

The 2019 ISSUE 02 Innovator

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Our Global Vision



We currently have one overseas branch, on the U.S. island of Guam, and one overseas subsidiary, HEXEL TECH ENGINEERING Corp. in Los Angeles. Most of our competitors are focusing on developing their general electrical works under Japanese government funding such as Official Development Assistance (ODA) to Asia and the Middle East. Rather than be yet another competitor in that field, we are instead opting to focus on other fields that make use of our strengths.

U.S. Military Facility Construction

We have an overwhelming share of the U.S. budget for U.S. military facility construction in Japan, with sales volumes reaching roughly 15% of total sales. As installation and specifications are largely uniform on U.S. military bases throughout the United States and around the world, we are quite confident in bidding for U.S. military facility

construction projects outside Japan thanks to the experience and know-how we have accumulated to date in Japan. Our first attempt overseas was Guam, where we succeeded in being awarded a dental clinic project on the U.S. Naval Base in Sumay as the electrical subcontractor under the U.S. general contractor. Looking ahead, we will gain additional experience on Guam and then take on the challenge of constructing U.S. military facilities in Hawaii and San Diego, as well as around the world. To ensure success, installation and human resources are key and are highly prioritized for construction sites. As such, we are actively interviewing and hiring overseas human resources from the Philippines.

Overseas Procurement

We have several strategic aims regarding materials procurement. Our subsidiary HEXEL TECH ENGINEERING provides electrical

Recruiting highly skilled engineers from overseas



materials for U.S. military facility construction not only for Rokko & Associates, the parent company, but also for other electrical construction companies.

Moreover, we will expand our construction procurement to include architecture, mechanical, and related materials. These businesses are going well and proceeding smoothly.

For customers, it is often difficult to import materials directly from overseas as international transactions involve taxes, insurance, terms, and a host of other highly specialized issues. Because of this, we hope to excel by capitalizing on our know-how and expertise in this area. We have already begun to strengthen our organization to better respond to external sales.

Our dream is to one day exceed the sales of Rokko & Associates!



TAKAYUKI SAKAMOTO
Overseas Division Director and
Managing Executive Officer

“Thank You!!” The 70th Anniversary of

“Rokurinpic (Rokko Olympic)”

The Company celebrated the 70th anniversary of its foundation in June 2019. Approximately 1,500 people, including employees throughout Japan and their families as well as retired employees, gathered at the GRAND NIKKO TOKYO DAIBA hotel on the day of the celebration. Employees came in a variety of polo shirts, differentiated by branch, ready for a “Chambara” fight (a Japanese fencing-like game). Attendees enjoyed a number of games, competing with one another to gain points. In the evening, we hosted a dinner party for all. It was then that Company president Mr. Nagae surprised everyone by announcing that the Company’s name was changing from Rokko & Associates, Inc. to **HEXEL | Works** Reborn as **HEXEL | Works** we will maintain Rokko & Associates’s “ever-changing DNA” as we take our first steps toward the next 100 years.

We would like to express our sincerest appreciation for your continued business and support.



President Nagae lights the Olympic torch at the Opening ceremony.



Game Competition



Kizuna Fight



Each branch manager fights to survive and make it to the last chair



Thank you for 25 years of service

70th anniversary project members

Rokko & Associates' Foundation!

Local Food Contest



Kids Laboratory



Kira Kira Photo Contest



Memorial Lucky Fortune



Chambara Fight



ROKKO 2019

70th Anniversary Program

Held on June 1, 2019 at the GRAND NIKKO TOKYO DAIBA hotel

10:00 Start

- Ready for the games!
- Welcome luncheon party

12:45 Opening Ceremony



Game 1

Chambara Fight

All employees join the fight!

Game 2

Rokurinpic (Rokko Olympic) Competition

Attendees enjoy various games.

Game 3

70th Rokko Quiz Rally

All quiz questions are with regard to Rokko's history. Attendees check the scoreboard outside for a tally of the highest scores!

17:45 Dinner Party

Game 4

Food Contest

Japanese and international foods from all over the world!

Game 5

Kira Kira Photo Contest

A winner was selected from photo submissions by employees

Game 6

Kizuna Fight

Branch managers must survive if they are to sit in the final chair! Agility is surely needed?!

Game 7

Memorial Lucky Fortune

Who is the luckiest person?! Everyone has an equal chance of winning this lottery!

21:00 Closing Ceremony





History of U.S. Military Projects

The Company has been establishing a solid track record since fully launching its construction business for the U.S. Forces in 2003. Business and sales operations of Rokko & Associates in Misawa, Yokota, Yokosuka, Atsugi, Zama, Iwakuni, Sasebo, and Okinawa are in charge of multiple U.S. military bases from Aomori Prefecture to Okinawa Prefecture. Sales operations in Okinawa Prefecture entered into construction for the U.S. Forces for the first time and executed housing renovation and commercial facilities on U.S. military bases.

Following this, we established the Guam Branch, aiming for construction contracts in line with the Marines relocation from Okinawa Prefecture to Guam. We also launched HEXEL TECH ENGINEERING Corp., a U.S. corporation, to exclusively procure materials made in the United States which are necessary for construction related to the U.S. Forces. We will continue to actively pursue further development and gain a larger market share.

We Are a Sustainable Member of SAME

The Company is a sustainable member of the Society of American Military Engineers (SAME). SAME is an association which connects military branches, public and private engineers, and various experts, all in support of U.S. national security through engineering, with the goal being to improve one another's knowledge and skills.

SAME continues to study engineering in order to keep up with ever-changing specifications and systems and to maintain its strong relationship with the U.S. Forces.



2003 Kadena (Air Force)



2007 Iwakuni (Navy)



2009 Misawa (Air Force)

2003

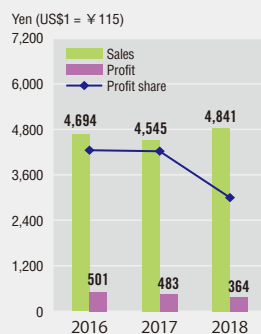
2007

2008

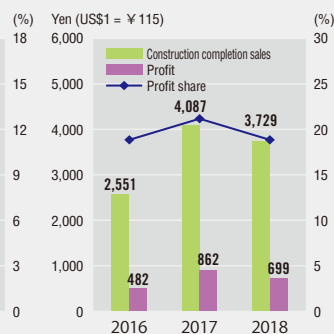
2009

Sales Volume of U.S. Military

Sales



Construction Completion Sales



★Pick Up★ Initially Foot Prints in Every Bases

Year	Military	Base	Project Guideline
2003	Air Force	Kadena	Military Family Housing Renovation Project
2007	Navy	Iwakuni	Bowling Center New construction Project
2008	Air Force	Yokota	Chili's Restaurant Renovation Project
2008	Army	Zama	BEQ 742/552 Renovation Project
2009	Air Force	Misawa	Military Family Housing Renovation Project
2010	Navy	Sasebo	Hario Town House Renovation Project
2011	Navy	Yokosuka	Restore Sarp and preventive medicine bldg. E22 renovation project
2017	Army	Kyogamisaki	Military Facilities Administrative building new construction Project
2019	Navy	Guam	Apra Medical/Dental Clinic, Naval Base, Guam



2015 America

HEXEL TECH ENGINEERING launched



2011 Guam

2019

2017

2015



2010 Sasebo (Navy)



2017 Kyogamisaki (Army)

2011



2011 Guam

Guam Branch launched

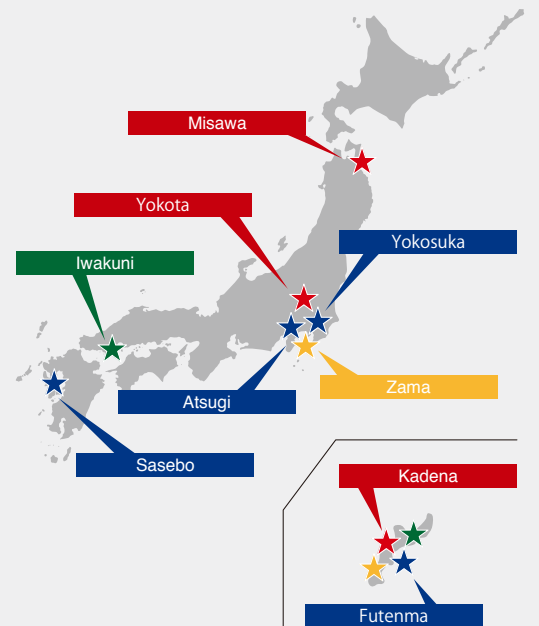
2010



2011 Yokosuka (Navy)

U.S. Military Base In Japan

★ Air Force ★ Navy ★ Marines ★ Army



2008 Yokota (Air Force)



2008 Zama (Army)



Guam Branch

Hello to all the new readers of this newsletter, and welcome back to those returning. In my last article, I briefly introduced the island of Guam and explained from the start-up of the Guam Branch to our receiving a construction order from the U.S. Forces. This time, I would like to discuss construction.

Construction is one of the businesses in line with the relocation of Marines from Okinawa Prefecture to Guam. The general contractor is not one from Guam but is instead a joint venture of Caddell Construction Co., LLC (Alabama) and Nan, Inc. (Hawaii). The construction site is located in the naval base on the west side of Guam, named the U.S. Seventh

Fleet base under the command of the Pacific Fleet in Hawaii. Comprehensive electric work will be carried out for new buildings for a dedicated clinic for ambulatory patients as well as a dental clinic. We are doing our best to meet the planned completion target of August 2020.

I would also like to discuss manpower and materials, as both are difficult to secure on Guam because the island is so far from the U.S. mainland, but I will have to keep that for another time. Instead, please allow me to introduce two of our Filipino employees that we here at the Guam Branch are incredibly proud of, Mr. Romel Constantino and Mr. Fred Marayag. Mr. Constantino is in charge



of calculations, and contributes greatly to receiving orders, and Mr. Marayag is a senior superintendent. Again, thank you for reading. Until next time.

KOTARO KIMURA
Branch Manager



Mabuhay! My name is Fred Marayag, and I was welcomed by Rokko & Associates (Guam Branch) in March 2019. The company is one of the leading electrical contractors serving Guam, and specializes in large, medium, and small commercial electrical projects.

At Rokko & Associates, we maintain a strong foundation of integrity, dedication, and professionalism.

Prior to working at Rokko & Associates, I worked in the electrical construction industry from the Philippines to Guam and Florida for over 30 years at the project management level.

Thank you, and let our team be your first choice for your next project.

FRED MARAYAG
Project Manager



Hello, my name is Romel Constantino, and I have been with Rokko & Associates's Guam Branch for three years as one of their engineers. The Guam Branch was established in 2012, and since then we have been dedicated to offering top-quality general electrical services to the island. Recently, we were awarded two projects for the military buildup and construction is already under way. We are looking forward to additional project opportunities and to further expanding Rokko & Associates business.

I came here in 2016 and the experience has been great. I have been able to attend several forums on the construction industry, seminars, and trainings. Many Filipinos live and work on Guam so it is just like home away from home.

ROMEL CONSTANTINO
Estimation Engineer





which ends up with costs being far more expensive than estimated. The company makes proposals to best reduce transportation costs and deliver products by the requested delivery date, exploring the

Options include changing the shipping method from sea to air, and also the collection of materials from manufacturers or factories far from Los Angeles, such as on the East Coast, for direct shipping from a nearby port or airport to Japan instead of bringing them to Los Angeles and then shipping from there, which is common for us. In rare cases, we have shipped products directly to Japan without going through the United States due to a manufacturing delay in a foreign country.

I would like to take this opportunity to introduce our logistics service. We primarily procure materials made in the United States and sell them to Japan for the construction of U.S. military bases in Japan. Logistics is a crucial element for us in selling materials to Japan, and this is a major reason why we located our office in Los Angeles, which is nearby to Long Beach Port. The company deals with domestic transportation, product packing, exports from the United States to Japan, customs clearance, as well as transportation throughout Japan. A failure in transportation can cause severe issues, such as freight not arriving by the time requested by a customer or an additional transportation fee being charged,

best possible options by teaming up with Japanese logistics company MOL Logistics Co., Ltd.

We ship to Japan approximately 100 times in a year, handling various products from small items like screws to large equipment such as transformers, using an appropriate shipping method by air or by sea. Currently, we bring and store all materials in the warehouse of MOL Logistics, where we then arrange transportation. We often receive customers' requests where they want to receive a product by any method at any cost as soon as possible. We are able to successfully meet these requests by reducing material manufacturing lead time. However, if this is not possible, how we go about cutting transportation time to a minimum is extremely important.

The company is aiming to increase the volume and speed of its material handling in line with further enhancing sales. Logistics is an important element of our target, as we seek to make all our services the best for our customers.

KAZUKI YAMAMOTO
Chief Executive Officer



HEXEL TECH ENGINEERING & MOL Logistics staff, collaborate with one another



Pre-shipment inspection



Please check out our official website:
<http://www.hexeltech-eng.com>



Los Angeles Warehouse

Choral Concert Presented by Visiting University Students from Malaysia



The Universiti Tunku Abdul Rahman Choir held a concert in the ground floor lobby of Shiba NBF Tower during lunch-time on May 24 (Friday). The event was graciously hosted by Rokko & Associates. A standing audience more than triple the prepared seats listened to the performance and gave a resounding round of applause at its finish. The group

sang “A Whole New World,” the main theme song from Walt Disney Company’s “Aladdin,” the second national anthem of Malaysia, “Always With Me,” the theme song from the Japanese animated feature “Spirited Away,” and finally “Flowers Will Bloom,” a spirit-lifting song about the Great East Japan Earthquake victims. Rokko & Associates arranged for me to stay a night at the head office of Shiba NBF Tower when I had nowhere to go on the day of the earthquake that affected Hamamatsucho Station on the Yamanote Line. I chose “Flowers Will

Bloom” as the final song to show my deep gratitude for their kindness. I felt deeply emotional to be able to have the opportunity to bring my students and play the song at Shiba NBF Tower, where I stayed that night.

Osamu Moroe,
Conductor of the Universiti Tunku Abdul Rahman Choir



Safety First at Construction Job Site

A safety and health meeting will be held to further improve the Company’s workplace environments and to ensure the safety and health (public health) of all workers at each site. We will gather together all the interested parties (subcontractors) to enhance and share awareness of safety and health. To ensure safety means to prevent on-the-job accidents and injuries, such as a falling accident, collapse, or an electric shock. To ensure health means to prevent illness, such as oxygen deficiency, pneumoconiosis, and heatstroke, as a result of exposure to harmful substances or environments during work.



Construction is carried out by numerous professionals, such as a primary subcontractor

and a secondary subcontractor under a general contract. Each employee works at different periods according to the process. As such, it is necessary that all subcontractors get together to share safety awareness.

The safety and health meeting will be held in June, during the preparation period for National Safety Week (July 1–7). Started in 1928, this year marks the 92nd anniversary of National Safety Week without suspension. A policy speech regarding safety and health by top management, a safety and health awards ceremony, reporting on safety and health activities, and distribution of safety PR materials are a few of the activities which will be completed during the preparation period.



Minami Urawa Dormitory Opens for Fresh Employees

Minami Urawa Dormitory was successfully completed and occupancy began on June 20. The dormitory has 30 private rooms, and is the second Company dormitory to open after the completion of Shin Kawasaki Dormitory.

It is equipped with private rooms, bathrooms, and a dining room, all of which have been designed with the convenience of residents in mind. A resident assistant prepares an elaborate breakfast every morning, for employees new and old alike. Residents find it an oasis from the day that refreshes both physically and mentally.



★★★★★ Recent Awarded Projects for the U.S. Military ★★★★★

1. Renovate B1299 for SAPR, Yokota, Japan
2. Whole House Revitalization of Ume Tower, Bldg. 5024, U.S. Fleet Activities, Sasebo, Japan
3. Whole House Revitalization North Side Townhouses, Phase 2, Iwakuni, Japan
4. FY16 MILCON PO23 Child Development Center Commander Fleet Activities, Yokosuka, Japan
5. FY18 DESC1805 Upgrade Fuel Wharf COMFLEACT Sasebo, Yokose, Japan

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