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Certificate

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Ito Shoten

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Samantha Jones
Managing Editor
Metals & Mining Review

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VALLEYMEDIA, INC., TALLIS HOUSE, 2 TALLIS STREET, LONDON, EC4Y 0AB, UNITED KINGDOM | PH: 510 369 5330 | editor@metalsminingreviewapac.com

Ito Shoten

Building a Reliable Route for Non-Ferrous Scrap



Scrap recycling can look straightforward from the outside: material comes in, it is sorted and processed, and it leaves for another buyer. At Ito Shoten, the work is tied to knowing the material, reading the market and keeping a dependable customer relationship.

The Japanese company has spent more than 70 years in the business. Hironaga Ito, President, has been involved for nearly 50 of those years. It spent much of its history serving Japan before gradually building an international trading operation. Its first export experience involved used trucks shipped to Malaysia. Later came aluminum and other materials for China, followed by the establishment of a trading division about 15 years ago.

The division has become an important part of its growth as Ito Shoten broadens its network for Japanese scrap.

Sorting is Only Part of the Job

Ito Shoten operates four yards in its area. Material arriving from customers is checked, sorted and processed before the company decides where it should go. Non-ferrous scrap may be pressed or handled in other ways before being sold to domestic melters or overseas buyers, primarily through container shipments.

There is no fixed formula for every load. The company looks at market conditions and the difference between domestic and overseas demand before deciding how a particular type of scrap should be handled. That flexibility matters as demand shifts.

The same attention is applied to quality. Customers want clean material, and Ito Shoten checks incoming scrap as well as the material before it leaves for shipment. Documentation is checked, too. In Japan, those checks are part of everyday business.



Making Life Easier for Customers

For Ito Shoten, service is not limited to processing material. Its operating schedule reflects the realities of the customers it serves. Demolition companies often work on weekends because they cannot always carry out demolition during the week. Ito Shoten therefore operates seven days a week, including holidays.

That availability has helped the company develop a strong reputation in its local market. But Ito sees something else as essential to keeping relationships going when business crosses borders. “Good business and being trustworthy is most important,” he says.

The company encourages yard visits and also visits customer facilities. That direct contact helps both sides understand how the other works.

Preparing Scrap for Global Trade

International business brings added responsibility. Ito Shoten has a dedicated trading division and specialists who handle documentation for overseas buyers. The company follows requirements relevant to international shipments, including the Basel Convention, and also handles insurance processes.

Its yards are equipped with radiation gates to check incoming scrap. Together with material and document checks, these measures are designed to give international customers greater assurance about what they are buying and how it is handled.

The Next Market

Ito Shoten is looking beyond the markets it already serves. China and India are important destinations for non-ferrous scrap, and the company wants to build relationships in other regions, including America and Europe.

> *“Good business and being trustworthy is most important.”*

The goal is straightforward: expand the network, maintain quality and service, and build lasting relationships. That means adapting without losing consistency across markets, shipments, relationships, and customer expectations. The company has been named Top Non Ferrous Scrap Metal Recycling Services in Asia for 2026, recognition that sits alongside its continuing push into international markets.

For Ito Shoten, growth is tied to reliability. The company is working to become a supplier that customers can return to, whether the material is destined for a domestic melter or a buyer elsewhere in Asia. M&M