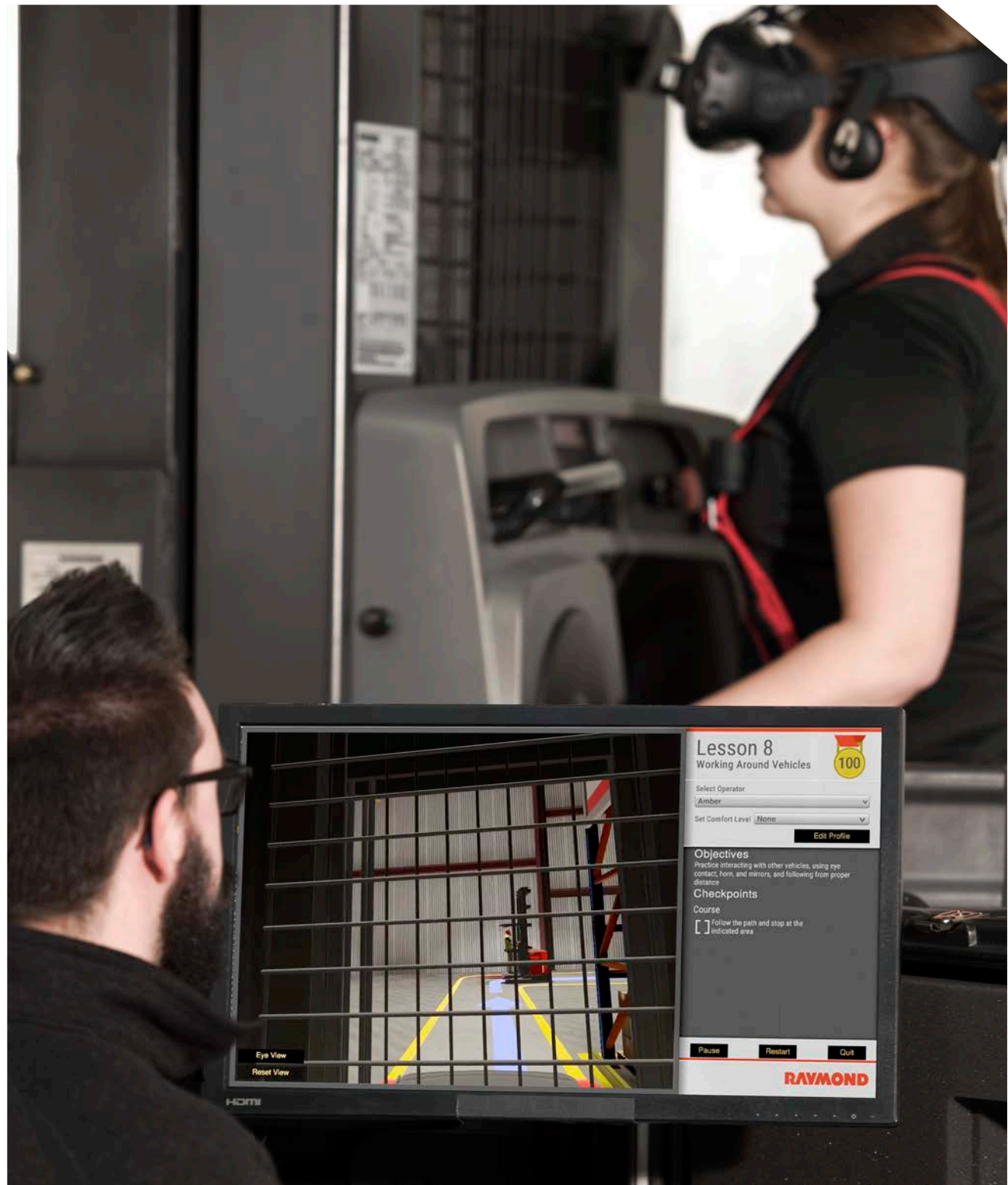


VIRTUAL REALITY SIMULATOR

MORE ENGAGING LEARNING.
MORE PRODUCTIVE OPERATORS.

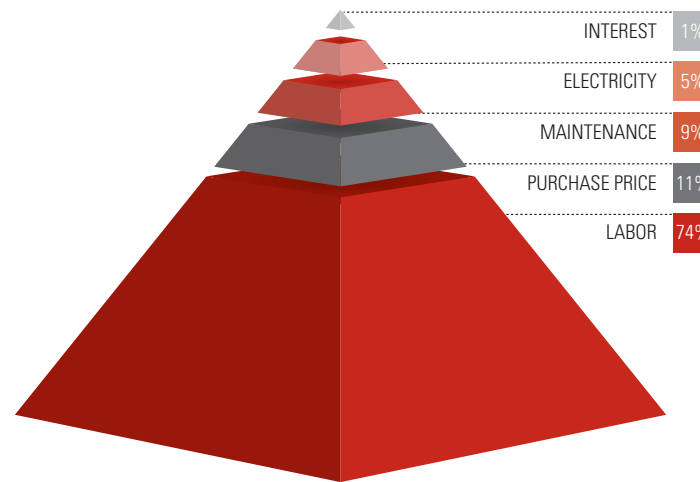
RAYMOND





PREPARE FOR GREATER PRODUCTIVITY

With today's economy demanding ever-increasing productivity and efficiency, warehouse operations need new ways to run better and manage smarter. To stay ahead, you need a workforce that is constantly evolving, adapting, and improving. From forklift operators to technicians to pedestrians, everyone needs to be educated and informed in order to work confidently and efficiently around lift trucks. And no one offers a more comprehensive and immersive set of smart learning tools than Raymond.



WITH LABOR ACCOUNTING FOR 74% OF LIFT TRUCK OWNERSHIP COSTS, OPERATOR TRAINING IS CRITICAL TO OPERATIONAL EFFICIENCY AND PROFITABILITY.



A DEDICATION TO EDUCATION

Raymond offers industry-leading solutions to help educate forklift operators, lift truck technicians, and pedestrians on best practices in material handling environments.

Your people are your most important and valuable asset. Raymond can help you keep them more secure and productive with a variety of learning tools and experiences, including:

e-learning | Classroom | Virtual reality

With a broader array of options, we can tailor a program to your specific needs, applications, and workforce for greater impact and better results.

STEPS TO SAFETY®

Designed to complement your other training programs, Steps To Safety™ teaches pedestrians how to act responsibly around lift trucks to create a more secure and productive environment. Skills learned include:

- + Best-practice injury-prevention behaviors
- + Environmental awareness
- + Visual communication techniques

SAFETY ON THE MOVE®

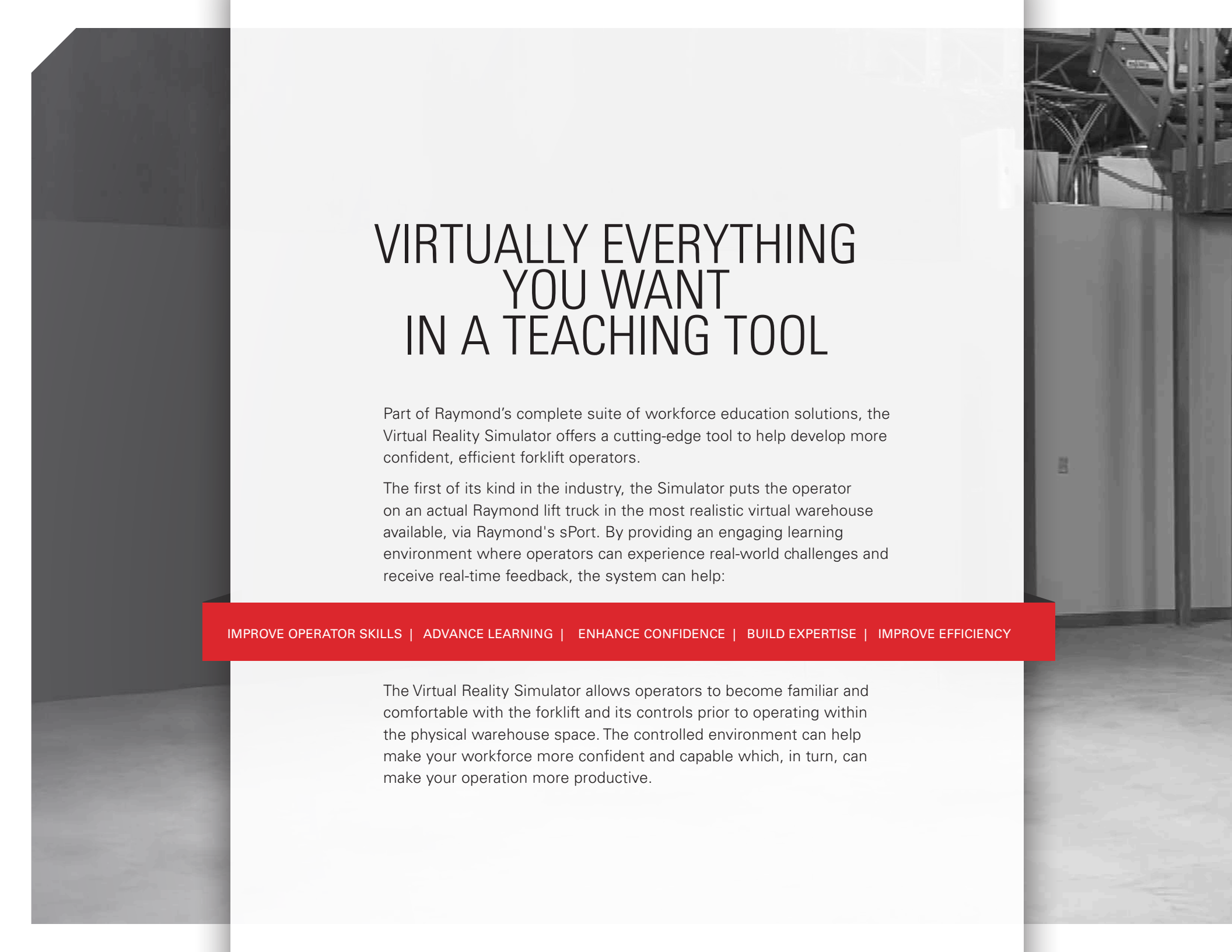
Designed to help protect your people, equipment, facilities, and materials, Safety On The Move® is a training program for lift truck operators that can assist in complying with the demanding safety officers and OSHA mandates. Comprehensive and flexible, the program is available with:

- + e-learning modules
- + Virtual Reality Simulator learning experience
- + Classroom courses
- + Hands-on instruction and demonstration

TECHNICIAN TRAINING

Designed to help you optimize uptime by keeping your onsite forklift technicians up-to-date on the latest tools, technologies, and techniques for repair and maintenance, our Customer Technician Courses can be arranged at:

- + Your facility
- + Your local Raymond Sales and Service Center
- + Raymond's corporate headquarters



VIRTUALLY EVERYTHING YOU WANT IN A TEACHING TOOL

Part of Raymond's complete suite of workforce education solutions, the Virtual Reality Simulator offers a cutting-edge tool to help develop more confident, efficient forklift operators.

The first of its kind in the industry, the Simulator puts the operator on an actual Raymond lift truck in the most realistic virtual warehouse available, via Raymond's sPort. By providing an engaging learning environment where operators can experience real-world challenges and receive real-time feedback, the system can help:

IMPROVE OPERATOR SKILLS | ADVANCE LEARNING | ENHANCE CONFIDENCE | BUILD EXPERTISE | IMPROVE EFFICIENCY

The Virtual Reality Simulator allows operators to become familiar and comfortable with the forklift and its controls prior to operating within the physical warehouse space. The controlled environment can help make your workforce more confident and capable which, in turn, can make your operation more productive.



ENTERPRISE-WIDE BENEFITS



Attract new operators and prepare them more efficiently.

Meet Environment, Health and Safety goals.

Retain good workers and lower recruitment costs.



MORE USABLE SPACE

Stationary truck allows operator instruction without the need for large, dedicated teaching areas.



MORE PRODUCTIVE OPERATORS

Immersive, engaging virtual experience develops better skills and builds confidence.



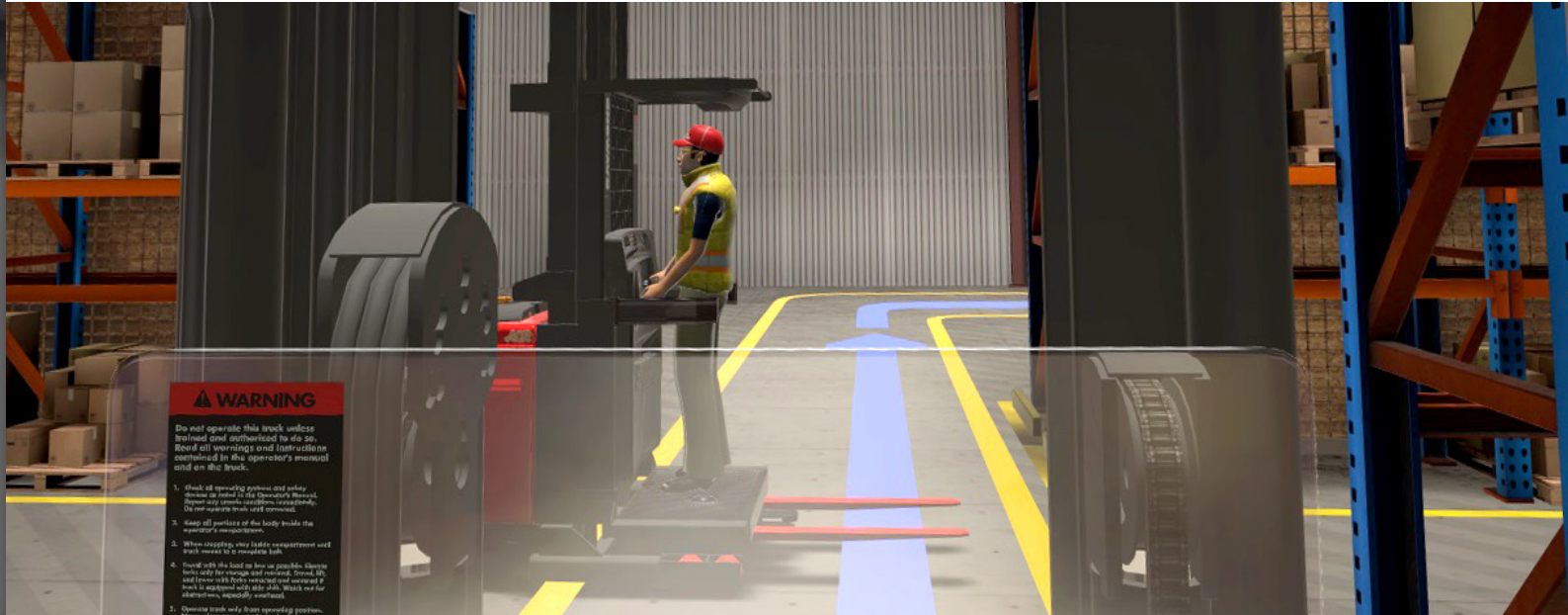
MORE CONTROLLED ENVIRONMENT

Real lift scenarios in a virtual environment on stationary trucks.

RAYMOND
VIRTUAL REALITY SIMULATOR

A NEW VIEW ON OPERATOR LEARNING

A complement and supplement to training programs, the Virtual Reality Simulator offers a world of unique features and benefits to enhance learning and improve performance for both new and existing forklift operators.



THE BUCK STOPS HERE

There is no need for training bucks, Raymond's Virtual Reality Simulator puts the operator on an actual Raymond truck, working with the exact equipment and controls they'll be using on the warehouse floor.

+ IMMERSIVE, ENGAGING ENVIRONMENT

makes learning fun and enhances information retention.

+ MULTIPLE TEACHING MODULES

allow easy customization of sessions to specific tasks or operators.

+ VIRTUAL EXPERIENCE

can attract new employees and encourage ongoing skill development.

+ STANDARDIZED LEARNING

drives teaching consistency across all instructors and facilities, and allows easy operator evaluation/comparison.

+ PLUG-AND-PLAY TECHNOLOGY

allows simulation of multiple different Raymond forklift truck models on one system.

+ DATA-DRIVEN SYSTEM

can pinpoint and determine suitability of operator trainees for specific tasks.

+ CONTROLLED ENVIRONMENT

makes it easier to practice challenging maneuvers and situations.

Raymond's Virtual Reality Simulator is not a substitute for required OSHA forklift training.



INSTRUCTORS

Teach more students, more often
and more effectively.

A BETTER EXPERIENCE FOR EVERYONE

Immersive and realistic, the Raymond Virtual Reality Simulator offers a more effective learning experience for operator students and efficient teaching tool for instructors.

OPERATORS

Learn more securely
and enjoyably.

SET UP QUICKLY

Choose a truck from your fleet and hook it up to the compact coaching unit.

STEP UP THE DIFFICULTY

Use the different modules for progressive coaching to help develop an operator's skills.

TAILOR YOUR TEACHING

Identify areas of weakness for each operator using the system's data and reteach skills as necessary.

GET STARTED

Step onto the actual, stationary Raymond lift truck and put on the headset to start the virtual experience.

TAKE CONTROL

Use the truck's controls to drive, lift, and put away loads, as well as negotiate obstacles, pedestrians, and other material handling equipment.

COACH MULTIPLE STUDENTS AT ONCE

Invite operators to watch and learn as their peers work through the modules.

PROVIDE REAL-TIME FEEDBACK

Stand next to the truck for easy communication and see what the operator sees for more timely (teachable moment) instruction.

GENERATE AND STORE REPORTS

Keep track of each operator's progress and easily identify areas that may need further focus or reinforcement.

LEARN THE ROPES

Experience challenging situations in a non-threatening environment and see if the job is right for you.

HAVE SOME FUN

Take part in scoring and skills competitions that can enhance focus and learning.

INSTRUCTORS BENEFITS

- + More engaged students
- + Use trucks already in your fleet
- + Simple, compact setup
- + Multiple trucks and modules included
- + Trackable data and reports
- + No damage from moving trucks
- + Easy module repetition for reinforcement of desired behaviors



OPERATOR TAKEAWAYS AND BENEFITS

- + Lift truck operating familiarity
- + Superior information retention
- + Enhanced confidence
- + Engaging, enjoyable experience
- + Real-time feedback on performance

ROLL UP. SETUP. GO.

The Virtual Reality Simulator is a fully-contained, all-in-one system that includes:

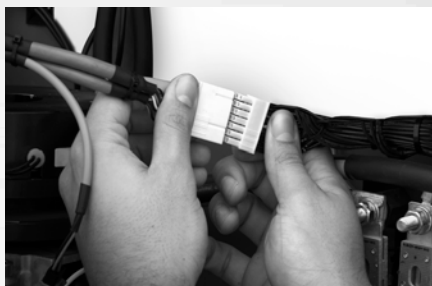



HARDWARE | SOFTWARE | MONITOR | PATENT-PENDING sPORT (SIMULATION PORT)
ONGOING UPDATES | MAINTENANCE SUPPORT | DURABLE CARRYING CASE





PLUG-AND-PLAY ON A REAL TRUCK

The Virtual Reality Simulator allows users to enter a simulated warehousing environment on a real Raymond forklift truck by plugging into the patent-pending sPort. When the vehicle is no longer needed for instruction, simply disconnect the sPort and the truck can be placed back into operation in your warehouse. By leveraging the existing Raymond assets in your fleet, you can reduce costs by eliminating the need to purchase or store dedicated trucks.




 Choose a Raymond truck from your fleet...

 Park it in your selected teaching area...

 Hook up the system...

 Plug into the sPort...

 Put on the VR goggles...

 Start your teaching session.

Setup and teardown can be done quickly and easily, and the minimal space required ensures no disruption to your day-to-day operations.

A WHOLE FLEET OF TRUCKS IN ONE

With a wide array of lift trucks included in the software, Raymond's Virtual Reality Simulator lets you quickly switch between models for instruction on different forklifts in your fleet. Operators can learn on the actual trucks they'll be using for enhanced confidence. And multiple learning modules let them focus on the tasks and skills they'll need the most.

Each truck model comes with a series of guided lessons that increase in complexity and build upon principles learned in earlier lessons, providing operators with a consistent experience while reinforcing desired behaviors.

Trucks within the virtual environment are automatically updated to stay current with real-world models, and the lineup covers a broad range of material handling applications.

ORDERPICKERS

Designed for filling individual customer orders—at elevations higher than the second level—that require piece-part or case picking.

MODELS:
5400, 5500, 5600

LEARNING MODULES:
Up to 11 lessons per model

REACH TRUCKS

Designed for lift height capacity and maneuverability, ideal for storing and retrieving pallets in narrow aisles.

MODELS:
7500 (Universal & Dockstance)

LEARNING MODULES:
Up to 18 lessons per model

STAND-UP

COUNTERBALANCED TRUCKS

Designed for multi-purpose pallet handling, ideal for shipping receiving applications on docks and in aisles.

MODELS:
4150*, 4250*

LEARNING MODULES:
Up to 18 lessons per model

**Due to hydraulic steer, this option requires the use of a 7500/7520 dockstance.*





LIFT TRUCK LEARNING FOR THE MODERN WORLD

Faced with ever-increasing productivity demands and a shortage of skilled labor, warehousing and distribution operations need new ways to attract the next generation of lift truck operators, and to prepare them as efficiently and completely as possible.

With Raymond's Virtual Reality Simulator, you can offer a unique, engaging learning tool that can simplify everything from hiring to teaching to developing employees for enhanced performance and efficiency.

NEW EMPLOYEES

Cutting-edge technology can appeal to younger, digitally driven operators and accelerate their learning.

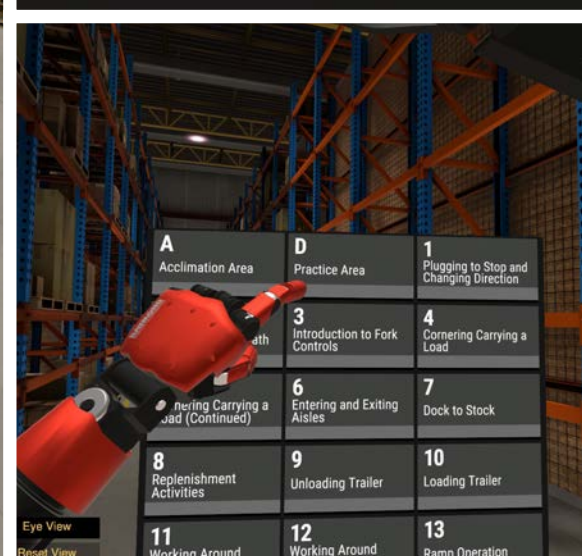
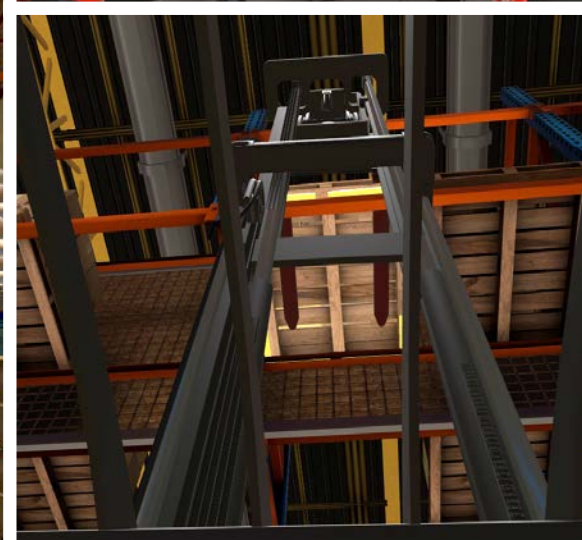
CURRENT EMPLOYEES

Engaging virtual tool can promote skill development and enhance familiarity with different trucks.

SEASONAL AND TEMPORARY EMPLOYEES

Supplemental instruction can lead to efficient preparation, greater confidence, and optimum time on the floor.

RAYMOND'S VIRTUAL REALITY SIMULATOR EXEMPLIFIES OUR COMMITMENT TO KEEPING CUSTOMERS MOVING AHEAD AND PLANNING FOR FUTURE MATERIAL HANDLING NEEDS.



A Acclimation Area	D Practice Area	1 Plugging to Stop and Changing Direction
2 Entering Carrying a Load	3 Introduction to Fork Controls	4 Cornering Carrying a Load
5 Cornering Carrying a Load (Continued)	6 Entering and Exiting Aisles	7 Dock to Stock
8 Replenishment Activities	9 Unloading Trailer	10 Loading Trailer
11 Working Around	12 Working Around	13 Ramp Operation

RUN BETTER. MANAGE SMARTER.®

The world is always changing. Always evolving. Always moving ahead. To keep pace, you've got to run better, manage smarter. At Raymond, we're built to keep you running. We're built to solve your problems. End to end. Our passion for what we do drives how we impact your world. It helps us understand its unique challenges, and rise above them. In the warehouse and beyond, Raymond is always thinking about your business. Always looking forward. Always on.

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



For a demonstration of the Virtual Reality Simulator,
please contact your local Raymond Sales Representative.

PO Box 130
Greene, New York 13778-0130

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

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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SIPB-1065 218 XX-XX

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