

Fuel Cell-Powered Forklifts in North America

BLUE SHADED ENTRIES = ENTIRE MATERIALS HANDLING FLEET IS FUEL CELL-POWERED AT THIS LOCATION

Company	Location	Site	Year Deployed	Fuel cell manufacturer*	# of forklifts
Ace Hardware	N/a	N/a	N/a	Oorja Protonics	6
Baldor Specialty Foods	Bronx, NY	Facility	Planned in 2012	Oorja Protonics	50
BMW Manufacturing Co.	Spartanburg, SC	Manufacturing plant	2010	Plug Power	86
Bridgestone-Firestone	Aiken County, SC	Manufacturing plant	2008, more added in 2009	Plug Power	43
	Warren County, TN	Manufacturing plant	N/a	Plug Power	N/a
Central Grocers	Joliet, IL	New distribution center	2009, more added in 2011	Plug Power	231
Coca-Cola	San Leandro, CA	Bottling and distribution center	2011	Plug Power	37
	Charlotte, NC	Bottling facility	2011	Plug Power	40
CVS Caremark	Chemung, NY	Distribution facility	Planned (under construction)	N/a	N/a
	North Smithfield, RI	Distribution facility	N/a	N/a	N/a
Defense Logistics Agency, U.S. Department of Defense	San Joaquin, CA	Distribution depot	Planned in 2011	Plug Power	20
	Fort Lewis, WA	Distribution depot	Planned in 2011	Plug Power	19
	Warner Robins, GA	Distribution depot	2010	Hydrogenics	20
	Susquehanna, PA	Distribution depot	2009, additional units in 2010	Nuvera, Plug Power	40, 15 additional
EARP Distribution	Kansas City, KS	Distribution center	2011	Oorja Protonics	24
East Penn Manufacturing	Topton, PA	Manufacturing facility	N/a	Nuvera	10
FedEx	Springfield, MO	Service center	2010, ARRA funding awarded to FedEx Freight East	Plug Power	35
	Toronto, ON, Canada	Logistics hub	N/a	Hydrogenics	N/a
GM	Oshawa, ON, Canada	Car assembly plant	N/a	Hydrogenics	19
	Oshawa, ON, Canada	Car assembly plant	2005	Hydrogenics	2
Golden State Foods	Lemont, IL	Distribution facility	2011	Oorja Protonics	20
H-E-B	San Antonio, TX	Perishables distribution center	2009, ARRA funding awarded to Nuvera	Nuvera	14
ISOLA Laminates	Ridgeway, SC	Warehouse	2007, 2-week demonstration	Hydrogenics	2*
Kimberly-Clark/GENCO	Graniteville, SC	Distribution center	Planned, ARRA funding awarded to GENCO	Plug Power	25
	Graniteville, SC	Distribution center	GENCO operating a fuel cell forklift pilot program	N/a	2*
Kroger Co.	Compton, CA	Distribution Center	Purchased 2011	Plug Power	161
Leigh Fibers	Spartanburg, SC	Warehouse	2007, 2-week demonstration	Hydrogenics	2*
LPC	Lodi, CA	Warehouse	2009	Oorja Protonics	N/a ("entire fleet")
Martin-Brower	Stockton, CA	Food distribution Center	2010, 2011 add-on order converted entire Stockton pallet jack fleet	Oorja Protonics	15, 2 nd order -N/a
Michelin	Columbia, SC	Manufacturing plant	2007, 2-week demonstration	Hydrogenics	2*
Nestlé Waters	Dallas, TX	Bottling facility	2009	Plug Power	32
New United Motor Manufacturing, Inc. (NUMMI)	Fremont, CA	Manufacturing plant	2007	Oorja Protonics	N/a

Company	Location	Site	Year Deployed	Fuel cell manufacturer*	# of forklifts
Nissan North America	Smyrna, TN	Assembly plant	Purchase in 2009, 18-month field trial beforehand	Oorja Protonics	60
	Smyrna, TN	Assembly plant	2007, 5-month demonstration	Plug Power	N/a
Ozburn-Hessey Logistics	Smyrna, TN	Warehouse	2004	Ballard Power Systems	4
PBR	West Columbia, SC	Warehouse	2007, 2-week demonstration	Hydrogenics	2*
Proctor & Gamble	CA, LA, NC	Facility	Purchased 2011	Plug Power	200+
The Raymond Corp.	Greene, NY	Manufacturing facility	2007	Plug Power	N/a
Super Store Industries	Lathrop, CA	Warehouse freezer	2009	Oorja Protonics	N/a
Sysco	Riverside, CA	Distribution Center	Purchased 2011	Plug Power	80
	Boston, MA	Distribution Center	Purchased 2011	Plug Power	160
	Long Island, NY	Distribution Center	Purchased 2011	Plug Power	42
	San Antonio, TX	Distribution Center	Purchased 2011	Plug Power	113
	Front Royal, VA	Redistribution facility	Planned in 2011	Plug Power	100
	Philadelphia, PA	Distribution center	2010, ARRA funding awarded to GENCO	Plug Power	95
	Houston, TX	Distribution center	2010, ARRA funding awarded to Sysco Houston	Plug Power	98
	Vancouver, BC, Canada	Distribution center	N/a	Plug Power	N/a
	Canton, MI	Distribution center	N/a, completed	Plug Power	30
	Grand Rapids, MI	Distribution center	N/a, completed	Plug Power	11
Testa Produce	Chicago, IL	Distribution Center	Order placed Nov. 2010	Oorja Protonics	20
Unified Grocers	N/a	N/a	N/a	Oorja Protonics	N/a
United Natural Foods, Inc. (UNFI)	Sarasota, FL	Distribution center	2010	Plug Power	65
U.S. Foodservice	Livermore, CA	Distribution facility	Planned	Oorja Protonics	40
Walmart	Balzac, AL, Canada	New refrigerated distribution center	2010	Plug Power	More than 80
	Washington Court House, OH	Food distribution center	2007	Plug Power	55
	OH	Two distribution centers	2006	Plug Power	12
	MO	Distribution center	2005	Plug Power	4
Wegmans	Pottsville, PA	Warehouse	2010, ARRA funding awarded to GENCO	Plug Power	136
Whole Foods Market	Landover, MD	Distribution center	2010, ARRA funding awarded to GENCO	Plug Power	61
WinCo Foods, LLC	Modesto, CA	Distribution center	Purchased	Plug Power	184

Fuel Cell Manufacturers – Materials Handling Market



Nuvera



Hydrogenics



Oorja Protonics



Plug Power

* 2 forklifts were deployed in 2-week trials at several companies in the Charlotte, SC area

In 2008, Plug Power entered into a 2-yr. agreement with Ballard Power Systems to purchase fuel cell stacks for its electric lift truck applications

ARRA = American Recovery and Reinvestment Act. N/a = information unavailable