

COMPANY PROFILE

株式会社 JR東日本商事
EAST JAPAN RAILWAY TRADING CO., LTD.

Good
for
Everyone.

High-quality procurement

Railway Materials Business

As an entrusted partner of JR East, our procurement features high-quality, reasonable priced and satisfactory after-sales services. We also sell our products to the construction companies, other railway operators and rolling stock manufactures in Japan and recently we expanded our business into to a global market.

Track

Maintenance Machinery

Rolling Stock

Signaling Power

Uniforms

A wide range of products

Consumer Goods Business

Oriented for end customers, we provide various products through purchase or original development. These products include railway goods, alcoholic beverages, and regional specialties — directly marketed or sold via e-commerce, wholesale, or other sales channels to markets in and out of Japan.

Railway Goods

Alcoholic Beverages

Regional Specialties ("nomono")

e-Commerce

Business Fields

As a core trading company belonging to the JR East Group, our diverse operations focus on four business areas.

Based on time-honored expertise

Business Solution Business

We utilize our experiences within the JR East Group to provide customers outside the group with solutions based on the latest technologies related to lease/rental, AI, and robotics to support their business innovation.

Lease/Rental

Purchase System/Office Solution

Uniforms

AI/Robotics

Risk management support

Insurance Agency Business

We also are a core insurance agency in the JR East Group. Providing a wide range of products, including non-life and life insurance policies, we help individual and corporate clients manage various risks.

Non-life

Medical

Vehicle

For Shops Inside the Station/Station Buildings

Corporate Fire/Liability

Construction Work/Labor Accident

Railway Materials Business

“Commitment” and “Responsibility” as an Entrusted Procurement Partner of East Japan Railway Company ~Contribution to safe and stable railway operations and expansion into a global market~

To realize the top priorities of JR East management policies; to pursue the ‘ultimate safety’, to increase the quality of service, and to strengthen the financial standing, we make it rule to procure the product of high-quality but low-cost with reliable after-sales support at proper timing, as JR East consigned material procurer. At the same time, we seek the advanced technologies within and outside Japan and make active use of them so that our business including railway materials procurement will evolve toward the future.

Making best use of the buying power of JR East, we also sell railway materials with the reliable technologies to the construction companies, other railway operators, and rolling stock manufacturing company etc. in Japan, extensively. Furthermore, we expanded our business into a global market recently. We are now actually contributing to the efficient operation and further development of the overseas railway companies though the proposals responding to their demands, referring to the expertise and experiences accumulated over many years of railway procurement in Japanese market.

SERVICE



Track



Maintenance Machinery



Rolling Stock



Electronics

Uniforms

Contact us : web-info02@ejrt.co.jp

Based on time-honored expertise

Business Solution Business

BUSINESS SOLUTION

Utilizing experiences within the JR East Group, we support customers outside the group. Our solutions, based on the latest technologies related to lease/rental, AI, and robotics, aim to innovate various business operations.

Constantly Creating New Values for Business Innovation

Lease/Rental

As pros who know the different merits of lease and rental, we can provide the best for customers. Our solutions relate to various needs, for instance, cost reduction through economies of scale, one-stop service, and the selection of the best-matching rental companies.

Purchase system/Office Solution

Exploiting our experience as a procurer, we support customers' best purchase practices. Our support includes customer purchase activities research, procurement strategies, cost estimation guidelines, estimate evaluation, and contract negotiation. In addition, our office solutions propose office environments to make the most of human resources as working styles are becoming more diversified.

Uniforms

Uniform renewal is effective since it can boost the staff's morale and positive brand image. We also provide high-value-added services by sharing our unique uniform management system and recycle promotion know-how.

AI/Robotics



We constantly create new solutions that make a difference in society through the experimental demonstration of the latest technologies, for instance, AI guidance robots and cleaning robots.



A wide range of products

Consumer Goods Business

Comprehensive Prowess as a Trading Company by Concerting Product Development, Wholesale, and “Antenna” (Original Retail) Shop Marketing

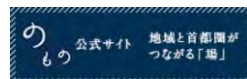
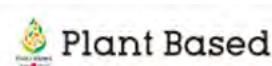
Consumer needs are ever-changing. To satisfy them, we purchase and develop high-quality products and market them in and outside Japan. We distribute diverse merchandise, including railway goods, alcoholic beverages, and regional specialties, through our original retail shops, e-commerce, wholesale, and other channels.

Railway Goods



We procure various kinds of railway goods for “TRAINIART,” our original shop and e-commerce store, and wholesale them at other trinket stores. Our practice also includes developing unique products using our cultivated expertise. Highly stylish and functional railway goods and “Suica Penguin Goods” are just a few examples.

Regional Specialties (“nomono”)



As part of JR East’s “Regional Rediscovery Project,” we provide new sales channels for producers by selling locally produced goods from various regions through our directly managed “nomono” store, e-commerce, and at farmers’ markets and small-scale marche in stations. We are also engaged in the discovery of locally produced products and joint development of products with local producers to develop original products such as “Oyatsu Times” .

PRODUCTS

Alcoholic Beverages



Diversity is our strength, from canned beer and sake products (popular retail store items) to regular restaurant items such as barreled raw beers and imported wines. “Montlacs Wine,” brewed from Shinshu grapes (our original product), unique sake with peculiar regional traits, and craft beer are on our impressive product list.

e-Commerce

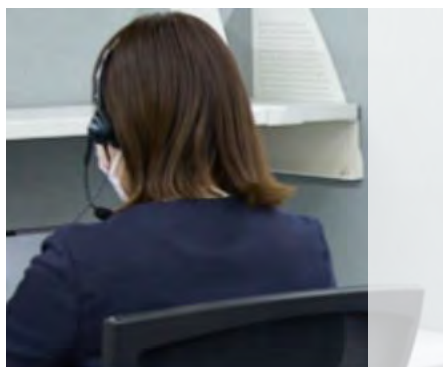
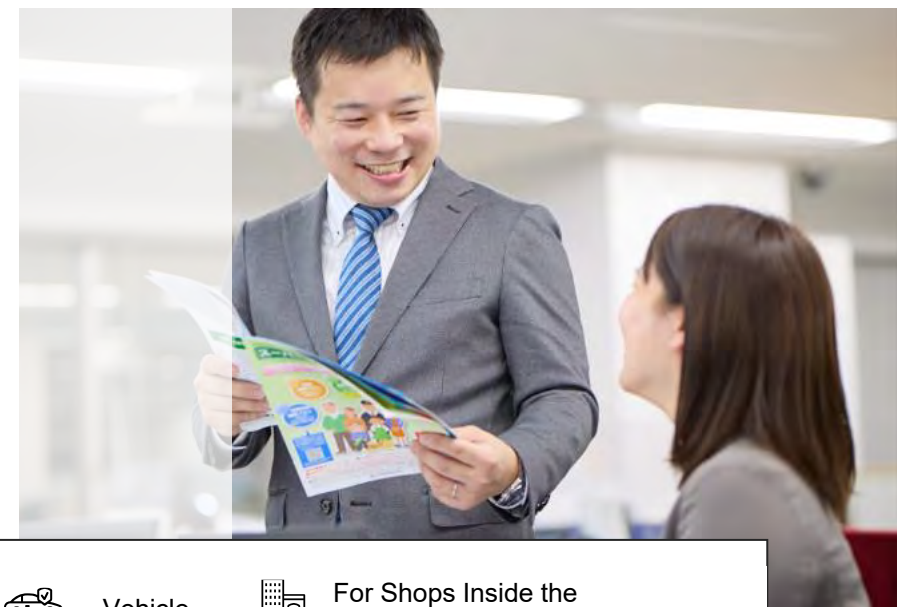


We manage “JRE MALL,” JR East’s EC mall, and other EC shops to distribute various products. We also help other companies manage logistics, system design, and screen production for their EC shops, exploiting our business and sustainment infrastructure expertise.

Insurance Agency Business

Multi-Faceted Support to Solve Customer Issues with Optimal Proposals by Addressing Diversifying Needs

As a core insurance agency and risk manager in the JR East Group, we can utilize our abundant experience and strong expertise. That is why our support is wide-ranging, providing non-life and life insurance products for corporate and individual clients both inside and outside Japan. It's also thorough, covering everything from proposing to composing insurance policies to meet clients' specific needs so they can always feel safe and secure.



SERVICE



Non-life



Medical



Vehicle



For Shops Inside the
Station/Station Buildings



Corporate Fire/Liability



Construction Work/Labor Accident

Sustainability

Some of Our Practices as a JR East Group Member to Build a Sustainable Society

CASE 01

“Uniling” Uniform Recycling Project

“Uniling” is a project that promotes the recycling of customers’ uniforms, which are generally incinerated because they use diverse materials (e.g., polyester, cotton, and wool) and, therefore, are difficult to recycle. For this, we start by researching their uniform materials and hearing their requests, then present our recycling proposals. Recycling (instead of simply incinerating) something with an emotional value, such as a long-worn uniform, can form a significant part of a sustainable material cycle. Our strength lies in creating something new and attractive through recycling and returning it to customers. We believe such a practice will enhance the environmental awareness of both customers and our staff. Therefore, our uniform renewal proposal includes recycling old uniforms as part of a seamless process. Reducing the incineration of uniforms also positively impacts the overall environmental management of the JR East Group.



Recycling to make work glove material



Remove non-cloth parts



Cut into fine pieces



Cut into fibers with a needle



Mix chemical fibers



Align fibers into threads



Finished thread rolls

Courtesy of Nakano Co., Ltd.



CASE 02

Bringing Regional Bests to Cities: Marche Shops/Directly-From-the-Origin Markets

Participating in the “Regional Rediscovery Project,” our group-wide initiative, we manage Marche shops and directly-from-the-origin markets within the JR station premises. Through these events, we aim to discover attractive products from the regions in Eastern Japan and create sales channels in the Tokyo metropolitan area while transmitting information related to regional tourism resources such as traditional cultures and festivals. Furthermore, under the “co-creation” strategy to strengthen collaboration and share wisdom with people in these regions, we strive to help them create new job opportunities and utilize local resources by exploiting the characteristics of the railway network and the benefits of metropolitan sales channels.

