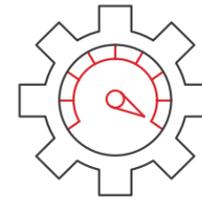


2ND LEVEL ORDER PICKING SOLUTIONS

RAYMOND



OPTIMIZE, CONNECT, AUTOMATE.



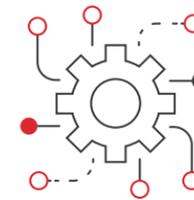
OPTIMIZE your operations, systems, assets, fleet and personnel to ensure everything in your facility provides the most value. Raymond applies the principles of lean management to help you achieve optimization, eliminate inefficiencies, and identify and solve challenges.

Solutions include Lean Management, Material Handling Equipment, Financing, Rentals, Virtual Reality Learning and Maintenance/Service.



CONNECT your facilities with innovative technologies. Smart technologies, like telematics, help operations gather and analyze data — providing actionable insights that can be implemented to deliver measurable business results.

Solutions include Telematics, Operator Assist Technologies, Labor Management Systems, Real-Time Location Systems, Object Detection Systems and Consulting.



AUTOMATE your operations to make production and distribution processes efficient, easily repeatable, consistent and cost-effective. Automation will enhance processes, maximize existing labor and resources, as well as make your warehouse more scalable.

Solutions include Automated Guided Vehicles, Automated Storage and Retrieval Systems, Robotics and Consulting Services.



BUILT TO PERFORM. DESIGNED TO WORK TOGETHER.

For 95+ years, The Raymond Corporation has built a reputation based on top-notch quality, reliability and exceptional customer service.

We design and build the best lift trucks in the business. We provide technologies, systems and solutions that bring day-to-day warehouse and distribution operations to a new level of performance. And we support customers with a network of skilled service centers and technicians unmatched in the industry.

From our eco-efficient trucks and telematics to our warehouse optimization and flexible financing, Raymond's big-picture approach and precisely targeted solutions are designed to adapt and grow with your business.

Our innovations in energy savings, space utilization, ergonomics, manufacturing quality and fleet optimization – combined with our best-in-class products and services – work together to increase efficiency and lower costs throughout your material handling operations.

Raymond stands ready to help you run better and manage smarter – end to end.

TAKE PRODUCTIVITY TO THE NEXT LEVEL

Warehousing space is at more of a premium than ever. Customers are demanding greater product selection, new items are entering the market at a record pace, and SKU numbers continue to explode.

What can you do to make the most of every square foot?

What if expansion or relocation are impossible or impractical?

How can you expand your inventory without compromising order accuracy or fulfillment times?

The answer lies in setting your sights a little higher.



2ND LEVEL ORDER PICKING

INCREASE SKU SELECTION

WORK WITHIN SPACE CONSTRAINTS

IMPROVE ORDER ACCURACY

INCREASE PRODUCTIVITY

IMPROVE CUBE UTILIZATION

WAREHOUSING WITHOUT THE UPS AND DOWNS

Low level order picking continues to set the standard for efficiency and productivity in warehousing and distribution by allowing you to avoid time spent lifting and lowering necessary in high level storage applications.

OPTIMIZING THE MOST PRODUCTIVE PICKING METHOD IN THE INDUSTRY

To get the most out of low level picking, you need adequate floor slots to accommodate your growing number of SKUs. Too few and you may have to mix products in a slot which can lead to picking errors. Use smaller load sizes and you increase replenishment needs and the risk of pick shortages. The alternative—expanding your footprint—wastes vertical space, increases travel times, and raises costs, if it's even possible at all.

By simply giving operators access to 2nd level slots with Raymond's unique 2nd level orderpickers, you can continue to enjoy the productivity advantages of low level order picking while doubling access to pick slots. You can also:

- + Access more SKUs
- + Minimize restocking requirements
- + Keep your existing operational footprint
- + Enhance productivity
- + Improve picking accuracy
- + Increase profitability



FLOOR LEVEL PICK WINDOW



COMPETITIVE 2ND LEVEL PICK WINDOW



RAYMOND 2ND LEVEL PICK WINDOW

55%

WAREHOUSE OPERATION
COSTS THAT ARE ATTRIBUTABLE
TO ORDER PICKING

SIMPLE STEPS TO MORE EFFICIENT PICKING



SELECT THE RIGHT TRUCK

End riders give you the versatility to adapt from dock work to horizontal transport to low level order picking.

Center riders can enhance productivity by 10-15% by giving operators easy access to both sides of the pick aisle.



MOVE TO LONGER FORKS

Moving from single- to double-length forks (so you can carry two pallets at a time) can boost productivity up to 25%. Stepping up from double- to triple-length forks can further enhance productivity up to an additional 10-15%.



OPTIMIZE SLOTting AND SHORTEN TRAVEL DISTANCES

Simple adjustments to your picking methods and product slotting can lead to greater efficiency and faster order completion through reduced travel.



PERFORM BATCH PICKING

Fulfilling multiple orders per run can increase productivity by up to 20% over single order selection by reducing the number of trips past each pick slot.

THE ART AND SCIENCE OF SLOTTING

To keep your order picking at floor level and maximize SKU storage—as well as minimize travel, restocking and order fulfillment times—you need to optimize your slotting.

Let Raymond's experts help you arrange your inventory and design your racking for:

- Superior storage density
- Enhanced operator accessibility
- Minimized restocking
- Reduced travel times
- Greater productivity
- Lower overall costs

ORGANIZE AND OPTIMIZE WITH THE 80/20 RULE

Pareto's Law—the 80/20 rule—can help you organize your slotting and optimize efficiency. Using the principle that 20% of your SKUs account for 80% of your picks, you can identify your fast movers and arrange products by volume and velocity for greater accessibility and productivity.

"LESS THAN
15%
OF THE ITEMS IN A
TYPICAL WAREHOUSE ARE
SLOTTED CORRECTLY."
-Edward H Frazelle, World Class
Warehousing and Material Handling



WHAT SHOULD GO WHERE—AND HOW

2ND LEVEL

SLOW MOVERS / LIGHT WEIGHT

Arrange multiple load beams in each bay for higher density storage.

FLOOR/2ND LEVEL

MODERATE MOVERS / MEDIUM WEIGHT

Place product on pallets stacked between 36" and 48" high for easier access to second level.

FLOOR LEVEL

FAST MOVERS / HEAVY WEIGHT

Create slots with high pallet heights and load beams for easy access and minimized restocking requirements.

PICK THE SOLUTION THAT'S RIGHT FOR YOU

BUY MORE SPACE AND TIME WITH MORE EFFICIENT SLOTTING AND PICKING

Raymond's innovative—and exclusive—2nd level order picking solutions can help optimize slotting and enhance operations. Access to the second beam allows you to expand your storage capacity and SKU selection without reinventing your warehouse layout or giving up the efficiencies of low level picking.

A choice of trucks lets you select exactly the level of performance you need, giving you the ease, convenience and productivity of having a single truck that can pick your entire order.



2ND LEVEL ORDERPICKER WITH ELEVATED OPERATOR PLATFORM

- Elevated operator compartment (up to 47") offers enlarged pick window for enhanced productivity
- Faster, comfortable, secure access to floor, 2nd level and—in some cases—3rd level slots (load beams up to 100")



END RIDER PALLET TRUCK WITH 2ND LEVEL PICK STEPS

- Cost-effective alternative to hydraulic lift orderpickers
- 2nd level picking via three pyramid steps (accessible from either side)
- Top-level platform offers elevated heights to 44" with forks elevated

TRUCK SELECTION

	8410	8720
MODEL/STYLE PREFERENCE		
END RIDER - BETTER VERSATILITY	√	
CENTER RIDER - INCREASED PRODUCTIVITY		√
ACCESS		
FLOOR AND OCCASIONAL 2ND LEVEL	√	
FLOOR AND FREQUENT 2ND LEVEL		√
CENTER CONTROLLED OPERATOR COMPARTMENT		√
HANDLING HEAVY/BULKY PRODUCT		√
TRUCK/PICKING ACCESS FROM BOTH SIDES	√	√
TRAVEL AT HEIGHT		√
HANDS-FREE LOWERING (optional)		√
LARGE STORAGE TRAY (optional)		√
SINGLE FORK LENGTH (48")	√	√
DOUBLE FORK LENGTH (96")	√	√
TRIPLE FORK LENGTH (144")	√	√
OPTIMIZED PICKING SPEED AND ACCURACY (with Pick2Pallet™ option)	√	√

OPTIONS

8410 PALLET TRUCK WITH 2ND LEVEL PICK STEPS

STEP UP TO COST-EFFICIENT 2ND LEVEL PICKING

Ideal for operations with minimal 2nd level pick requirements, the Raymond® 8410 with pick steps offers an affordable, flexible solution for gaining access to the second beam.

Rugged and reliable, this truck features a set of three pyramid steps—accessible from either side—leading to a picking platform located over the battery.

DESIGN:

Unrivaled durability, specifically designed for the demands of the North American market with a heavy-duty undercarriage, ductile iron components, and Lift and Go™.

SPECIFICATIONS:

Platform Height	3 pyramid steps to a top level platform offering picking heights to 44" with forks elevated
Capacities	6,000 or 8,000 lbs.
Fork Options	Single (48"), Double (96"), Triple (144")
Step Height	11.25"
Step Width	17.25" and 23.25"



+ ideal solution for minimal 2nd level picking
with 44" pick height and exceptional flexibility and cost sensitivity

+ superior versatility and usability
with an end rider design and pyramid steps for 2nd level picking

+ long-lasting, reliable performance
with heavy-duty, durable components including ductile iron undercarriage, stainless steel undercarriage pins, and composite bushings

+ fewer pick steps and greater productivity
with the one-handed CoastPRO® system and a one-step trigger for faster, precise truck positioning

+ faster, more convenient picking
with easy access to 2nd level pick steps from either side

+ easier maneuvering
with PowerSteer™ feature that reduces steering effort by up to 90% (optional)

+ fewer service requirements and greater reliability
with Lift and Go programmability that trains operators to travel with elevated forks to prevent undercarriage contact and wear



8720 2ND LEVEL ORDERPICKER WITH ELEVATED OPERATOR PLATFORM

RISING TO THE OCCASION TO OPTIMIZE PRODUCTIVITY

The Raymond 8720 2nd Level Orderpicker features an elevated hydraulic operator platform that provides faster, effortless access to second and, in some cases, third load beams with an enlarged pick window. Capable of traveling while elevated—and while lifting or lowering—the 8720 minimizes the time between picks for greater throughput.

DESIGN:

Unrivaled durability, specifically designed for the demands of the North American market with a heavy-duty undercarriage, ductile iron components, and Lift and Go™.

SPECIFICATIONS:

Lift Height	47"
Capacities	6,000 or 8,000 lbs.
Fork Options	Single (48"), Double (96"), Triple (144")
Operator Compartment	21" depth



YOUR WINDOW TO GREATER PRODUCTIVITY

Industry-leading 47" lift height compartment offers a wide picking window, greater product accessibility, and more comfortable picking for superior speed and efficiency vs. competitive lift heights at 38.6".

+ greater operator confidence at height
with a unique 4-point enhanced stability design for rigorous North American markets

+ superior productivity
with the ability to travel from pick to pick without lowering the platform, and travel while simultaneously lifting or lowering (optional)

+ greater operator comfort
with a spacious 21" compartment

+ operator confidence during step-off
with an audible indicator when platform is fully lowered

+ exceptional application flexibility and batch picking performance
with single, double and triple fork configurations

+ rapid case unitization within the operator compartment
with convenient built-in storage shelf and pick rake tool (optional)

+ long-lasting, reliable performance
with heavy-duty, durable components including ductile iron undercarriage, stainless steel undercarriage pins, and composite bushings

+ faster, more flexible order picking
with access to and from either side of the aisle

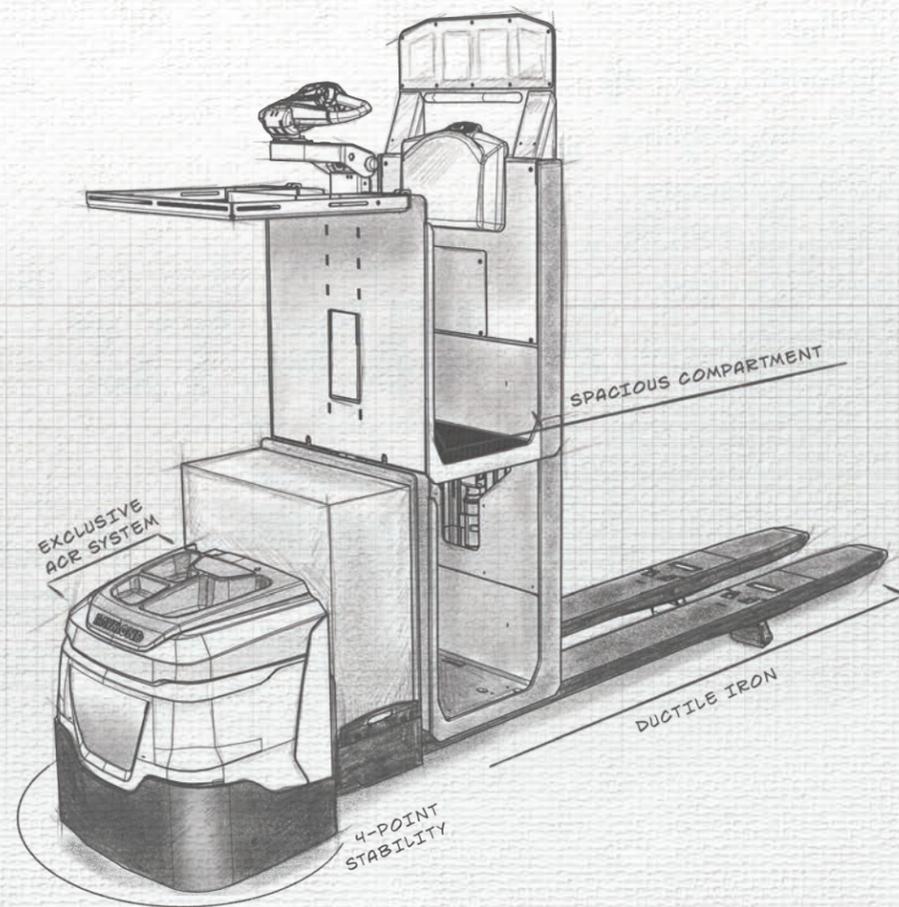
+ faster, easier, more secure load handling
with hands-free platform lowering (optional) and a centered pedal to avoid accidental activation

+ superior durability and uptime in extreme environments
with IP65 protection of all truck electronics and cold storage protection to -20°C



STRENGTH AND PERFORMANCE LIKE NO OTHER

Low level picking applications can take a toll on any truck. In today's harsh and challenging warehouse environments, reliability requires durability. Engineered to excel, Raymond trucks are the only 2nd level orderpickers in the industry specifically designed to withstand the rigors of North American markets. From innovative technologies to superior materials and components, we put more into every truck so you can get more out of them.



STRONGER—TOP TO BOTTOM

Durability starts at the base with an exclusive 4-point enhanced stability design featuring an offset drive unit with heavy-duty caster to provide rock solid stability for increased operator confidence at height. A ductile iron undercarriage and durable fork frame add further strength and support, and a heavy-duty bumper, dual lift cylinders, and rigid mast channel complete the rugged design.

COMFORT—START TO FINISH

The industry's most spacious operator compartments, ergonomic controls, and easily accessible storage options ensure a more comfortable and convenient operator experience throughout a shift for superior productivity.

PERFORMANCE—END TO END

Simpler handling and more efficient operation come from a proprietary ACR System™ offering smoother, quicker acceleration, and a unique PowerSteer feature that delivers greater maneuverability. The 8720 2nd level orderpicker also allows simultaneous travel and lift/lower to minimize time between picks and further enhance productivity.

RELIABILITY—YEAR TO YEAR

Engineered with only the toughest, most durable components available—right down to the smallest detail—Raymond 2nd level orderpickers include everything from corrosion-resistant stainless steel undercarriage pins to composite bushings and IP65-protected electronics for utmost reliability and long-lasting performance.

OUR COMPLETE LINE

With a full range of truck models and configurations, Raymond can offer the ideal solution to optimize productivity in applications from dock work to horizontal transport to low level order picking.



8410 END RIDER PALLET TRUCK WITH 2ND LEVEL PICK STEPS



8720 2ND LEVEL ORDERPICKER WITH ELEVATED OPERATOR PLATFORM



8410 END RIDER PALLET TRUCK



8510 CENTER RIDER PALLET TRUCK

BOOST PRODUCTIVITY WITH INCREASED PICKING ACCURACY

By utilizing Raymond's industry-exclusive patented Pick2Pallet™ LED Light System, facilities can maximize operator productivity, improve fulfillment times and reduce pick errors.

The only put-to-light system of its kind, Pick2Pallet visually indicates correct product placement in batch-picking applications by illuminating LED lights embedded in the forks under the A, B, C or D pallet position – enabling operators to quickly move to the next pick with confidence.



ENHANCE OPERATOR TRAINING

IN LOW-LEVEL BATCH PICKING APPLICATIONS, ONE CUSTOMER HAS EXPERIENCED AN ESTIMATED

20% PRODUCTIVITY INCREASE 🏗️

&

35% REDUCTION ⚠️ IN PICK ERRORS

CONTACT YOUR LOCAL SOLUTION AND SUPPORT CENTER FOR A DEMO OR MORE INFORMATION

A FLEXIBLE SOLUTION TO SUIT YOUR FACILITY AND WORKFLOW

The Pick2Pallet LED Light System is compatible with barcode scanning and voice-directed systems for ease of implementation into your facility.



BARCODE SCANNING SYSTEMS

Barcode scanning option is implemented with a cost-effective, user-friendly middleware link and integration services.



VOICE-DIRECTED SYSTEMS

Voice-directed option is brand agnostic and compatible with any voice-directed system.

SMALL IMPROVEMENTS IN ACCURACY = BIG PAYOFFS

Between additional shipping charges for returns and unrealized income from overfilled orders, the cost of mis-picks can quickly add up in high throughput order picking applications.

To illustrate the importance of pick accuracy, compare a *sample warehouse* operating at 99% accuracy before and after Pick2Pallet (P2P):

	SAMPLE WAREHOUSE*		ESTIMATE YOUR WAREHOUSE	
	WITHOUT P2P	WITH P2P <small>Assumes pick accuracy up to 25%.</small>	CURRENT WITHOUT P2P	WITH P2P <small>Potential impact of a 25% error reduction</small>
CASES PICKED PER WEEK	1,000,000	1,000,000		
PICK ACCURACY	99%	99.25%		INCREASE BY 25%
WEEKLY MISPICKED CASES	10,000	7,500		DECREASE BY 25%
ANNUAL MISPICKED CASES	520,000	390,000		
COST PER ERROR	\$10	\$10		
ANNUAL MIS-PICK COST	\$5,200,000	\$3,900,000		
	POTENTIAL ANNUAL SAVINGS \$1,300,000		POTENTIAL ANNUAL SAVINGS	

*Retail grocery application.

LONGER FORKS. GREATER PRODUCTIVITY

Raymond's low level order picking solutions come with single, double or triple fork lengths to suit a variety of applications. Simply choose the ideal option for your needs today, knowing that your trucks can be quickly and easily adapted for future requirements.

THE BENEFITS OF GOING LONG

- + Faster order fulfillment
- + Superior batching capability
- + Minimized travel times
- + Increased productivity

MOVING TO LONGER FORKS CAN BOOST
PRODUCTIVITY BY ALLOWING YOU TO CARRY
MORE PALLETS AT A TIME:

MOVING FROM




THE RAYMOND 8720 IS
THE ONLY 2ND LEVEL
ORDERPICKER TO OFFER AN
8,000 LB. CAPACITY WITH A
TRIPLE FORK LENGTH.



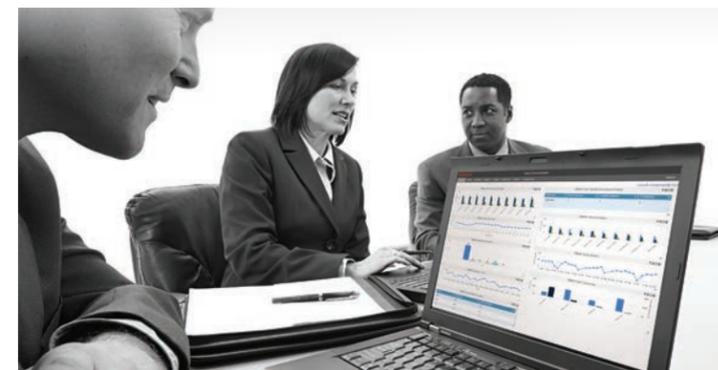
EVERYTHING YOU WANT IN A TRUCK

From scalable telematics to innovative storage solutions, Raymond's 2nd level orderpickers are available with a broad range of additional options to help you tailor your truck to your needs. Experience the enhanced efficiency of a solution designed around you, your operators, and your business.

iWAREHOUSE® FLEET MANAGEMENT AND WAREHOUSE OPTIMIZATION SYSTEM

The most comprehensive and scalable telematics platform in the industry, iWAREHOUSE Evolution™ offers the most complete and customizable solution for fleet and warehouse optimization.

From forklift battery monitoring and maintenance management, to vehicle and operator utilization, electronic checklists and impact management to a full suite of professional services, iWAREHOUSE Evolution gives you all the tools and insights you need to run more efficiently, reliably, and profitably.



COLD STORAGE CONDITIONING PACKAGE

Protects sensitive lift truck control systems with hydraulic, mechanical, and electrical components that are matched to different temperature levels to assure peak performance and productivity.



SUPERIOR COMFORT, CONVENIENCE AND CONFIDENCE

Designed to make order selectors as comfortable and productive as possible, Raymond's 8720 2nd level orderpicker is available with a variety of features and accessories that simplify everything from storing tools to reaching product:



- Tool Caddy
- Storage Shelf & Tray
- Accessory Bar
- Pick Rake
- Cushioned Lean Pads
- Grab Bar

ADDITIONAL OPTIONS*:

8720

- + Hands-free lowering
- + Travel at height
- + Storage shelf
- + Pick rake
- + Load wheels
- + Pick2Pallet



- + PowerSteer
- + CoastPro one-step trigger
- + Reinforced bumper guard
- + Rubber bumper skirt
- + Load wheels
- + Pick2Pallet

8410



*For additional information consult the Features Brochure for Raymond Trucks and Tow Tractors.



+ warranty coverage

Raymond Asset Protection™ is Raymond's industry-leading warranty that begins with a Standard Warranty – coverage that starts the moment the new truck arrives at your facility.* Additional coverage options are available; select the option that fits your fleet so you can maximize performance while locking in affordable, predictable service costs.

*For complete details, refer to the Raymond Standard Warranty.



+ expert technicians

For those customers who have lift truck technicians on-site, Raymond offers Customer Technician Courses. Training is available at Raymond headquarters, at your facility or your local Raymond authorized Sales and Service Center.



+ financing

For an outstanding and flexible Raymond equipment solution, your Raymond Sales and Service Center and Raymond Leasing Corporation deliver what your business needs – the equipment you need to grow, at fixed costs. Raymond offers low ownership interest rates and variety of affordable and flexible lease options.



+ iTRACK®

The iTRACK Asset and Cost Management System helps to reduce your overall cost of ownership. It provides accurate, actionable maintenance data and reports—from individual assets, to a fleet at a single location, or across your entire enterprise. iTRACK is your anytime, anywhere web-based asset management system.



+ iWAREHOUSE®

iWAREHOUSE delivers the industry's most comprehensive and scalable fleet telematics solution. From battery monitoring and impact management to vehicle and operator utilization, electronic checklists, labor management and professional services – iWAREHOUSE gives you all the tools and insights you need to run more efficiently, reliably and profitably.



+ maintenance

Designed to fit your budget, Raymond offers three plans specific to your needs which you can tailor for individual trucks or entire fleets: contract maintenance, comprehensive fixed-price maintenance and scheduled maintenance audit.



+ parts

Raymond Parts™ is the industry's most comprehensive one-stop shop for world-class lift truck parts. Raymond is committed to meet all your parts and supply needs, regardless of the make or model of the truck. We sell only the highest quality parts that meet or exceed OEM quality standards.



+ pre-owned lift trucks

Raymond RENEWED™ offers certified, pre-owned electric lift trucks that have undergone a rigorous quality inspection and reconditioned with genuine OEM parts from top to bottom. Every truck is delivered with full warranty coverage.



+ rentals

A Raymond rental is the smart and economical solution to meet your interim material handling needs – whether you are looking for seasonal rentals, unplanned peaks in activity, replacing trucks for scheduled repairs or waiting for delivery of new equipment. Or, if you just want to establish the value of the equipment before purchasing or leasing.



+ training

Studies have shown that effective operator training can help improve how your operation runs. Designed to help you protect your people, equipment and materials, Safety on the Move® can assist in satisfying the OSHA mandate to train your operators.



FROM FLEET TO FINANCE, WE'VE GOT YOU COVERED

In warehouse management, the bottom line is the bottom line. And because efficiency works best when it works end to end, everything Raymond offers is built to work together.

- + Trucks and Training
- + Fleet Maintenance and Parts
- + Warehouse Optimization System
- + Certified, Pre-owned Lift Trucks and Rentals
- + Industry Leading Warranties
- + Flexible Financing Solutions

From initial consultation to custom-designed solutions to long-term product and operational support – and with a network of more than 100 Sales and Service Centers – Raymond provides unmatched, world-class support tailored to meet your needs, help you drive down costs and run your business better and smarter.

RUN BETTER. MANAGE SMARTER.®

At Raymond, our aim is to deliver the utmost quality and to work for continuous improvement every day, in every aspect of our business. We are proud of what we build. We are proud of the level of service we provide to keep our customers' business up and running. We take pride in our commitment to our customers through our end-to-end approach in helping them find smarter, more efficient, and more effective solutions.

We value the trust that Raymond has earned through decades of proven performance and hands-on innovation. Since the patenting of the first hand pallet truck to the invention of the reach truck to our pioneering work in narrow aisle operations and beyond, Raymond has led the way in providing customers with the tools and expertise to improve their business.

IF YOU'RE LOOKING FOR A PARTNER WITH THE TOOLS AND EXPERIENCE TO HELP YOU RUN BETTER AND MANAGE SMARTER, LET'S TALK.

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www.raymondcorp.com

Due to continuous product improvements, specifications are subject to change without notice. Some systems and features shown are optional at extra cost. ACR System, CoastPro, PowerSteer, Lift and Go, Pick2Pallet, Raymond, Safety On The Move, Raymond Asset Protection, Raymond RENEWED, Raymond Parts, ITRACK and iWAREHOUSE are U.S. trademarks of The Raymond Corporation.

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