

# FUEL CELLS FOR MANUFACTURING FACILITIES

Plug Power's hydrogen fuel cell solutions boost productivity and are clean and safe, which combine to improve your bottom line.

Your mission as a manufacturer is to build products using the most efficient and profitable methods possible so that your business is as successful as it can be, all while delivering top quality products to your customers.

We can help with that!



## POWERFUL CHALLENGES

Today, many forklifts and other material handling equipment in manufacturing facilities are powered by lead-acid batteries. In an effort to secure more productivity from their battery-operated forklift trucks, many operations managers have considered opportunity-charging or fast-charging solutions. But a battery is a battery and these options lead to multiple consequences:

- Electricity needed for charging increases facility operation costs
- Excess equipment (trucks and batteries) must be purchased or leased in order to manage maintenance needs - to the tune of one extra truck and battery for every four in the factory
- Space requirements for charging and parking forklifts cut down on parts storage or build space
- Safety issues can include acid spills or battery flareups due to heat buildup during quick charges
- Battery life is compromised, leading to extra cost of replacing batteries prematurely
- Valuable workers are needed to manage the battery fleet and its maintenance needs instead of contributing to operations
- Additional truck repairs are needed as a result of high battery temperatures

## THERE IS A BETTER WAY!

Plug Power's GenDrive hydrogen fuel cells offer a better solution for electric lift truck power:

- A drop-in battery replacement fueled by hydrogen, for new and old trucks of all makes and models, resulting in 20% savings in truck fleets by removing the overhead associated with batteries
- 100% rated power as long as the fuel cells have fuel
- Hydrogen refueling takes less than three minutes, providing enough fuel to complete a standard eight to ten hour shift
- Eliminates the need for a battery room or charging stations throughout the facility, lowering electricity bills
- Improves facility safety by removing acid spills and fast-charge head overload as well as heavy battery swaps
- Takes factories out of the "power management" business and returns workers to value-add, revenue-generating activities
- Fuel cells are a clean, zero-emission power solution, and can be used to help achieve corporate sustainability goals



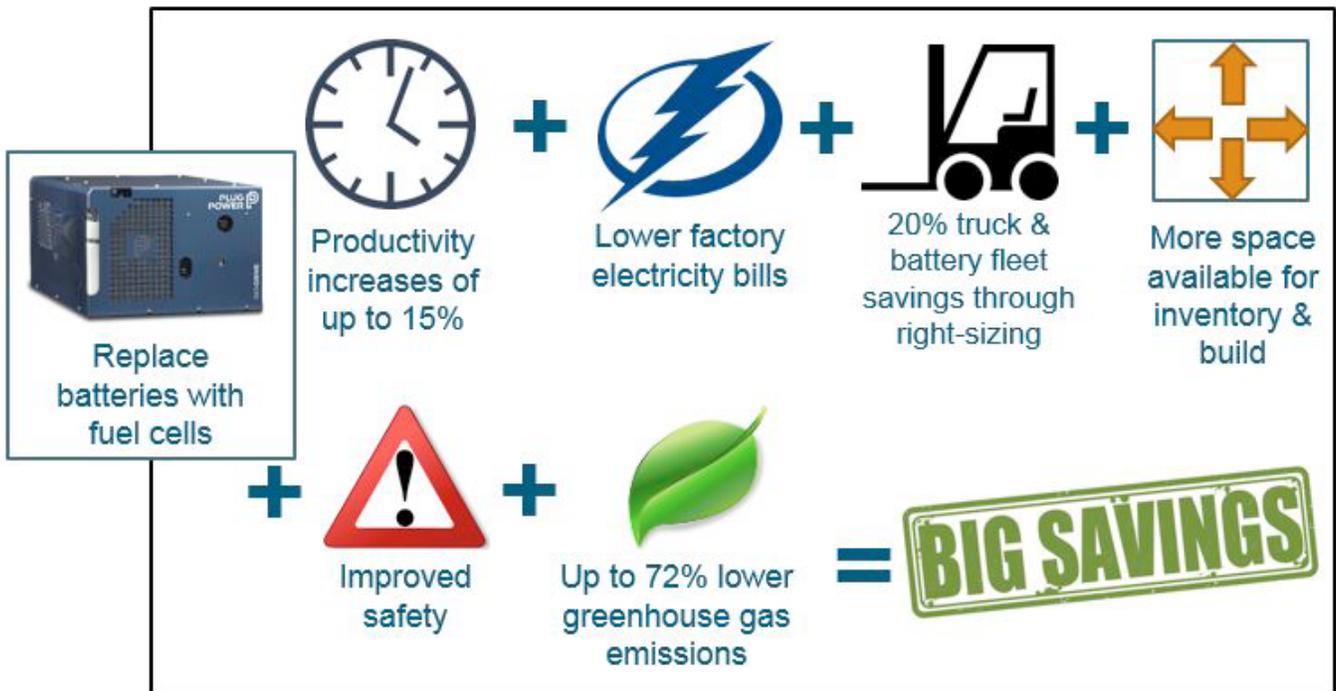
## THE PLUG POWER DIFFERENCE

Manufacturers including BMW, Honda and Mercedes Benz improve the bottom line at their factories through the use of Plug Power's hydrogen and fuel cell solutions. Through its GenKey turnkey package, facility professionals can rely on Plug Power for fuel cell power, fueling infrastructure, hydrogen fuel and 24/7 intelligent data, service and support.

Plug Power leads the technology revolution for fuel cells in manufacturing facilities and beyond. The company has the experience factory professionals can depend on and has completed more than 2.75 million fuel cell refuelings to date.



## THE BUSINESS CASE IS SIMPLE:



**JOIN THE GROWING NUMBER OF MANUFACTURERS CHOOSING HYDROGEN AND FUEL CELL SOLUTIONS TO MOVE THEIR BUSINESSES INTO THE FUTURE.**

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