

Southco Begins Direct Operations in Japan

Written by Australian Business

OSAKA, JAPAN-- [Media OutReach](#) --30 October 2013-- [Southco](#) , a leading global provider of engineered access solutions such as Locks, Latches, Captive Fasteners, Electronic Access Solutions and Hinges / Positioning Technology, continues to expand its presence around the globe with the opening of a new office and distribution center in Osaka, Japan. Southco Japan will provide sales operations, customer service, technical support, warehouse and distribution across the country. Setting up a direct presence in Japan is part of Southco's efforts to growing business in Japan through providing direct technical support, distribution and customer communication. Southco Japan will officially start operations from November 1, 2013.

Mike Zhang, Managing Director of Southco Asia Pacific, said: "Southco's move to set up direct presence in Japan is in line with the company's strategic objective to place greater emphasis in promoting local business growth around the world. This allows us to better position ourselves as the industry leader and enables us to even more proactively manage our business growth in local market."

The new office will be managed by Naoyuki Sugimoto, Representative Director for Southco Japan. Sugimoto has more than 30 years of experience in sales, product development and operations in the access hardware industry. Prior to joining Southco, Sugimoto was the President and Chief Executive Officer for Takigen Japan and China, for which he successfully built up the company's operations in China in five years.

"Having a direct presence in Japan allows us to further develop the market, promote the Southco brand and provide customers with a new level of support as we get closer to them," said Naoyuki Sugimoto.

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In the past two decades, Southco has made its mark in the Japanese market through the support of its long term business partner, Nabeya Bi-Tech Kaisha (NBK). NBK has been Southco's authorized distributor since 1992, and also fulfilled the role of manufacturing representative since 2005, and has played an instrumental role in growing Southco's business in Japan. Moving forward, Southco and NBK will continue to work closely together to provide unparalleled engineered access solutions and services to customers in Japan. NBK will focus on growing Southco's distribution business, while Southco's own teams in sales operations, customer service, technical support, warehouse and distribution will directly support customers that were previously served under Southco's manufacturing representative business. This new change will further expand Southco's support for its customers in Japan.

Southco Japan -- Corporate Overview

Company Name: Southco Japan Limited

Representative Director: Naoyuki Sugimoto

Ownership: 100% Subsidiary of Southco Inc.

Business Operation from: November 1, 2013

Company Address and Contacts: Universal City WAKO Building 7F, 6-2-82, Shimaya Konohana-ku, Osaka 554-0024, Japan. Tel: 06 6466 1200; Fax: 06 6466 1205

Website: <http://www.southco.com/ja-jp/>

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Description of Business: Southco Japan provides a wide variety of engineered access solutions such as locks, latches, hinges/positioning technology, fasteners, electronic access solutions and other innovative products for a wide range of industry markets.

Company Logo

<http://release.media-outreach.com/release.php/Images/932>

About Southco

Southco, founded in Pennsylvania USA since 1899, is a leading global provider of engineered access solutions serving more than 70,000 customers in Americas, Europe and Asia Pacific. Southco offers an extensive breadth and depth of solutions including latches, locks, captive fasteners, hinges, handles, and other accessories for applications in the networking, telecommunications, enclosure, medical, automotive, aerospace, mass transit, off-highway/construction, RV/caravan, industrial machinery, marine and HVAC industries.

Southco is strongly focused on customized engineering solutions and global support for its key customers. The company aspires to be a virtual engineering centre for its customers' engineered access solutions and is committed to providing outstanding quality and overall satisfaction. Southco's promise to its customers is to connect, create and innovate to provide the best solution for every access engineering problem. www.southco.com.

Southco Asia Limited

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