

# Long-standing partnership

**C**arrying well-known materials handling equipment brands such as Doosan, Crown and Bendi and consisting of an experienced and enthusiastic team, forklift and warehousing specialist Goscor Lift Truck Company (GLTC) has established a fast-growing materials handling equipment business in South Africa.

The most important factors in the company's success have been its consistency, as well as the ability to deliver service over a long period. In the materials handling industry, the 'fly-by-night' syndrome is prevalent and GLTC's approach is diametrically opposite to this in every way, GLTC MD **Darryl Shafto** says.

Further, the company is particularly proud of its association with mining equipment manufacturer Joy Global, which dates back to 1998.

All 14 of the original forklifts the company bought at that time are still operational.

Although Joy Global operates a small fleet of Crown warehouse equipment, most of the machines are Doosan forklifts.

"The foundation of a good relationship in our business is the quality of the machines we supply. One can give the best service in the world but the product,

like Doosan, must be reliable," Shafto says.

Korea-based, Doosan made materials handling industry headlines when it introduced its 'brakes for life' system, an oil-cooled disc brake system, which, being totally enclosed, eliminates all outside elements such as humidity and abrasive or corrosive dust particles.

The system significantly reduces operating costs and GLTC offers a 60-month, unlimited hours guarantee on the braking system.

Meanwhile, the company offers a full range of Crown materials handling equipment. With manufacturing facilities globally, Crown's range of products in South Africa includes hand-pallet trucks, powered forklifts, powered stackers, low-level and mid- to high-order pickers, rider pallet trucks, wave mobile ladders, reach trucks, counter-balanced trucks and more.

GLTC's Joy Global account manager, **Ronald Ryan**, says: "Like all A-teams, the Joy Global/Goscor partnership is an example of an excellent client/customer relationship. Partnership is our basic plan and when it works like this, it is most encouraging," he concludes.

MINING WEEKLY COUPON ON PAGE 48 E235110



**DOOSAN FORKLIFT**

Joy Global has a large selection of Doosan forklifts in its fleet