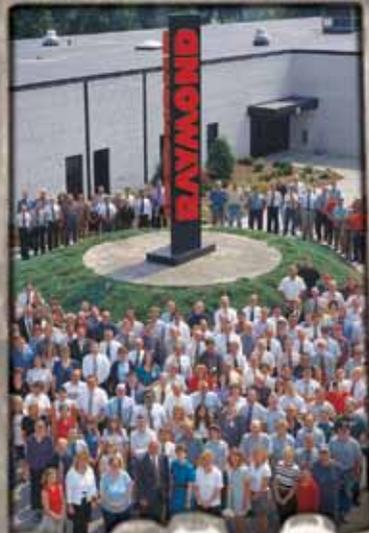


# LYON IRON

1922-2012



OFFICE

ADAMS

**RAYMOND**  
Above. And beyond.®

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**RAYMOND**  
**1922**  
**2012**  
90 Years of Material Handling Excellence



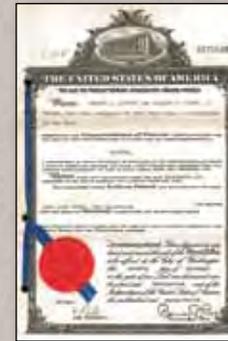
From a small village in Central New York, to the farthest corners of the world, the Raymond® brand of electric lift trucks dominates the material handling world. Raymond's world class success began when George Raymond, Sr. purchased a foundry in the Village of Greene, New York in 1922.

With an eye for innovation and a vision for the future, George Raymond surrounded himself with talented employees who revolutionized the material handling industry. They designed and manufactured the best electric lift trucks in the world.

The introduction of microprocessor technology and leading edge ergonomics made Raymond a recognized innovator in the industry. Over the last century, the Raymond brand has delivered the promise of trucks that offer high performance and reliability coupled with low cost of operation. The Raymond organization provides superior products and services for the narrow aisle market and remains the undisputed North American leader in high productivity material handling solutions.



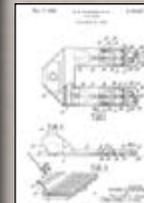
Founded in 1840 by George R. Lyon, the Lyon Iron Foundry was a machine shop manufacturing saws, shingle and lathe mills, ensilage cutters and other agricultural equipment.



Lyon Iron Works first revolutionized the material handling industry when it designed and built the wooden pallet.

A pallet is a load-supporting structure built with wooden front-to-back stringers and top-to-bottom decks that allow pick up and transportation of goods by forklift.

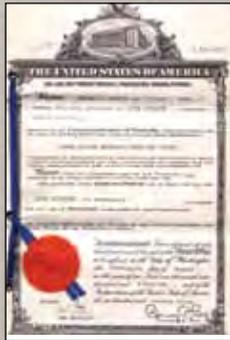
George Raymond, Sr. and William House were granted a patent for the pallet in 1939.



George Raymond, Sr. and William House were granted the lift truck patent in 1939.



In 1949, Christian D. Gibson began work designing the first narrow aisle truck.



George Raymond, Sr. and Christian D. Gibson were granted a patent on the power-driven, narrow aisle material handling truck in 1951.



Raymond became a public corporation in May 1956.



The Lyon-Raymond Model 700 SpaceMaker truck was the first electric, narrow aisle lift truck. It was able to work in aisles less than seven feet wide. Designed without a counterbalancing chassis, the vehicle preserved its gravitational integrity by straddling the pallet with baselegs, the basic principle for all narrow aisle trucks from that point on. This truck made The Lyon-Raymond Corporation the undisputed leader in the material handling industry.



By 1959, George Raymond, Jr. had taken over the reins of the company as its President and CEO.



In 1965, George Raymond, Sr. and George Raymond, Jr. set up The Raymond Foundation with a start-up check of \$150. Now a multi-million dollar charitable foundation, it has funded many worthy projects within the Greene community and the Southern Tier over the years.



James J. Malvaso became President and CEO of The Raymond Corporation in 1997. In 2010, he was appointed President and CEO of Toyota Material Handling North America. He retired in 2012.

The Muscatine, Iowa plant was added to the Raymond family in 2000. All walkie pallet trucks and stackers are manufactured here.



With operator in mind, Raymond designed the Models 4150/4250 stand-up counterbalanced trucks in 2010, offering more visibility and the innovative *Comfortance™* suspension floor.



On April 1, 2010, Chuck Pascarelli was appointed President of Sales and Marketing for The Raymond Corporation.



On April 1, 2012, Brett Wood was appointed President and CEO of Toyota Material Handling North America.

In 1980, The Raymond Corporation established a parts distribution center in East Syracuse, NY to service its customers with parts for *Raymond®* trucks.



The Raymond Corporation was acquired by BT Industries of Sweden in 1997. Toyota Industries Corporation of Japan acquired BT Industries in 2000. The combination of The Raymond Corporation, BT Industries and Toyota now makes up the largest lift truck manufacturer in the world. Raymond continues to retain its own brand products and distribution and remains the North American leader in the material handling industry.



The new *Raymond 7000 Series Reach-Fork* truck features industry-leading productivity-enhancing lift and lower speeds. Introduced in 2011, the truck offers economic and ecological benefits called *Eco-Performance*.



On April 1, 2010, Mike Field was appointed President of Engineering and Operations for The Raymond Corporation.



Ross Colquhoun becomes President and CEO of The Raymond Corporation in 1987.



The first AC-powered *Reach-Fork®* truck built in North America was introduced in 2001, on the 50th anniversary of the first narrow aisle truck. The AC-powered truck improves productivity, increases work done per battery charge and significantly reduces maintenance costs.

The Model 9300 and 9400 Sideloader lift trucks, introduced in 2011, make short work of long loads with high-lift capacity.



Raymond produced the first computer-controlled drive system for material handling trucks.



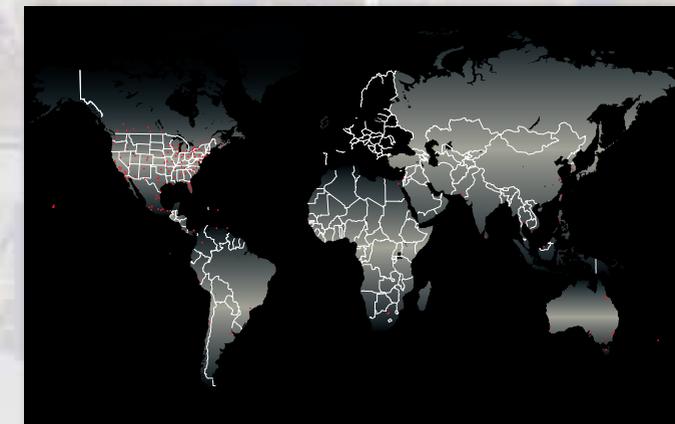
Raymond is an ergonomic leader in the world of material handling. The ergonomically advanced control handle was introduced by The Raymond Corporation in 1991. It allows the operator to execute all the functions of a lift truck with one hand.



The 5000 Series orderpickers featuring Raymond's exclusive *ACR System™* were introduced in 2005. A whole new line up of orderpickers, the 5000 Series is designed to boost productivity, enhance operator comfort and confidence, and deliver all this performance at the lowest cost of ownership.



The 8000 Series End Rider pallet truck, introduced in 2012, is designed for maximum productivity and efficiency.



*Raymond* products are sold and supported by an international network of authorized Sales and Service Centers that provide comprehensive material handling solutions. In North America, 21 sales and service centers fulfill needs through 105 locations. Raymond Sales and Service Centers also service customers throughout Central and South America, Australia, and the Middle and Far East.