



For Immediate Release:

## CLARK Americas Announces New Factory to Support Increased Forklift Truck Demand

*Lexington, KY-November 2, 2011-* CLARK Material Handling Company today announced that it is adding capacity to its North American operations with the addition of a new facility in San Luis Potosi, Mexico. This new facility, scheduled to be completed this month, will play a critical role in CLARK's continued growth and expansion in the Americas. The facility is expected to begin initial production in the first quarter of 2012. CLARK Mexico is currently staffed with a mix of manufacturing experts from CLARK's Korean production facility and highly skilled local employees who today are engaged in a number of activities preparing this facility for production including, purchasing, facilities management, production planning, and clerical.

San Luis Potosi was selected as the site for this new factory after an extensive and detailed search process. A search committee including representatives from CLARK in Lexington and Korea joined with Mexican government officials to review sites in Mexico that provided skilled labor, a broad supplier base, modern logistic facilities, established manufacturing base and a willingness to partner with CLARK. With a population of over one million people San Luis Potosi is the tenth largest metropolitan area in Mexico and is a major manufacturing/industrial region. San Luis Potosi lies in the interior between Mexico City, Guadalajara and Monterrey. This region is well known for its multinational investors and will give CLARK a solid platform to support its continued international growth.

CLARK Mexico will report to the CLARK America Headquarters based in Lexington, Ky. Dennis Lawrence, President and CEO of CLARK Material Handling Company and CLARK The Americas will serve as CEO of CLARK Mexico as well. Mr. Lawrence notes, "We are extremely pleased to be a part of the San Luis Potosi community. Our experience in working with local officials and suppliers has been excellent. The positive long term impact this facility will have on CLARK, its dealers and end users will be significant, including reduced traffic times for finished goods and improved communications and lead times. The fact that this facility is in a similar time zone to Lexington will improve our ability to provide timely responses to our dealers. We plan to bring this facility on-line in a very deliberate manner. Our sister plants in Korea and China will manufacture product in parallel with the new facility in San Luis Potosi, ensuring customers and dealers alike an un-interrupted stream of CLARK forklift trucks. Our teams here in Lexington and in Mexico will be focused on ensuring the process of bringing this new facility on-line is without any adverse impact to our normal operations."

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An industry leader since it invented the first material handling truck in 1917, CLARK has built more than one million forklifts during its more than 100 years of business. CLARK supplies a full line of electric and internal combustion forklifts, manual pallet jacks, powered pallet jacks and narrow aisle forklifts. CLARK products are distributed and supported through a network of over 550 dealer locations worldwide. For additional information on CLARK, its products or to locate a dealer visit us on the World Wide Web at [www.clarkmhc.com](http://www.clarkmhc.com) or call toll free 866-252-5275.

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