

## Doosan Forklift

Doosan Infracore Company Ltd. is an international and intercontinental corporation which comprises of Defense Industry Products, Industrial Vehicles, Diesel Engines, Automation Systems, Machine Tools and Construction Equipment.

Their United States affiliate, Doosan Infracore America Corporation, located in Suwanee, Georgia houses a 170,000 square foot manufacturing facility, home to a Compact Equipment and Construction division. Cleveland, Ohio houses the Lift Truck division, and West Caldwell, New Jersey has a Machine Tool division. The U.S. headquarters in Georgia facilitates a first rate parts operation capable of supplying an excess of 25,000 line items to support Lift Truck, Compact Equipment, Machine Tool and Construction client needs.

With a network consisting of over 90 independent dealers, the lift truck group provides quality materials handling equipment to the broad North American market. Doosan Infracore America Lift Truck sellers successfully operate in over 220 service and product sales locations all through Canada and the U.S. The lift truck product line remarkably comprises of 63 distinctive models consisting of 82 various battery and engine configurations of Electric-powered and Internal Combustion vehicles. Capacities of these numerous truck versions vary from 3,000 to 33,000 lbs. All trucks are built in an ISO 9001 qualified facility.

Doosan Infracore America is the fastest expanding forklift company in the North American marketplace, due to their stability in retaining a high degree of client service excellence and optimum product functioning to all Doosan Infracore Forklift users. The U.S. forklift division stationed in Cleveland has a skilled team experienced in Product Sales, Purchasing, Advertising, Logistical and Technical Support.

### Start-up of the lift truck industry

In the beginning the domestic lift truck marketplace in Korea was an open import enterprise. Korea Machinery Co. Ltd. begun in 1960, to import fully assembled forklifts as part of a domestic equipment expansion venture. Sales of these goods were originally targeted to state-run corporations, large scale businesses, and the military. This eventually led to a merger with Daewoo Heavy Industries Ltd. In 1976, the Forklift Division begun business operations throughout Korea to overhaul and sell this heavy equipment. By 1978, a lift truck production plant was successfully completed. Continuous technical training grew to become the new focus for enhancing quality and product development.

### Forklift Export Expansion

Domestic lift truck business for Daewoo started in 1967 and grew to an astonishing 90% market share in Korea. By the 1980s, Daewoo's advanced technological advancements combined with sales success placed them in a situation of considerable growth of their lift truck operations.

Caterpillar Industrial Inc. of the U.S. in 1981, proposed a cooperative venture project to help them in the very competitive North American materials handling market. This joint-venture proved highly successful for Daewoo and their forklift product sales expanded greatly. In 1984, the company finished development of a new facility to help in producing high end value-added products for export. In 1993, the corporation had a international sales network and started exporting models they had developed through in-house technology, as an sovereign product. Certifications were then acquired from CE of Europe, UL of the United States and ISO 14001 and ISO 9001, securing expansion opportunities into overseas marketplaces.