



The TCM Story: A Fork Lift Truck Pioneer

In the late 1940's, an industrial boom began to take place in Japan. At the time, there were no fork lift truck companies in the Far East, and very few outside of the United States. However, the cost effectiveness of the unit load concept began to be widely understood and the material handling industry as we know it was born.

In 1949, Toyo Umpanki Manufacturing Company LTD, established itself and produced Japan's first fork lift truck. Using dynamic marketing and a program of continuous product innovation and improvement, the original "Toyo Caring Machine" secured virtually its entire home market.

The outstanding success of the TCM product drew other domestic Japanese manufacturers into the material handling equipment business. In order to continue growth despite increasing competition in Japan, Toyo Umpanki began its expansion into the international marketplace. They worked with traditional major trading companies including Mitsui & Company, and developed several licensing and technical agreements with companies including the Cascade Corporation (attachments), Joshua Shaw LTD. (side loaders), and Clark Equipment (wheel loaders). As a result, the company has become a major materials handling product supplier in the global fork lift truck market

In 1961, after changing its name to Toyo Umpanki Co. LTD., TCM was listed on the first board of major Japanese Stock Exchanges. Clark Equipment became a stock holder in TCM for a period of time, providing capital and technical knowledge still valid today.

TCM fork lift trucks were introduced in the United States market by Toyo Umpanki in 1965. This initial distribution effort was launched from St. Louis, Missouri. In 1976, Mitsui & Company assumed responsibility for distributing our products to the United States market. TCM America, Inc. was incorporated and headquartered in Bridgeport, New Jersey.

This operation began one of the most successful marketing efforts in the history of the material handling industry. TCM first established a major dealer network to distribute and service its products. A number of Fortune 500 companies became good customers, and some now operate fleets of more than 200 units. A major continuing customer was the U.S. Government who once placed a single order for over 1,000 trucks.

To meet demand, in March 1989 Toyo Umpanki Co. began producing fork lift trucks in its new 165,000 square foot factory in Columbia, South Carolina. This facility combines skilled craftsman with automated production machinery to produce trucks of the highest quality.

1999 marked the company's 50th anniversary. In July, the company marked this event by changing its name to TCM Corporation.

In June 2005, TCM assumed distribution responsibility from Mitsui & Co. TCM Distribution USA, Inc. was established in Swedesboro, New Jersey to distribute and support our products in the United States. TDU supports sales, marketing, and technical service for the entire line of TCM fork lift truck products through our dealer network.