



*Finally, A Total Solution For Lift Truck Power*



## The Power to Revolutionize Material Handling Operations

*In the spring of 2007, Plug Power Inc. acquired Cellex Power Products, Inc. and General Hydrogen Corporation, two of the leading developers of hydrogen fuel cell solutions for the material handling industry.*

The acquisitions capitalize on the well established commercial relationships forged by both companies with some of the world's largest material handling operations. With the integration of Cellex and General Hydrogen now complete, Plug Power offers unmatched expertise in motive power solutions for the electric lift truck market.

GenDrive™, a complete line of fuel cell power units and hydrogen refueling technology, can supply the power requirements for pallet trucks, counterbalance rider trucks and narrow-aisle reach trucks used in high-throughput warehousing, distribution and manufacturing operations. Managers of large warehouse, distribution and manufacturing centers will soon be able to convert their entire lift truck fleets to fuel cell power, eliminating the need for operating a battery system.

Field-tested and proven at customer sites across North America, GenDrive has successfully demonstrated its key benefits with some of the world's largest material handling operations. Increased productivity. Lower operational costs. Additional commercial space. Zero emissions. And no handling or storing of toxic chemicals.

Batteries don't stand a chance.



## Recharge Your Workforce, Not Your Batteries

**Continuous power drives increased productivity and operator acceptance.**

If only your batteries worked as hard as your lift truck operators. The problem is, batteries can't keep up. Battery droop limits productivity out on the floor. And trips to the battery room mean waiting in line, downtime and lost productivity.

GenDrive™ products provide continuous power at all times. That means there's no performance droop. There aren't any trips to the battery room. No swapping out batteries. No recharging or cooling. Fuel-cell-powered lift trucks run at full speed all the time and never require changing. Truck operators refuel the units themselves at hydrogen fueling stations set up at strategic locations on the floor. Refueling takes as little as 60 seconds, and it's simple and safe.

Order picking becomes more efficient. More cases are moved. Productivity standards and incentives are exceeded. And everyone is happy. With GenDrive you can recharge your workforce, not your batteries.



## Fleet Utilization that Makes Sense

**Reduce operational costs and expand valuable floor space.**

Standard practice says at least two, if not three, batteries to a truck. One in the truck, one charging, and one cooling. Also according to standard practice, you should purchase more trucks and batteries than you would need on an average day to cover spikes in throughput. With GenDrive the equation is much simpler. One truck. One fuel cell. No battery room. That means more floor space for your business.

GenDrive also eliminates the labor costs associated with changing batteries and significantly reduces the wear on lift truck motors caused by battery droop. This results in lower operational costs and enhances your ability to manage peaks in productivity. Fleet utilization just got a whole lot simpler.



## Green Means Go

**Safe, clean and efficient technology eliminates emissions and toxic chemicals.**

Fuel cells produce zero harmful emissions during operation. The by-products of hydrogen fuel cells are heat and water. Unlike batteries, fuel cells don't leave behind any lead and sulfuric acid. That's good for the environment, and it eliminates the costs associated with the handling and storing of toxic chemicals.

In the past, the perception has been that going green costs too much. With GenDrive, what's good for the environment is good for your bottom line. Lower costs, increased productivity, no emissions and no toxins. GenDrive offers the best of all worlds.

## Refueling Is Safe, Fast and Easy

**Vehicle and operator downtime will virtually disappear.**

Refueling a GenDrive fuel cell takes as little as one minute. It takes only one person – in fact lift truck operators can do it themselves. And it's completely safe. Safety requirements are well documented and easily implemented. There's no waiting in line and no swapping out heavy batteries. Simply drive up to one of several refueling stations strategically located around the factory or warehouse and fill up. It's a lot like filling up a car with gas – only much cleaner because heat and water are the only emissions.

## Make the Switch

**GenDrive offers a transparent transition and proven performance.**

The GenDrive fuel cell product line was developed with the material handling industry in mind. The fuel cell units fit seamlessly into the space occupied by batteries. The maintenance required is minimal. Your technicians will be able to service fuel cell units as easily as batteries. And with respect to product lifecycle, fuel cells will outlast batteries.

Think of it as an engine inside a battery box. As long as fuel is supplied, the fuel cell operates at full power. And with thousands of hours of field testing logged at customer sites across North America, GenDrive doesn't just offer great promise, it delivers proven performance.





## Powerful Benefits

### Increased Productivity

Battery-powered lift trucks lose approximately 14 percent of their speed over the last half of the battery charge. GenDrive fuel cells maintain constant power at all times, keeping the vehicle running at full speed throughout the entire shift.

### Lower Operational Costs

The GenDrive solution eliminates the need to change, charge and manage batteries. The units run longer than lead-acid batteries and can be fuelled in 60 seconds, substantially reducing vehicle and personnel downtime.

### More Commercial Space

Small fueling stations replace large battery charging rooms, freeing up valuable warehouse space for other purposes.

### Zero Emissions

Safe. Clean. Efficient. The GenDrive fuel cell solution produces zero harmful emissions and eliminates the costs associated with handling and storing toxic materials.

### Transparent Transition

GenDrive fuel cell units fit seamlessly into the space occupied by batteries, making it a simple and cost-effective solution for customers to adopt.



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