

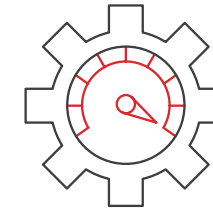
2ND LEVEL ORDER PICKING SOLUTIONS

RAYMOND



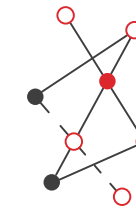
OPTIMIZE, CONNECT, AUTOMATE.

The iWAREHOUSE® ObjectSense Detection and Notification System is part of the iWAREHOUSE Intelligent Warehouse Solutions portfolio and Raymond's intralogistics capabilities—empowering companies to optimize, connect, and automate their operations with a variety of tools and services. We believe this approach is essential to improving your facility functions, as well as creating a culture of continuous improvement throughout your company. Through customized solutions that are the right fit for your business we provide you with a way to remain productive, efficient and competitive.



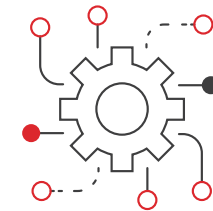
OPTIMIZE your operations, systems, assets, fleet and personnel to ensure everything in your facility provides the most value. Raymond applies the principles of lean management to help you achieve optimization, eliminate inefficiencies, and identify and solve challenges.

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 Fleet and Asset Management Systems, Operator Assist Technologies, Labor Management Systems, Object Detection and Notification 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.

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
- + Keep your existing operational footprint
- + Improve picking accuracy
- + Minimize restocking requirements
- + Enhance productivity
- + 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.



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.



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%.



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



SKUs



CASES PICKED

50%

5%



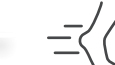
2ND LEVEL

**SLOW MOVERS
/ LIGHT WEIGHT**

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

30%

15%



FLOOR/2ND LEVEL

**MODERATE MOVERS
/ MEDIUM WEIGHT**

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

20%

80%



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.



8410

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

8720

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")

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)		√

OPTIONS

SINGLE FORK LENGTH (48")	√	√
DOUBLE FORK LENGTH (96")	√	√
TRIPLE FORK LENGTH (144")	√	√
OPTIMIZED PICKING SPEED AND ACCURACY (with Pick2Pallet™ option)	√	√

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:
Unrivalled 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

RIISING 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:
Unrivald 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

+ greater operator comfort
with a spacious 21" compartment

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

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

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



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

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

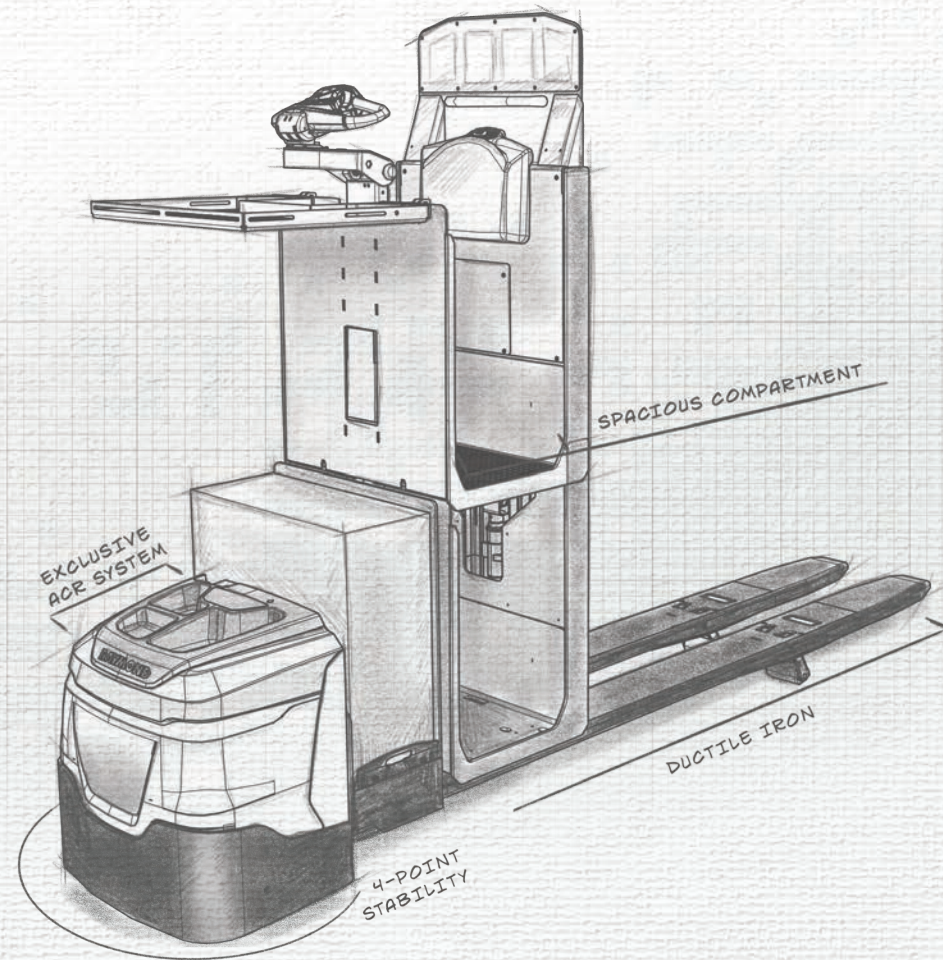
+ rapid case unitization within the operator compartment
with convenient built-in storage shelf and pick rake tool (optional)

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

+ 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 2nd level order picking solutions 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
**Also available with optional 2nd Level Pick Steps*

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:



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

Raymond's 2nd level orderpickers offer a range of smart, customizable options—from advanced technologies to intelligent storage solutions—designed to adapt to your operation. Build the truck around your needs with features that enhance performance, efficiency, and ease of use.



NEXT-GEN INTELLIGENCE. SEAMLESSLY INTEGRATED.

More than just a forklift, today's Raymond lift truck is an intelligent, connected platform that evolves with your business. Layer in scalable technologies to unlock data-driven insights, improve energy efficiency, and optimize performance across your fleet.

- + Connected technologies to deliver actionable data across fleet, operator, facility and energy systems – helping you boost productivity, and make smarter decisions.
- +Energy solutions to match your operation's needs – from proven lead-acid to advanced lithium-ion power systems.



COLD STORAGE CONDITIONING PACKAGE

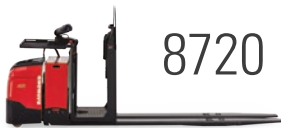
Protects sensitive lift truck control systems with hydraulic, mechanical, and electrical components that are matched to different temperature levels to assure peak performance and productivity.

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. This setup includes a Tool Caddy, Storage Shelf and Tray, Accessory Bar, Pick Rake, Cushioned Lean Pads, and a Grab Bar for convenience, comfort, and support.



ADDITIONAL OPTIONS*:



8720

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



8410

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



8510

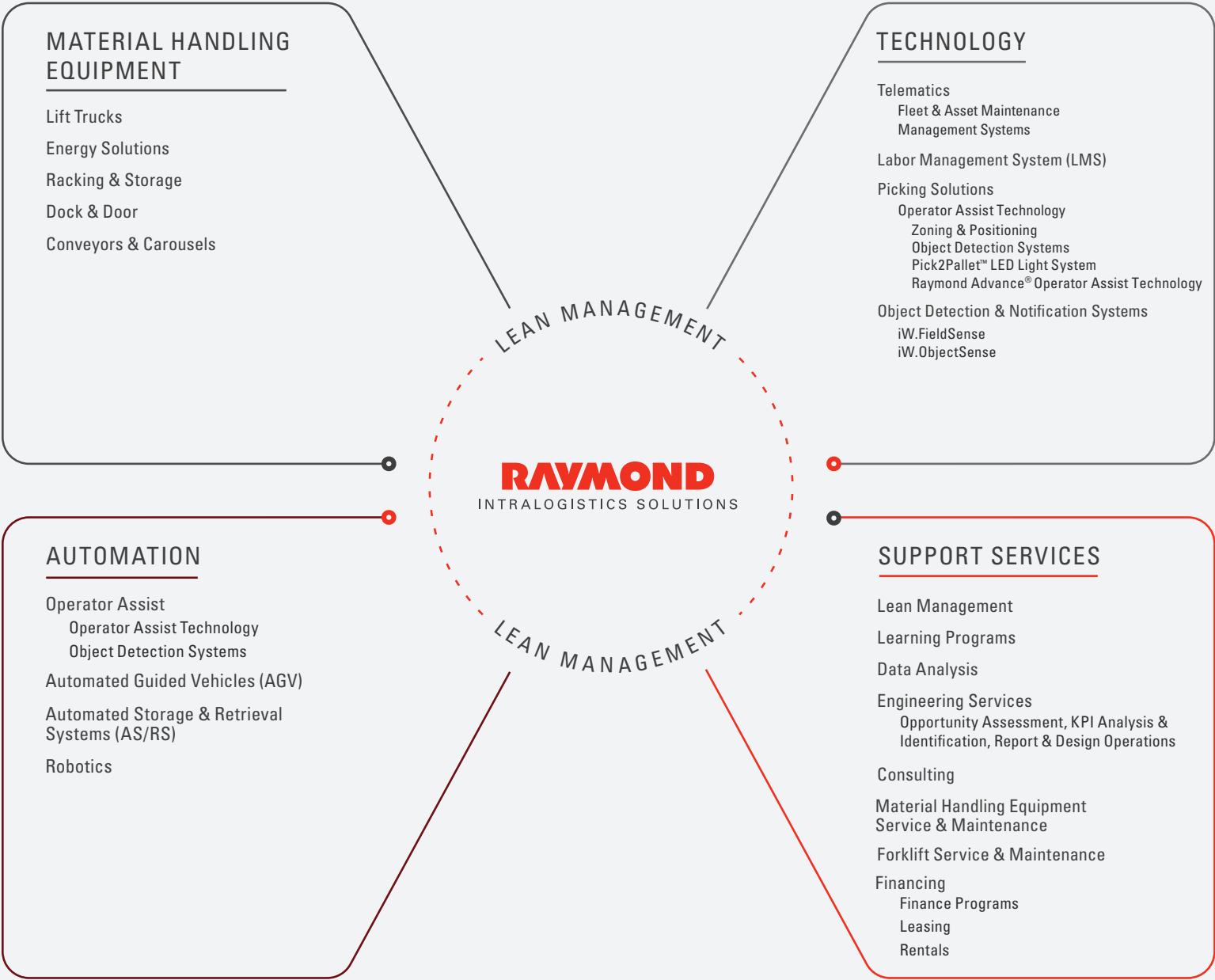
- + Pick2Pallet
- + Premium control handle
- + Storage tote
- + Operator compartment sensor system
- + Heavy-duty casters

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

YOUR COMPLETE INTRALOGISTICS SOLUTIONS PARTNER

Raymond is your single source for complete intralogistics solutions—offering customers the technology and know-how needed to provide warehouse operations, distribution centers and manufacturing facilities with a competitive edge. Our innovative solutions can help you optimize, connect, and automate your operation to cut lead times, reduce waste, minimize downtime, and improve quality.

By combining industry expertise and lean management principles with advanced material handling equipment, intelligent warehouse technology, labor management tools, automation, and support services, we can provide tailored solutions that optimize your people, processes, and facilities, and drive your business forward.



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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