



TRUE

STORIES FROM THE DOOSAN FILES:



WHO: Gibson Machinery/PSC Metals
WHAT: Scrap Metal
WHEN: 2008
WHERE: Mayfield Heights, Ohio

FROM UNKNOWN TO STEADY, TRUSTED PARTNER.

Piece by piece, ton by ton. That's how the scrap metal business goes. And that's how Denzil Boss, general manager for PSC Metals, Inc. in Mayfield Heights, Ohio, has been steadily replacing most of his machinery fleet with Doosan equipment. One piece of great machinery at a time.

While it's no secret that the scrap market has weakened, established businesses, like PSC Metals (owned by one of the largest scrap metal companies in the country), continue to thrive. As the owner and operator of one of the largest fleets of heavy equipment in the industry, PSC Metals relies on Doosan machines to handle the almost non-stop daily flow of materials in and out of their scrap yards. And Gibson Machinery of Oakwood Village, Ohio has partnered with PSC Metals to help replace their aging fleet to take timely advantage of the ripening scrap market.



"When we first began working with them, they weren't familiar with Doosan at all," said Tim Lennon, territory manager for Gibson Machinery.

"They had a mix-match of different equipment and hadn't found a reason to be loyal to any specific equipment brand. We introduced them to Doosan and got their operators in the seats. They were so impressed that now they are self-proclaimed Doosan loyalists."

Features incorporated into Doosan's standard design, such as an upgraded HD cooler, make the machines ideal for running attachments like shears. "They can take the pressure spikes associated with a shearing application," said Michael Camp, vice president of sales and marketing for Gibson. "And visibility from the cab, fuel efficiency, quietness, ease of maintenance and the low costs of owning and operating a Doosan are advantages for any owner."

PSC Metals is currently running six Doosan excavators of various sizes with Genesis® shear attachments, and a Doosan DL400 wheel loader. They're in action across many PSC locations in Ohio and western Pennsylvania. Guess you could say when it comes to performance, a Doosan can really cut it.

Doosan. The closer you look, the better we get.

BUILT FOR | **Easy Maintenance** | **Durability** | **Fuel Efficiency** | **Comfort**

