

REACH-FORK® TRUCKS

7000 SERIES



RAYMOND
Above. And beyond.®

The Industry's #1 *Reach-Fork* Truck

It began as an annual space saving analysis in 1949, and by 1951, turned into a revolution that literally changed the world of warehousing and distribution.

A long-time grocery customer of The Raymond Corporation asked us to help create a more efficient and effective method of organizing its products and materials. Standard aisles were 12 feet wide, and our customer wanted to do more, in less space.

After conducting the analysis, our engineer's solution was to create a new lift truck that would operate in only 8 feet of space, thereby increasing warehousing space by 33%.

And the Narrow Aisle lift truck was born. The rest is history.

Today, the *Raymond Reach-Fork* is the largest selling reach-fork truck in North America, delivering unparalleled performance and reliability that enables operators to maximize efficiencies at every point, and to store and retrieve loads with precision at unprecedented heights.

Designed for superior operator comfort, and featuring Raymond's exclusive *ACR System*[™] — a combination of AC technology and ergonomics that results in **faster and smoother performance with less maintenance** — the *Raymond 7000 Series* offers multiple operator positioning options, mast and 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 Reach-Fork* truck has no peer.**

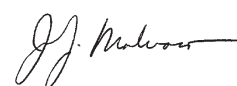
Ingenuity Defined

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.*



James J. Malvaso, President and CEO



 **High Performance DNA**

Unprecedented uptime

The industry's lowest cost of ownership

Most cycles per hour

Longest battery run times

Patented clear view mast design for unmatched visibility, with lift heights up to 444"

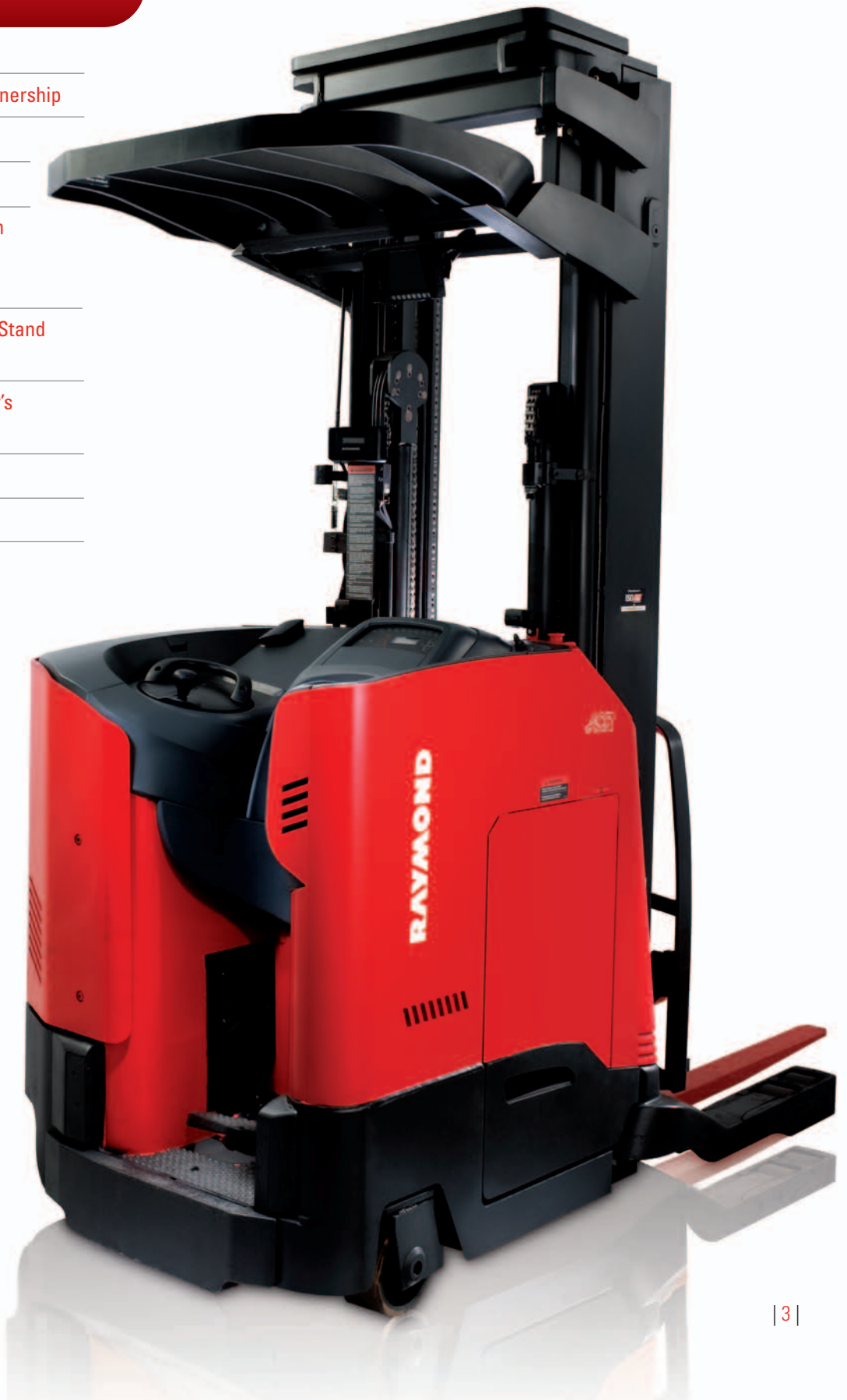
Universal, Dockstance and Sit / Stand positioning options

Ergonomics that match operator's natural motions

Exclusive *ACR System™*

Programmable performance

The industry benchmark: better, stronger, faster.



The Ultimate In Performance And Reliability

For over 50 years, Raymond has been continually perfecting the *Reach-Fork* truck, engineering it for greater productivity, durability, ergonomics and lower total cost of ownership. And today, **over 70% of all Raymond *Reach-Fork* trucks ever sold are still in operation.**

While each of our trucks is configured exactly to your specifications — not a single one is “off the shelf” — they all come with the **exceptional features** you expect from Raymond, the leader in Narrow Aisle materials handling.

Not only do you get more battery run time, a real-time, data-driven digital display panel, and naturally positioned control handles and buttons, all of our trucks come with:

- › Patented A-frame suspension with our exclusive steered idler wheel that eliminates caster snap
- › AC traction for smooth, responsive control and enhanced speed and efficiency
- › Bolt-on wheel plates with floating articulation for improved ride quality and increased tire life
- › Ductile iron base legs that are over 3x stronger than steel
- › Integral side shift for left /right pallet movement and more efficient stacking



Illuminated Digital Display Panel

Provides more feedback to the operator and technician with real-time data, including battery charge, time and weight on forks.

Multi-Function Control Handle

Designed and engineered with a single-axis for comfort in a natural “shake hands” configuration.



The Raymond Difference: Exclusive *ACR System*TM

When it comes to the heart and soul of our 7000 Series Reach-Fork trucks, it all starts with our patented *ACR System*. Combining the speed and efficiency of AC traction and lift with smooth, responsive control and exceptional ergonomics, **you are guaranteed what no other lift truck offers.**



Total Performance

Reliable AC power for faster acceleration, 24 / 7 / 365 availability, smoother direction changes, ergonomically-friendly cabin and controls, and better ride and load handling.



POSI CHARGE
THE TECHNOLOGY TO CHANGE AHEAD.

An independent 3rd party verified Raymond outperforms its leading competitor: 14% more cycles per hour, 18% more energy efficient, and 20% more productive and cost efficient.

Increased Energy Efficiency

More runtime per battery charge with significantly less reduction in truck performance as the battery discharges, extending peak performance longer into the shift.

Real Cost Savings

Dramatically reduced maintenance costs and downtime because our AC motors require no monthly cleaning, and have fewer component parts to service and replace.

USAC and PosiCharge are registered trademarks of their respective companies.

Heavy-Duty Mast and Load Handler

Our large frame and heavy-duty radial thrust bearings provide long-lasting rigidity and torsion tube scissors that can lift, carry and place above-average loads.

Patented Clear View Mast

Designed for unprecedented visibility and superior rack interface work, the clear view mast enables faster, more efficient operation while increasing situational awareness.





Universal Stance For Bi-Directional Operation

The *Raymond Model 7400 Reach-Fork* truck, the industry's most popular line, delivers what operators crave most: 360-degree visibility and the freedom to move around.

With our exceptional Universal Stance design, drivers can face forward with a clear view when handling and storing pallets, as well as face the direction of travel when moving tractor-first. By always facing the direction of work, operators are more alert and productive in busy, high-traffic warehouses, and can comfortably look straight up at higher level racks.

By regularly shifting positions, the operator reduces fatigue, increases comfort and lessens the chance of injury from compound muscle movements. In addition, multiple lean points provide comfortable support during travel.

Pure Comfort For **Advanced** Productivity

Ergonomics is the applied science of designing equipment to maximize productivity by reducing operator fatigue and discomfort.

At Raymond, we understand better than anyone that a comfortable and relaxed operator is a more productive and efficient operator. Because we not only make the trucks you use, we use them every day ourselves. We also gather all the information and feedback we can to assure our 7000 Series *Reach-Fork* lift trucks are optimally engineered to enable your operators to **produce more, faster** and with greater enthusiasm than ever before.

With operators averaging 8-10 hour shifts a day, even the slightest bit of improvement can have a dramatic affect on your bottom line, and:

- › Increase worker health and energy levels
- › Reduce work absences
- › Enhance job satisfaction

It all starts with our spacious and contoured operator compartment that provides enough body and standing space to move around, while minimizing harmful twisting motions and reduced visibility.



Patented Clear View Mast design provides the only unobstructed mast visibility in the industry.

F-16 Inspired Control Handle

For comfortable, intuitive fighter pilot control.



Unique Deadman And Low Step Height

Facilitates operating in any of three directions, and easy on / off.



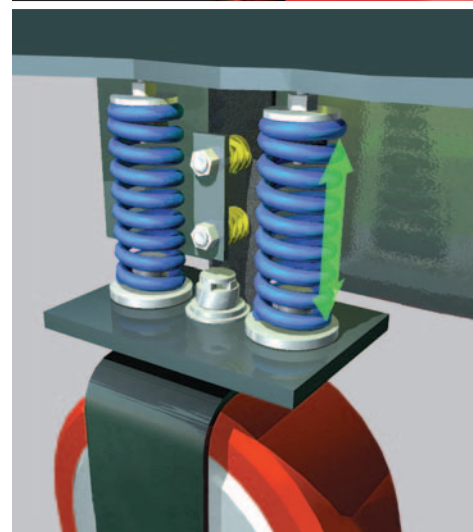
Patented A-Frame

For full-time traction and steering alignment.



Patented Inertial Dampener And Suspension

For rock-solid stability at high elevations.



Choose The *Raymond* *Reach-Fork* Truck That Is Right For You

We offer a range of high-performance *Reach-Fork* trucks to suit your needs, and will customize one or all of them to your exact specifications.



Sit / Stand

- Affords operator seated position enhancing the range of operating positions and operator comfort and lessening fatigue
- Operators can sit or stand depending on the material handling task being performed
- Seated position available for longer runs and standing position available when operator needs to frequently get on and off the truck and interface with high rack

Configure To Your Exact Specifications

There are literally hundreds of ways you can configure your *Raymond 7000 Series Reach-Fork* trucks. One by one, all of them, or any combination you wish.

- Highest capacity deep reach in the industry
- Enhanced travel speed
- Secondary control handle
- Height-tilt indicator
- *Vantage Point™* system
- Weight height limit display
- Extended masts
- Vertical hold
- *ThermaKit™* system
- 2" battery spacer for 18" battery compartment
- All-temperature hydraulic oil with cold storage option



Universal

- Operators face the direction of work
- Excellent maneuverability in narrow stacking aisles
- Optimally suited for the widest range of use including high stacking and lower stacking environments



Dockstance

- Unique design allows operators a greater variety of operating positions than conventional sidestance trucks
- Raymond offers Dockstance reach trucks for operators who are accustomed to sidestance operation
- Best suited for short travel and short lift height applications

- Cold storage conditioning
- Warning lights
- Electronic horn
- Height-only indicator
- High-efficiency AC lift system
- Laser light (red or green)
- Lift limit switch

- Operator compartment sensor system
- RF terminal hook-up 2 and 10 amp service
- Reach interlock switch
- Rear vertical posts
- Travel alarms
- Special forks

- Special load wheels and base legs
- Special mast height
- Travel speed limit switch above 24" EH
- Truck utilization system
- UL (E) and (EE) labels
- Work lights

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

iAlertTM 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

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

Remotely Adjust Individual Truck Performance Settings

iControlTM 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.



Operator Name	Maximum Travel Speed	Acceleration
Michael Smith	8.5 mph	M
Jason Anderson	7.8 mph	M
Donald McQueen	8.0 mph	M
James Decker	8.5 mph	S
Stephanie Hanson	7.8 mph	M
David Badger	8.7 mph	S
Spencer Mann	8.1 mph	S



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

iImpact™ 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-manuever 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**
- › The Model 7400 *Reach-Fork* is 98% recyclable

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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