



Partnership

KUSANO CO.,LTD.



KUSANO CO.,LTD.

For over 100 years, we have built up the history based on close partnership with users and suppliers.

Now, our field is expanding worldwide.

Our goal is to be a reliable specialized trading company focusing on iron and steel.

Message:



President
Soichiro Kusano

Since our foundation in 1914, we have been promoting business with main focus on casting industry. Out of variety of products line, we keep the top share of foundry pig iron in Japanese market place.

Our motto is to realize corporate social responsibility to assure constant supply of raw materials to casting industry which is a part of domestic industrial sector and to conduct business in good faith without pursuing quick profit.

Based on this corporate philosophy, we have fostered a corporate culture in which all employees make the best effort and make steady but positive challenge to problems.

In domestic market, we are expanding business in the field of steel products, machinery & equipment, foundry products, carbon materials and agricultural products. In overseas market, we are promoting business in Asian area with its core in China.

From now on, we will energize each business sector and prepare the framework to quickly respond to technological innovation, the market needs and economic fluctuations and thereby, we will promote Kusano Group business in order to become “reliable specialized trading company”.



Agriculture

**Products
Development**

Carbon Materials

Pure Iron

Foundry Raw Materials

**Machinery
&
Equipments**

Steel Products

Foundry Products

Molds

Foundry Raw Materials

Brilliant history of over 100 years and the top market share in casting industry



Sales division of main foundry raw materials and its supplements is the core business of our company with the experience of over 100 years in handling foundry pig iron. It's origin dates back to Nippon Seitetsu Co., and succeeded to Nippon Steel Corporation after the merger of Yawata and Fuji Seitetsu. We are currently dealing with both Nippon Steel & Sumitomo Metal Corporation and Kobe Steel and working to provide a stable supply of high quality foundry pig iron to casting industry inside and outside of Japan.

In terms of sales, we keep the top market share not only in pig iron but also in scrap and supplementary materials and fuels.

We deal with a wide range of industrial sectors including automobile, ship building, agricultural instruments, machine tools, electrical and landscape materials industries and we have extensive procurement and sales channels for a wide range of materials required by casting industry.

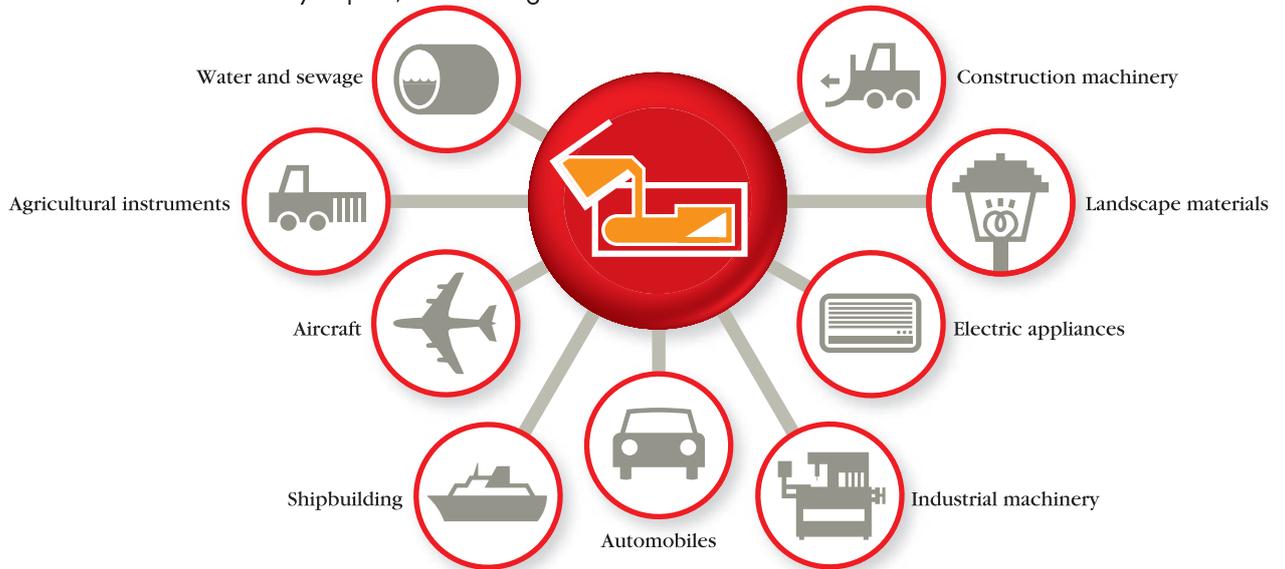
The trust we have obtained in a wide range of industrial fields is not only due to provision of stable supply .It has been acquired as a result of our thorough response capabilities which we have cultivated over many years as a casting specialized trading company.

We believe our most important mission is to catch the direction of technical innovation and economic trend and to secure stable supply at reasonable price and thereby to respond to users' needs in an appropriate manner.

Keeping in mind a relationship of mutual trust with manufactures and users, we will continue to promote our functions as a specialized trading company in casting industry.

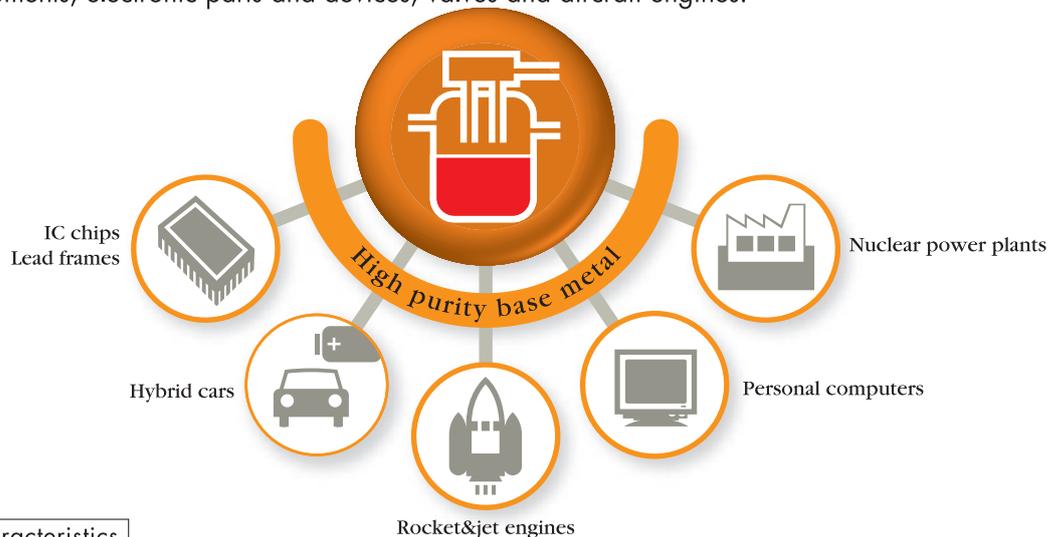
■ Foundry Pig Iron

Traditionally, casting is known as “ the mother of industry”. Iron has evolved along with human evolution. Or rather, we should say that iron has developed civilization. In fact, casting is used in basic parts of numerous industries. In our modern society, what supports our lives in every aspect, it is casting.



■ Pure Iron [BMR]

The pure iron supplied by Kusano contains 99.9% Fe and was developed in association with JFE Steel. Its field of application is extensive as it is a core material that supports modern society in such things as rare-earth magnets, super-heat resistant alloys, industrial electronic instruments, electronic parts and devices, valves and aircraft engines.



Characteristics

1. Purity: Achievement of high purity Fe[99.9%], radically removing impurities such as C, P, and Cr.
2. Shapes: Able to flexibly supply various shapes and small lots from square billets to round bars.
3. Magnetic properties: Suitable for relay parts and can be applied to electromagnetic soft iron applications

Chemical components [guaranteed upper limit value wt%]

	C	Si	Mn	P	S	Cu	Ni	Cr	As	Sn	Ti	V	Al	O	N
BMR-2	0.02	0.01	0.07	0.005	0.004	0.02	0.02	0.02	0.005	0.003	0.01	0.01	0.005	0.02	0.008
BMR1L-S	0.025	0.030	0.07	0.0035	0.0005	0.02	0.02	0.02	0.005	0.003	0.01	0.01	0.03	0.015	0.008

Carbon Materials

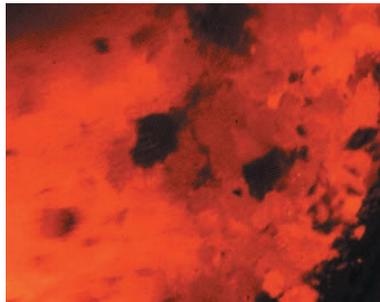
Providing carbon materials that respond to users' needs



Carbon, base component of various materials is interconnected with products in all industries including steel, chemical, automobile, casting, electronics and semiconductor industries. We respond to diversifying needs of users by handling a wide range of carbon related materials and fuels such as foundry coke, general use coke, pitch coke and carbon products. Especially to casting industry, we provide cupola operation technical service also.



Coke oven at Nippon Steel & Sumitomo Metal Corporation



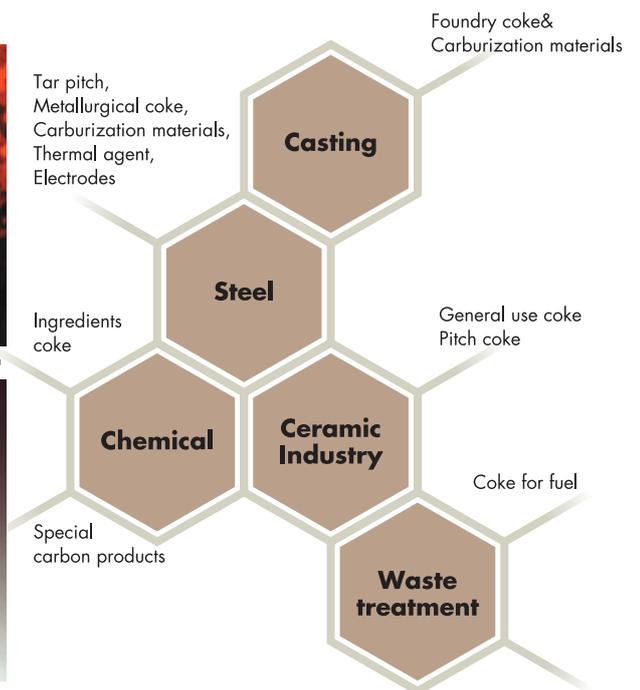
Foundry coke made by Nippon Steel & Sumitomo Metal Corporation



Special carbon products made by Nippon Techno-Carbon Co., Ltd.

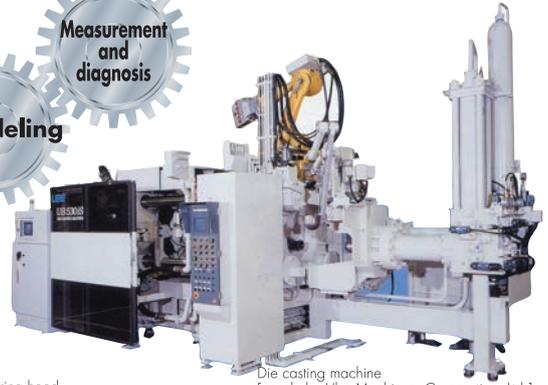
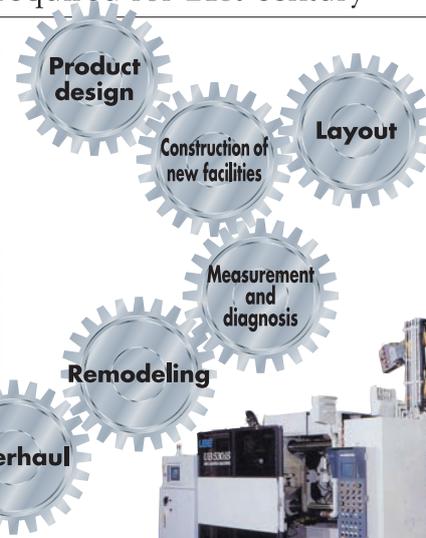
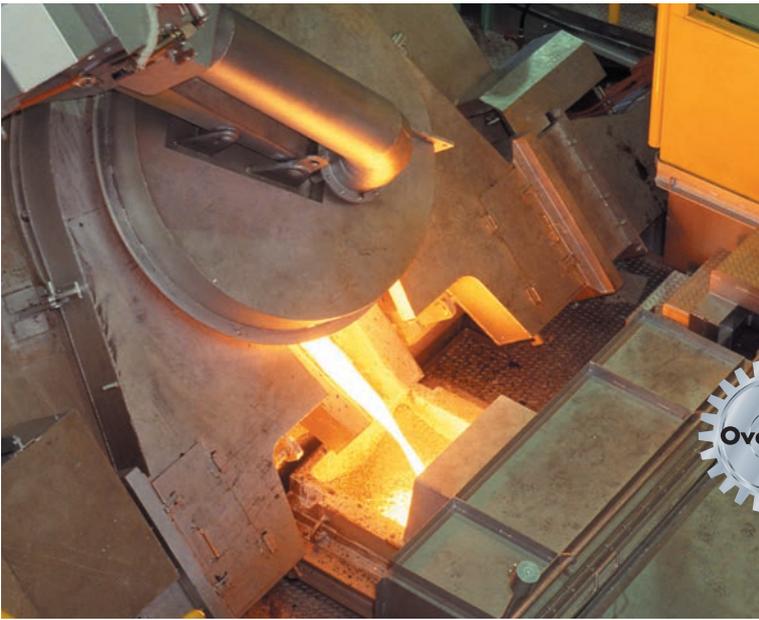


Pitch coke by C-Chem Co., Ltd.



Machinery and Equipments

Environmental devices and automated facilities required for 21st century



Induction furnace with ring hood

Die casting machine [made by Ube Machinery Corporation, Ltd.]

The most important theme for Kusano, with its long history as a specialized trading company in casting industry, is to capture the needs of users in an appropriate manner.

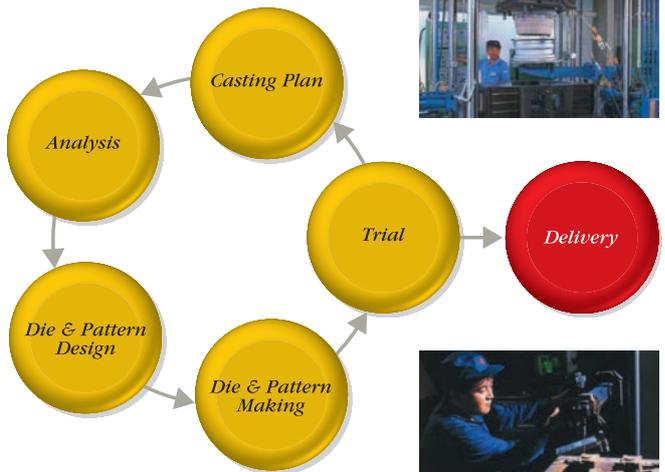
Keeping in mind the key concepts of 21st century such as global environmental problems and aging society with low birthrate, we make proposals to users focusing on pollution control devices and automated facilities needed in each casting process.

Molds

Consistent from casting plans, analysis, die and pattern making to trials



Flow of Manufacture

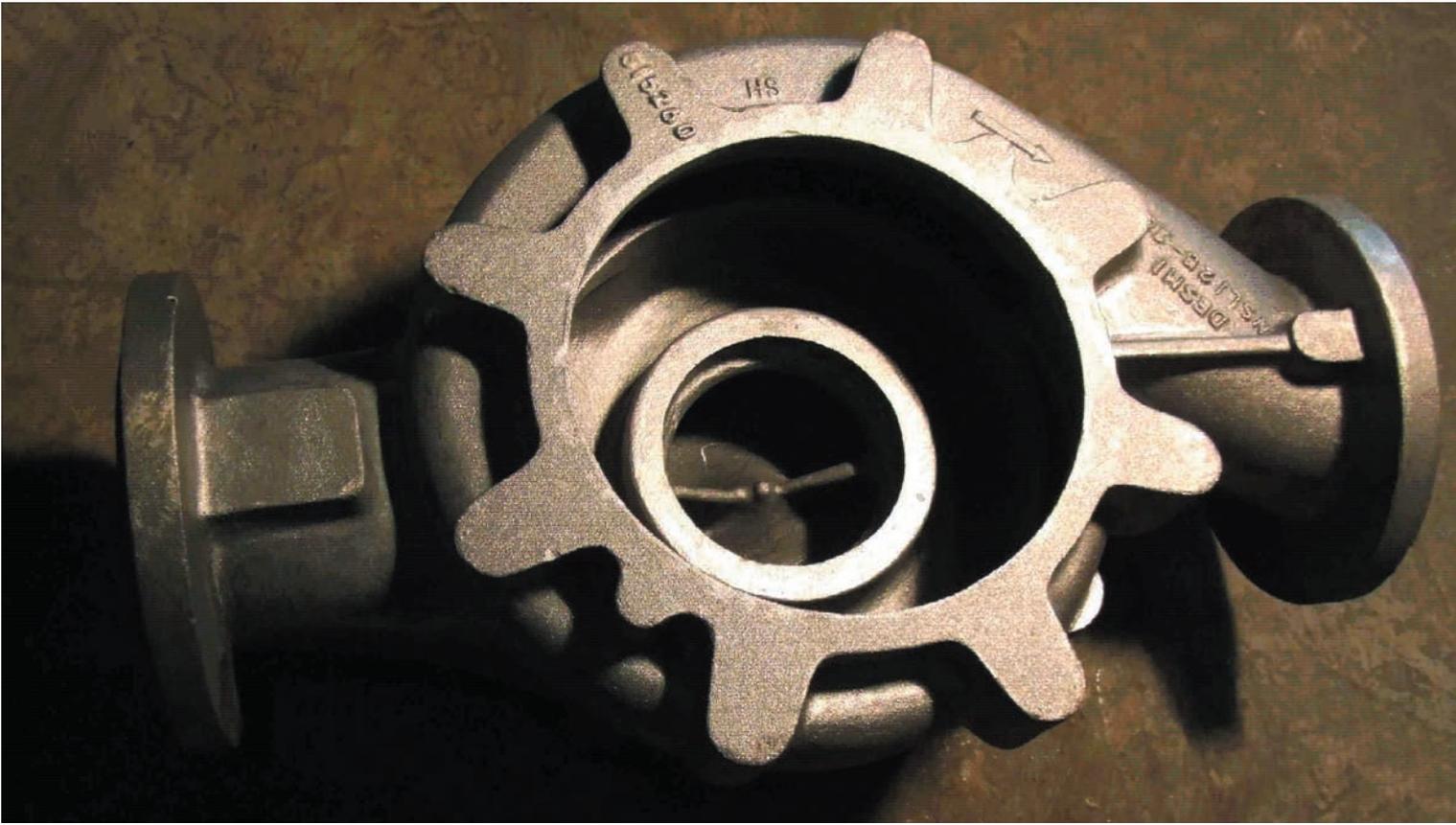


<Products variety>

Master molds and parts for die casting
 Master molds and cores for low pressure die casting
 Patterns for casting
 Manufacturing partner:
 Matamura Mold&Pattern Co.,Ltd.

Foundry Products

Idea to contribute as a consultant of foundry products procurement



Based on abundant know-how obtained through over 100 years experience, we support procurement of foundry products together with other metal products.

We recommend suitable suppliers, not only in Japan but also out of foundries in China which we have been in cooperation. Not only we honor users price and quality requirements, we set our basic stance as “selection of technically reliable master manufacturer” and “follow up system in commercial production”. Therefore, instead of just acting as an import agent, we perform quality control from the standpoint of professional foundry and we have established global and stable procurement system. Also, we have established local procurement system to users who have operation in China.



<Products variety>

1. Parts [As cast, processed]: Agricultural instruments, construction machinery, machine tools, blast furnace mills, railway cars, civil engineering
2. Main specifications: [FC, FCD] AL cast products, cast steel, SUS cast products, others



Steel Products

Expanding business to developing Asian region



Steel Division is expanding its network to both inside and outside of Japan mainly handling sheet products and semi-finished products[steel billet].

In 1991, we opened Chiba sales office together with steel warehouse and strengthened stock function in order to fulfill users needs.

Also in 2001, we started up Osaka sales group and Overseas sales group to expand our activities.

■ Chiba warehouse:

Chiba sales office, mainly handling sheet products and processing, extends its network to all over Japan. In 2006, we expanded the warehouse and strengthened the function of distribution center.

Products:

hot rolled sheet, pickled and oiled sheet, cold rolled sheet, galvanized sheet, surface treated sheet, color sheet, stainless sheet



Processing



Chiba steel warehouse

■ Overseas sales group:

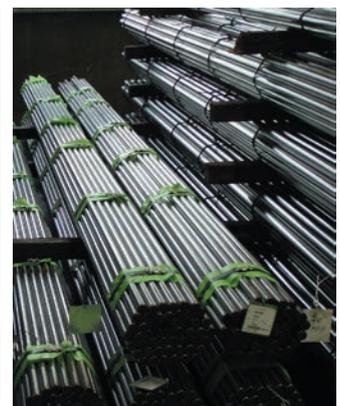
This group was started to meet with global expansion of transactions of steel. Keeping in mind quick response to users, we are doing business mainly in Asia.

Products:

semi-finished products [steel billet], round bar, speciality heavy plate, seamless pipe, sheet products



Steel billet



Round bar

Supporting nature friendly agricultural business



Our agri-business is aiming at development and supply of nature friendly ecological products based on the spirit of ISO 14001.

■ Exclusive sales agent of Kirin carnation nursery plants

Users: carnation growers, Agricultural Cooperative Association, Japanese Association of Agriculture, nursery companies



■ Other products

- Fertilizer: Kusano's original fertilizer compound and others
Manufacturer: Otsuka Chemical Co., Ltd.[OEM] and others
- Reduced agricultural chemicals: Yellow moth repellent, insect catcher
Manufacturer: various makes
- Multi-materials: AL.evaporation-Multi. and others
Manufacturer: Hitachi AIC Inc. Tosco Co., Ltd. and others
- Irrigation materials: Drip watering tubes
Manufacturer: Netafim Japan Co., Ltd. and others
- Others: Flower net, flower sleeve, cut carnation and others

■ Soil Conditioner, Cut flower nutrition

- Peat moss: Nichiasu Co., Ltd.
- Coconut palm shell, Coco beat: DIA Co., Ltd.
Shemmy Japan Co., Ltd. Create International Co., Ltd.
- Cut flower nutrition "Misaki": Otsuka Chemical Co., Ltd.



■ "Functional aromatics" "Fiton Plus": Sole agent

Technical cooperation: Taiyo Koryo Co., Ltd.
Manufacturer: Ymaguchi Bussan Co., Ltd.
Users: Main agricultural chemicals wholesalers,
JA, Nursery companies

"Fiton Plus" is human and nature friendly aromatic activator which apply the natural power of herbs.





KUSANO CO.,LTD.

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TEL. +81-3-3541-2911 FAX. +81-3-3541-6122

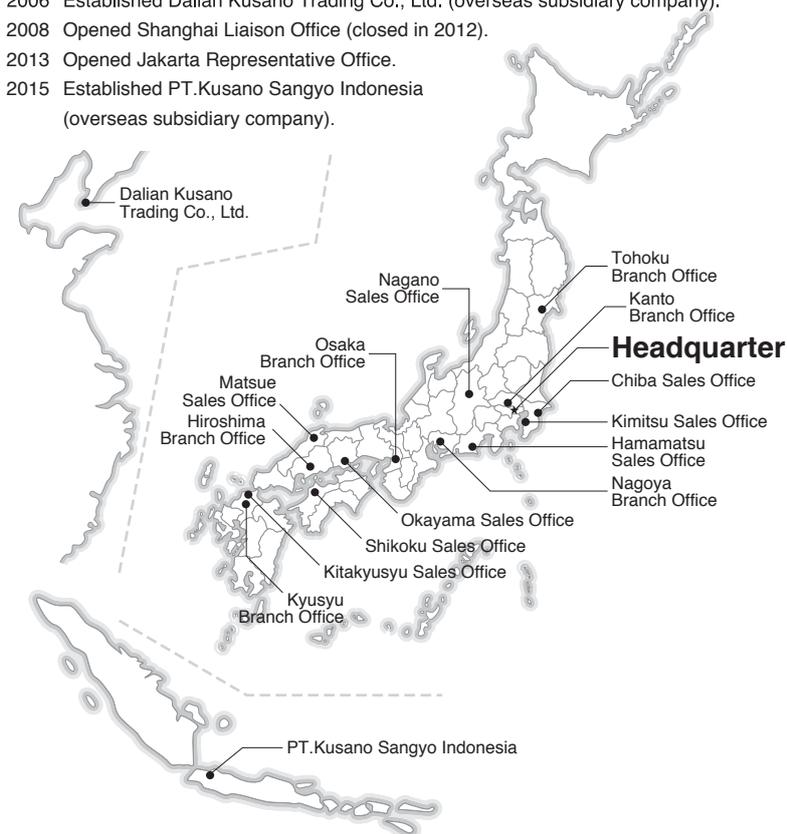
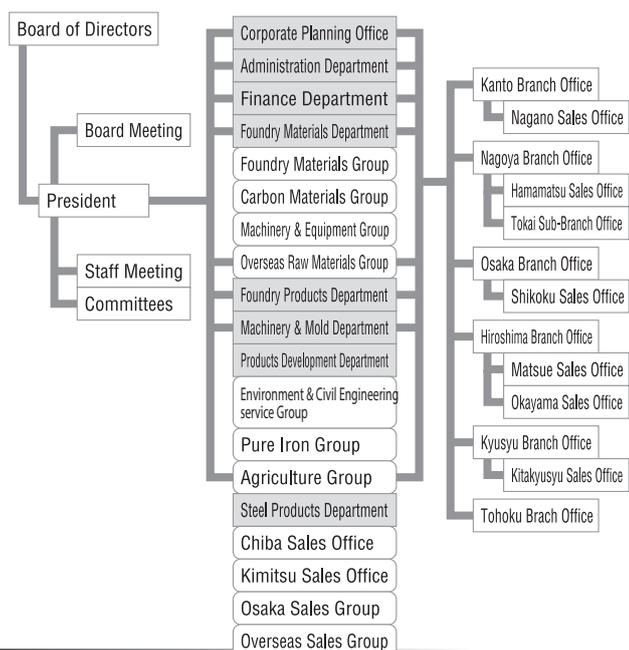
Outline of Kusano Co., Ltd.

Foundation:	April, 1914	
Incorporation:	December, 1939	
Capital:	430 million Yen	
Business:	Foundry pig iron, Scrap, Steel products, Ferro Alloy, Foundry products, Coke, Chemical products, Casting machinery&equipments Minerals, Flowers, Landscape&Civil engineering products	
Employees:	146	
Sales:	441.5 hundred million Yen [2007 fiscal year]	
Directors:	President:	Yasumichi Kusano
	Senior Managing Director:	Shigeo Yokota Michio Nagai
	Director:	Takuji Aburatani Soichiro Kusano Shintaro Fukuchi
	Auditor:	Masaaki Kondo
Banks:	Mitsubishi-Tokyo UFJ Bank Mizuho Bank Risona Bank Mitsui-Sumitomo Bank Yamaguchi Bank Fukuoka Bank	
Affiliated Companies:	Kusano Warehouse Co.,Ltd. Kusano Real Estates Co.,Ltd. Kusano Palmax Co., Ltd. Dalian Kusano Co.,Ltd.	

History

- 1914 Founded in Ueki, Nogata, Fukuoka.
- 1922 Established a pig iron warehouse and Cracking factory in Moji Ward (previously Moji), Kitakyushu.
- 1926 Head Office moved to Moji Ward, Kitakyushu.
- 1939 Established Kusano Shoten Co., Ltd.
- 1944 Company name changed to Kusano Co., Ltd.
- 1947 Opened an office in Tokyo (integrated into the Head Office in 1959).
- 1949 Opened Hiroshima Sales Office (upgraded to a branch office in 1978).
- 1951 Opened Osaka Sales Office (upgraded to a branch office in 1968).
- 1953 Opened Nagoya Sales Office (upgraded to a branch office in 1970).
- 1957 Opened Hamamatsu Sales Office.
- 1957 Opened Kawaguchi Sales Office (amalgamated into Tokyo Sales Office in 1964 and later upgraded to become Kanto Branch).
- 1959 Tokyo Headquarters moved to Chuo Ward.
- 1961 Opened Takamatsu Sales Office (integrated into the Shikoku Sales Office in 2002).
- 1961 Opened an office in Yahata Ward, Kitakyushu (restructured into a sub-branch in 1978, upgraded to Kitakyushu sales office in 2008).
- 1962 Separated the Warehouse Department and established Kusano Warehouse Co., Ltd.
- 1964 Merged Tokyo and Kawaguchi Sales Offices to establish Kanto Branch.
- 1965 Opened Yamagata Sub-branch Office (upgraded to a sales office in 1969).
- 1969 Opened Matsue Sub-branch Office (upgraded to a sales office in 2008).
- 1969 Opened Kimitsu Sub-branch Office (upgraded to a sales office in 1973).
- 1971 Established Kusano Real Estates Co., Ltd.
- 1972 Opened Oita Sub-branch Office.
- 1975 Opened Ehime Sub-branch Office (integrated into the Shikoku Sales Office in 2002).
- 1979 Opened Okayama Sub-branch Office (upgraded to a sales office in 2008).
- 1984 Established Kusano Palmax Co., Ltd.
- 1988 Opened Nagano Sub-branch Office (upgraded to a sales office in 2008).
- 1988 Opened Tokai Sub-branch Office.
- 1991 Opened Chiba Sales Office.
- 2000 Opened Tohoku Branch (integrated Yamagata Sales Office and Sendai Office).
- 2002 Opened Shikoku Sales Office (integrated Takamatsu Sales Office and Ehime Sub-branch Office).
- 2003 Received ISO 14001 certification.
- 2006 Established Dalian Kusano Trading Co., Ltd. (overseas subsidiary company).
- 2008 Opened Shanghai Liaison Office (closed in 2012).
- 2013 Opened Jakarta Representative Office.
- 2015 Established PT.Kusano Sangyo Indonesia (overseas subsidiary company).

ORGANIZATION CHART



OFFICE LIST

Headquarter	Kusano Bldg., 3-9-4 Ginza, Chuo-Ku, Tokyo 104-0061 TEL. +81-3-3541-2911 FAX. +81-3-3541-6122
Kanto Branch Office	Kawaguchi Center Bldg. 4F, 4-1-8 Honcho, Kawaguchi City, Saitama 332-0012 TEL. +81-48-227-0561 FAX. +81-48-227-0588
Nagano Sales Office	1513-1 Shigenootu, Toomi-City, Nagano 389-0512 TEL. +81-268-64-2957 FAX. +81-268-64-2958
Nagoya Branch Office	89 Hattanwari, Kanie Sinden, Kanie, Ama-Gun, Aichi 497-0044 TEL. +81-567-95-5581 FAX. +81-567-95-7411
Hamamatsu Sales Office	2151-1 Kuramatsu, Minami-Ku, Hamamatsu City, Shizuoka 432-8064 TEL. +81-53-447-4101 FAX. +81-53-448-7215
Tokai Sub-Branch Office	89 Hattanwari, Kanie Sinden, Kanie, Ama-Gun, Aichi 497-0044 TEL. +81-567-95-9267 FAX. +81-567-95-7411
Osaka Branch Office	Sankyo Honmachi Bldg. 2F, 1-10-24 Utsubohonmachi, Nishi-Ku, Osaka City, Osaka 550-0004 TEL. +81-6-6225-2101 FAX. +81-6-6444-3315
Shikoku Sales Office	551 Tanouwakata, Tanbara, Saijyo City, Ehime 791-0522 TEL. +81-898-68-6168 FAX. +81-898-68-7642
Hiroshima Branch Office	3-10 Motoujinamachi, Minami-Ku, Hiroshima City, Hiroshima 734-0012 TEL. +81-82-255-6211 FAX. +81-82-253-7481
Matsue Sales Office	Sonpo Japan Matsue Bldg. 5F, 549-1 Otesenbacho, Matsue City, Shimane 690-0007 TEL. +81-852-24-6626 FAX. +81-852-22-4124
Okayama Sales Office	Yakult Bldg. 5F, 3-14-20, Oimatsu, Kurashiki City, Okayama 710-0826 TEL. +81-86-424-0175 FAX. +81-86-425-0485
Kyusyu Branch Office	2-19-3 Higashihie Hakata-Ku, Fukuoka City, Fukuoka 812-0007 TEL. +81-92-472-0871 FAX. +81-92-481-1734
Kitakyusyu Sales Office	Tobihata Bldg. 4F, Tobihata, Tobata-Ku, Kitakyusyu City, Fukuoka 804-0001 TEL. +81-93-872-2161 FAX. +81-93-884-0599
Tohoku Branch Office	Syokei Bldg Honkan 5F, 2-11-1 Itutubashi, Aoba-Ku, Sendai City, Miyagi 980-0022 TEL. +81-22-723-6791 FAX. +81-22-723-6792
Chiba Sales Office	560-1 Shimoku, Yachimata City, Chiba 289-1122 TEL. +81-43-445-2561 FAX. +81-43-445-2565
Kimitsu Sales Office	Kimitsu Works Service Center 3F, 1 Tsukiji, Kisarazu City, Chiba 292-0835 TEL. +81-438-80-0788 FAX. +81-438-80-0795
Dalian Kusano Trading Co., Ltd.	Room1201 Unit C, Hoston Plaza NO.29, Changqing Street, Zhongshan Dist. Dalian CHINA 116001 TEL. +86-411-82698430 FAX. +86-411-82698121
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