

SWING-REACH® TRUCKS

9000 SERIES



RAYMOND
Above. And beyond.®

The Industry's #1 Swing-Reach Truck

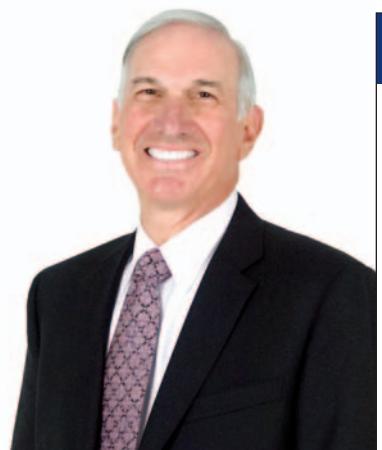
More *Raymond Swing-Reach* trucks have been sold — and are still in operation in North America — than all other manufacturers combined. That's an impressive feat, and there's more than one good reason why.

Ever since we introduced the *Swing-Reach* truck in 1974, we have designed it with a single priority in mind: provide our customers with **the greatest possible return on their investment**.

Which is why our Very Narrow Aisle (VNA) truck is engineered to maximize usable warehouse space, provide efficient movement, increase maneuverability and deliver an improved ergonomic experience for the operator. Raymond's VNA solution **can triple pallet capacity** within the same warehouse footprint, providing a significant cost savings to your operation.

You will also benefit from Raymond's exclusive *ACR™* and regenerative lowering system — a combination of AC technology and ergonomics that results in faster and smoother performance **with less maintenance, and reduced energy consumption**. And our 9000 Series offers multiple configurations, including extra wide load handling, clear view mast with extended heights and operator control choices, and the most advanced lift truck diagnostics and real-time intelligence software on the planet: *iWarehouse*.

Backed by Raymond's industry-renowned customer service and support programs that outperform any competitor — and trusted by the world's most demanding brands, manufacturers and distributors — **the *Raymond Swing-Reach* is #1 in the industry for all the right reasons**.



Ingenuity Defined

At Raymond, we put your priorities first. We recognize that margins are always tight, and moving your products to market more efficiently is a key component to your success.

It's the reason we offer seamless materials handling solutions through our authorized service and support centers, including fleet management and optimization, green AC motor technology, extreme environment protection, financing options,

24 / 7 / 365 service plans, technician and operator training...and much more.

You have my personal commitment that Raymond will put your needs first and do whatever is necessary to take you *Above. And beyond.*

A handwritten signature in black ink that reads "JJ. Malvaso".

James J. Malvaso, President and CEO



High Performance DNA

Increases usable warehouse space up to 300%

Pallet handling and case picking versatility

Clear view mast design for unmatched visibility, with lift heights up to 45'

Ergonomics that match operator's natural motions

Smooth hydraulics for high-precision load control

Exclusive *ACR System™*

Regenerative lowering system returns 11% of energy directly back to the battery

Patented no-tune wire-guided steering system

Programmable performance



The most advanced way
to maximize storage capacity.



Expand Warehouse Capacity Up To 300%

That's right. 300%, with the highly versatile *Raymond Swing-Reach* lift truck.

In today's world, with usable warehouse space at a premium, the only way to **maximize your storage capacity and your profits** is to go higher and narrower. Which is exactly why we engineer all of our *Swing-Reach* trucks to reach up to a full 45' high, maneuver through aisles only 66" narrow, and move loads up to 3000 lbs. The result for you is immediate: increase pallet capacity up to 3-times — all within the same warehouse footprint.



Storage Per 10,000 Square Feet Of Warehouse Space

Conventional Truck	1,080 pallets
<i>Swing-Reach</i> Truck	3,280 pallets

Raymond offers a total service with an exclusive suite of software programs that can help you assess such variables as aisle arrangements and materials flow to achieve the most efficient and workable storage design.

Let Raymond take a look at your warehouse configuration, and we'll provide your business with a no-obligation cost / benefit analysis to illustrate the savings you can expect when you convert to our *Swing-Reach* solution.

Pallet Handling And Case Picking Capability In One Truck

A variety of driving positions encourages movement within the operator's compartment. Whether you are storing pallet loads, picking cases or transporting loads, you can choose the best position for the task to enhance productivity and comfort.

To improve case picking functionality, Raymond enables you to raise the sidegates and control arms to create a generous case-picking window for even greater versatility.



Intelligent Design For Increased Profitability

When it comes to VNA innovation, Raymond's unmatched mast visibility and a proven track record of reducing energy consumption are second to none.

Since Raymond introduced the *Swing-Reach* truck and VNA concept in 1974, we have continued to engineer trucks that lead the industry in productivity, durability, ergonomics and lowest total cost of ownership.

Guided by the unyielding materials handling principle of doing everything better, smarter and faster, we are uniquely committed to our customers' success, and prove it every day with the dynamic strides we continue to make.

The Raymond Difference: Comprehensive Energy Savings

Raymond's proven *ACR System*™ with Regenerative Lowering comes standard on all of our *Swing-Reach* trucks. It immediately enables our customers to save energy, reduce battery changing and charging needs, increase overall uptime, and lower maintenance costs. So you can move more product faster.

When you use our *Swing-Reach* truck, the advantages are clear:

- 48% longer run time per battery charge over competitive units
- 20% increase in run time per battery charge over *Raymond's* DC motor system
- 11% extension of the battery cycle because our regenerative lowering returns amps directly back to the battery
- More operator control of the lift and lowering speed

Our truck also gives you all the advantages of Raymond's exclusive *ACR System*—a combination of AC technology and ergonomics that delivers "just charged" performance and reliability.

The *ACR System* provides ease of maintenance with fewer component parts to service and replace, with the overall result less downtime, greater cost savings, higher utilization rates and better reliability to improve your bottom line.



Increased Efficiencies And Maneuverability

The *Raymond Swing-Reach* truck provides smooth hydraulics controls that enable precise load handling for less product damage and increased productivity in very narrow aisles. Fine positioning and control of the lift travel and load handling also provides better control of the load making the operator more efficient.

To accommodate operator skill levels and other variables, the *Swing-Reach* is fully programmable so you can custom-configure travel speeds and acceleration / deceleration rates for the travel, lift, lower and load handler. And when it comes to acceleration and speeds, *Raymond's intellispeed™* control system provides smooth coordination between travel speeds based on load height and weight. Our exclusive *ACR System* maximizes productivity with quicker acceleration, faster lift and lower speeds, smoother direction changes for better more efficient load handling.

Advanced Operator Productivity

Our ergonomically engineered wrap-around operator compartment offers panoramic views of racks, loads and aisles. With a fully adjustable ergonomically-contoured seat, armrest and lumbar support, our control center adapts to each operator's preferences, adding comfort throughout the shift.

Customized Solutions Engineered To Improve Productivity

No matter what warehouse or distribution center application you use your *Raymond Swing-Reach* truck for, the end result will be the same: an **immediate increase in productivity**.

That is because every single aspect is engineered to enhance your ability to move more loads better, faster and smarter. Its overall ergonomics and clear view mast provides unmatched visibility for your operators. **The Raymond Swing-Reach has all of your needs covered**, including greater acceleration speeds, wire guidance availability and built-in versatility for case picking and pallet handling.



Extended Load-Handling System:
Built For Wide Loads, From 5' - 9'

Intuitive Operator Interface And Control Handle

Engineered to provide the control and information your operators need to excel. View speed, load height, load weight, fork position, wire guidance status, tire direction, battery state, and other important operational data.



Exclusive Clear View Mast Design For Unobstructed Visibility

No longer will your operators have to crane their necks and bodies to see all around the aisles and up the racks. *Raymond's* clear view mast design provides the only unobstructed mast visibility in the industry, and ensures a superior and more productive driving experience for your operators.

Our twin tubular mast design provides optimum rigidity when traveling loaded and elevated, and dual I-beam construction and wide footprint keep the operator's platform rock-solid, even at the highest elevations.

And increased stability without the need for additional counterweight keeps your truck in the aisle instead of at the battery charger, providing further productivity.

Wire Guidance System Increases Truck Speed, Storage Capacity And Operator Performance

Wire guidance has become the preferred solution for steering lift trucks at optimum speeds through very narrow aisles. Wire guidance is less costly than rail guided systems, and it reduces maintenance while increasing storage space.

And, *Raymond's* patented, no-tune *intelliguide* system offers excellent tracking and stability without the need for adjustment and engages the guide wire quickly and easily on the warehouse floor.

The versatility of our truck becomes apparent, as it can be outfitted to accommodate a range of aisle widths and oversized loads. Our *Swing-Reach* trucks can handle loads up to 48" deep by 108" wide in aisles as narrow as 68". What ever your needs are, we can customize a truck to exceed your expectations.

Wrap-Around Driver Comfort

Ergonomically designed all-day support for your operators. Includes padded adjustable armrests and lumbar support, contoured seat, and hydraulically mounted seat frame to smooth lift and lowering motions to an even glide for the driver. It's all about improving operator productivity.



Raymond's Clear View Mast

design provides the most visibility of any *Swing-Reach* truck in the industry.



The Most Advanced Way To Optimize Fleet Management: *iWarehouse*TM

Reach new levels of performance and efficiency with the revolutionary Raymond *iWarehouse* fleet optimization system, a suite of electronic diagnostic tools that puts critical, real-time information about each and every truck you own, right on your computer desktop.

Designed with an intuitive interface and information display, *iWarehouse* enables you to take **360-degree control of truck and operator efficiencies**, including the ability to:

- Increase operator productivity
 - Reduce fleet size
 - Decrease operating costs
 - Analyze truck utilization and availability
 - Detect potential truck issues
 - Benchmark performance across 1 or 100+ locations
 - Send and receive messages

With our highly automated, plug-and-play open-standards based system, it's easy to turn data into knowledge.



Receive Automated Maintenance Alerts From Each Truck

iAlert™ lets you monitor your fleet's health by enabling your trucks to send an alert code directly to our truck specialists, or your in-house technicians. You can also monitor hour-meter readings and schedule maintenance at the optimum times, keeping downtime to a minimum.



Track Fleet Performance

iMetrics™ monitors run time, deadman time, travel time and lift time, helping you deploy your fleet to maximum potential.



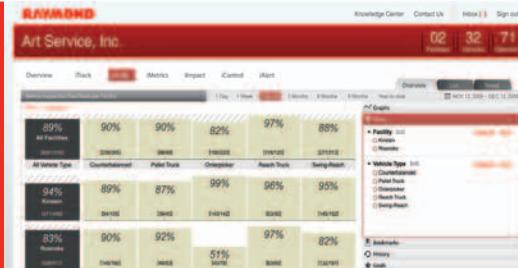
Remotely Adjust Individual Truck Performance Settings

iControl™ lets you remotely adjust truck operations including travel speed, lift speed and acceleration to fit each operator's skill level and task to be performed.



Confirm Daily Service Inspections

iVerify™ helps ensure that operators complete daily maintenance reviews before starting a shift — and lets you “lock out” trucks with critical issues.



Immediately Identify An Impact

ImpactTM notifies you automatically if a truck strikes a wall, a rack or another vehicle.



Anytime, Anywhere Management

iTrack™ lets you manage your entire fleet or just one truck, through a personalized Web portal, linked directly to the Raymond databank. You can enter service orders in seconds, schedule maintenance by facility or by truck, track parts and labor by truck serial number, and even enable single invoicing for all parts and labor costs across all your locations.



Elevating Service And Support To A Science

Companies in every major industry segment have partnered with Raymond because we create the precision solutions necessary to support their lift truck, productivity and financial goals.

With over 6,000 employees, including some 4,500 at sales and service centers serving you with consistent effort, enthusiasm and high quality. And with over 200,000 trucks in operation, 100,000+ on service contracts maintained by more than 2,200 factory-certified technicians, and over 12,000 rental and demo trucks available at any time, you know **Raymond has all of your needs covered.**

Get The Attention You Deserve

Your business is 24 / 7 / 365 — and ours is too. Your local Raymond sales and service center will work tirelessly to make you more efficient, reduce downtime and reduce your total cost of ownership. As the most experienced, skilled and service-focused team in the industry, we relentlessly analyze your materials handling challenges and offer solutions that steadily enhance your results.

And no one takes better care of you than our Raymond-certified field technicians because our best-in-class lift truck service team, some 2,200 strong, are strategically located across North America and available with a single call. No matter what time of day or night, every technician can analyze and solve your problem fast, so you are assured of maximum uptime.





Rapid Response

You can't afford downtime, and that means neither can we. To ensure you get what you need when you need it, all of our authorized sales, service and support facilities are strategically located around the country so they can be at your door within an industry-leading 4 hours.

Training That Makes The Difference

The best lift trucks deliver more when your technicians care for them properly, and when your operators use them to their full productive potential. We offer a range of training programs and learning modules to help them do just that.

Get The Part You Need, When You Need It

If you're not up and running, you're losing money. We deliver 97% of parts orders, including for many competitor trucks, in 24 hours or less. We'll even locate the hard-to-get parts and expedite them to your site. Ordering couldn't be easier, either by phone, fax or online.

Maintenance Plans Designed To Fit Your Budget

Uptime and efficiency are the keys to getting the most out of your purchase, and our maintenance plans ensure your trucks run better, have less downtime and last longer. We offer Contract, Comprehensive Fixed-Price, and Scheduled Maintenance Audits programs.



Anytime, Anywhere Rentals

Whether it is a seasonal requirement or you are growing faster than you planned at one or more locations, we have over 12,000 trucks available to you nationwide. On call and on demand.

Precision Fleet Auditing and Consulting Services

Proactive asset management helps optimize your fleet by knowing every truck in it. While you focus on your business, Raymond's expert fleet management professionals conduct a "continuous cycle process" that helps you right-size your fleet, cut capital outlays and administrative expenses, and fine-tune maintenance to drive out costs.



Sustainability Is Built In

When it comes to doing what's right for you and our planet, Raymond goes *Above. And beyond.*

From bringing you custom-fit solutions that consistently reduce operational costs, to building precision, technology-driven machines that simultaneously improve operator comfort and capabilities, we are the one partner you can trust to do what is right by you.

But our work doesn't stop there, because bottom line, your business is fueled by continuously improving worker productivity, operational efficiencies, and increasing cash flow to fund your growth.

Which is why we will always be dedicated to developing sustainability solutions that have a direct, and immediate, impact on your business.

Reducing Your Carbon Footprint

You know Raymond for our customer-driven innovation, and as the company that enables you to move more pallets per hour for the lowest total cost. But we do much more than that to keep you at the forefront of your industry, out-maneuver your competition, and keep your own customers satisfied.

- Industry-leading AC technology that powers trucks efficiently with lowered energy consumption
- Lift trucks painted with a powdered system
- Batteries last longer and require fewer recharges, delivering **more uptime**

Raymond is also pioneering **environmentally clean hydrogen fuel cell technology** which will further improve productivity and fuel efficiencies while reducing maintenance and repair costs. And we will continue to research windmill and solar power, oil/water separators and utilize more recycled materials in new designs, so the end products you receive are at the forefront of our industry.

At Raymond, preserving the future of our environment is just another way **we go Above. And beyond.**



We're Here When You Need Us

No matter what time of day or night, whatever you need, all you have to do is contact us. No matter how many *Raymond* trucks you own, no matter how old, we'll be there to keep you running.

Unmatched Commitment And Leadership

When you purchase *Raymond Reach-Fork* lift trucks, you get more than the industry's most technologically innovative and performance-built machines. You get a commitment to excellence from the company that has been transforming the industry for over 85 years — and a global network of sales, service and support professionals that are dedicated to only one thing: **satisfying your every need**, no matter how large or small, 24 / 7 / 365. And because all *Raymond* trucks are **built in ISO 9001 facilities**, you are guaranteed only the highest quality processes.

www.raymondcorp.com





Relentlessly Pursuing Perfection

It takes more than innovative engineering to satisfy your goals for increased productivity, efficiency and operational cost reductions.

It takes a single-minded focus on understanding your specific needs, and the ability to provide and seamlessly implement the right solutions — every time.

When you require fleet, technology and sustainability strategies to enable you to compete and win in today's global marketplace, Raymond and its world-renowned network of authorized service and support centers is there for you. And that's how we go *Above. And beyond.*

RAYMOND
Above. And beyond.®

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Due to continuous product improvement, specifications are subject to change without notice. Some systems and features shown are optional at extra cost. *Above. And beyond.*, *ACR System*, *iAlert*, *iControl*, *iImpact*, *iMetrics*, *iTrack*, *iVerify*, *iWarehouse*, *Raymond*, *Reach-Fork* and *Swing-Reach* are U.S. trademarks of The Raymond Corporation.

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