

From Shinminato to the World



[APT/S]
APT-SHINKO CO.,LTD.

Greetings from the President

Aiming for a Century

The environments that companies face are constantly changing, and there are many companies that garner attention by meeting and overcoming the challenges posed to them by the times.

However, sustaining this is a near-impossible task, and it is extremely difficult to survive in the market as a single enterprise. I am proud that our company has entered our 78th year; and, from our humble yet steady beginnings as a one-man operation, I am keenly aware of the immense responsibility I now bear having been passed the torch from the current Chairman.

I believe that it has been our dependability that has earned us our customer loyalty over these many years.

There is an optimal material for every project when building houses; however, the Russian red pine, with its tight growth rings and durability in the harsh -30C Siberian climate, is better suited than cheaper varieties for small-dimensional lumber, and is a straight tree that stays true throughout its lifespan. Our careful selection of this high-quality material has allowed us to continue to create a dependable product. Our company is a rare breed in that we continue to directly source Russian red pine logs, which we then process and sell, ourselves.



Responding to Change

North-sea lumber, of which Russian red pine is most prominent, contributed to the development of local industry in Shinminato. There were many north-sea lumber mills operating here in the past; unfortunately, however, their numbers have diminished significantly.

Despite these market conditions, our company entered the pre-cut lumber business in 1995, despite that industry not being widely known at the time. The development of this new business contributed greatly to our company's success and remains our mainstay operation.

The prescient decision-making and decisive action to invest heavily early on in the pre-cut lumber business set us apart from other companies; and these traits have proven to be the strengths of our company even today.

Towards Future Growth

We now aim to combine the dependability that has sustained us for three generations with our adaptability to change. This is because we believe both our continued dependable manufacturing of high-quality products and a flexible response to the diversifying needs of our customers are of great importance.

In addition to our lumber business, our precutting business and our real estate business, we are also planning various other businesses, including housing, global, construction and solutions. Anticipating and being first to respond to the needs of the world is crucial for us.

Viewing change as opportunity and with an aim to make products our customers are pleased with, we will continue to stride forward into a future of growth and customer satisfaction.

President Yasukazu Ishibai

Past, Present, and Future



1940

The first president, Keiichiro Ishibai founded a saw mill in 1940 in Shinminato, Toyama. This business began from the combined efforts of husband and wife, as he purchased cedar and cypress logs in the Noto peninsula, brought them to Shinminato Port by small boat, and, day after day, milled them into lumber. His wife then hauled the lumber through the streets of Toyama City and Takaoka City selling them as she went. They also entered the Russian wood-milling business.

The son of the first president, Norio Ishibai, also worked in Russian wood-milling, expanding the business by importing red pine from the Siberian interior, to build the strong foundation that APT-Shinko benefits from today.

1961

The operation was officially established as “Shinko Mokuzai Kabushiki Kaisha” in 1961. It was at this point that it got its start as a legal entity. There were 20 employees at that time.

1969

The company became JAS (JU3101) certified in 1969 under the Forestry Product Standardization Act, and subsequently expanded with new mills.

1983

The second-generation president (currently Chairman), Norio Ishibai, was appointed president in 1983.

President Norio Ishibai, who had already made solid accomplishments through trade with Russia, embarked on various new business projects with a view for the future, and expanded the scale of the company.



1991

The company name was changed to APT-Shinko Co., Ltd. in 1991.

1995

The precutting business was established in 1995.

The company developed steadily as a general lumber processing manufacturer with the setting up of a housing lumber pre-cut plant and a stairway lumber pre-cut plant.

President Ishibai then discerned the direction Japan was heading and made the decision to invest heavily in the pre-cut lumber business early on in an age of hand-cut carpentry. His efforts proved successful in making the company stand above the competition.

2014

In 2014, APS Co., Ltd. was established to enter the real estate business.

2015

In 2015, the third-generation president, Yasukazu Ishibai, was appointed president.

Founded by the first-generation president, solidified by the second-generation president, now Yasukazu Ishibai, still young in his 40s, has taken the reigns.

The company continues to push forward to even greater business expansion in the near future.

2018

Vision for the near future

APT Global Co., Ltd. established in April 2018.

Construction and Solutions business are due to start soon.

Lumber Business

APT-Shinko imports raw timber directly from Russia to meet the constantly growing demand for lumber with always-sound quality and stable pricing. We currently provide lumber selected with uncompromisingly-strict standards to the Kanto, Chukyo, Kansai, and Hokushin'etsu regions.

APT Academy

This is a gathering organized around the concept of a workshop where mutual learning and growth is encouraged. We invite construction and renovation professionals and other talented industry people from primarily outside of Toyama Prefecture to gather together in a relaxed environment where they can learn business tips and hints that lead to future opportunities. Consider joining us!

Precutting Business

We set up our pre-cut factory in 1995, and we have brought in processing machines on three separate occasions since then. We have brought in cutting-edge processing equipment to maintain our competitive edge in anticipation of reduced new housing due to the shifting demographics of fewer children and an aging population in Japan. At the same time, we have enabled a metal working production line, and we are able to enter the non-wooden frame housing sector. Additionally, with a view of the future, we will stay ahead of the pack by increasing the ratio of Japan-sourced wood as we press ahead.

Real Estate Business

APS Co., Ltd. <http://rep3.cloud.test.aps-life.jp.s-rep.net>

We established APS Co., Ltd. as a real estate company in 2014 in Nezuka, Toyama City. The company is engaged in our local region through a wide variety of consulting on real estate and housing issues, from the listing of new and used houses to advice on the growing social issue of empty houses and inheriting of properties. The knowledge our company has gained in the lumber milling and precutting businesses has been put to good use in this company.

Housing Business

The Toyama general lumber processing manufacturer, APT-Shinko, established a housing business in the greater Tokyo metropolitan area in January 2015, and has begun selling ready-built houses.

Our company works with experienced architects and builders to build safe and pleasant houses that provide our customers with peace of mind and comfort using existing wooden-frame building techniques and all-natural wood. We also handle order-made house construction.

Global Business

APT Global Co., Ltd. <https://www.apr-shinko.co.jp/apr-global/>

We believe that we must cast our gaze overseas as borders loosen, the world economy continues to globalize, and the Japanese economy contracts accompanying a reduction in population. Using the knowledge, product procurement routes, and information we have accumulated in our lumber business, the technical know-how we have accumulated in our precutting business, and the energy and connections of our people in these sectors, we will enter overseas markets.

This business will focus on exports to China and other ASEAN countries of mainly finished products with added value, as well as logs and products produced in Japan. There are businesses out there with fantastic products, but they lack the ability to develop market routes. We will enthusiastically assist these businesses in finding such routes and developing new markets.

Construction Business

We will begin the business of delivering the products we process in our precutting factory to construction sites and actually building houses.

As carpenters grow older and fewer, this business is meant to fill that gap in the market. We are also planning to expand this business to the point where we accept orders for whole houses from builders and deliver fully-finished houses.

We hope to launch this business based on the idea of keeping skilled carpenters active for a long time, while allowing younger workers to do the heavy lifting.

Solutions Business

Amidst the reducing population of Japan, the lower birthrate, and the rising median age, it is remarkable that the durability of houses has increased due to increasing quality in recent years. Additionally, as the age of people acquiring houses gets lower, there is a shift in demand from new housing to used houses and renovations. Due to this, there is a steady rise in used houses on the market. Therefore, we will be entering the businesses of cosmetic renovations, restoration and termite extermination in the process of turning over and renovating used houses.

In a larger sense, this will play a role in the renovation market, and allow people to have peace of mind in acquiring a used house as a personal asset.

Corporate Identity

- We are a company that puts the *customer first, from the moment they arrive to the moment they leave
- We are a company that allows our employees to live their dreams, have pride in what they do, and live a joyous life
- We are a fair and just company, where our employees shine

*Customers' refers to our suppliers, purchasers, and other business partners.

Corporate Vision

- We contribute to our producers, partners and community through our manufacturing, processing, and distribution of our lumber products.
- We contribute to our end users through the outstanding products we offer in building satisfaction-guaranteed housing.
- We contribute to the improvement of our industry by creating a workplace where older workers can maintain a healthy work style and younger workers are encouraged to take part.

Corporate Slogan

This slogan was created in 2017 by our young workers in their 20s and 30s for the not-too-distant 100-year anniversary of our company, and it expresses our philosophy. After much deliberation, we finally settled on the following slogan. This slogan is emblazoned on the business cards of every single employee.

Let us grow into people who are truly needed!

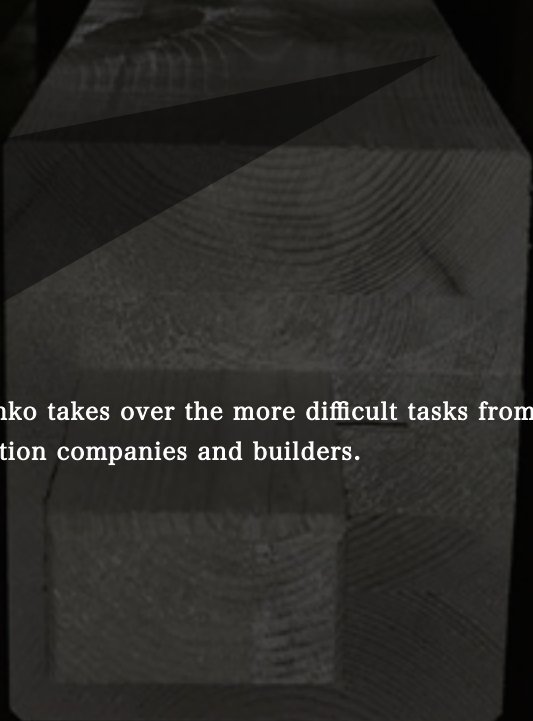
And let our business grow into something that's truly needed!

Corporate Information

Company name	APT-Shinko Co., Ltd. https://www.ap-shinko.co.jp
Offices	[Headquarters and Milling Yard] 16 Horioka-Matashin, Takaoka City, Toyama Tel.: 0766-82-6281 [receptionist] [Precutting Factory] 394-1 Kataguchi, Imizu City, Toyama Tel.: 0766-84-6330 [Real Estate Business] APS Co., Ltd. 1F PS One Bldg., 1-1-7 Nezuka-Machi, Toyama City, Toyama Tel.: 0766-425-7320 http://rep3.cloud.test.aps-life.jp.s-rep.net [Housing Business] Yokohama Office Insquare Yokohama, Yokohama TH Bldg 6F. 1-2 Chitosecho, Naka-ku, Yokohama City, Kanagawa Tel.: 045-550-4043 [Global Business] APT Global Co., Ltd. 16 Horioka-Matashin, Takaoka, Toyama Tel.: 0766-82-6281 https://www.ap-shinko.co.jp/ap-shinko/global/ [Tokyo Metropolitan Office] 2-106, 1-chome 7675 Makuharicho, Hanamigawa-ku, Chiba City, Chiba
Founded	March 1961
Capitalization	160 million yen
Sales	2,640 million yen for 55th fiscal year (July 26, 2014-July 25, 2015) 2,723 million yen for 56th fiscal year (July 26, 2015-July 25, 2016) 2,868 million yen for 57th fiscal year (July 26, 2016-July 25, 2017)
President	Yasukazu Ishibai
Employees	74 (includes part-timers)
Businesses	<ol style="list-style-type: none">1. Lumber business: milling, processing and sales of wooden house frame members2. Precutting business: milling, processing and sales of pre-cut timbers3. Real estate business: Established APS Co., Ltd.; developing regionally-oriented real estate4. Housing business: Established Yokohama Office in Yokohama, Kanagawa; selling of new subdivided housing in Kanto area5. Export/import business: Exporting of housing-related products to overseas markets; importing of similar products from overseas markets6. Construction business: All work associated with house construction7. Renovation business: Helping construction companies with renovation business of used houses
Main business partners	[Lumber vendors] Direct importing from Russia, Russian Wood Agency, Ltd., Vanport International, Inc., Zvezda, and other domestic/international partners [Precutting vendors] Chugoku Lumber Co., Ltd., Nippon Paper Lumber Co., Ltd., Nice Corporation, Japan Kenzai Co., Ltd., Dainihon Wood-Preserving Co., Ltd., HIKARI Co., Ltd., and other domestic/international partners
Main customers	[Lumber purchasers] Lumber yards in Kanto, Kansai, Chubu, and Chugoku regions [Precut purchasers] Construction firms and builders in Toyama and Ishikawa Prefectures
Main banks	Shinminato Branch, Hokuriku Bank; Shinminato Branch, First Bank of Toyama; Shinminato Branch, Toyama Bank; Shinminato Branch, Hokkoku Bank; Takaoka Branch, Shoko Chukin Bank; Takaoka Branch, Fukui Bank; Toyama Branch, MUFG Bank

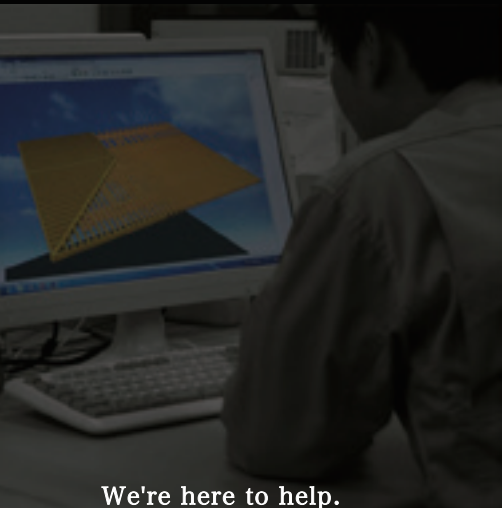


APT-Shinko takes over the more difficult tasks from construction companies and builders.



We are the pros you never see.

We work behind the scenes to give support to the pros downstream.



We're here to help.

We're an essential part of the team.



This is what we at APT-Shinko aim for.

APT-Shinko Co., Ltd.

Headquarters and Milling Yard

16 Horioka-Matashin, Takaoka City, Toyama

Inquire by phone (weekdays 8am to 5pm)

TEL 0766-82-6281

FAX 0766-84-1346

E-mail no.ishib@apt-shinko.co.jp

APT-Shinko Co., Ltd.

Precutting Factory

394-1 Kataguchi, Imizu City, Toyama

Inquire by phone (weekdays 8am to 5pm)

TEL 0766-84-6330

FAX 0766-84-6650

E-mail ap.pc2@apt-shinko.co.jp