Fuel Cell Capabilities

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Interagency Task Force 18 December, 2007

Fuel Cells - Defined

Fuel
$$(H_2) + O_2 / Catalyst \longrightarrow (H_2)O + Heat$$

Fuel cells combine hydrogen & electrochemically to produce electricity, water and useful heat.



Unmatched combination of benefits

- Electrochemistry, not combustion
- Low / Zero Emissions
- High Efficiency → Low CO₂
- Flexible: Wide Range of Applications / Distributed Installation
- High Quality, Reliable Power (DC or AC)
- Quiet
- Fuel Flexible (incl. biogas, waste gases)

Advance US policy goals

- Reduce smog, other environmental benefits
- Reduce carbon intensity
 - High efficiency generation
 - CHP capability
 - Peak shaving

Advance US policy goals

- Open new energy supply pathways (fuel flexibility)
- Increase security of supply
 - distributed installation
 - Grid stability
 - Virtually 100% reliability possible
 - Long run-time backup capability
 - Portable backup capability
 - High quality for sensitive equipment

Advance US policy goals

- Economic Benefits, strengthen industrial base
 - 500,000 jobs
- Fuel Cells open the door to hydrogen energy
- Fuel cells create a pathway for renewable transportation energy

How we can help (available products)

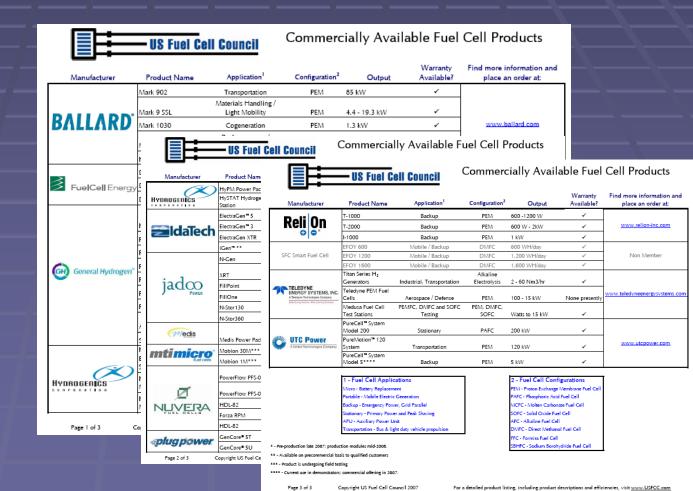
- Power gen / CHP: 200 kW –2.4 MW
- Federal buildings, off-grid capability, assured power
- Small scale power generation / backup power:
 - < 1 kW 125 kW
 - Plug, ReliOn, Idatech (soon) on GSA schedule
 - Telecom, data centers, remote application

How we can help (available products)

- Portable systems: up to 9 kW but generally smaller
- Power packs for diverse applications
- Forklifts and similar in several classes
 - Through forklift OEM's
- Battery chargers, continuous run-time systems consumer electronics and specialty applications
- Education kits

What's available

54 products on USFCC voluntary list



Commercial Definition

The USFCC considers a fuel cell power commercial if it meets the following three criteria:

- Offered for sale to the public
- Offered with a written warranty, supported by service capability
- Meets approved industry standards or is certified by an established industry body.

Vehicles – 2010 and Beyond

 EPACT 2005, Section 782, requires agencies to lease or purchase fuel cell vehicles starting January 1, 2010financial support from DOE sufficient to cover any cost premium (subject to congressional funding)

Buses

- Need supportive policy
- Need bulk purchases

Power Generation – 2010 and Beyond

- High efficiency baseload power and hybrid systems (turbines)
- Lower cost systems
- Systems optimized to more markets

How you can help

- Buy units where they provide value
 - Best applications fully value fuel cell benefits
- Open your building efficiency programs to recognize CHP, high efficiency generation
 - EO 113423
- Explore ESCO-type financing to take advantage of federal investment tax credit
- Partner with states

How you can help

- Prepare for fleet purchases in 2010
- Make land / support available for hydrogen infrastructure
- Educate your work force
- Reward your work force
- Participate in development programs for that meet special Agency needs
- Include FC's in your thinking (e.g. digester gas)
- Challenge the industry offer to buy "if"

Supplemental Slides

Vehicles – 2010 and Beyond

- Auto companies are promising again (2008-2012)
- Leases! in 2008 (Honda)
 - \$600/month
 - Southern California
- 780 km range (468 miles) (Toyota)
 - 2300 mile road trip, Alaska-California
- 100-vehicle consumer demonstration (GM)
 - CA, NY, DC
 - 1000 vehicles by 2010-2012
- 83 mpg estimated (Daimler)

200+ mph land speed record (with zero emissions!)



Mobility – Markets

Goods movement/fork lifts



- DoD buying 100 units (PA, VA, CA, WA)
- Tests under way or planned: grocery stores,
 "big box" stores, package services
- California
 - 2500 light duty ZEVs by 2012 seems secure

"CHP/""Large Scale" Power Generation

- Forward pricing of next generation PAFC unit
- (UTC: ½ price, 2x durability and output)
- Expansion of manufacturing capability in to marketplace interest (FCE)
 - Federal tax credit + support for renewable generation
 significant California market
 - CT major purchaser of fuel cell power
- Achievement of SECA program goals
 - Managers still touting \$400/kw cost target, value of SOFC as enabling clean coal use
- Work on biofuels, military fuels

Power Generation

- Excellent performance in backup power off-grid power applications
- Hundreds of units sold
 - Substantial fuel savings reported
- 8-hour telecom backup requirement (FCC) should spur demand

Micro

- Improvements in efficiency, size and weight
- Novel designs, SOFC + PEM + DMFC + metal air
- Expanding list of candidate fuels
- Product announcements beyond battery
- Safety emerging as a sales point
- Major company interest/activity (Motorola in US)
- Market pull military, device manufacturers

Hydrogen

First public 700 bar Station (UC Irvine)



- 40 more stations needed by 2010-2011
- DOE has done a commendable scenario DOD actively working on deployment

Needs: Sites for stations, co-financing, fleet purchases