



# Doosan seals historic deal

## Doosan as preferred supplier

**The UK's largest ever forklift deal will see the company supply over 2,000 counterbalance trucks across a variety of Saint-Gobain UK manufacturing, retail and merchant sites.**

These include the company's Jewson, JP Corry and Gibbs and Dandybuilders' merchant networks. Doosan UK director and general manager, Tim Waples, believes the deal will cement the forklift company's position in the UK and greatly raise the stature of the brand.

Said Tim: "Naturally, we are delighted to have been selected as the supplier of choice for Saint-Gobain. We feel that our profile has been rising for many years and it's a real vote of confidence. We look forward to an excellent partnership with the group."

### Big Deal

The scale of the agreement, over two years in the making, will see Doosan trucks operating in

over 800 Saint-Gobain sites across the country. The deal came about when national supplier Rush lift secured the UK's largest supply level agreement with Saint-Gobain. The scale of the deal has prompted the materials handling specialist to recruit 30 additional engineering, account management and administrative

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Rushlift Chairman, Peter Cosgrove, believes the deal was made easier thanks to the backing of a major manufacturer. Said Peter: "A deal of this size is not just about equipment. It's about service, top



quality account management and building up trust over a long period. And having dealt with Doosan for many years as their national partner, we felt they were the natural choice for SaintGobain. All parties have worked hard together to bring this deal to fruition.

The agreement is on a unprecedented scale and we are excited by the opportunities and challenges it presents our business.” Saint-Gobain’s fleet director, Ian Berrill, Said: “We were keen to choose a major global player that can provide safe, modern and reliable equipment. Doosan have worked hard to prove that they can supply reliable, productive, high quality equipment for the next ten years and we are extremely pleased to have secured our agreement with them.”

## New partnership

Having already ended their previous contract with their outgoing supplier, the move signals the start of a long term partnership between Saint-Gobain,

Rushlift and Doosan. UK general sales manager, Paul Watson, believes the new partnership will bring rewards for each of the businesses involved.

Said Paul: “Our equipment has consistently proven itself as both competitive and reliable. The decision by Rush lift to enter this partnership is affirmation of the quality of our products and indeed the quality to which we work. Sustainability also forms a crucial aspect of the Saint-Gobain ethos and adding fuel saving options, such as engine idle shutdown and speed limiters, will reduce a significant amount of waste and cost.”

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### About Saint-Gobain

- Saint-Gobain Group operates in 64 countries and four sectors: Construction Products, Innovative Materials (Flat Glass and High-Performance Materials), Building Distribution, Packaging.
- The Group employs nearly 190,000 people. €400 million is invested in R & D annually, 3500 researchers work on major strategic projects.
- Saint-Gobain is a world leader in production, processing and distribution of construction materials, SaintGobain has a dedicated team overseeing UK and Ireland logistics, based In Southampton.
- One third of revenues comes from energy saving and environmental products and solutions. Saint-Gobain insulates one out of every three houses in Europe with glazing and one in every two cars.
- The company manufactures more than 25 billion bottles and jars a year.

### Reduced number forklifts

Following detailed site surveys and stakeholder consultations, the overall number of trucks has also been reduced, with specifications designed to maximise equipment utilisation and improve operator efficiency, further enhanced by providing flexibility within the contract.

Concludes Tim Waples: “This milestone contract has only been made possible thanks to the huge effort and support of Rush lift, who have worked closely with us for many years. I must also praise Doosan’s sales and service teams, both here in the UK and in our head office in South Korea, who have worked tirelessly for many years to provide the highest levels of support needed to continue winning business from such prestigious customers as Saint-Gobain.”

