



JAMES MALVASO
Toyota Material Handling North America
President & CEO
2011 SCLA Executive Committee Chairman

James J. Malvaso is President & CEO of Toyota Material Handling North America and Chairman of The Raymond Corporation. He has held these positions since April 2010. Mr. Malvaso is also a Managing Officer of Toyota Industries Corporation (TICO) as well as a member of the Management Committee for the Toyota Material Handling Group, which is the largest forklift company in the world.. Prior to this, Mr. Malvaso had been President & CEO of The Raymond Corporation since July 1997.

The Raymond Corporation Board of Directors elected Mr. Malvaso president and COO in August 1995. In this position, he had operational responsibility for Raymond, including facilities in Greene, NY, Syracuse, NY and Brantford, Ontario, Canada. Further, he was responsible for National Accounts, Sales Administration and the Dealer Network.

Mr. Malvaso joined the company as vice president of Greene Operations in July of 1993, focusing on modernizing the Greene manufacturing plant and bringing new information technology infrastructures to the company. Process improvements at all facilities have led to world-class quality and manufacturing standards in a period of significant growth for Raymond.

Under Mr. Malvaso's leadership, Raymond was the first electric fork lift manufacturer in North America to successfully introduce AC technology for electric lift trucks in narrow aisle applications. During his tenure the company has introduced several new products including three- and four-wheel sit-down counterbalanced trucks as well as the leading edge walkie pallet and walkie stacker trucks. Recently, Raymond has launched its iWarehouse offering that will help customers better manage their forklift truck fleets and reduce operating costs.

Recognizing the need to expand the company's testing and engineering capabilities, Mr. Malvaso oversaw the construction of a 47,000 sq. ft. addition to the Greene, NY plant in 2000, which included a new 60' high bay lab area and a 30' clear ceiling in Raymond's prototype lab. To better facilitate education of both dealer and customer personnel he had a Learning Center built that incorporates the latest technologies.

Prior to joining Raymond, Mr. Malvaso served as vice president of Operations from 1990 to 1993 for Pfaudler-US, Inc., a manufacturer of glass-lined reactors, pressure vessels and accessories in Rochester, NY. Over a ten-year period, he also held positions as vice president of Sales and vice president of Operations for General Railway Signal Company, a unit of General Signal in Rochester. He began his career at Chrysler Corporation.

Mr. Malvaso holds an MBA from the University of Rochester's Simon School, and a Bachelor's degree from LeMoyne College in Syracuse.

Mr. Malvaso is a member of the Board of Directors for Graham Corporation of Batavia, NY, holding positions on the Audit Committee, Chairman of the Compensation Committee and the Nominating Committee, and is a member of the Advisory Board for JP Morgan Chase in Rochester. Mr. Malvaso is also a member of the Board of Trustees for LeMoyne College.

Active in the Material Handling Industry, Mr. Malvaso is a member of the Board of Directors for the Industrial Truck Association (ITA) and served as its president from 2004 to 2007.

