



Lindsay Road Zipper Sales Facilitation

SUMMARY

NEXCO USA holds strong global ties with clients and partners. Starting in 2014, NEXCO introduced the widely known road zipper developer, Lindsay, to two of the three major highway tolling companies in Japan: NEXCO-East and NEXCO-Central (the third being our parent company, NEXCO-West).

With an overt need to mitigate traffic control on the clients' highway systems and an adequate technical solution provided by Lindsay, the recipe for a mutually rewarding transaction was clear. However, attention to regulations in Japan and the nuances of differing business customs on both sides was crucial in assuring a successful implementation of the road zipper product. NEXCO USA acted dutifully and skillfully to guide both sides of the transaction towards understanding and value gained.



OVERVIEW

Clients:

Lindsay Corporation
NEXCO-Central
NEXCO-East

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Project period:

Nov. 2014 - ongoing



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