



Bill Proctor

tion and efficiency programs. He has also been directed with the integration of numerous business acquisitions. Proctor has served on the distributor advisory boards of Lincoln Electric, Praxair, ESAB, ORS/Nasco, Hypertherm, and Thermadyne. He has also served on the Industry Partnering committee for GAWDA.

Steve Atkins joined nexAir in 1987 as a trainee and has held positions in sales and gas product management. He was responsible for nexAir's entry and development in the beverage gas business. He has also been at the helm of changing the company to a gas focused business. Steve Atkins has served as Co-Chairman of the Praxair Advisory Council and as an industry speaker. □

LEFCO AND WORTHINGTON JV

Worthington Industries subsidiary, Worthington Steelpac Systems, LLC, has acquired a 49

percent interest in LEFCO Industries, LLC, a minority business enterprise (MBE). The resulting joint venture will become LEFCO Worthington, LLC. In addition to continuing LEFCO's existing products, the joint venture will manufacture steel rack systems for a variety of industries, including automotive and trucking.

LEFCO operates a manufacturing facility in Cleveland, OH, where the company produces engineered wooden crates and specialty pallets. Worthington Steelpac and LEFCO have been working in a strategic alliance for the past two years to assess opportunities for an MBE supplier in the steel rack fabrication market. With Steelpac on board, the joint venture will now purchase tubular steel and fabricate metal racks to facilitate the movement of equipment and parts in manufacturing facilities. □

PLUG POWER NOW AT WAL-MART

Plug Power Inc., through its wholly owned subsidiary Cellex Power Products, Inc., will now supply GenDrive™ fuel cell power units for use in lift trucks at one of Wal-Mart Stores, Inc. distribution centers. This is Plug

Power's largest single GenDrive order to date, although the specific terms are confidential. (See information on Plug Power's forklift demonstration program with Air Products in *CGI's* October 2007 Gen H₂ column, page 51.)

The order follows a successful beta trial at two Wal-Mart distribution centers in Ohio in late 2006. During the trial, the 12 fuel-cell-powered pallet trucks ran in live, working conditions for more than four months, logging more than 18,000 hours and 2,100 indoor fuelings by pallet truck operators. The Cellex Power fuel cells demonstrated environmental and operator benefits. The new units will power pallet trucks used at Wal-Mart's food distribution center in Washington Court House, OH, replacing the lead-acid batteries that are traditionally used in such applications.

This fuel cell order aligns with Wal-Mart's strategy to integrate innovative technologies into its business plan that reduce operating cost and help the environment. The purchase of these fuel cell power units is equivalent to removing approximately 60 cars from the highway in southeastern Ohio in terms of CO₂ and greenhouse gas emissions. □

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