

4000 SERIES COUNTER- BALANCED TRUCKS

STAND-UP

RAYMOND





BUILT TO PERFORM. DESIGNED TO WORK TOGETHER.

For 90+ years, Raymond® 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.

THE SMOOTH ROAD TO PRODUCTIVITY

The Raymond stand-up counterbalanced trucks are multi-purpose vehicles designed to work alone or with other systems as part of a total material handling solution. The trucks are ideal for jobs that require maneuverability - like dock operations, transport, put away or supplying rack vehicles. They are designed with our exclusive ComfortStance™ suspension system and perform each task with speed, power and efficiency. And each truck is built with our ACR System™ and delivers a powerful AC drive and lift that reduces downtime and increases your warehouse productivity. This technology helps you run a faster and smoother operation while increasing operator confidence and lowering your total cost of ownership.

+ overhead guard and angled front cover

provides operators greater visibility for picking up and putting away loads at elevated heights

+ multiple mast configurations

provides a wide selection to meet your operator's needs - duplex, triplex or quad (4250)

+ ACR System

maintains high performance throughout the battery cycle, so operators can do more work in between charges

+ open view mast

gives operators a clear line of sight to the load for increased efficiency and reduced product damage

+ single-axis control handle

gives operators effortless control of all functions

+ lift and travel speeds

offers industry-leading lift and travel speeds and quick acceleration (4250)

+ ComfortStance suspension system

reduces vibrations, enhancing operator comfort (optional on 4150)

+ maneuverability

compact footprint and agile steering allows for precise maneuvering in tight spaces

+ regenerative braking

maximizes heat dissipation, reducing maintenance time and cost of ownership

+ capacity

available in capacities from 3,000 to 5,000 lbs.

+ integral sideshift

provides side-to-side movement of the carriage, permitting a load to be picked up or put away even if it's not perfect aligned with the truck





TRUCKS THAT WORK WITH YOU, DOCK TO STOCK

If you have a dock application that calls for a reliable, cost effective workhorse, or you need a truck that takes you “dock to stock” and back again, Raymond has the stand-up counterbalanced truck that fits.



4150



4250

| | | |
|----------------------|--------------------|--------------------|
| Voltage | 36V | 36V |
| Capacity | 3,000 - 4,000 lbs. | 3,000 - 5,000 lbs. |
| Height: 3-Stage Mast | 227" | 251" |
| Height: 4-Stage Mast | N/A | 270" |

STANDARD FEATURES

| | | |
|---|----|----|
| Single-Axis Multi-Function Control Handle | √ | √ |
| Dual Drive Motors Vertically Mounted | √ | √ |
| Integral Sideshift With 3-Stage Mast | √ | √ |
| ComfortStance Operator Suspension System | | √ |
| AC Traction | √ | √ |
| Lift | DC | AC |

REPORTING FOR DUTY

The Raymond stand-up counterbalanced trucks are ready to be put to work as soon as they are built. With superior visibility, the trucks deliver exceptional ergonomics and efficiency so you know you have the best performing truck in the industry. Whether the job is loading trailers or going from dock to stock, the stand-up counterbalanced trucks won't quit. Every part is designed to perform, boosting your productivity.



VISIBILITY

Angled front covers, open view mast and overhead guard designs assist the operator in visibility from every angle – providing a clear line of sight and the ability to see the forks engage loads.



PRECISION

Integral sideshift design allows sideways movement of the carriage to align the forks with the load when the truck may not be.



VERSATILITY

Dockstance compartment allows operators to travel in either direction without having to switch travel position.



COMFORT

On-off entry allows for operators to easily enter and exit the compartment to perform the tasks at hand.

PERFORMANCE YOU CAN COUNT ON

Count on the Raymond stand-up counterbalanced to effectively maximize operator performance. With industry-leading lift/lower speeds, quicker acceleration and travel speeds operators can get more done in less time. And you can program performance based on each operator's skill level to suit your application and further improve productivity.

| | 4150 | 4250 |
|--------------------------------------|--------|--|
| Travel Speeds (loaded) (mph) | 7.2 | 8.0 |
| Travel Speeds (unloaded) (mph) | 7.2 | 8.0 |
| Lift Speeds (loaded) (fpm) | 55 | 70 (3,000 - 3,500 lbs.) 65 (4,000 - 5,000 lbs.) |
| Lift Speeds (unloaded) (fpm) | 85 | 110 |
| Lower Speeds (loaded/unloaded) (fpm) | 100/90 | 100/90 |



HARD WORK JUST GOT COMFORTABLE

To make the most of your challenging tasks easier, your operators need to perform comfortably. Raymond's stand-up counterbalanced truck is engineered with features that provide this – like, an open view mast, clear visibility and intuitive controls. And with our innovative ComfortStance suspension system, getting work done has never been more comfortable.



SINGLE-AXIS CONTROL HANDLE

Designed to comfortably fit in the operator's hand with ease of use while providing simultaneous control of travel, lift, load handling and horn functions.



ERGONOMIC COMPARTMENT

Creates a comfortable work environment with a spacious standing area that has a slanted floor; naturally positioning the operator in a stable, five-point stance.



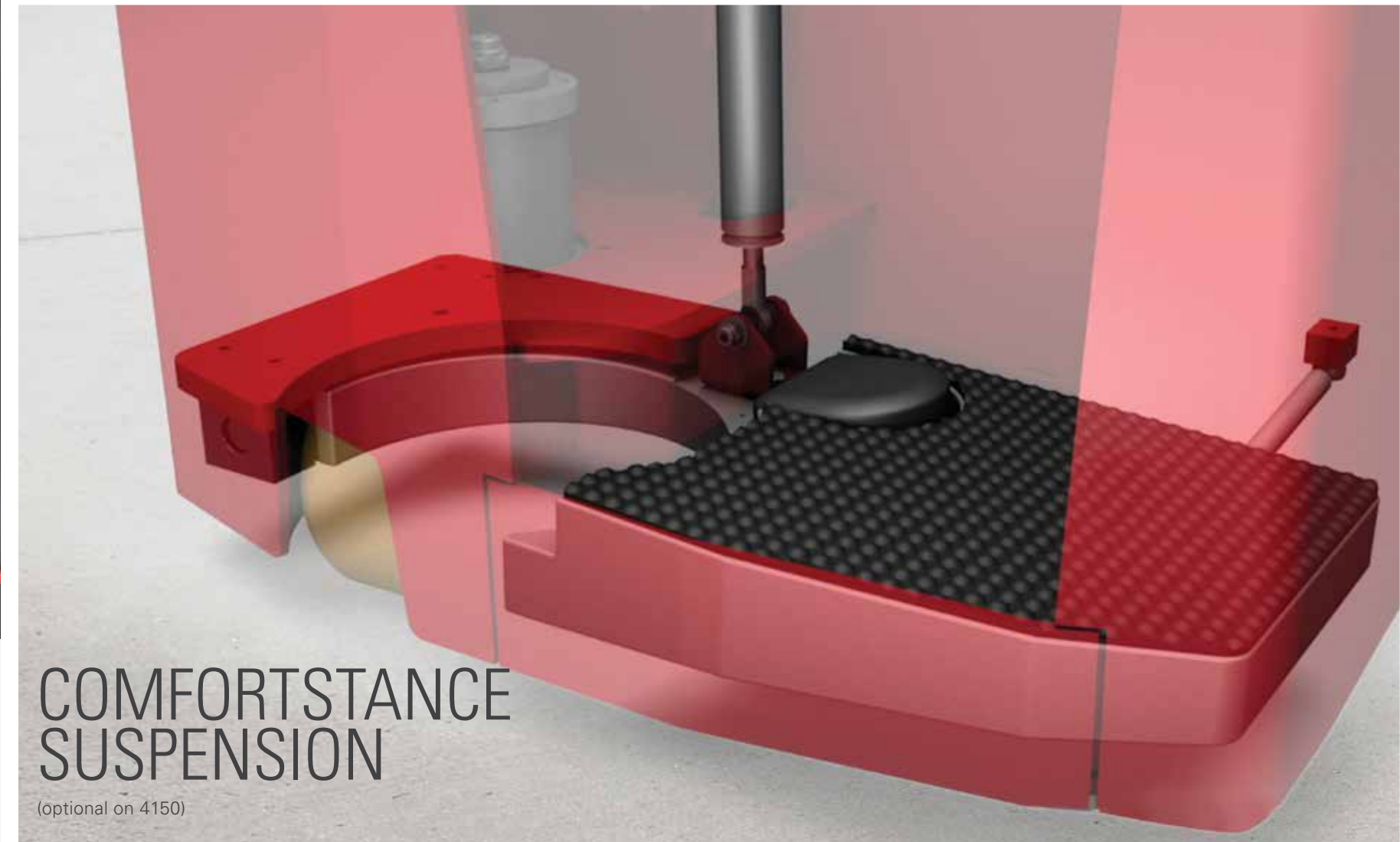
LOW 8" STEP HEIGHT
(8" 4150; 9.4" 4250)

Easier entry into a wide area with a padded floor and a low-force deadman pedal.



OPEN VIEW MAST

Provides operator comfort with increased visibility for high rack interface.



COMFORTSTANCE SUSPENSION

(optional on 4150)

With an innovative ComfortStance suspension, productivity has never been smoother.

- Isolates operator from vibration with a suspension design and cushioned floor mat
- Adapts automatically to each operator's weight
- Delivers a smooth ride over dock level transitions and uneven floors
- Increases operator comfort throughout the shift

MINIMAL PARTS

Designed with only 9 parts, while competing models have 90 plus parts to perform the same function.

MAKE SPACE WORK FOR YOU

Operators today need to move more efficiently in order to get the job done. When navigating within close quarters or congested operations, efficiency and productivity can rest heavily on the maneuvering capabilities of each truck in motion. The Raymond stand-up counterbalanced trucks are engineered to deliver precision and industry-leading maneuverability.

Each truck is equipped with various features that help you conserve energy and work quickly and efficiently in tight quarters such as trailers and active docks.



DUAL STEER WHEEL DESIGN

Allows one wheel to counter-rotate during turns.



COUNTER-ROTATING DRIVE WHEELS

Execute tight turns no matter the size of the load.

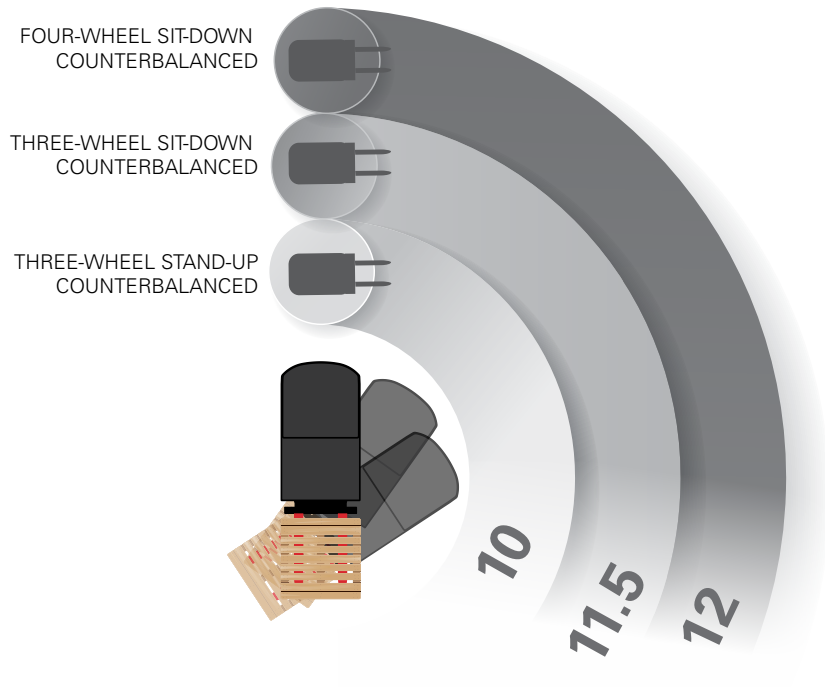


COMPACT FOOTPRINT

13.75" to 23" battery compartments designed to fit your specific operation. Shorter battery compartments reduce head length and give operators more room to maneuver in crowded docks and smaller spaces.

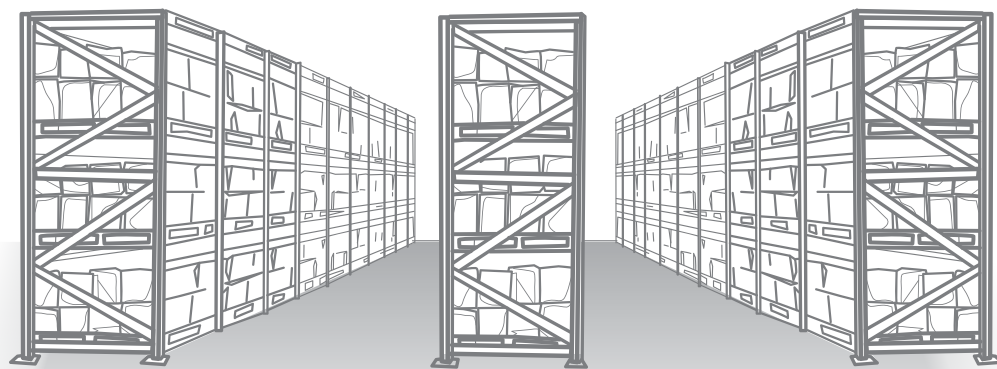
PRECISE MANEUVERING

Our 3-wheel stand-up design delivers a reduced turning radius. Compared with 3-wheel and 4-wheel sit-down counterbalanced trucks, our proven 3-wheel design performs right-angle stacking maneuvers in less total area.



INCREASED STORAGE

Create narrower aisles while increasing your storage space by as much as 10%.



10% MORE STORAGE

PERFORMANCE COMES STANDARD

Our exclusive ACR System combined with a variety of battery compartment options results in counterbalanced trucks that give you better maneuverability and higher performance. This allows you to move more pallets 9% faster than competing models while using 17%* less energy.

And we call this eco-performance. By optimizing the power system and making smarter choices for components you can move more pallets on a single battery charge, which means fewer work disruptions and higher overall productivity.

**Results from the 2011 United States Auto Club Comparison Data Report.*



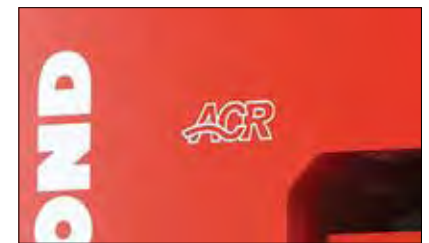
BATTERY CONFIGURATIONS

Engineered to fit your application with five battery compartment sizes from 13.75" to 23". Select a battery that optimizes your power needs.



REGENERATIVE BRAKING

Creates power by returning energy to the battery when the truck is braking, plugging and coasting, resulting in fewer battery changes and reduced downtime.



ACR SYSTEM

Provides quicker acceleration and electronic braking, faster lift and lower speeds, and smoother direction changes for more efficient load handling and movement.



ELEVATING GREEN, LOWERING COSTS

Efficient lift trucks can help distribution centers conserve energy and increase productivity. At Raymond, we documented in an independent load handling test the comparison of five basic types of lift trucks. The 4250 Stand-Up Counterbalanced test was conducted by PosiCharge™, an organization specializing in electric vehicle power systems and monitored by the United States of Auto Club Properties, Inc. (USAC Properties). * Raymond lift trucks were found to move more pallets faster while using less energy.



ENERGY CONSUMPTION COMPARISON

Based on:

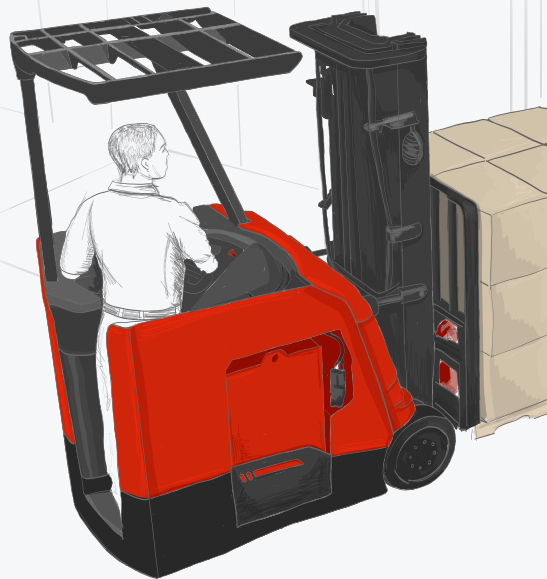
- o 4250 Stand-Up Counterbalanced
- o 7 trucks
- o 0.06 \$ kWh
- o 2 shifts
- o 300 work days per year
- o \$18.00 labor rate

COMPETITOR

RAYMOND

ECO-PERFORMANCE ADVANTAGE

| | COMPETITOR | RAYMOND | ECO-PERFORMANCE ADVANTAGE | |
|---|------------------|------------------|---------------------------|-------------|
| BATTERY CHANGE LABOR | \$25,200 | \$20,916 | \$4,284 | 17% |
| ENERGY COST | \$8,770 | \$7,279 | \$1,491 | 17% |
| LABOR <i>(to move 819,000 pallets)</i> | \$491,400 | \$447,174 | \$44,226 | 9% |
| TOTAL | \$525,370 | \$475,369 | \$50,001 | 9.5% |



THAT'S ALSO ABOUT 32,227 LBS. OF CO2 EMISSIONS REDUCTIONS. YOU CAN TAKE ADVANTAGE OF THE INCREASED EFFICIENCY TO MOVE ALMOST 74,000 ADDITIONAL PALLETS.

*Elevating Green, Lowering Costs white paper is available on www.raymondcorp.com. In independent third-party testing monitored by the United States Auto Club Properties, Inc. (USAC), five Raymond lift truck models performed identical load-handling tasks to compare energy consumption and productivity versus comparable competitor trucks. Raymond lift trucks were found to move more pallets faster, while also using less energy.

ENGINEERED FOR THE LONG HAUL

A truck that requires less maintenance is a truck that gets more work done. This is why Raymond stand-up counterbalanced trucks are built to last longer between service intervals - up to 500 hours. And with an industry-leading warranty program, you have all the tools you need to keep getting work done.



MOLDED COVER DESIGN

Allows for durable protection, making it easier to service the truck.



ELECTRIC BRAKES

Located on the armature shaft, away from dirt and debris, making it easier for repairs and service.



REGENERATIVE BRAKING

Maximizes heat dissipation so the truck requires less maintenance.



FEWER PARTS

ComfortStance suspension system is designed with only 9 parts, while competitors have 90 plus parts resulting in lower maintenance operating costs.

WARNING
Remove battery only with the
distribution system and a hand terminal.
Unauthorized removal of battery
terminals could cause a fire.

WE MAKE THE TRUCK. YOU MAKE IT YOURS.

Every Raymond stand-up counterbalanced truck can virtually be tailored to meet your needs with our specialized options.

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



ENGINEERED FOR HIGH PERFORMANCE IN LOW TEMPERATURES



Refrigerated warehouse facilities are a tough environment to work in. It takes innovative design and robust systems to take on temperatures that can run down to -20° F.

With more than 60,000 lift trucks operating in refrigerated warehouses around North America, Raymond leads the way with superior quality and design features and options that leave the competition far behind... and out in the cold.

COLD STORAGE CONDITIONING

All temperature hydraulics, transmission oils and temperature sensing components protect control systems — assuring peak performance and productivity.



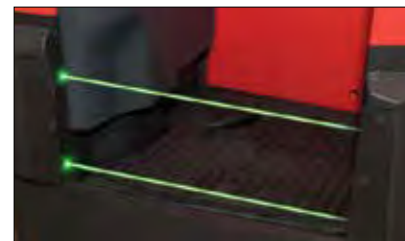
ENGINEERED 500-HOUR SCHEDULED MAINTENANCE

500 hours scheduled maintenance interval compared to competitor's 250 hours, results in lower cost of ownership.



BATTERY GATE INTERLOCK

Stops travel when the battery gates aren't in place.



OPERATOR COMPARTMENT SENSOR SYSTEM (OCSS)

Light sensors spanning the entry to the operator compartment reinforces the need to maintain a proper operating position.



+ 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.*

**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®

iTRACK Fleet 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.



+ 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.



+ 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.

A red Raymond forklift is shown in a dark, industrial warehouse environment. The forklift is positioned on the left side of the frame, facing right. The background is a dark, high-ceilinged space with visible structural beams and lighting fixtures. The overall mood is professional and industrial.

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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Due to continuous product improvements, specifications are subject to change without notice. Some systems and features shown are optional at extra cost. ACR System, ComfortStance, Raymond, Safety OnThe Move, Raymond Asset Protection, Raymond RENEWED, Raymond Parts, iTRACK Run Better. Manage Smarter. and iWAREHOUSE are U.S. trademarks of The Raymond Corporation.

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