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# RAYMOND COURIER<sup>®</sup>

← AUTOMATED LIFT TRUCKS →

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**RAYMOND**



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Automated Lift Trucks provide a solution to do more with less, and deliver flexibility that can meet changing operational demands.

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# MULTIPLY LABOR

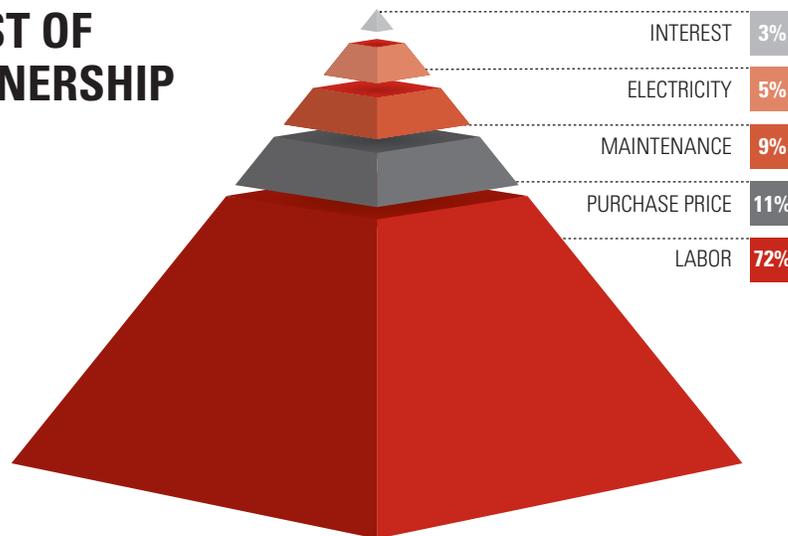
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# DIVIDE COSTS.

In today's warehouse environment, management is tasked with the challenge of finding new ways to reduce costs while increasing operational efficiency. In other words, to do more with less. That means getting the most out of every resource. Labor continues to lead operational expenses at 72% of lift truck ownership costs.

Facing this problem, management often looks to improve its cost of doing business by maximizing work force productivity. *Raymond*® Automated Lift Trucks (ALT™) are a new category of reliable, locally serviced lift trucks that offer a material handling solution to improve productivity and labor optimization within the warehouse. They are also the beginning of the next generation of lift trucks.

## COST OF OWNERSHIP



# AUTOMATED SOLUTIONS

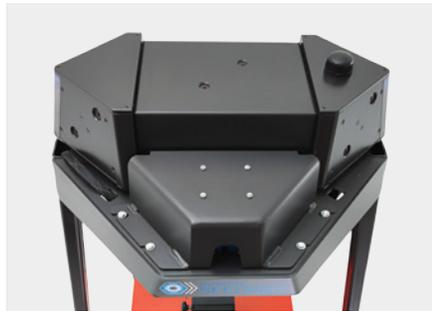
← WITHOUT →  
ALL THE SYSTEMS.

Automated guided vehicles (AGVs) have always needed expensive, complex, custom-built systems that require substantial time, support and infrastructure, such as magnetic tape, wires and integration with a warehouse's current technology. Until now.

The first members of the *Raymond ALT* fleet are the *Raymond Courier* center rider pallet truck and tow tractor. Built on Raymond's established 8000 Series pallet truck family, the *Raymond Courier* is the first truck that makes automation easy. Because they're built on Raymond's tried-and-true truck design, the *Raymond Courier* is fully supported and serviced by Raymond's nationwide network of authorized Sales and Service Centers – for one-stop service and support.



*Raymond* Automated Lift Trucks work in tandem with your existing fleet – and free up resources to work on other tasks.



Advanced vision-guided technology captures image data from its surroundings, recording everything from turn locations, changes in speed, and when and where to drop a pallet.



Powered by SEEGRID

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CAUTION  
AUTOMATIC  
VEHICLE

RAYMOND

# SIMPLICITY

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## FOR

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# PRODUCTIVITY'S SAKE.

Working in tandem with your current fleet, the *Raymond Courier* performs at the high level expected of any automated solution. Vision-guided technology captures image data from its surroundings and records everything from turn locations, changes in speed, and even when and where to unload a pallet. Horizontal travel functions, such as pauses, stops, and pallet drop-offs, can be easily programmed into any route.

With an easy-to-use interface, programming up to 15 miles of routes is a simple task for any operator. For increased flexibility, routes for different times of day, shifts, or even seasons can be easily transferred between trucks with a USB drive.

Not only is the *Raymond Courier* simple to use – it's simple to maintain. Durable construction keeps the *Raymond Courier* up and running, while thoughtful design provides quick and easy service access.



*Raymond Courier* Automated Lift Trucks are ideal for repetitive and time-consuming hauls that are labor intensive but don't require skilled attention, such as cross-docking and put-away operations. Multiple *Raymond Courier* Automated Lift Trucks can work smoothly under the supervision of just one operator.



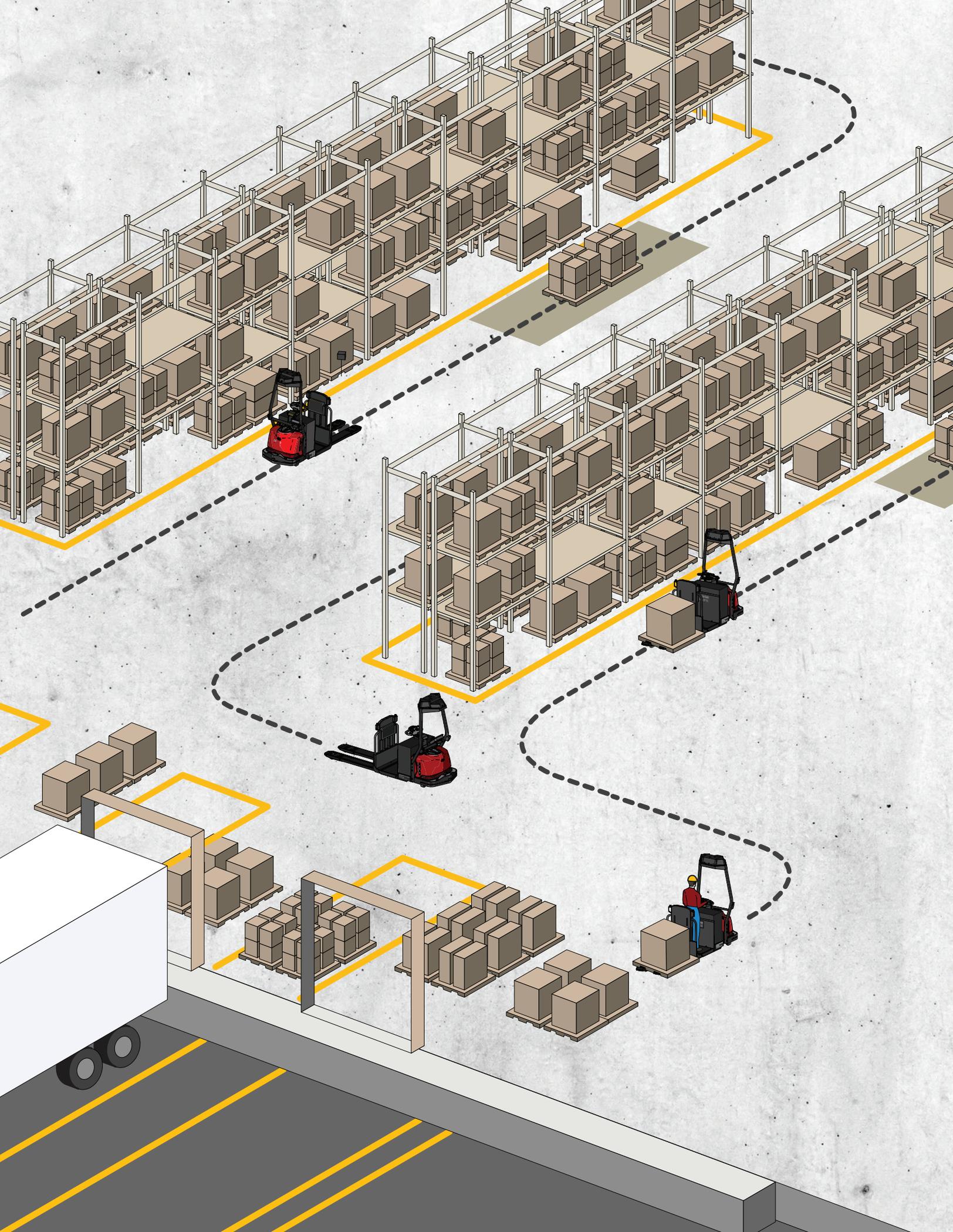
**Vision-guided technology** captures and records image data that is used to replicate a route in automated mode.

**Program up to 15 miles** of routes and change as needed with the easy-to-use operator interface.

**Our exclusive ACR System™** delivers longer battery run-time, and has fewer components than similar AC units, for less downtime and lower maintenance costs.

**The durable undercarriage** is designed with ductile iron and solid steel components to withstand the most demanding applications year after year.

**Eco-Performance delivers** efficiency and productivity with every pallet move – from the right-sized drive motor to the energy efficient materials that eliminate non-value added weight.



# RUN LAPS AROUND THE COMPETITION



# OR ANY ROUTE YOU WANT.

With the *Raymond Courier*, one operator can simply and successfully manage several trucks. It's just one way that the *Raymond Courier* optimizes labor costs for warehouse management. And it frees up resources to focus on other tasks.

That means better fleet and operator allocation for greater operational and labor productivity. It also means that an operator can move more pallets in the same amount of time by managing multiple *Raymond Courier* Automated Lift Trucks. Consider it Raymond's way of making sure you get the most out of every resource.

The *Raymond Courier* was designed to deliver the efficiency and productivity that *Raymond* products are known for. We call it Eco-Performance. You'll call it economizing without compromise. And Raymond's exclusive *ACR System* uses less energy than comparable AC systems. This allows for more uptime and keeps recharging time and energy costs to a minimum.



Program typical horizontal travel functions such as pauses, stops, horn honks and pallet drop-offs.



The *Raymond Courier* is built upon Raymond's durable and efficient pallet truck design - engineered with Best-in-Class components and then tested and calibrated for longer vehicle and component life.

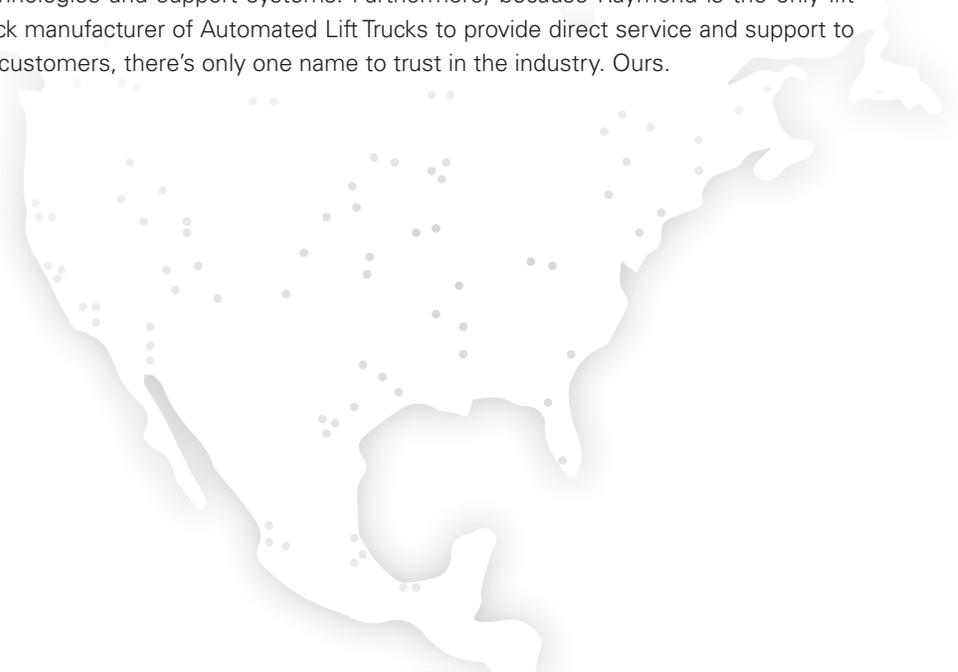
# WAREHOUSE ROBOTICS

WITH A

# HUMAN TOUCH.

Since incorporating new technologies into your operation can mean dealing with a lot of unknowns, Raymond provides the tools and guidance you need to make Automated Lift Trucks a staple of your everyday operation. Our extensive nationwide network of authorized Sales and Service Centers delivers local support and direct service of our Automated Lift Trucks. Staffed by professional, highly-trained technicians, and located in more than 100 key locations throughout North America, our Sales and Service Center network is ready to provide the support, knowledge and resources you need to improve efficiencies, uptime and overall productivity throughout your operations.

As a material handling innovator, Raymond provides solutions to help optimize your entire operation – so you'll have access to some of the industry's most innovative technologies and support systems. Furthermore, because Raymond is the only lift truck manufacturer of Automated Lift Trucks to provide direct service and support to its customers, there's only one name to trust in the industry. Ours.



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Our extensive nationwide network of authorized Sales and Service Centers delivers local support and direct service of *Raymond* Automated Lift Trucks. Additionally, Raymond's *Safety On The Move*® and *Steps To Safety*™ programs allow you to satisfy your B56.5 operator and pedestrian training requirements.

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# [ LESS DOING IT YOURSELF ] **MORE GETTING IT DONE.**

With *Raymond Courier* Automated Lift Trucks, your operations will flow smoothly. Your productivity will increase. And every dollar you spend on labor will be maximized.

The *Raymond Courier* paves the way for a new category of lift trucks. As warehouse managers bring more *Raymond* vehicles into their fleet, warehouses become more efficient. And you can count on Raymond to continue to be a leading innovator in the material handling industry. Contact your local Raymond authorized Sales and Service Center for an on-site consultation to see if the *Raymond Courier* is right for your operations.



*Raymond Courier* Model 3020  
Tow Tractor



*Raymond Courier* Model 3010  
Center Rider Pallet Truck



# IT'S ALL ABOUT **RESULTS.**

You need to be knowledgeable about all of your operations in order to run a fully-optimized warehouse. The iWAREHOUSE® fleet and warehouse optimization system provides visibility into fleet and operator data that improves productivity and operational efficiencies – whether you're running *Raymond* trucks or a mixed fleet, in one warehouse or across multiple locations.

It turns any laptop, desktop, smartphone or tablet into a management control center by providing visibility through a unique, single-view web portal – the iWAREHOUSE GATEWAY®. And by integrating with the iWAREHOUSE Labor Management System and utilizing our tailored consulting services, you'll have further visibility into the costs associated with specific work functions and long-term data trending analyses.

Choosing iWAREHOUSE means you have a set of solutions that provide you with a steady stream of actionable information across the entire enterprise, from the warehouse floor to the corner office.

**iWAREHOUSE®**



# WE'VE GOT YOU COVERED

Raymond provides world-class support tailored to meet your needs for fleet management and optimization, consistent maintenance and service—backed by our response-time guarantees, technician and operator training, and more. Our network of more than 100 Sales and Service Centers provides comprehensive packages of customized solutions, designed to help you drive down costs and run your business better and smarter.



## + 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 and continues for three years. Additional coverage options are available; select the option that fits your fleet so you can maximize performance while locking in affordable, predictable service costs.*



## + 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.*



## + 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.*



## + 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.*



## + 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.*



## + 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.*



## + iTRACK®

*iTRACK Fleet and Asset Management System helps to reduce your overall cost of ownership by providing accurate, actionable fleet maintenance data and reports – from individual trucks to fleets or across your entire enterprise of lift trucks. iTRACK is your anytime, anywhere web-based asset management system that works for you 24/7/365.*



## + 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.*



## + iWAREHOUSE®

*Designed with an intuitive interface and information display, iWAREHOUSE Fleet and Warehouse Optimization System enables you to take 360 degree control of truck and operator efficiencies through a suite of electronic diagnostic tools that puts critical, real-time information about each and every truck you own right on your computer.*



## + 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.*

# 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.

PO Box 130  
Greene, New York 13778-0130

Toll free 1-800-235-7200  
Fax 1-607-656-9005

[www.raymondcorp.com](http://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, Raymond, Raymond Courier, Raymond Automated Lift Trucks, iWAREHOUSE, iWAREHOUSE Gateway, iWAREHOUSE, Raymond Asset Protection, Raymond RENEWED, iTRACK, Raymond Parts Safety On The Move and Steps To Safety are U.S. trademarks of The Raymond Corporation.

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