

Tokyo Zairyo Co., Ltd.

Company Profile

Business Description

Trading company specializing in rubber and chemicals

Established in 1947, Tokyo Zairyo has handled synthetic rubber for Zeon Corporation since 1959. Tokyo Zairyo merged with Zeon Trading Co., Ltd. in 2000, becoming a member of the Zeon Group, and in 2018, it became a wholly-owned subsidiary of Zeon Corporation. We have worked steadily to expand our overseas operations. We now conduct business globally as a trading company specializing in rubber, resin and chemicals, with 14 sales offices in 9 countries in North America, the ASEAN region and China, and in January 2019, we established business in the Czech Republic in Europe.

No. of Employees

As of March 31, 2019: 145 (93 men, 52 women)

Hiring in FY 2018: 14 (10 men, 4 women)

Company Policy (Executive Message)

Based on Zeon's management philosophy, our management policy for FY 2019 is "Place importance on health and the fundamentals and engage in global collaboration to enhance customer satisfaction."

We are focused on the cultivation of global talent, customer satisfaction, and environmental and safety considerations, so as to advance our business, as well as contributing to the development synergy of the Zeon Group while making contributions to the local community.



President
Shuichi Kakinuma

Chemical Product Safety and Security Trade Control Initiatives

Policy

As a trading company that handles chemical substances, we are strengthening our compliance structure to ensure compliance with internal and external chemical regulations.

Specific Initiatives

Compliance with Domestic and Foreign Chemical Substances Laws and Regulations

When commencing transactions with a new trading partner, we use our own import/export consultation system to determine whether the transactions all under Japan's Export Trade Control Order or Import Trade Control Order as well as the laws and regulations of other countries, and if so, to determine what actions must be taken. We conduct internal screenings and maintain records of the results of those screenings. Only after these procedures are completed do we conduct the actual transaction. Recently, even countries that formerly were developing countries or less developed countries have been enacting laws relating to chemical products. We obtain information on domestic and foreign laws and regulations from external organizations, share that information internally, and make investments for the introduction of systems to comply with those laws and regulations.

* Import/export consultation system

When conducting import/export transactions, our proprietary system monitors applicable country laws and regulations on chemical substances and applicable import and export orders issued by the Japanese government, determines import and export possibility, and maintains records of the results and the basis.

Ongoing education on chemical laws and regulations

We conduct education for all domestic sales staff on regulations related to chemical substances each year. The fundamentals are covered repeatedly with the aim of ensuring reliable compliance with laws and regulations.

Environmental Impact Reductions

Policy

1. Expand sales of environmentally friendly products
2. Build and establish chemical substance management and regulatory compliance systems

Specific Initiatives

Expand sales of environmentally friendly products

In FY 2018, we launched sales of 57 new environmentally friendly products (annual target of 30). Environmentally friendly products accounted for 20.0% of total sales.

Projects that are expected to lead to reductions in electric power consumption during product use, projects that lower fuel consumption and lead to energy savings through lightweight parts and bodies, projects that are expected to lead to reduced energy consumption during manufacturing, and other projects with “energy savings” as their keywords account for approximately 20% of all projects. In addition, we determined that approximately 20% of projects can be expected to reduce volatile organic compounds (VOCs) through means such as selling water-based chemicals that do not use organic solvents. In addition, approximately 10% of projects were able to conserve resources such as mineral resources, improve working environments at manufacturing sites, or use alternatives to substances subject to regulation such as phthalates. Going forward, we will continue working with customers to expand sales of environmentally friendly products.

FY 2018 Topics

The manager of the Nagoya Branch gave a presentation at an internal conference on measures being taken to expand sales of environmentally friendly materials. The Nagoya Branch has engaged in particularly high number of such initiatives and boasts a large number of measures that lead to sales. We hope that other departments and branches will make use of this information and that numerous projects conducted this fiscal year and later will lead to sales.

Relationship with Employees

Specific Initiatives

Global human resource development

- Expanded training for younger employees
- Overseas business trips for younger sales representatives
- Training and development for candidates for appointment to overseas subsidiary president

Technology trainings

- Technical education for recent graduates and mid-career employees

Registration Renewal of ISO 9001 and ISO 14001

ISO 9001: 2015

Registration renewal date: February 1, 2018

ISO 14001: 2015

Registration renewal date: February 1, 2018



ISO Promotion Office working group meeting

Relationship with the Local Community

Specific Initiatives

We participate in Tokyo Station area joint patrols organized by the Otemachi Marunouchi District Living Environment Improvement Council, and regularly perform street cleaning activities around the Tokyo Station area (Once in FY 2018, 4 participants)

As part of the 2017 Autumn Fire Prevention Campaign organized by Tokyo Fire Department, Tokyo Zairyo personnel who, as fire prevention managers, are actively engaged in fire prevention and disaster prevention on a daily basis, received commendations from the head of the Marunouchi Fire Station for having carried out their fire prevention management duties with great dedication.