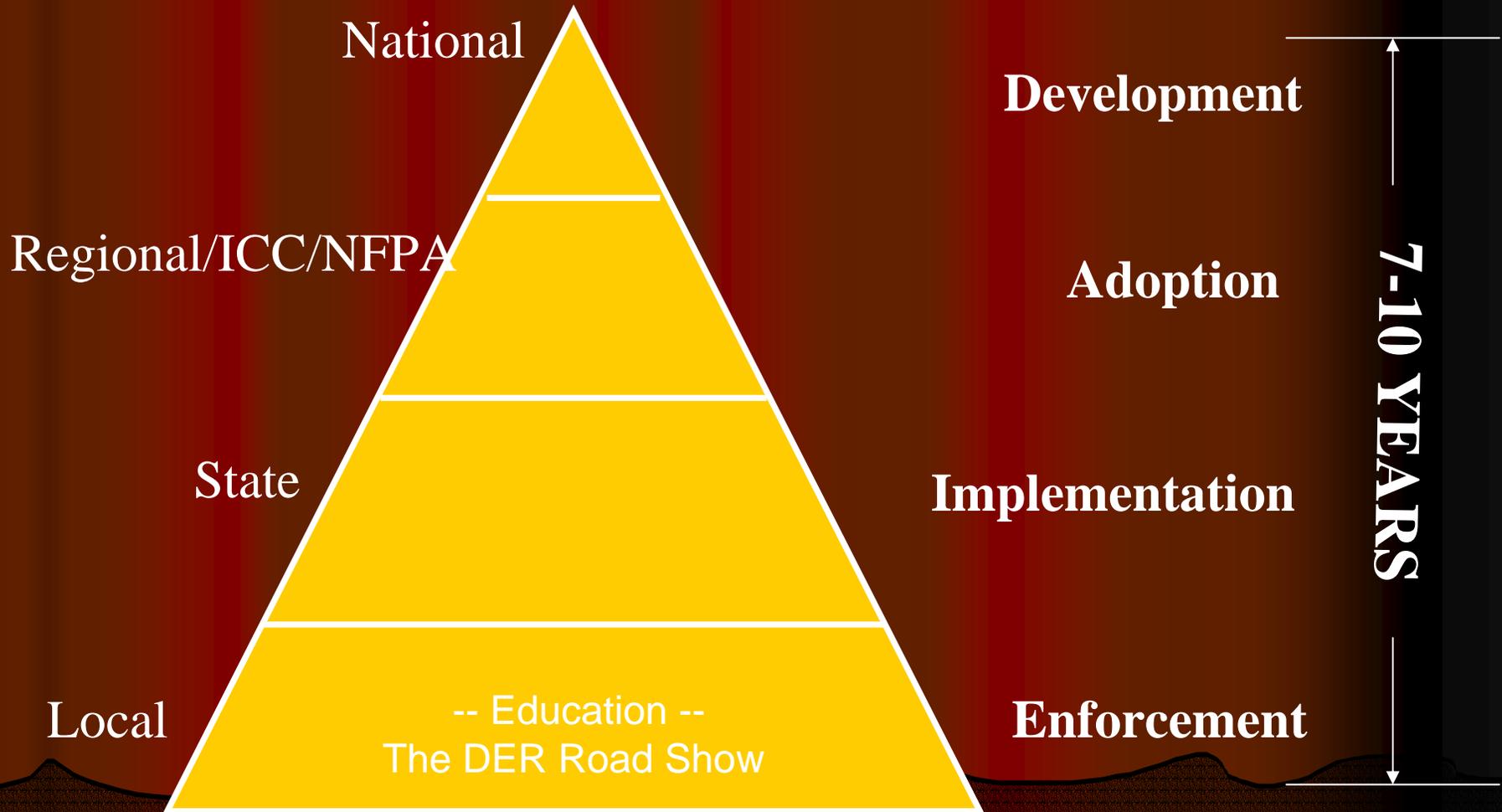


Distributed Energy Road Shows: 2003 Report



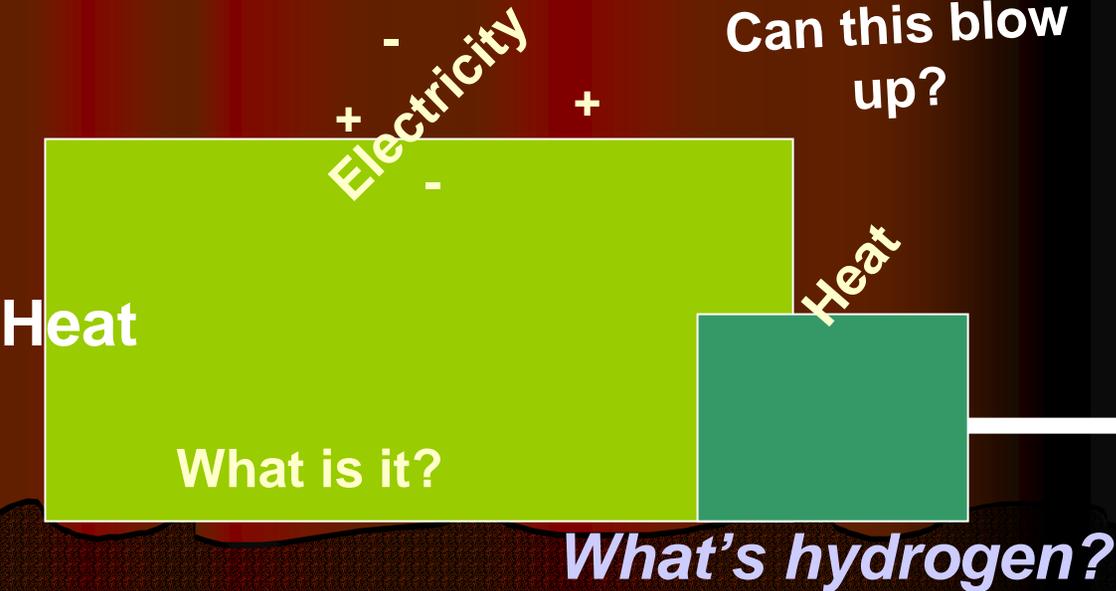
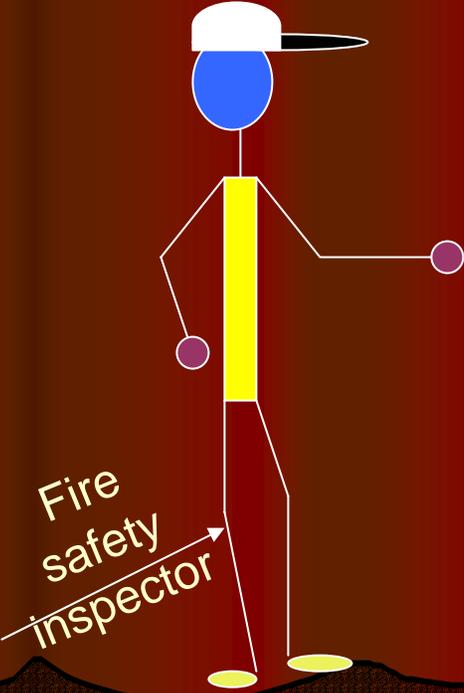
U.S. Fuel Cell Summit VIII – June 15-17, 2004 – Miami, FL

From National Standards to Local Building Codes



Actual fuel cell permitting experience (location omitted)

“Am I on camera?.... Is this one of those hidden camera shows?”



What's a *Road Show*?

- One-day training for fire marshals, building code inspectors, utility engineers, city & county planning staff
- The installation, fueling, interconnection, permitting, and safe operation of any customer-sited energy technology including fuel cells, hydrogen, methanol, and other "DE" products)
- Hands-on experience with operating demonstration units at the training site.

After a Road Show.....

An attendee will know:

- Fuel cell basics
- how it is installed, operated
- Hydrogen fundamentals, including safety and storage
- Where to go for permitting assistance (names, contact information, web sites, associations)

Attendance may include CE credits

Sample Agenda - Austin

Welcome (City of Austin)

DE: The National Perspective (DOE)

CHP: Applications & Benefits (Burns & McDonnell)

Microturbines: Installation & Operation (Capstone & Lower Colorado River Authority)

Interconnection (Austin Energy)

Texas DG Programs (State Energy Conservation Office)

PV: Installation & Operation (Janet's Electric, Inc.)

Fuel Cells: Installation & Operation (Southwest Research Institute)

Hydrogen (Houston Advanced Research Center)

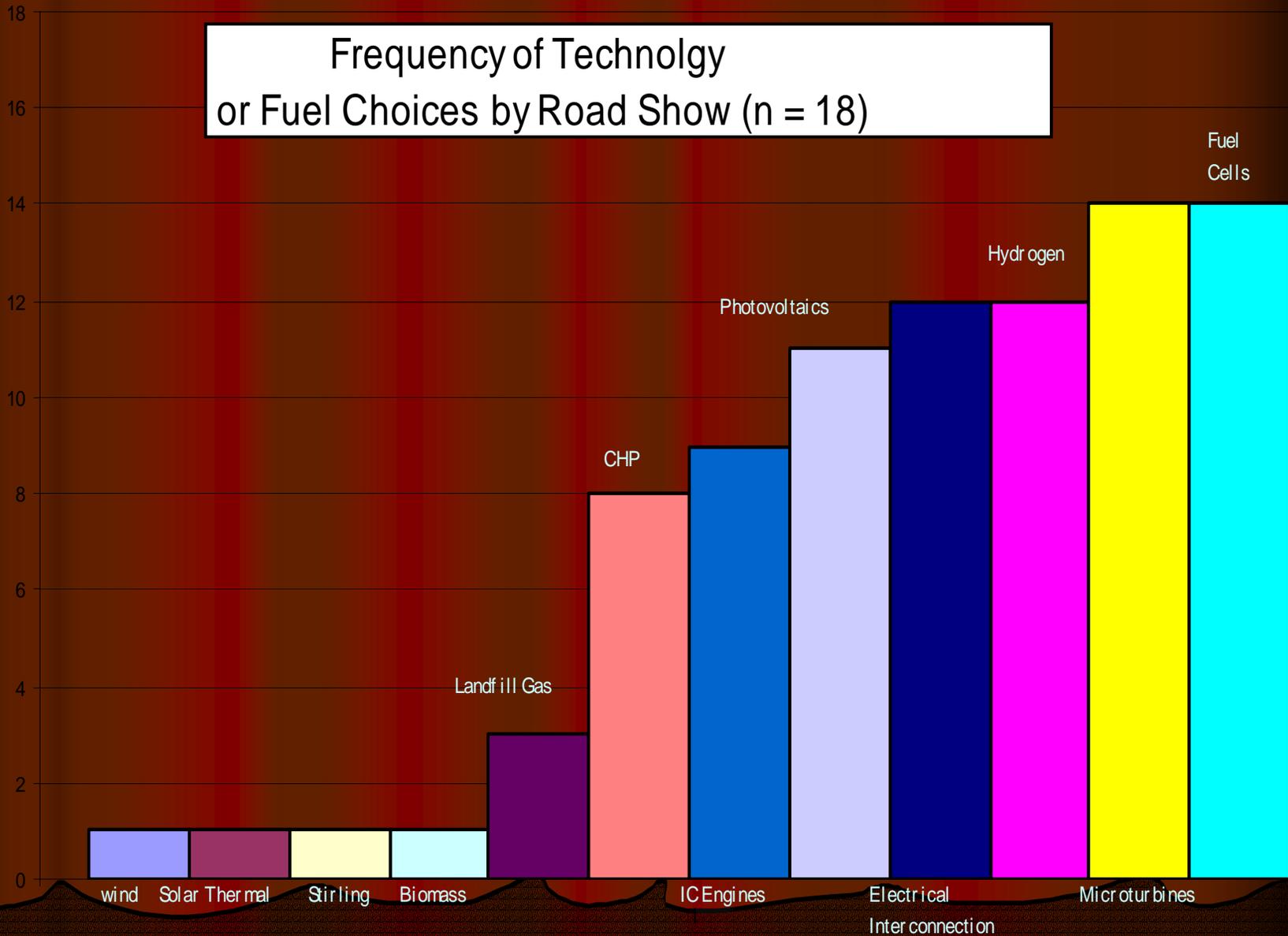
Structured Discussion and Q&A (DOE)

Fuel Cell Tour – RBJ Health Center

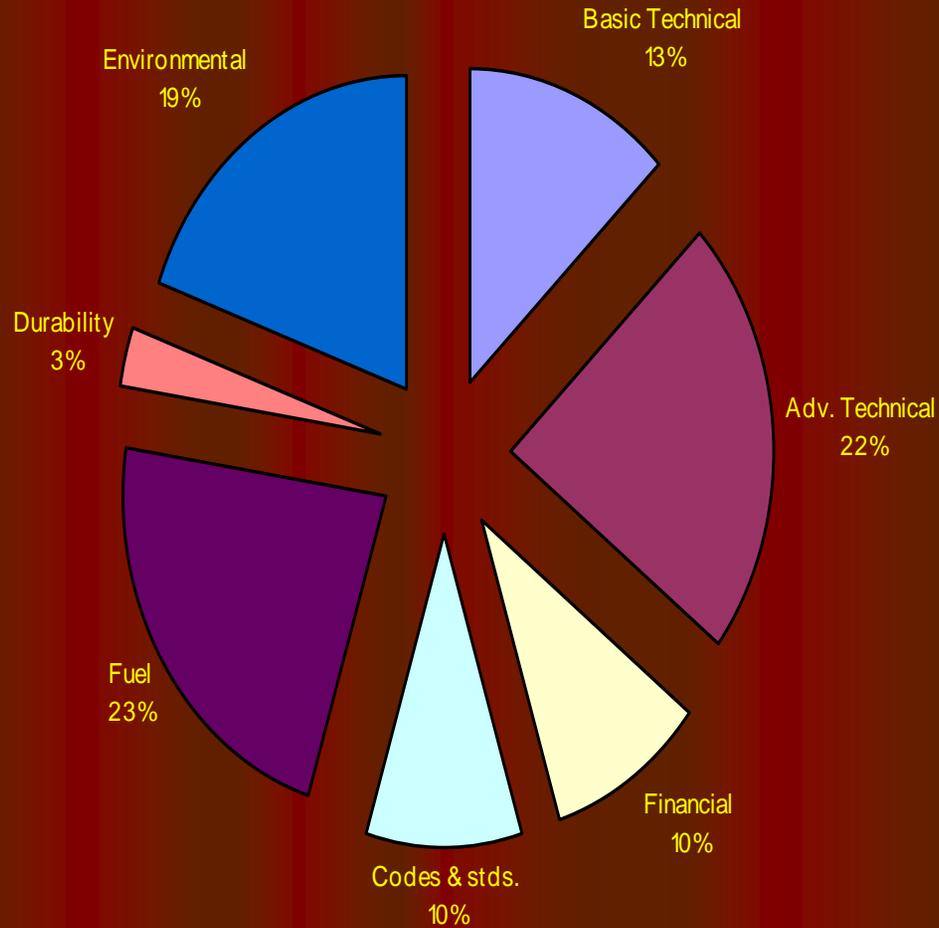
Road Shows to-date

- San Diego, San Jose, Sacramento, CA
- NY City, Long Island, Albany
- Las Vegas, NV
- Seattle, Portland, Eugene OR
- Novi MI
- Burlington, VT
- Concord, NH
- Portland, ME
- New Haven, CT
- Amherst, Boston, Sturbridge MA
- Cocoa FL,
- Warner Robins GA,
- Clemson SC
- Denver, Fort Collins CO
- Madison & Milwaukee WI
- Burlington, MN
- Plainfield, IN
- Austin, San Antonio & Dallas TX
- Virgin Islands (St. Croix, St. John)
- Anchorage, AK

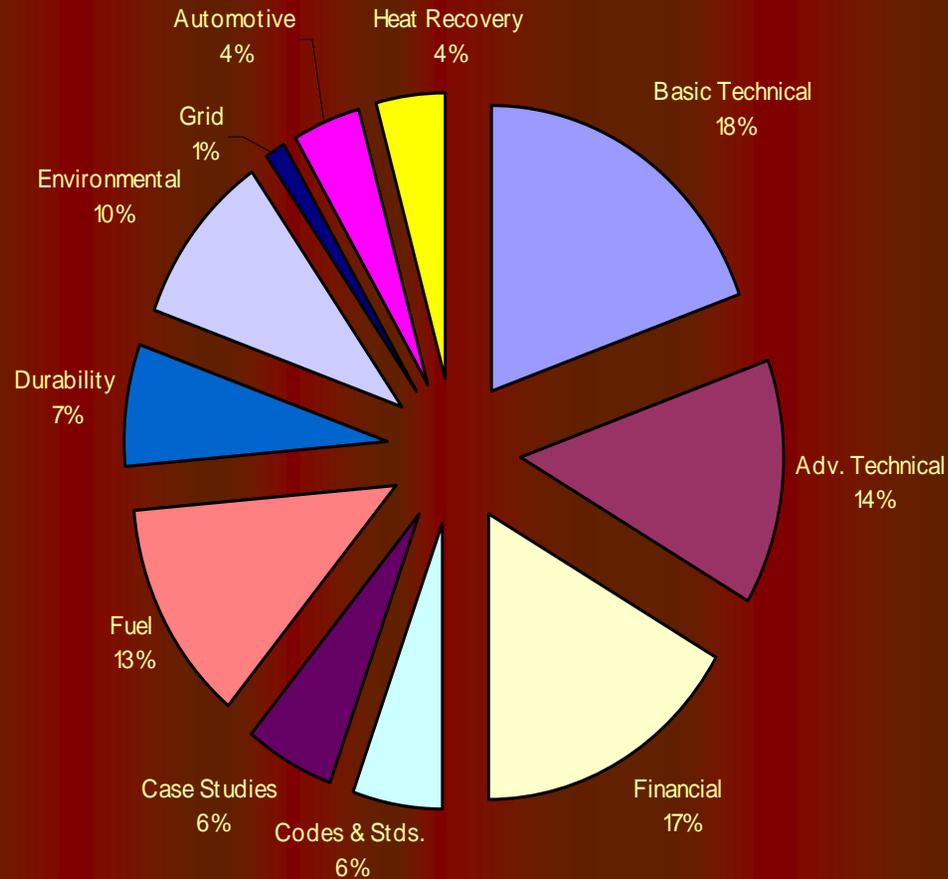
Frequency of Technology or Fuel Choices by Road Show (n = 18)



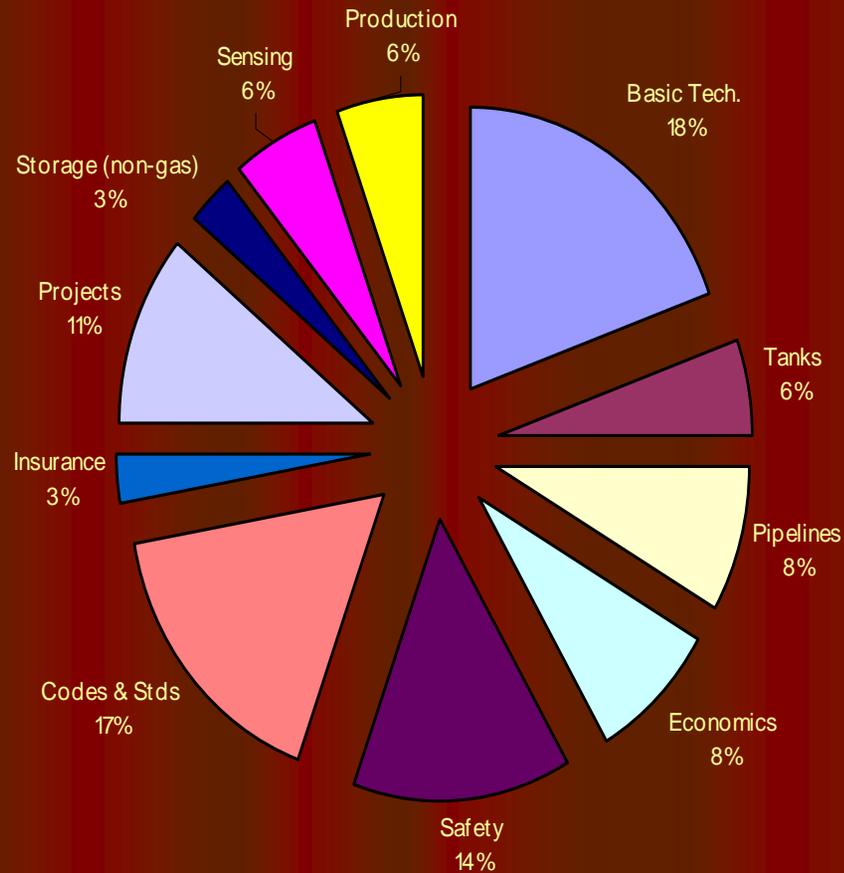
Audience Questions by Subject: IC Engines



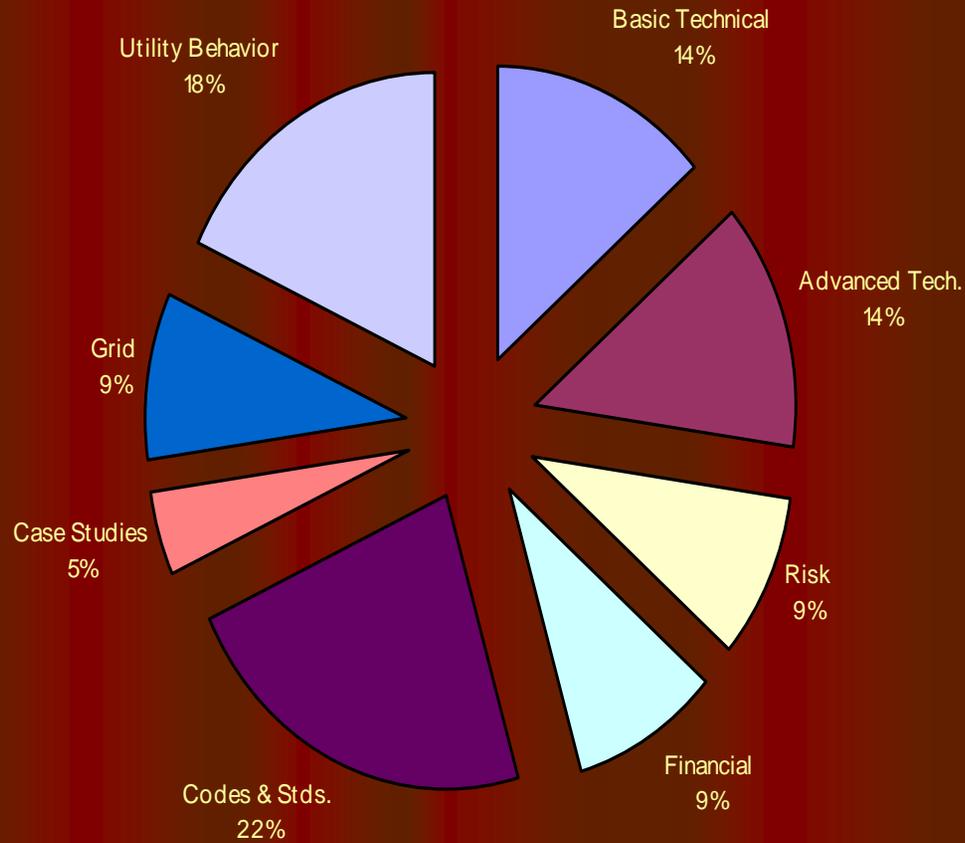
Audience Questions by Subject: Fuel Cells



Audience Questions by Subject: Hydrogen



Audience Questions: Electrical Interconnection

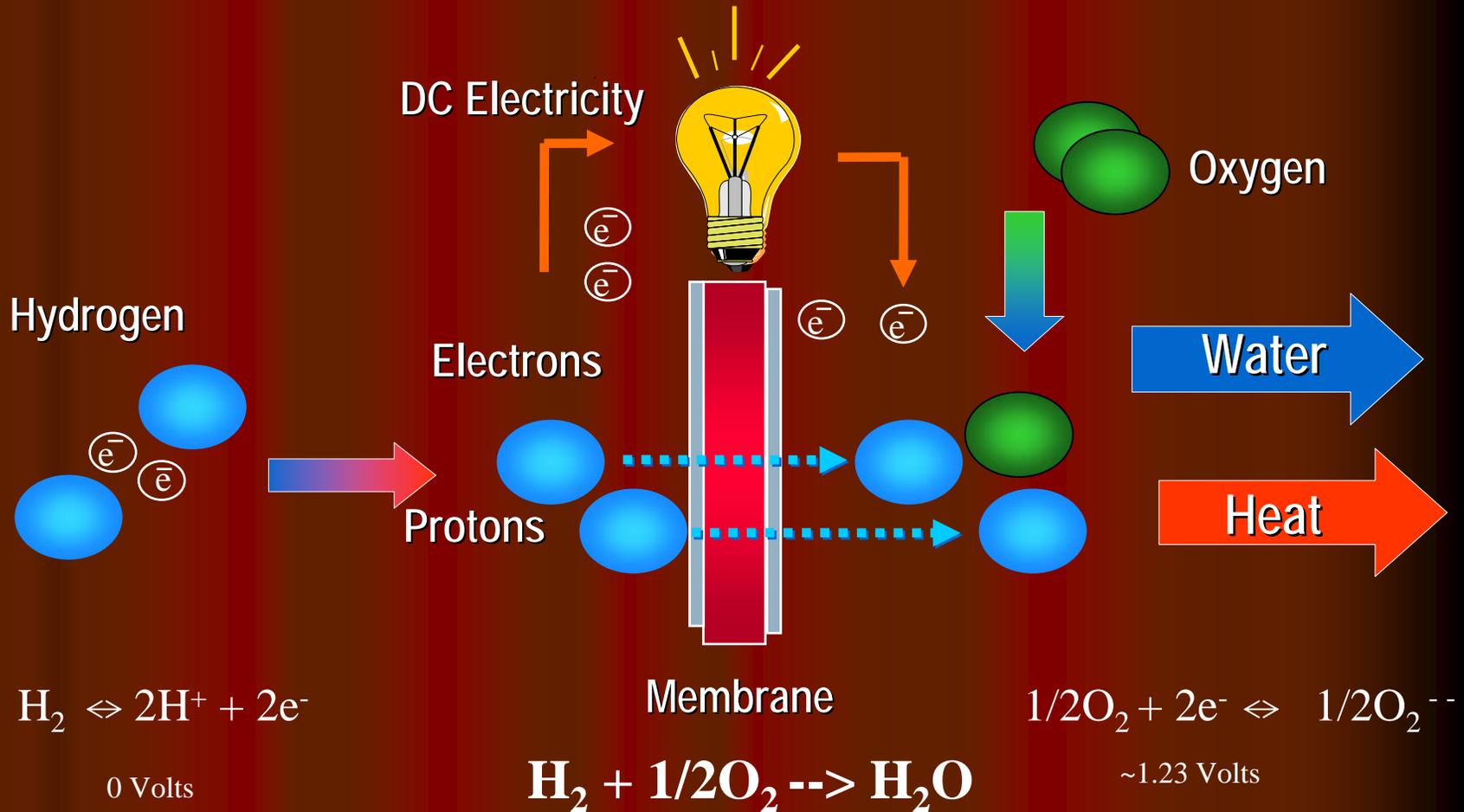


Presenting on Fuel Cells at a Road Show:

The Good, The Bad,
and *the Ugly*

The Fuel Cell Process

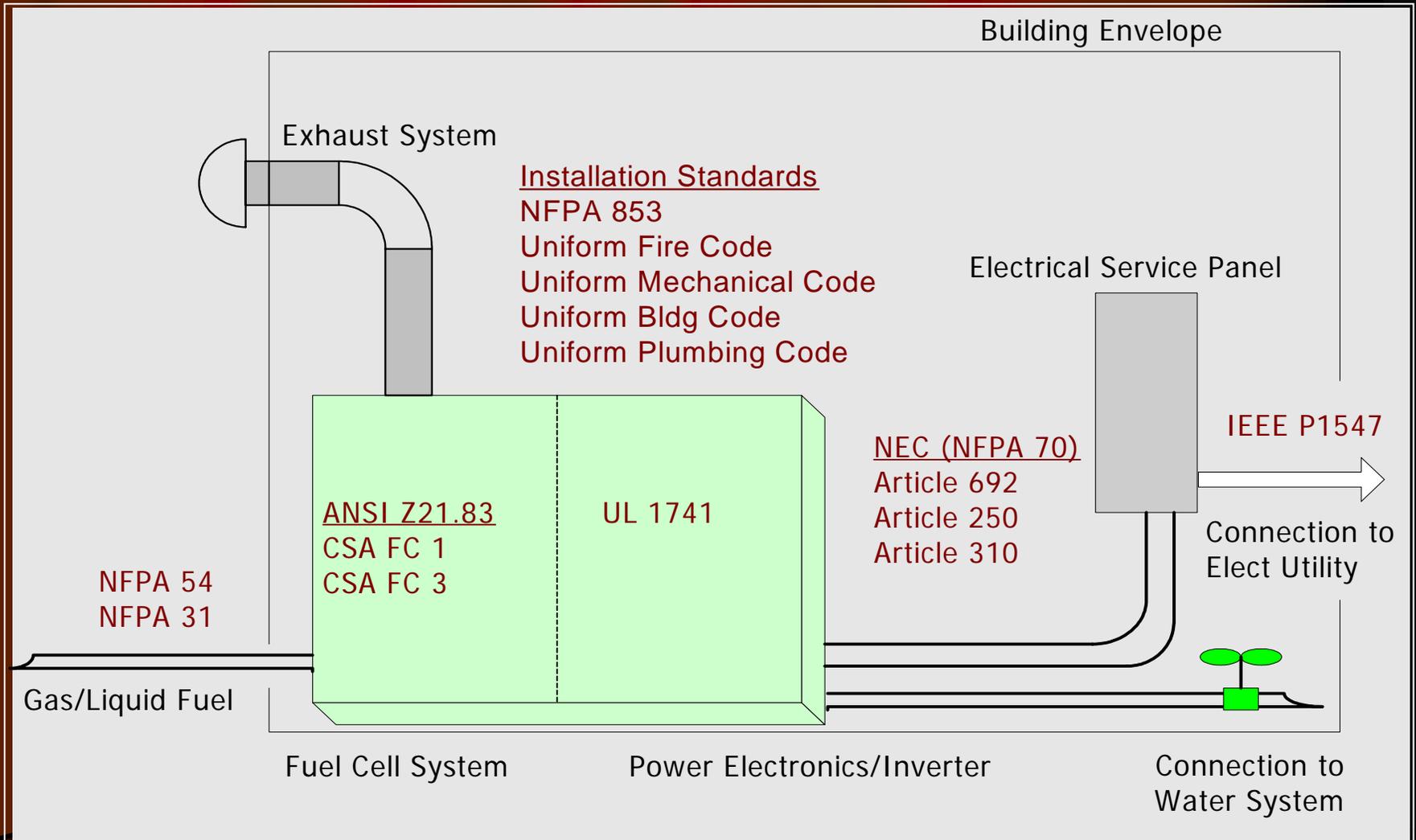
As presented by Plug Power



Approx. 1 volt or less/cell, therefore add cells together

Installation Configuration - Interfaces - Codes and Standards

As presented by Plug Power



DO

- Be aware of popular literature.
- Understand your audience REALLY wants to learn about fuel cells and hydrogen-- from you.
- Detail EVERY Input/Output
 - Be direct, but simple
- Give examples of other fuel cell technologies.

DO NOT...

- Claim all other traditional technologies are a disaster and you've come to save the world.
- Show lovely pictures of your new manufacturing facility.
- Incorporate quantum physics into your presentation.
- Sidestep a question.

Presenting on Hydrogen at a Road Show

The Good, The Bad,
and *The Ugly*

Graphics

HYDROGEN FACILITIES AND INTERSTATE NETWORK



Interstate System

Type of Facility

- ▲ Captive Hydrogen Producer
- Gaseous Hydrogen Producer
- By-Product Hydrogen Producer
- By-Product Purifier
- ★ Liquid Hydrogen Producer
- Satellite Terminal
- Undetermined

GOOD

International – Not

Identification Number	Title	Working Group	Convener (Country)
DIS 13984	Liquid H ₂ - Land Vehicle Fueling System Interface	WG 1	SCC (Canada)
DIS 14687	H ₂ Fuel-Product Specification	WG 3	ANSI (USA)
NP 15594	Airport H ₂ Fueling Facility	WG 4	DIN (Germany)
NP 15866	Gaseous H ₂ and H ₂ Blends-- Vehicular Fuel Systems	WG 5	ANSI (USA)
NP 15869	Gaseous H ₂ - Vehicle fuel tanks	WG 6	ANSI (USA)
NP 15916	Basic requirements for safety of H ₂ systems	WG 7	DIN (Germany)
WD 13985	Liquid H ₂ - Land vehicle fuel tank		SCC (Canada)
WD 13986	Tank containers for multimodal transport of liquid H ₂		SCC (Canada)

Sample Talking Points: H₂ Diffusion into Air --

- Hydrogen is only 7% as dense as air (14 times lighter) and diffuses into air very rapidly.
- Methane is 55% as dense as air and has $\frac{1}{4}$ the diffusion rate of H₂.
- Gasoline is 3.4 to 4 times denser than air and has $\frac{1}{12}$ the diffusion rate of H₂



As presented by Stuart Energy

Sample Talking Points: Flammability Properties of H₂

- The Lower Explosive Limit (LEL) for hydrogen in air is 18% and its Lower Flammable Limit (LFL) in air is 4.1%.
- The Upper Explosive Limit (UEL) is 75% in air and 96% in oxygen
- In the lean range, the ignition energy of H₂ is about equal to methane. However it is much less at concentrations of 25 – 30%
- H₂ has a higher ignition temperature (585° C) than other fuels



GOOD

"Hydrogen Permitting Recommendations"

1. Rely Upon Best Engineering Judgment derived from Codes and Standards
2. Incorporate Knowledge From Other Sources and Experts (Recommended Good Practices & Guidelines)
3. Perform Due Diligence
4. Work as a "Team"



Huh?

Join Us !!

Thank You

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