



## News Release

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### **ShockWatch Powers Raymond iWarehouse™ System**

*Raymond to integrate damage prevention pioneer's safety-monitoring technology on lift trucks*

**DALLAS (April 21, 2008)** — ShockWatch – the global leader in developing and manufacturing damage prevention products – has partnered with The Raymond Corporation – a leading forklift manufacturer – to develop Raymond's iWarehouse™ fleet optimization system. ShockWatch used its expertise and innovations in equipment monitoring to work with Raymond to create a vehicle-mounted solution that taps directly into the vehicle manager to access information that can help maximize productivity and reduce costs. Raymond launched iWarehouse powered by ShockWatch at NA 2008 at Cleveland's I-X Center.

Using attributes similar to those found in ShockWatch Equipment Monitors, iWarehouse helps warehouse and distribution center managers ensure OSHA compliance, improve maintenance scheduling, limit operator access and provide real-time impact detection and truck status. Also, real-time monitoring provides extensive equipment usage data that can help managers gauge employee productivity and optimize fleet rotation.

“With many of our customers looking for a robust fleet optimization technology for their lift trucks, it made perfect sense to partner with ShockWatch and create iWarehouse,” said David Furman, vice president of marketing for The Raymond Corporation. “The iWarehouse system gives our customers the ability to take fleet management to a higher level. Now, customers can get the comfort and innovation of Raymond lift trucks coupled with ShockWatch's impressive damage-prevention and equipment-monitoring technology in one unique, seamless package.”

iWarehouse's lift truck hardware has an easy plug-and-operate setup, and predominantly internal wiring simplifies installation and increases functionality. With iWarehouse's remote configuration and monitoring,

managers can customize specifications such as the lift truck's impact threshold, maximum speed allowed for new operators during training periods, diagnose and correct problems to prevent downtime, monitor the lift truck's whereabouts and status while being used and communicate text messages to and from the operators.

“With Raymond, we've made it even easier for customers to receive ShockWatch solutions integrated into their material handling equipment,” said Kerri Lusk-Barnes, vice president of marketing and product management for ShockWatch. “Raymond strives to provide safe, reliable, high-performance lift trucks, and we are extremely excited that our companies have come together to enhance Raymond's offerings. Together, we're delivering safety, management and innovation that set a new industry standard.”

### **About ShockWatch**

ShockWatch has specialized in damage prevention since 1976, offering shipping and handling monitors and equipment monitors for use in thousands of applications in varied industries, including automotive, aerospace, defense, logistics, marine, utilities, medical and manufacturing. ShockWatch products are used to monitor the handling of goods throughout the production and delivery processes and to reduce costs and prevent damage in the operation, access and usage of equipment. With representatives and distributors worldwide, ShockWatch is a global industry leader with customers in 62 countries.

Media Recovery Inc. (MRI) is the parent company of ShockWatch, DPC and Media Recovery. Based in Dallas, Texas, MRI has developed an international customer base that includes two-thirds of the Fortune 100 and over half of the Fortune 1000 companies.

### **About Raymond**

The Raymond Corporation is the leading North American provider of material handling solutions that improve space utilization and productivity, with lower cost of operation and greater operator acceptance. High-performance, reliable, ergonomically designed Raymond products range from a full line of manual and electric pallet trucks and walkie stackers to counterbalanced trucks, Reach-Fork<sup>®</sup> trucks, orderpickers and dual-purpose (pallet handling/case picking) Swing-Reach<sup>®</sup> trucks.

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