

## **Doosan Forklift**

Doosan Forklift Training BC - Doosan Infracore Company Ltd. is an international and intercontinental company that includes Defense Industry Products, Industrial Vehicles, Diesel Engines, Automation Systems, Machine Tools and Construction Equipment.

Their United States affiliate, Doosan Infracore America Corporation, stationed 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 desires.

There are well over 220 Doosan service and sales locations operating in Canada and the United States. In addition, there are more than 90 independent sellers moving forklift equipment and materials handling equipment. This system helps Doosan Infracore America to aggressively compete in this competitive market. The forklift product line remarkably includes 63 different versions consisting of 82 various battery and engine configurations of Electric-powered and Internal Combustion lift trucks. Capacities of these numerous vehicle designs range from 3,000 to 33,000 lbs. All vehicles are built in an ISO 9001 qualified facility.

Doosan Infracore America is the fastest growing lift truck company in the North American market, thanks to their stability in retaining a high level of customer service excellence and optimum product functioning to all Doosan Infracore Lift Truck users. The U.S. lift Truck division located in Cleveland has a professional team knowledgeable in Sales, Purchasing, Advertising, Logistical and Technical Support.

### Start-up of the lift truck business

Korea's original domestic forklift marketplace was an open-import enterprise. In the 1960's, Korea Machinery Co. Ltd. started to import assembled forklifts as part of a nationwide equipment expansion project. Initial sales of this industrial equipment focused on large business groups, the armed services and on state-run corporations. This ultimately led to a merger with Daewoo Heavy Industries Ltd. In 1976, the Forklift Division commenced trade operations throughout Korea to service and sell this heavy equipment. By 1978, a lift truck manufacturing plant was successfully completed. Continuous technical education became the new focus for improving quality and product development.

### Expansion of Lift Truck Exports

Home-based lift truck trade for Daewoo started in 1967 and grew to an amazing 90% market share in Korea. By the 1980's, Daewoo's progressive technological advancements combined with sales success placed them in a situation of considerable growth of their forklift operations.

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