 66.3 percent. That was followed by "Electric parts (car air-conditioner, batteries, etc.)," at 23.1 percent, and "Engine parts", at 14.9 percent. Regarding how they felt about the use of recycled parts, 97.1 percent of

respondents said "Satisfied", suggesting an extremely high rate of satisfaction.

Among the respondents who said they were "Satisfied" with the use of recycled parts, nearly 87 percent of them cited "Repair cost" as the reason. On the other hand, nearly 60 percent of respondents who said they were "Dissatisfied" cited "Quality and safety" as the reason.

As much as 78.0 percent of respondents who used recycled parts to repair their vehicles did so without using insurance, indicating that many users of recycled parts have their vehicles repaired at their own expenses.

More than 90% say they will use recycled parts "When I have the chance!"

As for why people did not use recycled parts, 29.3 percent of respondents answered that they were "Not aware of recycled parts". That was followed by "Not been introduced by repair shop or insurer", at 16.5 percent. On the other hand, only 3.4 percent cited "Dissatisfied with or having concerns about recycled parts", suggesting great potential for the growth of recycled parts.

To the question: "Do you have an intention to use recycled parts in the future?", 92 percent of the respondent said "Will use," including those answered "Will use, depending on the conditions".

(Daily Automotive News, April 3 issue / The Hoken Mainichi Shinbun, April 2 issue)

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