

# **Start of a New Business Model following Completion of a National Network for Transport of Heavy Goods**

**Starting with National Delivery and Installation of Household Storage Batteries**

Senko Co., Ltd. (headquarters: Osaka City; president: Yasuhisa Fukuda; hereafter “Senko”) has launched a new physical distribution service after completing a national network for transport of heavy goods.

Cargo to be handled by the new service will be heavy goods requiring delivery by two people. Examples include copiers, medical and laboratory equipment, precision devices, kitchen equipment, safes, music equipment such as pianos, and other items weighing around 200 kg per item. The delivery of such heavy goods will require special skills and know-how in the areas of transport as well as onsite unpacking, setting, and installation.

Delivery operations in the Kansai region and areas west will be handled by Chugoku Piano Transport Co., Ltd. (headquarters: Hiroshima City), which is a specialist in heavy goods delivery that became a Senko subsidiary in January 2012, and by partner companies of Chugoku Piano Transport in eastern Japan.

To kick off its national heavy goods delivery network, Senko will launch a physical distribution service for the storage, delivery, and installation of household storage batteries that are manufactured and rented by One Energy Corporation in June. This service will be offered throughout Japan in areas ranging from Tohoku to Kyushu.

One Energy Corporation was established through joint capital investment provided by Orix Corporation, NEC Corporation, and Epco Inc. These three companies rent NEC-made lithium-ion storage batteries for household use and provide full support services that include construction, maintenance, and power-saving support based on energy “visualization.”

Senko has been entrusted with the physical distribution of these storage batteries for installation in households throughout Japan. It will execute its responsibilities here by combining skills and know-how it has accumulated in its residential logistics business with Chugoku Piano Transport’s expertise in the delivery and installation of heavy goods.

Distribution of household storage batteries will begin with storage of products produced at NEC’s Yamanashi Plant at two of Senko’s residential distribution centers to be established

as main distribution centers. Then, as customer orders come in, products will be sent along main routes to Senko's distribution hubs that handle housing materials and other items in 13 locations throughout Japan. Two-person teams will then deliver the products from the hubs to construction sites or other order destinations, where they will unpack and install the products on site.

At the same time, Senko's distribution centers and hubs will sort products by residence (by customer) and engage in pre-work coordination with contractors, while Chugoku Piano Transport's call center will coordinate deliveries with customers. Senko will also provide feedback on delivery status and completion and other information in real time to One Energy Corporation.

Looking forward, Senko intends to develop and supply new products and services by fusing its distribution centers for various industries—including not only those for residential distribution but also chemicals and sales distribution—with national delivery of heavy goods, precision devices, and other items by Chugoku Piano Transport and others under the Senko umbrella.