



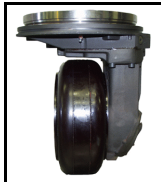
Innovative Solutions for Material Handling

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COMPETITIVELY SPEAKING EX - Pallet Truck RICO vs. Gregory



DRIVE UNIT



RICO: RICO uses a single wheel drive on all models for better operator control over irregular floor surfaces and eliminates handle backlash. A five lug hub design makes for one of the fastest and easiest drive tire change in the industry.



GREGORY: Gregory's dual wheel drive unit is susceptible to handle backlash due to its spread wheel design. When one wheel encounters an uneven or wet surface, power is distributed to the other wheel. Because these wheels are not located on the center line of the truck, handle backlash occurs.

Gregory is one of the last lift truck manufacturers to use the antiquated spread wheel design.

UNGUARDED DRIVE WHEEL

RICO: The drive tire on every RICO unit is guarded under the vehicle's chassis to eliminate the possibility of the operator running over his feet with the drive tire.

GREGORY: The drive wheel on all Gregory pedestrian operated trucks is unguarded and exposed to the operators feet. This substantially reduces the level of safety and increase the likelihood of an accident.

VISIBILITY



RICO: By utilizing a remote sealed box design which is mounted low on the truck chassis, optimum forward operator visibility is achieved.



GREGORY: Poor operator visibility due to a canister type enclosure mounted high and directly in operator's line of vision. Lack of visibility makes handling product difficult for the operator which makes loads susceptible to damage.

CLASS I, DIVISION 1, GROUP C

RICO: In an effort to promote safety, RICO strictly follows the guidelines set forth by the National Fire Protection Agency.

The NFPA-505 (1999 Edition) titled "Fire Safety Standard for Powered Industrial Trucks", specifically prohibits the use of any powered industrial trucks in Class I, Group C areas as detailed in paragraph 1-6.1

1-6.1 Class I, Division 1, Groups A,B,C. Powered-operated industrial trucks shall not be permitted to be used in such locations. For examples of chemicals whose vapors, if mixed in air, are classified as Class I, Groups A, B, or C, see Section 500-5 of NFPA 70, National Electric Code, and A-1-6.1 of this standard.

GREGORY: In an effort to promote their product, Gregory has chosen to ignore the NFPA regulations. After being made aware of this they have submitted a request for change to the NFPA asking that powered-operated industrial trucks be permitted in Class C locations. Request for change will not be considered until the 2002 revision cycle. A copy of Gregory's request can be found on at www.nfpa.org.

CONTROL HANDLE

RICO: RICO uses industry standard micro switches located on the control handle for the forward and reverse travel. This is done through the use of modern intrinsically safe circuits. The switches require no adjustment and are easily replaced in minutes through the removal of (4) small screws.



Intrinsically safe is defined as "Equipment or wiring which is incapable of releasing sufficient electrical or thermal energy, under normal or abnormal conditions, to cause ignition of a specific hazardous atmospheric mixture in its most easily ignited concentration."

GREGORY: A light gauge piano wire running the length of the handle is coupled to a pulley system for the forward and reverse travel. This pulley system is linked to another mechanism that actuates switches inside the EX-enclosure. The exposed piano wire is subject to damage and repeated replacement. If switches need to be replaced, the entire EX-housing must be removed.

ELECTRICAL SYSTEM



RICO: A programmable transistor speed controller allows for infinitely variable speeds and electrical troubleshooting. Transistor travel controllers have a lower forward (conducting) loss and a much higher switching speed than SCR's. This improves controller efficiency and prolongs battery shift life.

A hand held calibrator may be plugged into the controller and used to digitally increment/decrement a host of functions taking only minutes. Acceleration delay, creep speed, current limit, and top speed are just a few examples. Maximum speed may be set anywhere between 0.1 mph and top vehicle speed. Troubleshooting of the electrical system is also accomplished through the transistor controller.



Example: A new operator is being trained. Truck speed can be reduced for easier operation.

Example: Truck has been re-assigned to a new area. Speed can be increased or decreased to allow for maximum productivity and minimum product damage.

GREGORY: Use of SCR Controls does not allow any customization of control speeds or functions. In addition, SCR controllers are less efficient than transistor controls, which reduces battery shift life.

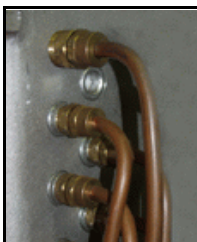
UNDERCARRIAGE



RICO: RICO pallet trucks have adjustable tie bars to insure equal fork height. Adjustable tie bars and all pivot points have grease zerks for longer truck life.

GREGORY: None.

POWER WIRING



RICO: RICO uses (type MI) mineral insulated cable for the main power wiring. Because MI cable is a solid construction cable, exploding gases or liquids under continuous pressure cannot travel through it. Maintenance accessibility is increased because MI cable is up to 80% smaller than traditional conduit.

GREGORY: Bulky conduit pipe for all main power wiring. Requires special conduit fittings and sealing compound.

EX-APPROVAL

The Code of Federal Regulations, Subpart N, Section 1910.178 combined with ANSI B56.1-2000 require that Approved trucks shall bear a label or other identifying mark indicating approval by the testing laboratory.

An approved industrial truck means a truck that is listed or approved for fire safety purposed for the intended use by a nationally recognized testing laboratory, using nationally recognized testing standards.

RICO: All units manufactured by RICO are built to U/L 583 specifications for Class I, Division 1, Group D and Class II, Division 1, Group G as defined in the National Electric Code.

RICO uses Factory Mutual Research Company (F.M.R.C.) as its national recognized testing laboratory.

Gregory: All units manufactured by Gregory are built to U/L 583 specifications for Class I, Division 1, Group D and Class II, Division 1, Group G as defined in the National Electric Code. Gregory used Underwriters Laboratories as its national recognized laboratory.

F.M.R.C. and U/L are both recognized by the Federal Government as nationally recognized testing laboratories.

TRUCK DESIGN

RICO: Our "New Generation" EX-equipment was designed in 1991 by two engineers with experience in the "EX" narrow aisle equipment field dating back to 1958. With full knowledge of all the problems associated with yesterday's EX-trucks and a clean slate to work with, much time and effort was taken to make the equipment operator friendly, and provide excellent visibility while keeping maintenance to a minimum. An amazing 85% of the components used on RICO EX-rated equipment can also be found on our type "E" and "EE" rated trucks. 90% of all parts orders are filled with-in 24 hours.

Gregory: Once a truck has been approved by F.M.R.C. or U/L, design or parts components can not be changed without having the truck approved again. Gregory's lack of innovation is demonstrated in antiquated designs and components that are no longer practical. As new technology comes along, older components are phased out, making replacement of such items expensive and lengthy.

SERVICE

A complete computer generated manual is sent with every RICO truck. These manuals cover everything from the basic electrical and hydraulic diagrams to the smallest fasteners on the truck. To further aid our customers, manuals are available in electronic format on CD. And as always, a knowledgeable customer service team is just a phone call away.

In addition, factory schooling in the operation and maintenance of the RICO equipment is offered at no cost to the dealer and/or customer.