



*win win business*



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DOC. S/N : DEB023      EDITION : 03

————— 1973 —————  
OEM, ODM (CKD / SKD) Proposals



## INTRODUCTION

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## Time to change your image in Taiwanese products

In 21st century, Taiwan's gross export of machine tool is ranked at No. 3 globally. While our gross export in the bicycle's industry occupy the global first position. 70% of the Lap-Top computer (notebook) are made by Taiwanese cooperation no matter branded IBM, Dell, Toshiba or Acer. 45% of TFT-LCD screen and LCD TV are made in Taiwan. 20% of the IC products such as semi-conductor are also made in Taiwan. These all serves to prove that Taiwan has the reliable position and R&D environment to produce magnificent products.

## Abstract

To expand Tailift manufacturing scale, Tailift Group is seeking for the OEM, ODM (CKD & SKD) partnership for forklifts, material handling equipments, CNC Turret Punch Press, Radial Drilling Machines, all parts and accessories.

Taiwan machine industry was full of vitality that surrounded by so many industry's technologies and R&D people at present. All these earned Taiwan machinery No. 3 World-wide with its efficiency and low labor cost. With highly and popularize education in Taiwan, employees were diligent and unadorned. Presently Taiwan is also a major OEM computer manufacturing country for the United States.

In addition to the fact of great success in OEM cooperation on FORKLIFT and MATERIAL HANDLING EQUIPMENTS, Tailift is now fully ready to open another door in OEM coop

eration on MACHINERY to which we expect an even more successful business to come. Tailift is willing to cooperate with all good business partners.

Tailift Group welcome all interested people to give Tailift sales people a chance to further specify details to you and your honorable company.

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— Proposals

# OEM, ODM(CKD/SKD) Proposals

## 1. Introduction:

Established in 1973 Tailift dominates its home market in Taiwan. Starting in 1975 Tailift manufactured Radial Drilling Machines and to developed Forklift and CNC Turret Punch Press.

Tailift Group is one of the world's leading manufactures of material handling equipments. Tailift trucks are sold worldwide in over 50 countries and have enjoyed considerable success in the US and Europe. Tailift manufactures products in both China and Taiwan for Class I - Electric Trucks, Class II - Narrow Aisle Trucks, Class III - Stackers, Class IV - Cushion Tire Trucks and Class V - Pneumatic Tire Trucks. All trucks are obtained with the CE and ISO9001 certification and have awarded with "National Enterprise Innovation Research Award" and "National Leading Product Award" by the Ministry of Economy, Taiwan.

Bureau of Industry of the Ministry of Economy, Taiwan, has twice labeled Tailift CNC Turret Punch Press as the National leading inventive product of the fine goods industry. This high-tech CNC Turret Punch Press is an only one manufactured and granted several patent rights in Taiwan. Punch machines are sized from 3mx6m to 5mx10m with their outstanding quality and product efficiency. This automatic time and labor saving system is recommended to work with the automatic loading and unloading system. Tailift is also represented as a leading Radial Drilling Machine manufacturer and wholesaler in Taiwan. Compact models are ranged from 720 to 3000.

The business and personnel affairs of Tailift are all managed through its efficient computer system. Tailift customers and cooperated factories are satisfied with the efficient service from its complete file systems.

Tailift has exercised twice of its efforts to pursue the goal of perfection, and to research for manufacturing technology. The company is expanded internationally. Tailift R&D department has employed well-experienced Doctors of mechanics, technicians and professionals. This well-organized team is not only guided for highly sophisticated products but is also designed to fulfill customer's technical demands.

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## 2. Profile of Tailift Co., Ltd:

### ■ 2.1 All Products industry Status

#### ❑ Forklift Industry Status

- Forklift World's ranking under 20th
- Tailift is the No.1 foreign investor in China
- Ranking as No.3 distribution and Sales in China
- Leading and largest forklift manufacturer in Taiwan

#### ❑ CNC Turret Punch Press Industry Status

- Only one CNC Turret Punch Press manufacturer in Taiwan
- Ranking as No.2 distribution and sales in China

#### ❑ Radial Drilling Machine Industry Status

- Largest-scale Radial Drilling Machine manufacturer in Taiwan.

### ■ 2.2 Factory Location: Taiwan and China (Quin-Dao)

- ❑ Holding 5 of manufacturers and 3 of research and development centers at present.

### ■ 2.3 Business types:

- ❑ Exporter
- ❑ Manufacturer
- ❑ OEM Manufacturer
- ❑ ODM Manufacturer
- ❑ CKD/SKD Manufacturer

### ■ 2.4 Markets – Tailift Group Sales Network expands everywhere in the world.

#### ❑ Forklift Sales Points

- Worldwide Sales Points: 45 sales points distributed in more than 30 countries
- China Sales Points: 80 direct sales points, 70 distribution points

#### ❑ CNC Turret Punch Press Sales Points

- Worldwide Sales Points: 20 distribution points
- China Sales Points: 2 subsidiaries, 35 direct sales points

#### ❑ Radial Drilling Machine Sales Points

- Worldwide Sales Points: 15 distribution points
- China Sales Points: 10 distribution points

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### 3. Tailift Group Plants and Capacities:

#### 3.1 Five manufacturers

##### Tailift Co., Ltd, - in Taiwan (Nantou)

Space: 20,000 Sqm2

No. of Employee: 350 people

Product Categories: Material Handling Equipments

- ❑ Tailift's own brand products: Diesel, Gasoline forklift, Electric Forklift, Warehousing forklift
- ❑ Production of OEM and ODM: Narrow Aisle Forklift, Rough Terrain Forklift, 4 Ways Sideloader

Capacity: 5500 units (per annual, in 2008's)



• New manufacturer construction will be completed in the middle of 2008

##### Global-Power Co. Ltd – in China (Qingdao)

Space: 60,000 Sqm2

No. of Employee: 1,150 employees

Product Categories: Material handling equipment, Radial Drilling Machine

- ❑ Tailift's own brand products: Diesel, Gasoline forklift, Electric Forklift, Warehousing forklift

Capacity: 8500 units (per annual, in 2008's)



• New manufacturer construction will be completed in the middle of 2008

##### Global-Power Co. Ltd – in China (Guang Zhou)

Space: 5000 Sqm2

No. of Employee: 50 employees

Product Categories: Material handling equipment

- ❑ Tailift's own brand products: Diesel, Gasoline forklift, Electric Forklift, Warehousing forklift

Capacity: 500 units (per annual, in 2008's)



### 3. Tailift Group Plants and Capacities:

##### Tailift Co., Ltd, - in Taiwan (Nantou)

Space: 10,000 Sqm2

No. of Employee: 100 employees

Product Categories:

- ❑ Tailift's own brand products: CNC Turret Punch Press, Bending Machine

Capacity: 300 units (per annual, in 2008's)



##### Tailift Co., Ltd, - in Taiwan (Taichung)

Space: 15,000 Sqm2

No. of Employee: 150 employees

Product Categories:

- ❑ Tailift's own brand products: Radial Drilling Machine, Transmission
- ❑ OEM Product: Wood Sanding, Compactors, Dumping Trucks
- ❑ Fabricating and Machining Department

Capacity:

- ❑ Radial Drilling Machine - 750 units (per annual, in 2008's)
- ❑ Wood Sanding Machine - 300 units
- ❑ Transmission - 8000 units
- ❑ Assembly and accessories



**Tailift is capable to fulfill all of customer's  
production needs**

### 3. Tailift Group Plants and Capacities:

#### 3.2 Three Research and Development Centers

☑ Tailift Group R & D team - 135 people

- Material handling equipment (Transmission) - Taiwan (Nan-Tou) : 60 people
- Material handling equipment - China (Qingdao) : 50 people
- Fabricating facilities - Taiwan (Taichung) : 25 people

☑ Market new products into the market rapidly

- Shorten production schedule, with remarkable profits.
- Various cooperative stages as follow

**Proposal 1.**

Product feasibility assessment→complete machine estimate→quotation for complete machine→negotiation and agreement→supplying OEM drawings→analyzing OEM drawings→CKD contractors assembly→complete sample testing→complete sample checking and accepting→establish inspection system→starting mass production→mass production one year later, improving product continuously, including cost down and quality upgrade.

**Proposal 2.**

Product feasibility assessment→components estimate→components quotation→negotiation and agreement→supplying OEM drawings→analyzing drawings→CKD contractors→assembly →complete sample testing→complete sample checking and accepting.



### 3. Tailift Group Plants and Capacities:

#### 3.2 Three Research and Development Centers

☑ Well-experienced R&D Team

Project	Month	1	2	3	4	5	6	7	8	9	10	11	12
Feasibility assessment		█	█	█									
Complete product estimate			█	█	█								
Quote for complete product				█	█	█							
Negotiation and agreement					█								
Supplying OEM drawings						█	█						
Analyzing OEM drawings							█	█					
CKD contractors								█	█	█			
Assembly									█	█	█	█	
Complete sample testing										█	█	█	
Complete sample checking and accepting											█	█	█
Establish inspection system												█	█
Starting complete machine production													█

**With Tailifts R&D capabilities and reliability of our contractors, Tailift is able to produce a variety of products in 9 relatively short time**



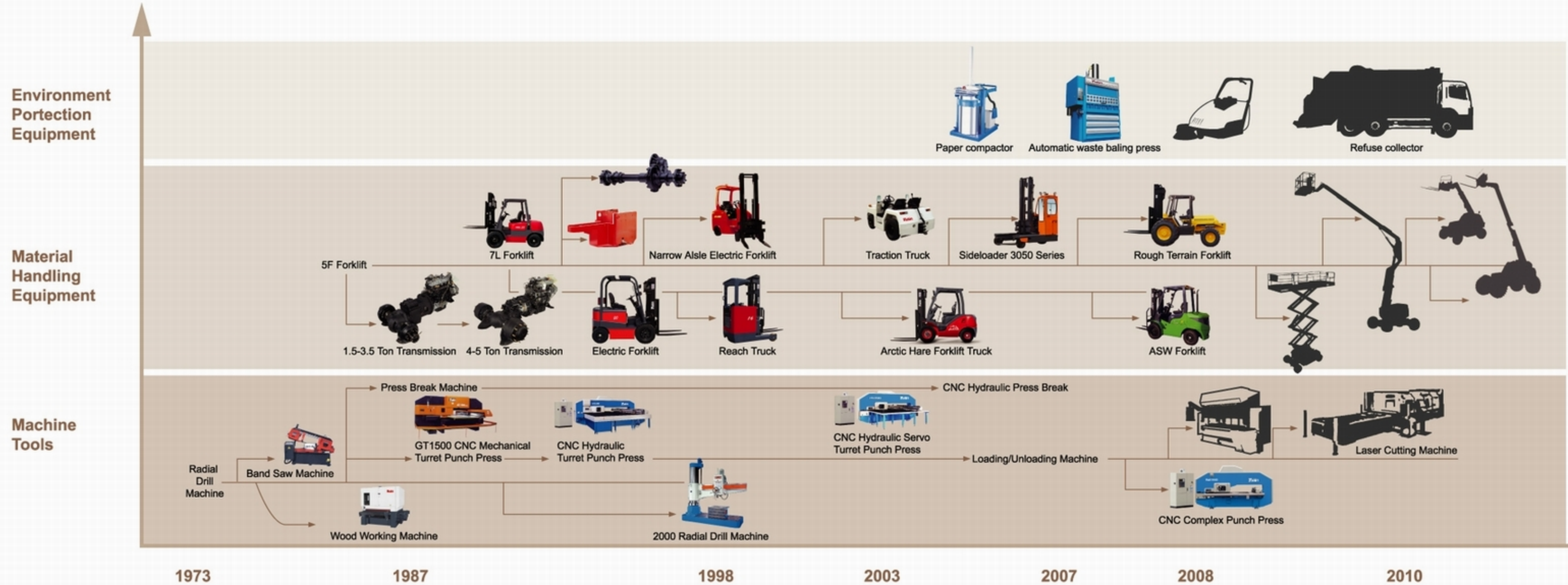
## 4. Tailift Group - Tough Partner

Tailift provides superior OEM advantages and terms for material handling equipments, and preceded the OEM manufacturing project for well-known worldwide factories at present. For the past four years, this cooperation brought to the company and its partners with remarkable benefits in between. This OEM strategy is succeeded, and has increased sales volume substantially. This proven evidence is to provide all advanced products for worldwide factories with the superior OEM advantages and terms.

- ☑ Tailift is world-class OEM center of Material Handling Equipment
- ☑ Tailift can assist you to manufacture your needs
- ☑ Tailift can assist you to increase product revenue up to 30%



# 5. Product Group



# 6. Attachment

## 6.1 Certificate:

- CE Approval
- ISO 9001



**ISO 9001**



**CE Approval**

**ARE YOU MORE SPECIALIZED  
IN MARKETING?  
LEAVE THE PRODUCTION TO US !**

**WE ARE EXPERIENCED  
AT MANUFACTURE, PLEASE TALK TO US  
ABOUT YOUR PRODUCTS.**