
COMPANY NEWS



For Immediate Release

Associated Material Handling, Inc.
Corporate Headquarters
Addison, IL 60101
(630) 588-8800

February 5, 2010

FOR MORE INFORMATION
CONTACT:
Shari Sellers
Corporate Marketing Manager
(630) 588-3593

Raymond and Associated Material Handling Named Inaugural Vendor of the Year by Medline

Addison, IL, February 5, 2010 — The Raymond Corporation and Associated Material Handling Inc., a Raymond Sales and Service Center, have been named 2009 Vendor of the Year by Medline Operations, the leader in health care product distribution in the United States. Medline is assisted by a fleet of more than 1,000 *Raymond*[®] lift trucks, including *Reach-Fork*[®] trucks, walkie pallet trucks, orderpickers, counterbalanced lift trucks and *Swing-Reach*[®] trucks. This is the first year of Medline's Vendor of the Year program.

Raymond has partnered with Medline for more than 10 years, providing the company with expertise and custom solutions that include AC-powered lift trucks, operator compartment sensor systems, lift height selectors, and customized fork and wheel designs that aid in proper pallet placement. Associated Material Handling coordinates service needs on Raymond lift trucks across Medline's 36 nationwide locations, and has designed and installed more than 90 percent of all Medline's warehouse racking.

"In selecting the recipient of the Vendor of the Year award, we thought about who has been our most dependable and flexible partner; who has brought us measurable and significant value, not just low price; and who has consistently suggested creative solutions," says Bill Abington, president of operations for Medline. "We require quick turnaround and timely responses to our requests, and Associated Material Handling has stepped up in every instance and met our needs. We could not sustain our high growth rate — such as opening six

distribution centers in six months — without valued partners like Raymond and Associated Material Handling.”



About Associated Material Handling:

Founded in the Chicagoland area in 1960, Associated now serves its customers from six locations covering six states in the upper Midwest. Its 300+ employees proudly represent Raymond Narrow Aisle Lift Trucks and related material handling storage and picking solutions. Associated’s mission is to provide its customers with innovative logistics solutions that create sustainable value within their supply chain. They have become a leader in providing superior, cost effective material handling equipment, systems and support that optimize space, increase customer productivity, enhance safety and reduce costs. Featuring leading edge engineering and fleet management services to complement industry leading parts, sales, service, and rentals, Associated has been the recipient of multiple awards in recognition of being a premier organization in the material handling industry.

####

For additional information about Associated Material Handling, visit the company Web site at www.associated-allied.net or call (800) 755-7201.

Publisher note - Send reader responses to: Associated Material Handling Industries, Inc.
Attn: Shari Sellers
133 North Swift Road
Addison, IL 60101
Phone: 630-588-3593
Fax: 630-588-8815
ssellers@associated-allied.net