

**RAYMOND**  
**STORAGE CONCEPTS**

**DO MORE WORK  
WITH EVERY CHARGE**

# POWERING YOUR PRODUCTIVITY

## INTEGRATED ENERGY SOLUTIONS FOR FORKLIFTS & INDUSTRIAL EQUIPMENT

In warehouse operations, every minute counts. When your forklifts and other equipment are down, so is your productivity—and your profits. At Raymond Storage Concepts (RSC), our approach to motive power and service is designed to help you do more work with every charge, maximizing your uptime and efficiency.

From in-depth power studies and recommendations to advanced battery monitoring and ongoing support, we've got you covered. It's all about providing you with long-term value and guaranteeing your equipment gets the reliable power it needs, day in and day out.

## OUR APPROACH TO YOUR IDEAL POWER STRATEGY:

We're about more than just individual products; we deliver comprehensive Energy Solutions. Think of your power system as the carefully chosen combination of batteries and charging infrastructure that best suits your operation. Our method covers assessing your current fleet and energy usage, recommending the right combination, properly installing your power system and providing ongoing support.



### **Consult**

Analyze your current power system and recommend right-fit solutions.



### **Equip**

Install your new batteries and chargers with our trained technicians.



### **Maintain**

Keep your power system at peak performance.



### **Track**

Monitor your battery performance in real-time.

# EVALUATE

## UNDERSTANDING YOUR POWER NEEDS

Before we recommend any solutions, we take the time to thoroughly evaluate your current operations and energy usage.





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## **POWER STUDY**

### **Uncover Your Energy Usage Patterns**

Understand exactly how your fleet uses energy throughout the day, not just peak times.

Our extensive power study utilizes data logging and analysis techniques to track usage patterns, identify peak demand times, and pinpoint areas where energy is being underutilized or wasted. These detailed insights forms the foundation for developing a truly efficient energy strategy tailored to your specific needs.



## BATTERY FLEET EVALUATION

### Discover Your Power System's Health

Gain a clear picture of your current battery fleet's health and performance.

Our in-depth evaluation goes beyond a simple count. We assess the age, condition, capacity and type of each battery and charger. By identifying potential issues like aging batteries, mismatched chargers or suboptimal utilization, we provide you with a full picture of your current power infrastructure and lay the groundwork for future plans.

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Make informed decisions about your energy future with a clear understanding of your current state. **Schedule time with our specialist today** to start your power study and fleet evaluation.



RAYMOND

LITHIUM



# DEPLOY

## PUTTING THE RIGHT POWER IN PLACE

With your specific needs identified, we'll work with you to review and select the right power systems for your operation. Our experienced technicians then ensure a hassle-free deployment process, getting your new energy infrastructure up and running quickly and correctly.



## SELECTING YOUR IDEAL POWER SYSTEM

Once we understand your energy needs through our evaluation, we'll help you select and deploy the perfect industrial batteries, chargers and handling systems. It's all about building a truly efficient energy strategy just for you.

### Industrial Batteries

Find the right power for your equipment and how you work, with our diverse range of batteries.



#### LITHIUM-ION

Experience long life, rapid charging, and consistent performance, ideal for maximizing uptime and efficiency in demanding applications.



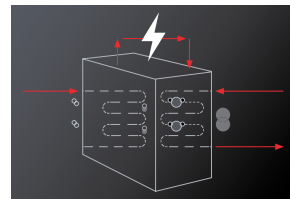
#### LEAD ACID

A reliable and cost-effective solution offering robust power delivery for various equipment and duty cycles.



#### THIN PLATE PURE LEAD (TPPL)

Benefit from faster charging and higher energy density compared to lead acid, often with reduced maintenance.



#### SPECIALTY

Including **Hydrogen Fuel Cells** for clean, long-lasting power and **Deep Cycle Batteries** for consistent, lower power needs.



## Battery Chargers

Choose an industrial charger that best suits your facility's layout, shift schedules and overall charging methods.



### CONVENTIONAL

Reliable overnight charging, ideal for single-shift operations and scheduled downtime.



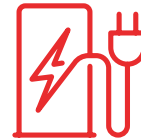
### OPPORTUNITY

Enable short charging bursts during breaks, maximizing uptime in multi-shift environments.



### FAST

Rapidly replenish battery power for continuous operation in high-demand settings.



### MULTI-VOLTAGE

Versatile charging with automatic voltage detection for diverse battery fleets.



## Battery Handling Systems

Simplify battery handling. Our systems are built to match your operational layout, shift demands and how often you swap batteries.



### REMOVAL & REPLACEMENT

Including extractors and semi-automated systems for safe and quick battery swaps.



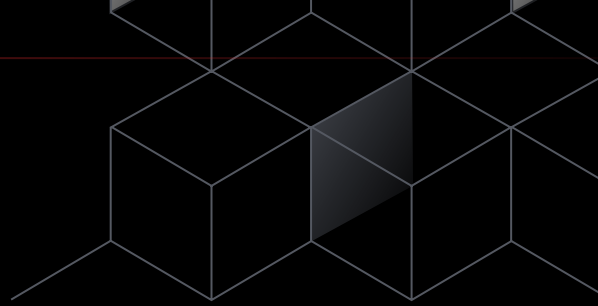
### TRANSPORTATION

Offering carts/transfer carriages and roller conveyors for easy and safe movement of batteries.



### FACILITATION

Providing stands with shelves, cable management solutions and wash stations for organized and efficient battery care.



## **INSTALLATION & HAND-OFF: EXPERT SERVICE FROM START TO FINISH**

Our commitment extends beyond providing the right products. Our team of experienced technicians handles the professional and safe installation of your new power systems. We go the extra mile with a comprehensive hand-off process, providing your staff with the knowledge and confidence to properly operate and maintain your new energy infrastructure, maximizing its lifespan and performance from day one.

### **EXPERIENCED TECHNICIANS**

Ensuring correct and safe installation.

### **COMPREHENSIVE SYSTEM SETUP**

Integrating all components for optimal performance.

### **THOROUGH OPERATIONAL TRAINING**

Empowering your team with the knowledge they need.

### **SAFETY FIRST APPROACH**

Adhering to the highest safety standards during installation.

### **CLEAR DOCUMENTATION PROVIDED**

For easy reference and future maintenance.

# MAINTAIN

## MAXIMIZE UPTIME WITH OUR ONGOING SUPPORT

Maintaining your industrial batteries and chargers is crucial for maximizing their lifespan and keeping things running smoothly. Keep your power system operating at peak performance with our suite of maintenance and repair services.





### **Proactive Care for Long-Term Reliability**

Our flexible, **scheduled maintenance plans** are designed to prevent unexpected downtime and costly repairs. Regular inspections and preventative measures help ensure the optimal health and performance of your batteries and chargers.



### **Effortless Care for Lead Acid Batteries**

For customers with lead acid batteries, our convenient **watering service** takes the burden out of this essential task. Proper watering levels are crucial for battery health and longevity, and we make sure it's done right.



### **Rapid Response When You Need It Most**

Breakdowns can happen anytime. Our **24/7 emergency repair services** mean our experienced technicians are ready to get your batteries and chargers back online quickly, minimizing disruption to your operations.



### **Quality Parts for Every Need & Budget**

Access a wide selection of **OEM, refurbished** and **aftermarket parts** for your batteries, chargers and handling systems. Our parts inventory helps you find the right components to keep your system running smoothly and cost-effectively.

Don't wait for costly downtime. **Talk to one of our energy specialists today** to discuss a scheduled maintenance plan that fits your operational needs.

# ○ TRACK

## ○ MONITOR YOUR BATTERY HEALTH LIKE NEVER BEFORE

- Want to get the most out of your forklift batteries and avoid unexpected problems? Take control of your battery performance by adding a battery management system (BMS) to your fleet. It provides the details you need, tracking battery temperature, charge level and usage patterns.
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This helps you use your batteries better, make them last longer and keep your forklifts running smoothly.



### **Make Batteries Last Longer**

Real-time information helps you charge and use batteries the right way, so they don't wear out too fast.



### **Less Downtime**

If something's about to go wrong, you'll get a heads-up, so you can fix it before it causes big problems and stops your work.



### **Improve Your Energy Use**

Seeing how your batteries are being used helps you charge them at the best times and adjust how you work to save energy.



Equip your fleet with an advanced BMS, like Raymond's iBATTERY, from our trusted suppliers. These systems provide comprehensive insights into your battery health and performance, with features such as:

- Timely data about battery temperature, water levels, charge intervals and state of charge.
- Manage alerts about critical conditions such as low water, high temperature, incorrect weight and overcharges.
- Tracking of proper maintenance schedules to reduce downtime needed for repairs.
- Collecting information continuously and transfers it wirelessly to the truck, eliminating extra wires or connectors.
- Preventing forklift operation with an undersized or incorrect battery.



**POWERING YOUR  
SUCCESS, TOGETHER**

# ENERGY SOLUTIONS



## **RAYMOND** STORAGE CONCEPTS

At RSC, we're all about making sure your forklifts have the power they need, so you can focus on getting the job done. From the first look at your power needs to keeping your batteries in top shape, we're ready to help you do more with every charge.

Want to find out how a power study can help you work better and save money? **Get in touch with us today.**



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