

Fuel Cell Success Stories

2008 Fuel Cell Seminar - Phoenix

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Successful Fuel Cell Projects

- Good News!
 - Fuel Cells Are Available Today
 - Economics can work
 - Federal ITC Renewal
 - State Subsidies
 - Spark Spread
 - Other Credits

Successful Fuel Cell Projects

- What Makes a Successful Fuel Cell Project:
 - Meets Customer Objectives
 - Enthusiastic Participants
 - Good Site Characteristics
 - Cooperative Equipment



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Successful Fuel Cell Projects

- What Goes Into a Successful Fuel Cell Project:
 - Meets Customer Objectives
 - Enthusiastic Participants
 - Good Site Characteristics
 - Cooperative Equipment



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Successful Fuel Cell Projects

- Customer Objective
 - Testing and Research
 - Demonstration
 - New Application
 - Specific Site Need
 - Economic Justification



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Successful Fuel Cell Projects

- Enthusiastic Participants
 - Host Site
 - Vendors
 - Contractors
 - Code Officials



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Successful Fuel Cell Projects

- Good Site Characteristics:
 - Fuel Quality and Quantity
 - Grid Stability and Quality
 - Accessibility
 - Adequate Space
 - Short Runs to Interfaces



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Successful Fuel Cell Projects

- Cooperative Equipment
 - Reliable
 - Available
 - Repairable
 - Efficient

USMC Camp Pendleton

- China Lake Naval Air Warfare Center
- Two 250 kilowatt carbonate fuel cells
- Electricity into main base grid
- Thermal energy into central galley

USMC Camp Pendleton



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USMC Camp Pendleton

- Congressional set-aside
- Demonstration of technology
- Good team
- Good site
- Good equipment

Guaranteed Savings Bldg

- Commercial real estate developer
 - US GSA Major Tenant
- Three 200 kilowatt PAFC fuel cells
- Electricity into building – grid parallel
- Grid independent capability
- Thermal energy into adsorption chiller

Guaranteed Savings Bldg



Guarantee Building

Fresno, California



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- Commercial transaction
- Multiple drivers
- Very good site
- Very good equipment

FAA – Sandersville Airfield

Sandersville, Georgia

- Army Corps of Engineers Demonstration
- One 5 kilowatt PEM fuel cell
- Back-up power for communication Station
- DC power only
- Strenuous Testing Protocol

FAA – Sandersville Airfield

Sandersville, Georgia



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FAA – Sandersville Airfield

- Demonstration and Testing
- Performance Reports
- Very good team
- Good site
- Good factory support



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US Postal Service

Merrifield, Virginia

- One 200 kilowatt PAFC fuel cell
- Combined Heat and Power
- Indoor Installation
- Grid Parallel Interface
- with Heat Recovery



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US Postal Service

Merrifield, Virginia





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US Postal Service - Merrifield

- ESCO Contract
- Good team
- Good site
- Good equipment



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For More Information

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