



With suppliers

EBARA Group builds a partnership with suppliers (of products, materials and services) and practices fair trade under the following procurement policy:

Deal with fair and equitable opportunities

We provide open and impartial opportunities to all suppliers based on ISO9001.

We conduct technological and commercial assessment in accordance with our certification system based on ISO9001.

Selection of Supplier

In selecting suppliers, we adequately assess the quality of materials, reliability, delivery time, price, technological development capability, proposal capability and financial soundness of suppliers.

And we select suppliers in consideration of product enhancement for our customers.

Confidentiality

We do not disclose to third parties any confidential matters we have learned through our business without the approval of our suppliers.

Mutual trust

We aim for mutual growth as well as building a relationship of trust and partnership with suppliers. EBARA Group's procurement section members keep in mind that they always keep good relationships with the internal and external sections concerned, and they and the sections concerned are mutually cooperative and conduct creative activities. We try to make a trade relationship smoothly and effectively.

Social trust and compliance spirit

We promote CSR procurement paying attention to compliance with Japanese and overseas laws, human rights, safety of products and services, quality guarantees, occupational health and safety and corporate ethics. We always think primarily of contributing to the sound growth of society.

Green procurement

We promote environmentally-friendly procurement in cooperation with suppliers to pursue effective product manufacturing, considering the conservation of the global environment. The EBARA Group green procurement guideline is publicized on the EBARA website.

http://www.ebara.co.jp/csr/management/green_procure.html

Entry to recognition supplier

Based on the above procurement policy, to start new transactions the procurement department and quality assurance department review the following .

If you have any queries, please go to the "contact" of our website, <http://www.ebara.co.jp/contact/>





Cooperative structure with suppliers

In each company, to improve quality, reduce costs and stably supply materials, each business unit procures products and materials. The procurement department of Haneda Plant, Fluid Machinery & Systems Company runs the Association for VE*1 Cooperation with voluntary suppliers. In this association, members form partnerships to develop each other and the council consisting of eight companies selected from members administers the association. It has general meetings and holds training sessions on a regular basis. Members disclose and share not only VE matters but also a variety of information such as the EBARA Group's financial condition, production systems, manufacturing technology and market conditions for their technological improvement and growth. At the regular training session in 2007, applicants visited EBARA's manufacturing plant in China. Not only Japanese members but also Korean ones participated in it and the session was really significant.



EBARA Qingdao Co., Ltd.: Tour of a can manufacturing plant



EBARA Machinery (China) Co., Ltd.: Lecture about business development in China



EBARA Boshan Pumps Co., Ltd.: Checking out a large high-pressure pump product

*1. VE (Value Engineering) is the method to improve the "value" of a product or service by understanding the relationship between the function to be served and the cost to achieve it, and using a systemized procedure.

Comments from participants in the regular training session (excerpt)

■ The basis of manufacturing is people

I was really surprised when I directly saw China's amazing development and progress. I felt threatened by high-story buildings, highways, department stores, airports, apartment buildings, and too many people. I think the basis of manufacturing is people. I realized how important it is to nurture excellent engineers. I really appreciated it because I could see how to educate people in EBARA China. I will study more than before to manufacture competitive Japanese products (my company foundry industry) and do my best to please my customers.

■ Strengthen our partnership further.

In this observation tour, honestly I was very impressed by EBARA's established global stance and market and its rich network to support them. Specifically, 1) EBARA Qingdao's high technological capabilities; 2) EBARA Boshan Pumps' high credibility as evidenced by its large number of orders; and 3) EBARA Machinery's fully working assembly line and strict quality control in the gunmetal processing area. I felt that we cooperative companies need to firmly recognize our roles as EBARA partners.

■ Provide both technological capability and management capability.

I recognized again that even small and medium-sized companies like my company are caught in the whirlwind of the world economy. To survive in Japan, my company needs to draw up a medium- and long-term plan and accurately recognize our weaknesses and strengths. Especially with regards to our weaknesses, we need to consider until when we should train or recruit human resources in our weak areas and at which timing we should introduce equipment. I thought that the best way for us to go forward is by pulling together all employees' goals. I also re-recognized that it is only those companies that successfully nurture as many human resources as possible, including management, that have not only manufacturing technology but also management capabilities. Also I saw that EBARA is dealing with the world with my own eyes. I precisely saw how the global organization called EBARA will move forward and want to reference it for my management decision-making.