

# Experience the Productivity of Hydrogen



## Test drive a fuel cell at your site

If you are interested in evaluating fuel cell technology, we encourage you to engage us in a 1-2 week demonstration – **test driving a fuel cell at your facility.**

*See back for details.*



**STRONG PARTNERS.  
TOUGH TRUCKS.™**



Our simple, 4-step demonstration process provides you a clear vision of how fuel cells would perform directly in your equipment and application, complete with a performance comparison after the demonstration concludes.

**Step 1: Pre-demonstration Preparation** *(Duration: ½-1 day)*

Our team visits your facility to identify the equipment to be used for the demonstration, any potential support items (adapters, etc.) needed for installation, and to help determine where the fuel dispenser would be temporarily located for the demonstration. In addition, they also review the site with you to confirm it is suitable for conducting the demonstration.

**Step 2: Battery Benchmarking** *(Duration: 1-2 weeks)*

We use telemetry to gather data and establish baseline measures for the equipment being used in the demonstration – based upon your input on what criteria you consider to be important for your fleet. This provides the most accurate and useful comparison between your current power source and fuel cells. If your equipment does not already have telemetry, we provide and install a telemetry device during the demonstration.

**Step 3: HFC Demonstration** *(Duration: 1-2 weeks)*

We install the fuel cell in your equipment and train your operator(s) on its usage and how to refuel it when needed. Then your operators use the equipment for 1 – 2 weeks just like usual – providing data needed for comparison. The entire demonstration is supervised by our trained fuel cell technician who also gathers informal input from the operators about their experience running the fuel cell.

At the conclusion of the demonstration, your equipment's original power source is re-installed and all equipment provided by Hyster is removed from your facility.

**Step 4: Reporting & Comparison**

*(Reporting: 1-2 weeks after demonstration concludes)*

After the data from the equipment and operator opinions are gathered, we return to your facility to report the results. This report includes a presentation of a quantitative comparison of data from the equipment, as well as qualitative feedback from your operators – giving you an accurate and comprehensive power source comparison.



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**These demonstrations are managed by our dedicated motive power team. Contact us today for more information or to discuss a demonstration at your site.**

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