

Raymond Storage Concepts

Your Material Handling Partner



Customized Material Handling That Delivers Results.

➤ Elements of Success

For over 45 years, Raymond Storage Concepts has been an authorized Raymond Sales and Service Center in Ohio, Kentucky, Southeast Indiana and West Virginia. As our business has grown and evolved, we recognize there are three simple, yet critical, elements to our success: our customers, our suppliers and our associates.

Our Customers

We have an obligation to our customers to help them reach their business objectives. With a focus on honesty and integrity, we strive to provide our customers with the best products and services our industry has to offer.

Our Suppliers

We partner with a team of world-class providers of material handling technology, carefully selected to give our customers the long-term solutions required for success.

Our Associates

Our associates are our company. Over 85% of Raymond Storage Concepts associates are directly involved with customers on a daily basis. It is through support and empowerment, training and collaboration that our "first line" of customer contact will exceed expectations.

As we continue to grow, we are firm in our commitment to provide flexibility and personal service. That is the key to our future success. I recognize that the awards and recognition are not as important as customer trust. We will continue to work to earn this trust on a daily basis.

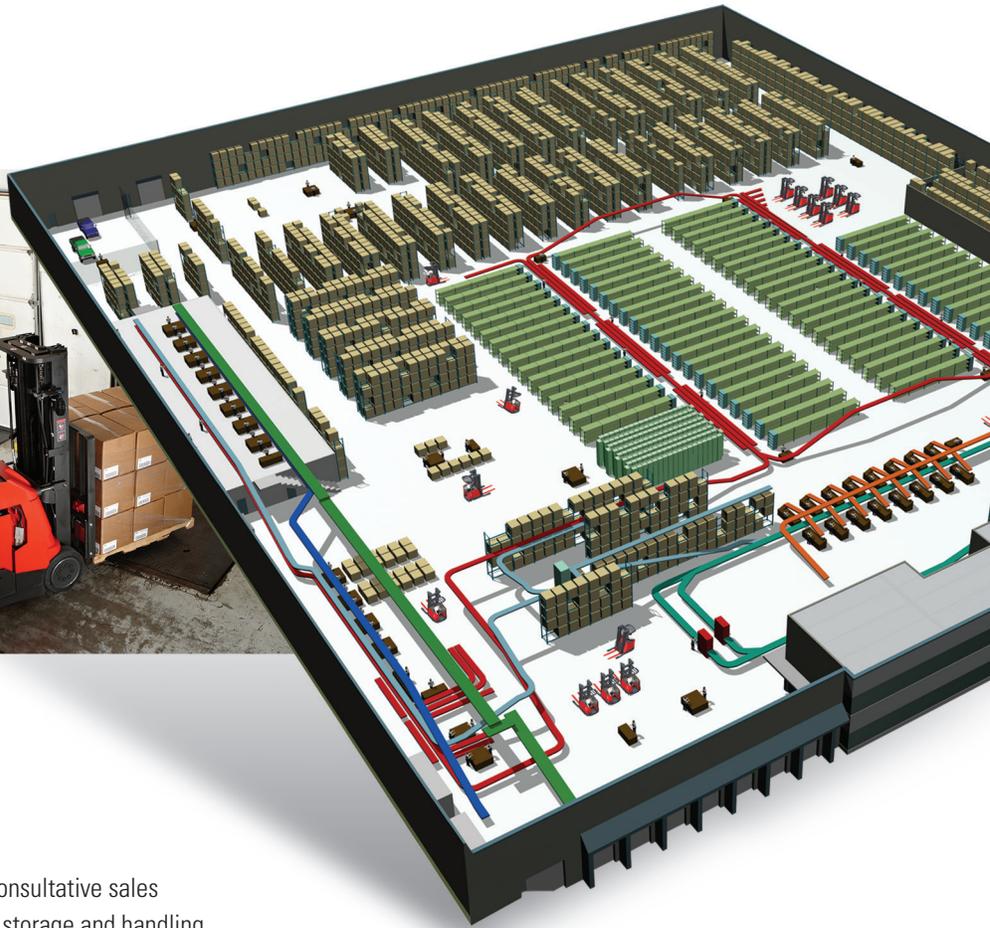
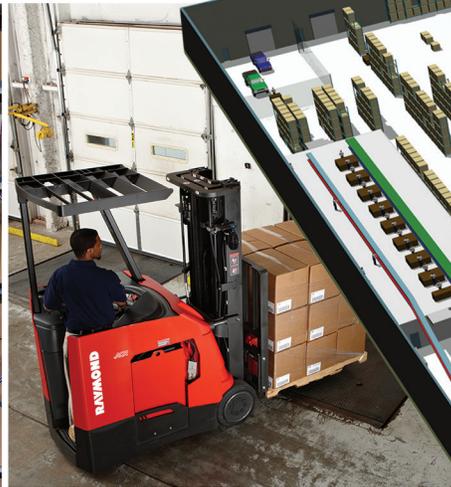


Scott Wolcott
President
Raymond Storage Concepts



Solutions Every Day.

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CustomCare™

Raymond Storage Concepts' customers appreciate our consultative sales approach and our willingness to take ownership of their storage and handling challenges. We offer a portfolio of products, services and capabilities you can utilize to improve your bottom line:

- › The complete portfolio of reliable, productive and energy-efficient **Raymond electric lift trucks**
- › A diversified range of **systems integration, storage** and **allied solutions**
- › The only suite of customized **fleet services programs** that enable customers to significantly reduce overall operational costs
- › Comprehensive lift truck operator and customer technician **training programs**
- › 24 / 7 / 365 **parts and service programs** that increase uptime and create peak efficiency
- › Flexible **financial merchandising** strategies for all of your lift **truck leasing, rental** or **purchase needs**

The Right Lift Trucks For The Job: Productive. Durable. En



› End Rider Pallet Truck

› Stand-Up Counterbalanced Truck

› Reach-Fork® Truck

› Orderpicker

› **Power Pallet Trucks**

- Transport, truck loading and unloading, order picking
- 4500 lb to 8000 lb
- 24 volt
- *ACR System™*
- PowerSteer on select models
- Optional double and triple forks
- Eco-Performance

› **Tow Tractors**

- 10,000 lb
- 24 volt
- *ACR System*
- PowerSteer

› **Counterbalanced Trucks**

- Sit-down and Stand-up
- 36 / 48 volt
- *ACR System*
- Eco-Performance

› **Stackers**

- Counterbalanced, Straddle, Reach
- Medium duty cycle to heavy duty cycle
- 2000 lb to 4000 lb
- 24 volt

› **Reach-Fork Trucks**

- Single & Deep Reach
- 3000 lb to 4500 lb
- 24 / 36 volt
- *ACR System*
- Eco-Performance

› **Swing-Reach® Trucks and Transtackers**

- Very narrow aisle – 57”+
- 3000 lb and 4000 lb
- 700” lift capability
- 48 volt
- *ACR System*
- Eco-Performance

Energy Efficient.

Our full line of lift trucks satisfies applications from manufacturing to wholesale and retail distribution.



› **Orderpickers**

- Exclusive full line offering
- 1500 lb and 3000 lb
- 24 / 36 volt
- ACR System
- Variable lift
- Eco-Performance

› **Sideloaders and 4-Directional**

- Long load handling
- 4500 lb to 12,000 lb
- 30 feet lift
- 36 / 48 volt
- ACR System
- Eco-Performance



The Power To Keep Your Operation Moving.

Raymond Storage Concepts carries a complete line of batteries, battery handling systems and chargers for lift trucks. Get more runs per shift and higher sustained performance during each shift from *Raymond* trucks with Eco-Performance and properly specified batteries and charging systems.

Engineering Storage Space and Efficiency.



Best Practices

Business strategies around logistics and warehousing have focused on optimization—doing more with less. How you store, organize, transport and pick products within your facility is critical to the effectiveness of your supply chain. Raymond Storage Concepts will work closely with you to design a solution based on your goals. From warehouse design to racking systems, to thousands of other specialized items needed to keep your business moving, Raymond Storage Concepts recommendations are based on data-driven, in-depth analysis of your facility.

iWAREHOUSE®

iWarehouse provides ultimate control and cost reduction solutions for your warehouse operations including maximizing your truck and operator performance. iWarehouse consists of seven expertly-engineered modules, each providing specific remote reporting, control, and/or diagnostic functionality.

- *iMetrics*® Real-time performance monitoring
- *iVerify*® Daily Checklist
- *iImpact*® Real-time impact alerts
- *iAlert*® Fleet health monitoring and alerts
- *iControl*® Remote performance parameter adjustment
- *iTrack*® Anytime, anywhere maintenance management
- *iBattery*™ Maintain lift truck battery fleets

By choosing the iWarehouse modules that best fit your operational imperatives, you can create the most robust, targeted custom solution that can reduce your operating costs, from day one.

kardexremstar authorized distributor

Raymond Storage Concepts provides customers much more than application specific lift trucks. We work closely with our partner Kardex Remstar, the premier source for automated storage and retrieval solutions, to deliver solutions that provide efficiencies. Offering a wide variety of Shuttle Vertical Lift Modules (VLMs), Megamat Vertical Carousels, Horizontal Carousels and Power Pick Global Inventory Management Software, Raymond Storage Concepts can create a custom solution to fit your unique application. Streamlined material flow and simplified processes allow us to save customers time and increase productivity in a compact footprint.



› 100% selective storage rack

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Engineered Solutions

Raymond Storage Concepts storage and retrieval options include:

- › Rack / Shelving
- › AS / RS
- › Mezzanines
- › Modular Offices
- › Conveyor
- › Pick Modules
- › Automated Lift Trucks
- › Industrial Lighting
- › Engineering Services



Parts, Service & Rentals

Raymond Storage Concepts is a full-service choice for:

- › Flexible rental periods
- › Rent-to-own builds equity
- › Factory OEM parts
- › Competitive pricing
- › On-site response within 2 hours
- › Detailed reporting
- › Factory trained, proficient technicians with long service records



Dock And Door

The loading dock is an integral part of your operation. Raymond Storage Concepts offers durable, reliable equipment—professionally installed and serviced—to keep your dock running smoothly.

- › Dock Levelers
- › Automatic and Manual Truck Locks
- › Wheel Locking Restraints
- › Dock Seals and Shelters
- › High Speed Roll Up Doors (Industrial, Clean-Room & Food Grade High Speed Roll Up Fabric Doors)
- › Insect Control Barriers



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