

## Doosan Forklift

Doosan Infracore Company Ltd. is an international and intercontinental organization that features Defense Industry Products, Industrial Vehicles, Diesel Engines, Automation Systems, Machine Tools and Construction Equipment.

In the United States, Doosan Infracore America Corporation is headquartered in Suwanee, Georgia. It is home to a 170,000 square foot production facility, which is the home of the Compact Equipment and Construction division. West Caldwell, New Jersey is home to the Machine Tool division and Cleveland, Ohio is home to the Lift truck 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 customer needs.

With a system consisting of over 90 autonomous dealers, the lift truck group provides quality materials handling equipment to the comprehensive North American marketplace. Doosan Infracore America Lift Truck sellers successfully operate in over 220 service and product sales places throughout Canada and the U.S. The forklift product line remarkably features 63 different models consisting of 82 various battery and engine configurations of Electric-powered and Internal Combustion vehicles. Capacities of these various vehicle models range from 3,000 to 33,000 lbs. All vehicles are built in an ISO 9001 certified facility.

Doosan Infracore America is the fastest rising forklift and lift truck company in the North American market, due to its outstanding level of product performance and their consistently high level of buyer support and service given to all Doosan Infracore Forklift users. The U.S. forklift division stationed in Cleveland has a skilled team knowledgeable in Sales, Purchasing, Marketing, Logistical and Technical Support.

### Start-up of the forklift business

Initially 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 home-based equipment expansion project. Sales of these products were originally targeted to state-run companies, large scale organizations, and the armed forces. This ultimately led to a unification 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.

### Lift Truck Export Expansion

Daewoo started the first home-based lift truck business in 1967, and rapidly acquired a whopping 90% share in the Korean Materials Handling market. By the 1980's, Daewoo's superior technological improvements combined with sales success placed them in a position of substantial 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 highly competitive North American materials handling market. This joint-venture proved highly profitable for Daewoo and their forklift product sales expanded greatly. In 1984, the company finished construction of a new facility to help in manufacturing high end value-added products for export. In 1993, the company had a international sales network and started exporting versions they had established 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 growth opportunities into overseas marketplaces.