

Discover The Difference In Material Handling Solutions



ABEL WOMACK
A Century of Solutions & Service

100 Years!

Comprehensive Material Handling That Delivers Results.

When people share core values,
a crystal clear vision and unity
of purpose, extraordinarily good
things happen.

We maintain that the ultimate determinant of performance is what you believe in. That is why we live and breathe our core values and their associated behaviors. Doing so ensures our success.

We are all about providing our customers with extraordinary results and an unparalleled, positive experience.

That is the Abel Womack *difference*.



John Croce
CEO

Abel Womack

Core Values

- Integrity
 - › Making the “right” decisions, even when no one is looking
 - › Doing what you say you’re going to do
- Empathy
 - › Looking at things from the other person’s perspective
 - › Treating others the way you want to be treated
- Customer Care
 - › Exceeding customer expectations
 - › Caring so much “you” make the difference
- Passion
 - › Always doing your absolute best
 - › Attaining whatever knowledge and skills needed to excel
- Teamwork
 - › Helping each other succeed
 - › Winning or losing together

Expertise Every Day.



We've "Got Game"

Our mission is to be your "go to" resource and your greatest asset not on your payroll.

- › By focusing on our customers, your goals become our goals.
- › We have the attitude, size and resources to get the job done; on time, on budget.
- › An incredible breadth of technological options ensures optimal, unbiased solutions.
- › Experienced in-house engineering and design services.
- › Best of Breed Suppliers
- › 100+ highly skilled, certified mobile technicians provide unparalleled product support.

We are all dedicated to making a *difference*.

ABEL  WOMACK
discover the *difference*.

Engineering and Design Solutions For **Every**



Your Single Supply Chain Source

Abel Womack provides application-specific material handling solutions and the product support to maximize your investment – from a single piece of equipment to automating an entire facility. We provide solutions across many industries, including:

- › Apparel
- › Consumer Products
- › Electronics
- › Food and Beverage
- › Manufacturing
- › Medical / Pharmaceutical
- › Renewable Energy
- › Retail
- › Third Party Logistics
- › Wholesale Distribution

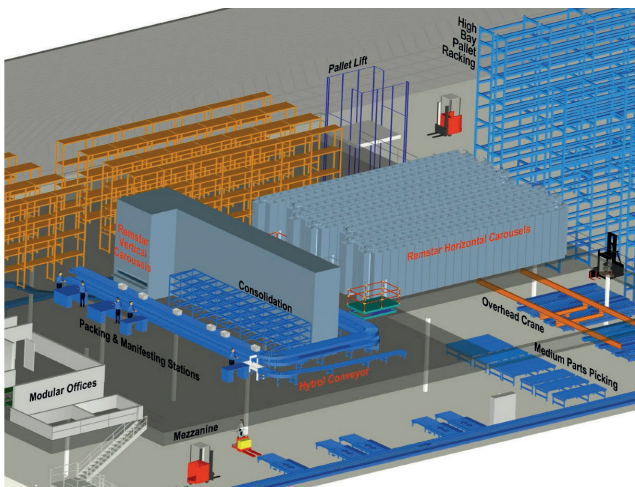
Engineering, Design and Planning

Our experienced engineering team will partner with you to fully understand your application and then develop multiple design concepts, each with a complete cost-benefit analysis. Our designs are based on:

- › Current & long term goals
- › Order picking methodologies
- › Operational analysis
- › Material flow evaluation
- › Efficient space utilization
- › Seasonality and flexibility
- › Throughput requirements
- › Information Management
- › Order profiles
- › Simulation
- › Slotting
- › 3D Renderings

Good project management can be the *difference* between success and failure.

Challenge



Applying the Right Technology

Abel Womack is committed to best of breed material handling technologies that will most benefit our customers when correctly applied. Suppliers who *get it* can be counted on to be the best.

- › Raymond® Lift Trucks
- › Kardex Remstar Carousels and Vertical Lift Modules
- › Hytrol Conveyors
- › Montel Mobile Racking
- › Daifuku AS/RS
- › FANUC Robotics
- › Pick to Light
- › Voice Directed Picking
- › WMS & WCS
- › AGVs
- › Sortation
- › Telematics
- › Raymond Lean Management

Information Management Software

Our engineering team takes the time to understand your business. We evaluate throughput, material flow, order profiles and seasonality, looking to best accommodate your challenges and those business nuances that can make such a difference. If needed, we can also incorporate information management and slotting tools to maximize the efficiency of storage and retrieval systems, address velocity and volume metrics, family grouping, and other important operational factors.

Warehouse Management Software and Control Systems often maximize results. By prioritizing orders and tracking both product and labor from induction through shipping, efficiency is improved and company management gains transparency and control like never before.

Information Management makes a big *difference*.

ABEL WOMACK
discover the *difference*.

Facility Optimization

That Helps Your Business

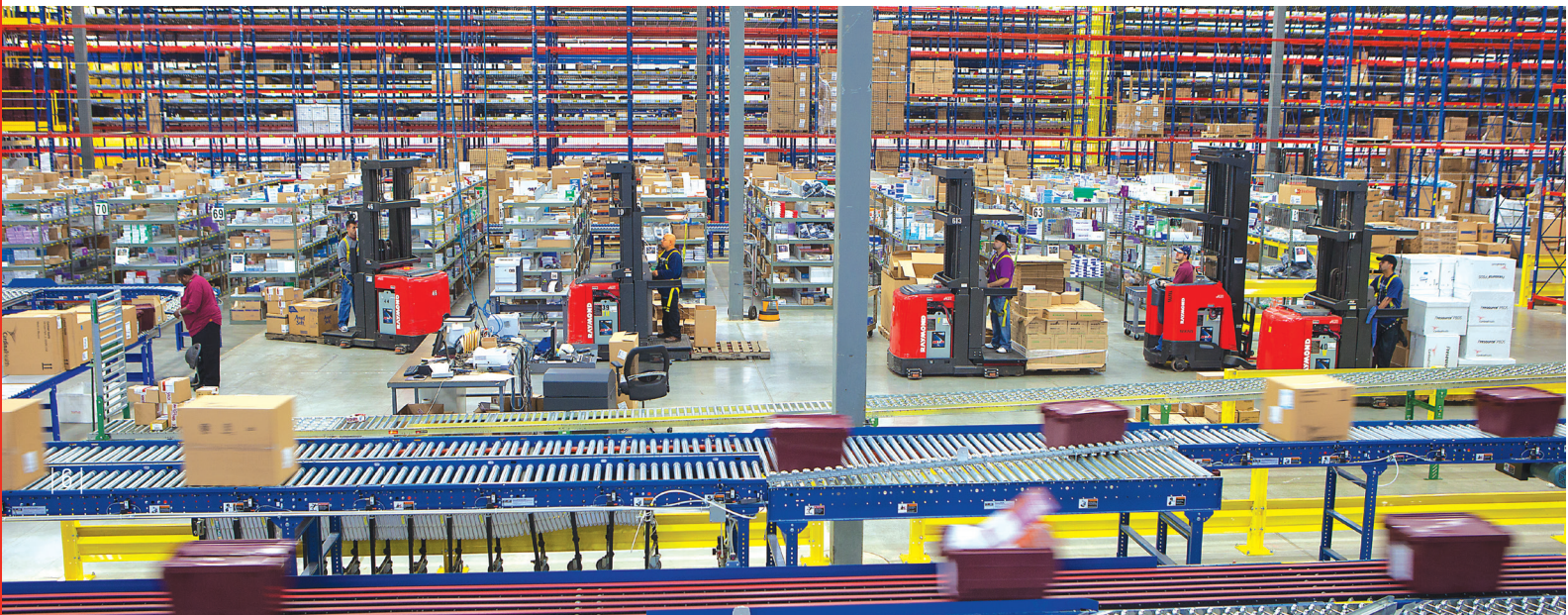
Storage Density, Flexibility and Efficient Material Flow are *not* Mutually Exclusive

Abel Womack has the knowledge and technologies to improve storage density without compromising selectivity, throughput or agility. It's all about velocity, volumetrics and the appropriate application of 21st century technologies and information management systems. The old rules no longer apply.

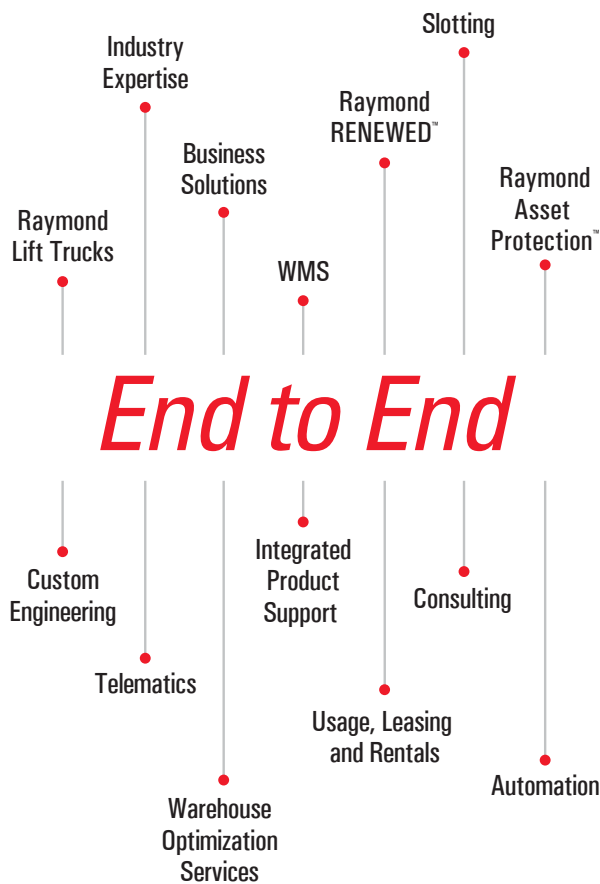
Customized Solutions Based on Your Goals

With today's emphasis on doing more with less, the time is right to optimize your material handling systems and equipment.

We then develop custom-designed solutions that maximize space utilization, material flow, productivity and overall efficiency.



Run Smarter

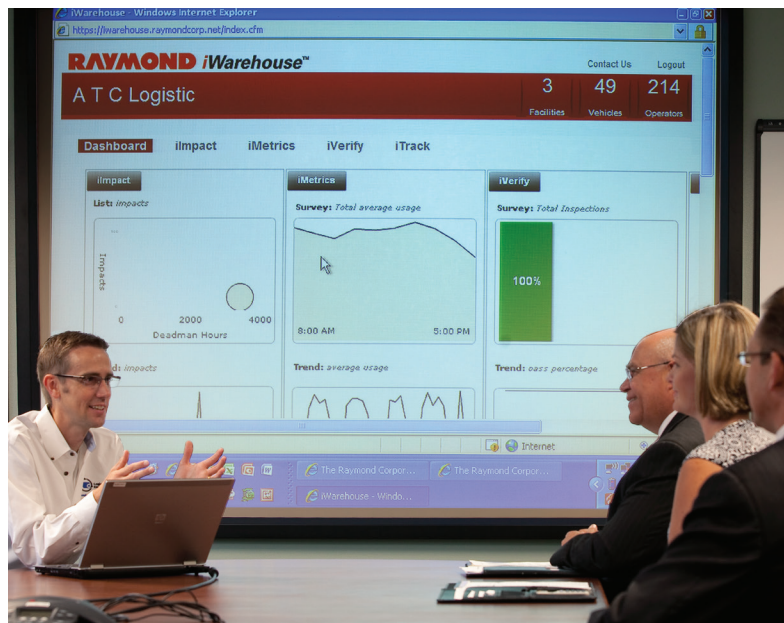


End to Endless Solutions

As a member of the Raymond Solutions and Support Center network, we provide you with an unmatched depth of services—that go beyond just hardware to include all aspects of your business—to help you run your operation better, smarter and more cost effective.

From material handling equipment and telematics to design engineering, space utilization, warehouse optimization, flexible acquisition alternatives and support services, we develop and implement complete solutions, ranging from simple process recommendations to total system integration, saving you space, time, money and labor.

Our array of services and solutions makes the *difference*.



Abel Womack Fleet Management

Ensure Cost

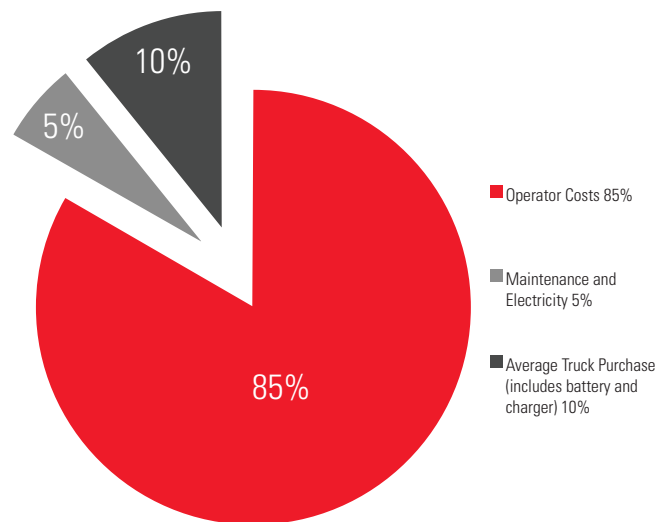
Abel Womack helps you optimize your fleet to best leverage your investment.

Fleet Managers need data so their equipment costs and usage patterns are visible. They need data to help cut down on overhead, reduce maintenance costs and right-size their fleet.

Abel Womack provides fleet management reporting covering all mission critical aspects of customer equipment. Armed with data regarding which trucks have the highest maintenance costs, measuring and tracking operator productivity as well as identifying the causes of avoidable maintenance such as impact damage, managers can make informed decisions.

Abel Womack provides our customers with reports showing exactly how much each piece of equipment costs, as well as utilization summaries and price breakouts on scheduled and unexpected repairs. Our fleet analysts work with customers to optimize fleet size, composition and operation.

Cost Drivers: 7 Years / 2 Shifts



As the chart above shows, 90% of long term fleet costs are directly related to maintenance and operator costs.

Solutions Savings

Reduce Operational Costs With iWAREHOUSE®

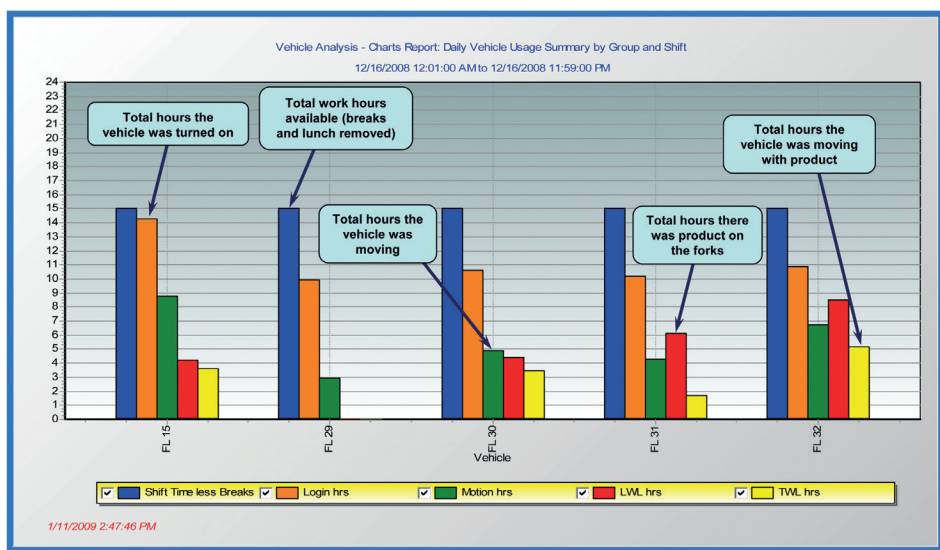
Our most advanced fleet management program, iWAREHOUSE, is the only comprehensive fleet optimization technology that enables you to reduce operating costs from 10%-30%.

Use iWAREHOUSE to transform critical real-time data into intelligent, actionable reports on truck utilization, repair costs, parts usage, damage and any other cost drivers. With iWAREHOUSE you make decisions based on the facts.

- › Right-size your fleet via dynamic utilization reporting
- › Actionable maintenance tracking
- › Battery management
- › Electronic compliance with OSHA daily checklist requirements and licensing
- › Vehicle impact sensing
- › Abel Womack's experienced fleet management personnel work with customers to increase equipment utilization, reduce operating expenses, and optimize the fleet replacement process

Real-time equipment utilization reporting is the best way to improve operator performance and optimize fleet composition. Reports are configurable and can be specific to a truck, a type of truck, a shift, a location or an entire fleet. The Gateway provides the ability to access information whenever you are on the internet.

Telematics can make a huge *difference*.



Choose The Right Raymond Fleet

Reliable.



For all your material handling needs,
Abel Womack has you covered.

Our Comprehensive Line of Industry-Leading Raymond Lift Trucks Includes:

- › Reach-Fork® Trucks
- › Swing-Fork® Trucks
- › Orderpickers
- › Pallet Trucks
- › Tow Tractors
- › Automated Forklifts
- › Sideloaders
- › 4-Directional
- › Stand-up Counterbalanced
- › Sit-down Counterbalanced
- › Stackers
- › Raymond Basics

For Your Business

Durable. Efficient.

ABEL WOMACK
discover the *difference.*



Abel Womack offers the complete line of Raymond electric lift trucks and product support for all your equipment.

Our customers trust us to specify the right lift truck for the application, and provide superior service and support long after the sale. We also offer automated guided vehicles (AGVs) - mobile robots that help automate a manufacturing facility or warehouse.

Even more valuable to our customers are the expert fleet solutions we deliver. For every fleet, including mixed fleets, we assess key cost drivers and provide solutions that typically save our customers considerable time and expense.

Sustainable Energy Consumption

As verified by independent third party testing, Raymond lift trucks are engineered to provide maximum performance while using the least amount of power. - *anywhere from 13% to 40%!* Whether you use lead acid or lithium-ion batteries, fast charge systems or fuel cells, Raymond lift trucks provide more work for less. With Raymond's focus on **Eco-Performance** engineering, our power management is sustainable, saves money and just makes sense.

Sustainability can make a world of *difference.*



Parts and Service

That Keep You Up and

The Innovation Difference

Utilizing the industry's most advanced tools, Abel Womack can efficiently maintain any manufacturer's equipment and is factory certified to service Raymond equipment. Our product support group is dedicated to maximizing uptime, keeping your fleet in proper operating condition and lowering your maintenance costs, 24 / 7 / 365.

The Raymond Asset Protection™ program is the best factory protection warranty in the industry. We can completely maintain your fleet for a low fixed monthly cost and find opportunities to further reduce hidden costs like poor driving habits or damage – all while reducing your administrative time. With Raymond Asset Protection you can select the coverage option that fits your fleet, then lock in with affordable, predictable service costs.

Here are a few of our innovative tools:

- › iTech™ is the use of wireless technology, GPS and communications software to reduce costs by increasing the effectiveness of delivering maintenance services to our customers.
- › iParts® is an extraordinary web application developed by The Raymond Corporation to increase the search efficiency of replacement parts for lift trucks.
- › iTRACK® provides maintenance details via actionable fleet maintenance reports.

All mobile team members are connected to email and voice.



Running

Service Metrics

- › Number of Certified Technicians100+
- › Average Response Time2.8 Hours
- › First Time Completion Ratio87%
- › Mean Time to Repair1.2 Hours
- › Parts Inventory per Van \$10,000

Abel Womack service technicians use Tough Tablets and proprietary software to create electronic service work orders. The completed work orders are then automatically emailed to the customer, making it easier to track and manage expenses.

Being online, technicians have mobile access to service and parts databases, for each specific unit, as well as other web-based maintenance tools - all to improve "on the spot" decision making and reduce repair time.

Parts for any Material Handling Equipment

Abel Womack offers an array of precision engineered OEM and other parts for your Raymond and any manufacturers lift trucks, Kardex Remstar carousels, and VLMs, Hytrol conveyors, FANUC Robots, as well as parts for just about any material handling equipment. We have:

- › \$3.5 million in inventory
- › Over 7,000 different SKUs stocked
- › 98% fill rate with same day or next day delivery on stocked parts
- › Parts for all makes and models of lift trucks
- › Access to 750,000 SKUs through our Supplier Network
- › Three large modern parts call centers and distribution facilities
- › Complete line of OTR parts
- › DuraSource brand

Effective product support makes all the *difference.*

From OSHA compliance, operator recertification, Train the Trainer programs to Comprehensive Technical Training, we have your training needs covered.





Rentals and Pre-Owned

When the need comes along,
Abel Womack provides you with the
right solutions — the ability to rent
or purchase a pre-owned lift truck
that precisely fits your application.



Solutions That Fit Your Budget



Raymond RENEWED Certified, Pre-Owned Lift Trucks

Abel Womack proudly offers the full line of Raymond RENEWED™ Certified, Pre-Owned lift trucks, each reconditioned to Raymond's exacting standards by factory-certified technicians with OEM parts. Only top-performing trucks are selected to undergo our rigorous quality renewed process that covers all aspects of the truck from structure to paint. Get an exceptional value with Raymond RENEWED from Abel Womack.

Rebuilds and Rentals to Supplement Your Fleet

Our Rental, Usage and Leasing Programs offer flexible alternatives that reduce term commitments, keep capital fluid, and even offer the ability to exchange equipment as your needs change.

Abel Womack can recondition your lift trucks to ensure you have the equipment you need when you need it, at a price you can afford. Like a new one, most of our reconditioned forklifts are offered with multi-year fixed price maintenance - so the risk is all on us.

Abel Womack Offers a Range of Financial Programs to Suit Your Needs

As your trusted partner, we work closely with you to provide the financing that best suits your budget; customized, flexible and convenient.

With consolidated monthly invoicing, our customers can focus on their own business, instead of managing their fleet. Customers benefit by reducing administrative efforts and removing unexpected repair costs from their operating budgets. We seek to understand our customers' unique business challenges and apply our considerable resources, experience and creativity to designing programs that get them the equipment they need, only when they need it, and at the lowest possible cost.

Rental and Leasing Options

Abel Womack offers easy and convenient rental and leasing options to suit your preference:

- › Short and Long Term Lift Truck Rentals on new, rebuilt and pre-owned equipment plus leasing options tailored to your specific situation

Usage Programs: The Flexibility You Want

Usage is an intelligent option to consider in this fast paced and ever-changing world. It was developed to provide our customers with the agility they need as their operations change over time.

- › Low, fixed monthly payments
- › Flexible terms and conditions, often with return or equipment swap options
- › Full maintenance options as part of a fixed monthly payment
- › Minimize balance sheet liabilities and, in some cases, enjoy tax advantages

Agility can be the competitive difference.

ABEL  WOMACK
discover the *difference.*



Your Most Valuable Asset Not On Your Payroll...

Driven by a century of proven expertise, our vision is to have so much *game*, everyone wants to partner with us. We will continue to work hard to achieve that vision and look forward to our next opportunity to work with you.

If we can be of service, contact us at 800.554.2887 or email us at solutions@abelwomack.com.

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