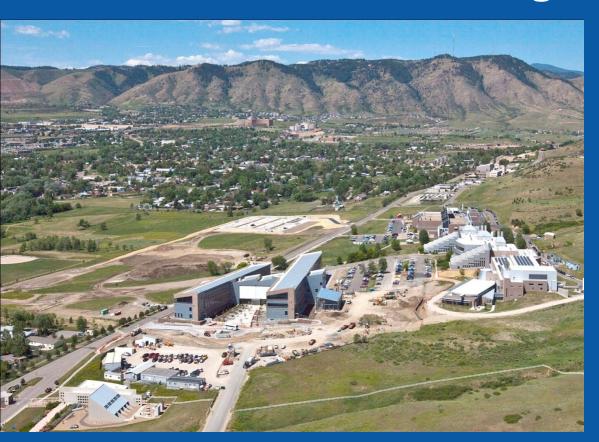


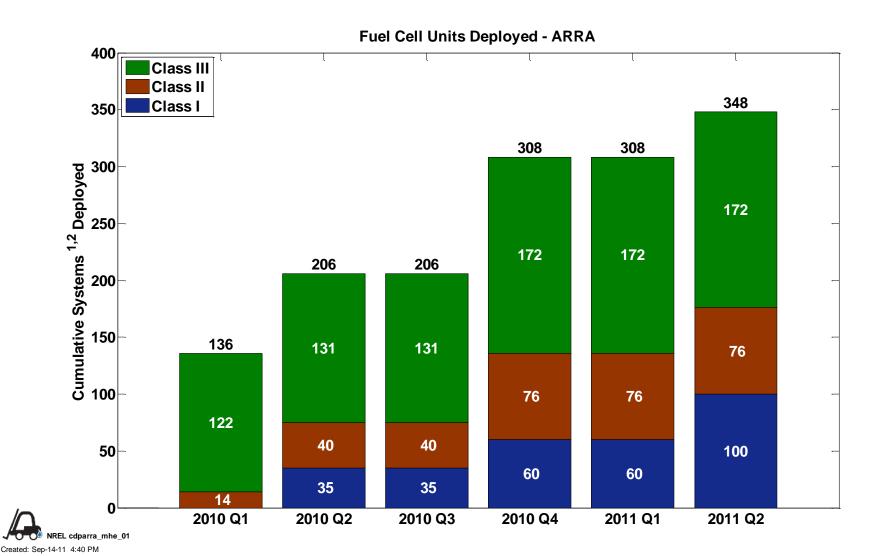
Fall 2011 Composite Data Products ARRA Material Handling Equipment



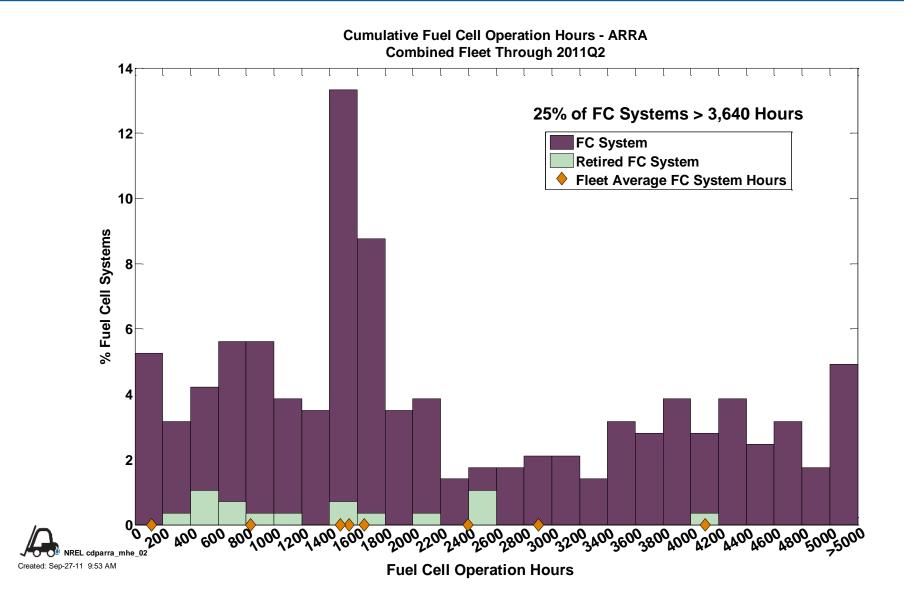
Jennifer Kurtz, Keith Wipke, Sam Sprik, Todd Ramsden, Chris Ainscough, Genevieve Saur

September 30th, 2011

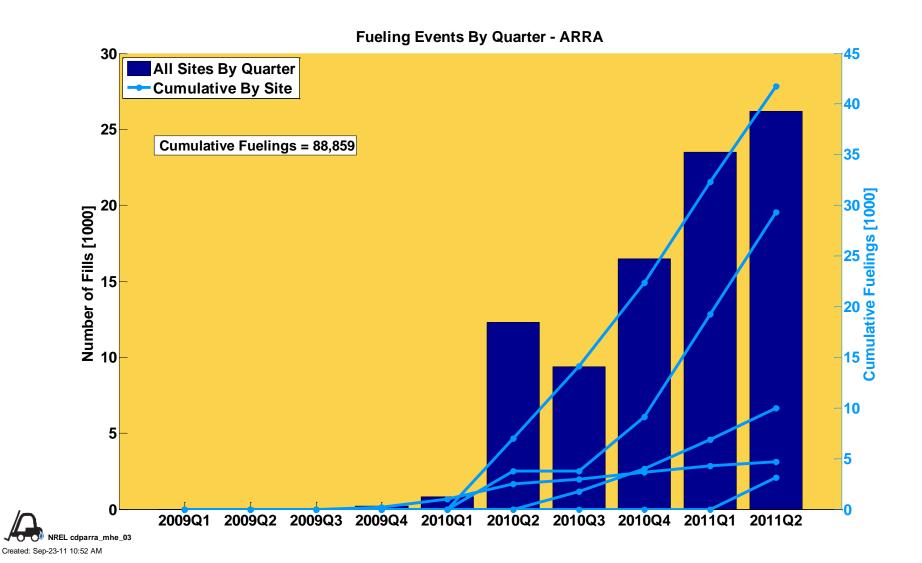
CDPARRA-MHE-01 Fuel Cell MHE Systems Deployed



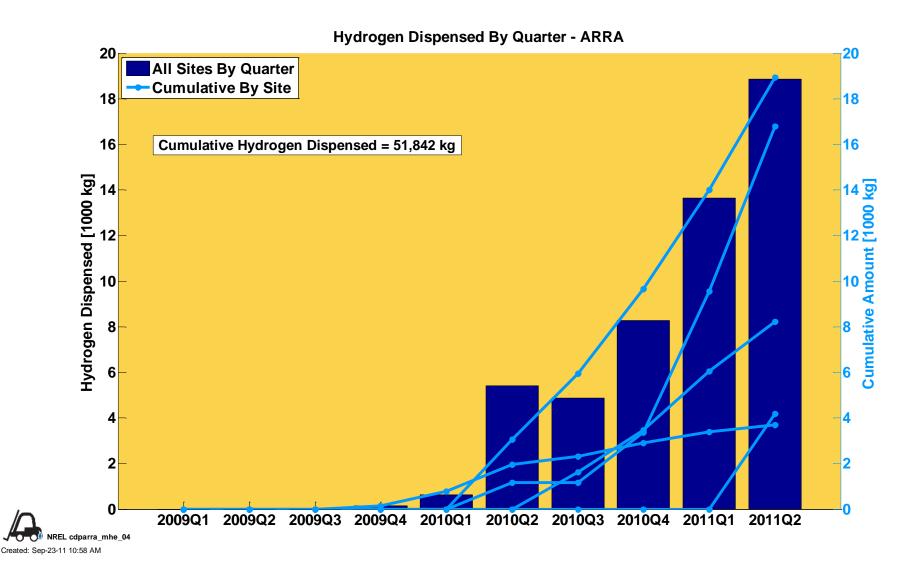
CDPARRA-MHE-02 Fuel Cell System Operation Hours



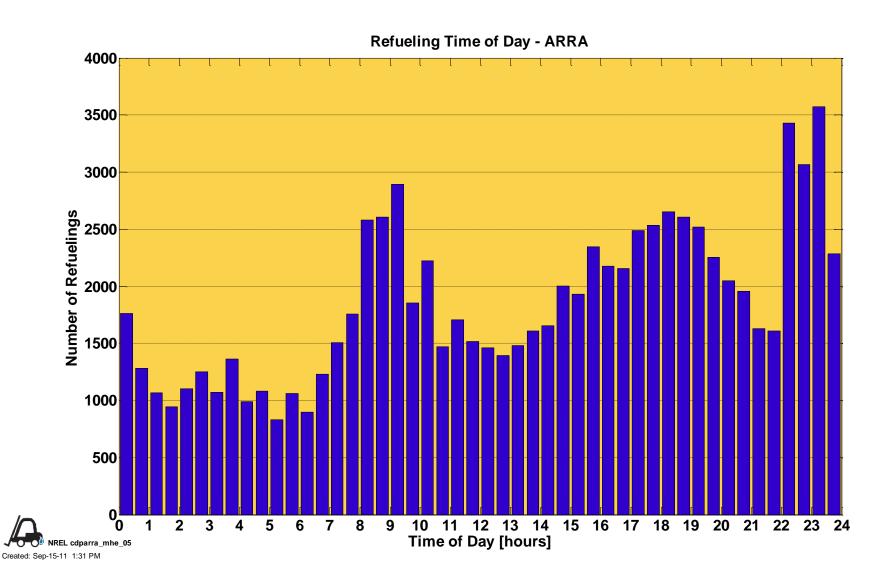
CDPARRA-MHE-03 Fueling Events by Quarter



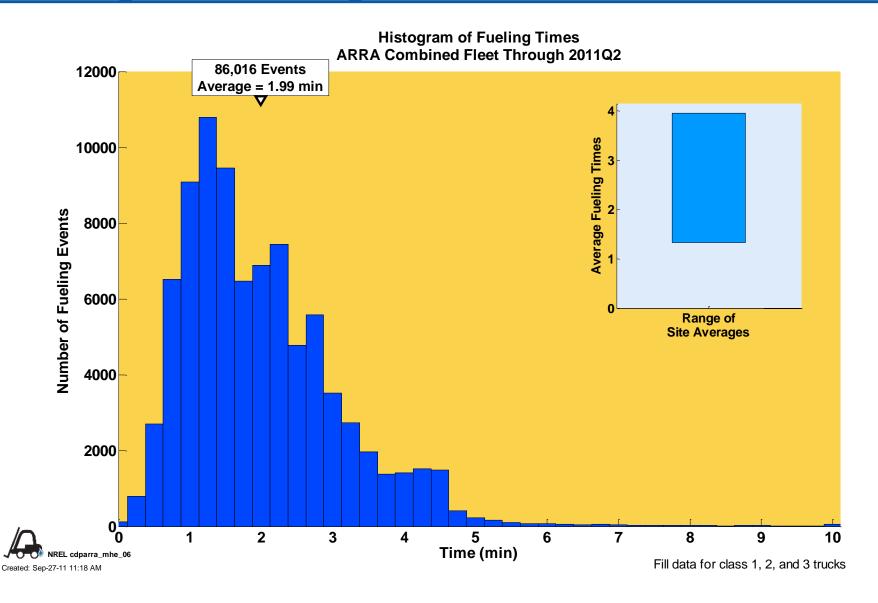
CDPARRA-MHE-04 Hydrogen Dispensed by Quarter



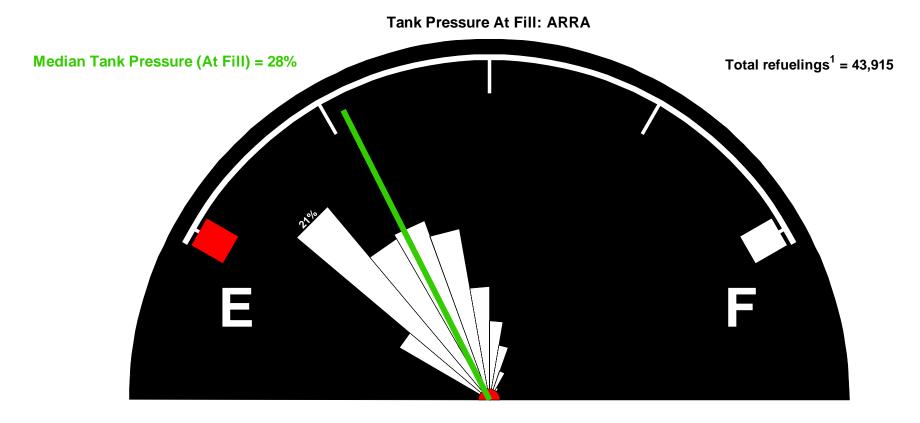
CDPARRA-MHE-05 Refueling Time of Day

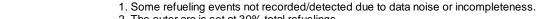


CDPARRA-MHE-06 Histogram of Fueling Times



CDPARRA-MHE-07 Tank Pressure Level at Fueling

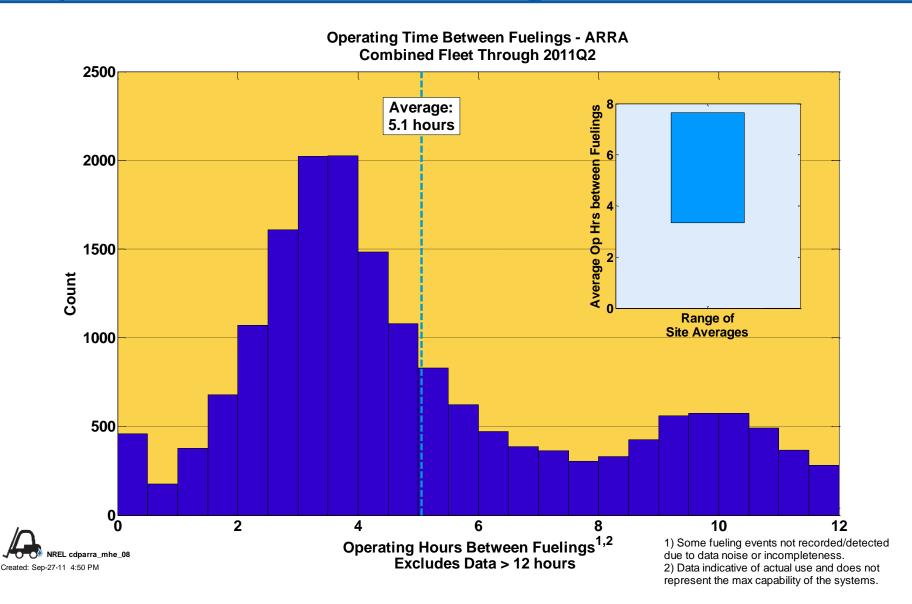




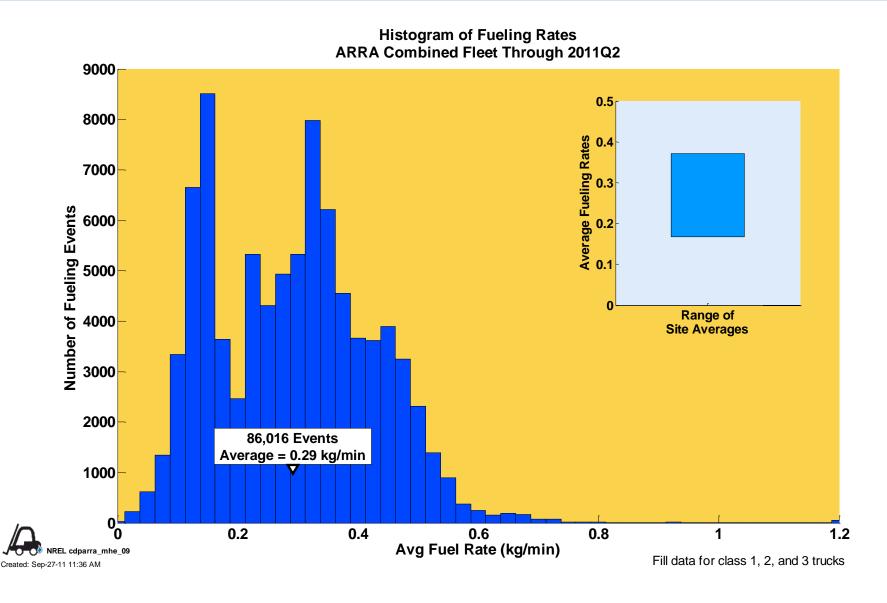
- 2. The outer arc is set at 30% total refuelings.
- 3. Full Pressure is either 3600 psi or 5000 psi.



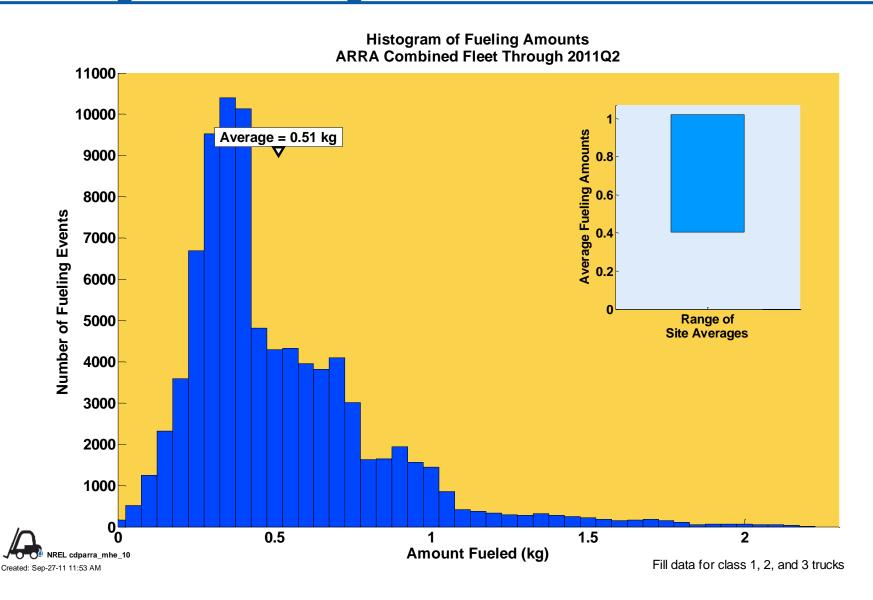
CDPARRA-MHE-08 Operation Time between Fueling



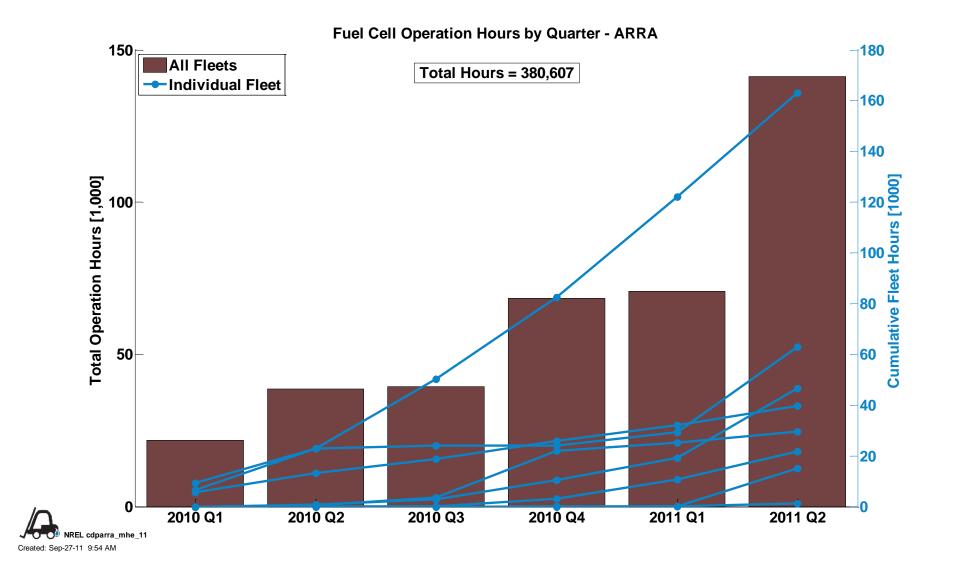
CDPARRA-MHE-09 Histogram of Fueling Rates



CDPARRA-MHE-10 Histogram of Fueling Amounts

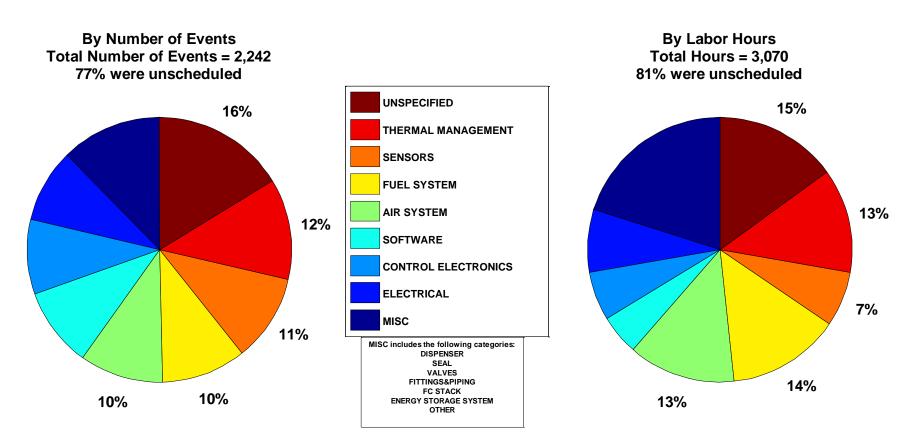


CDPARRA-MHE-11 Fuel Cell Operation Hours by Quarter



CDPARRA-MHE-12 Fuel Cell System Maintenance by Category

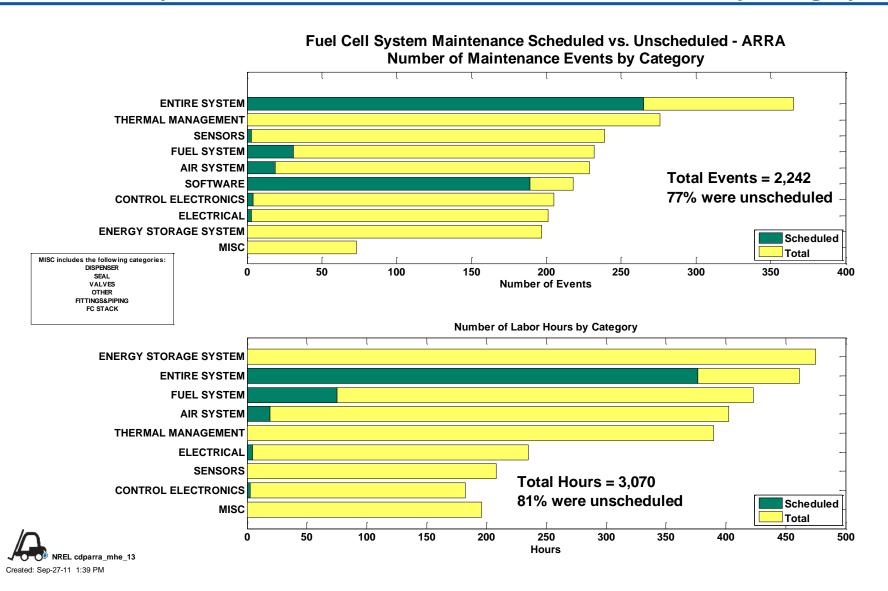
Fuel Cell System Maintenance By Category - ARRA





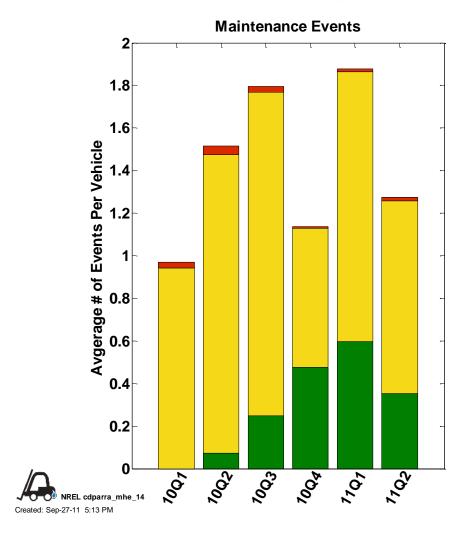
CDPARRA-MHE-13

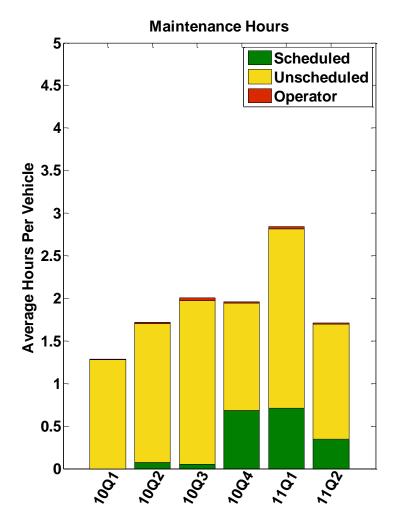
Fuel Cell System Scheduled and Unscheduled Maintenance by Category



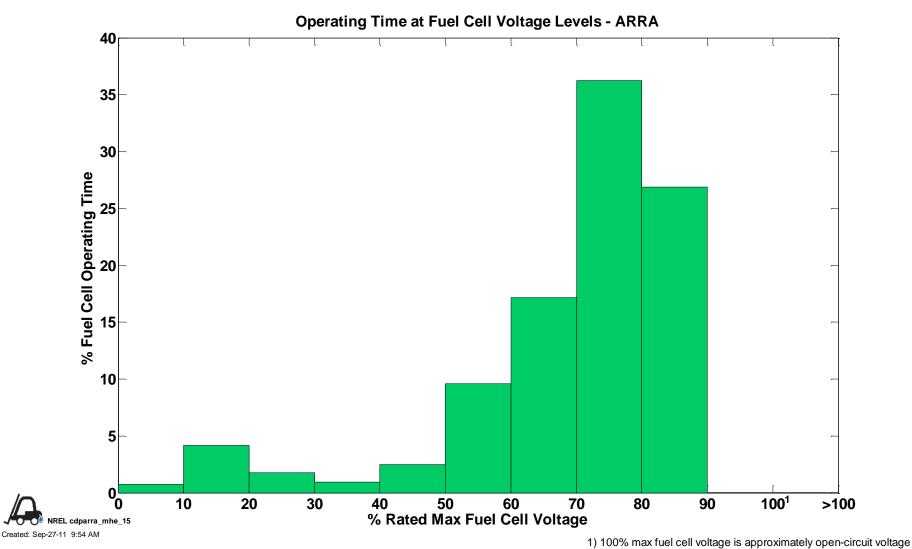
CDPARRA-MHE-14 Average Fuel Cell System Maintenance by Quarter

Average Maintenance Per Unit by Quarter - ARRA

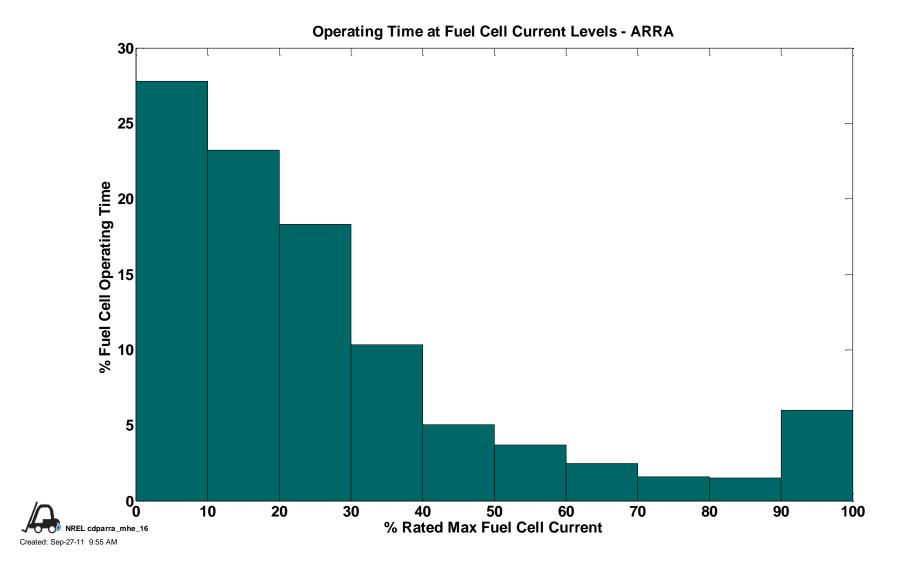




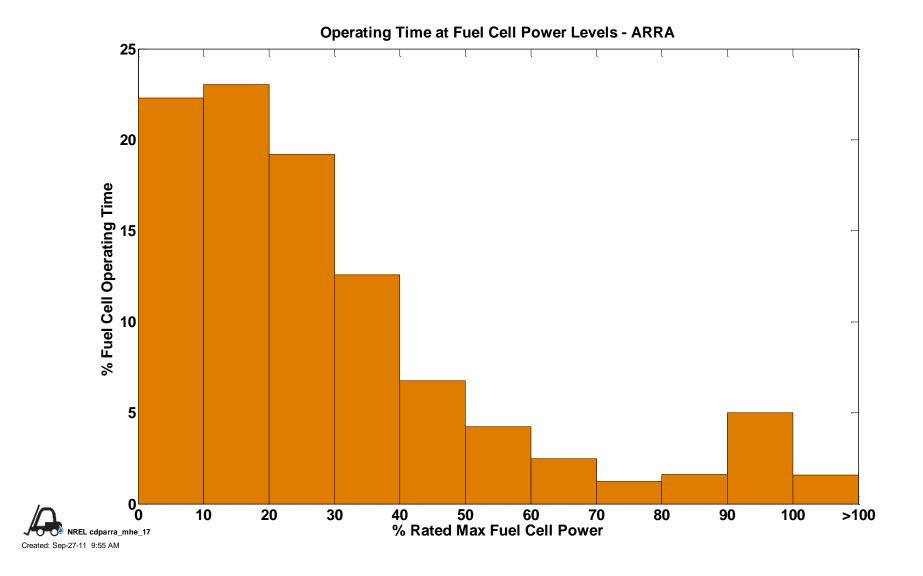
CDPARRA-MHE-15 Operating Time at Fuel Cell Voltage Levels



CDPARRA-MHE-16 Operating Time at Fuel Cell Current Levels

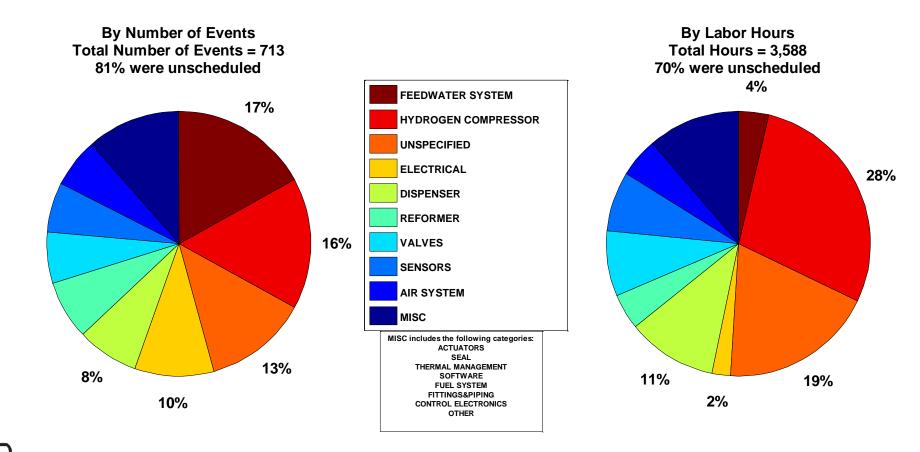


CDPARRA-MHE-17 Operating Time at Fuel Cell Power Levels



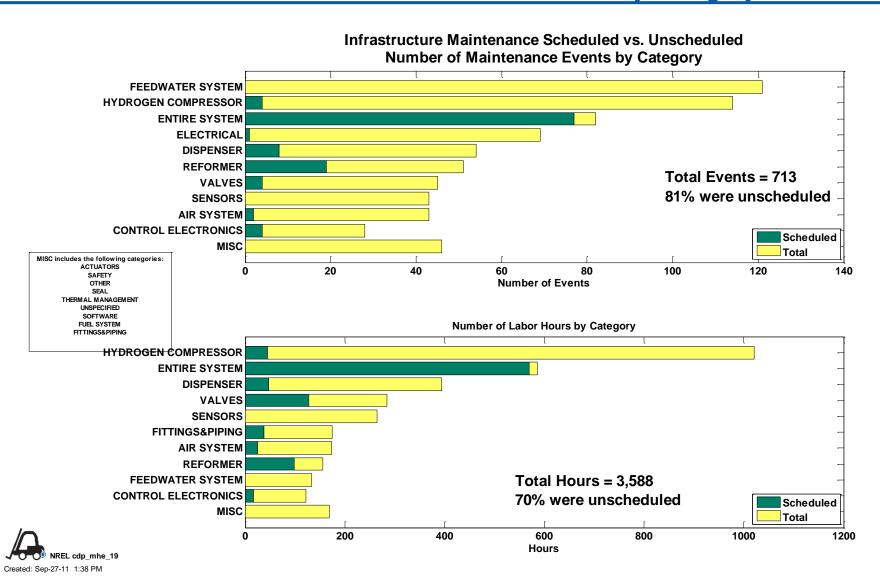
CDP-MHE-18Infrastructure Maintenance by Category

Infrastructure Maintenance By Equipment Type



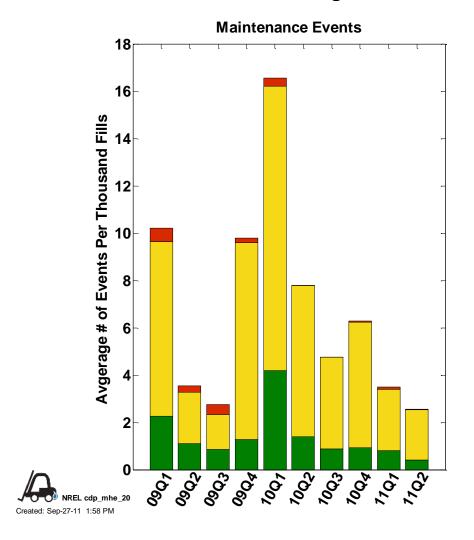
CDP-MHE-19

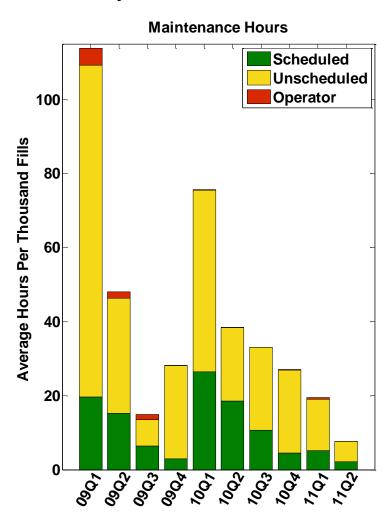
Infrastructure Scheduled & Unscheduled Maintenance by Category



CDP-MHE-20 Infrastructure Maintenance by Quarter

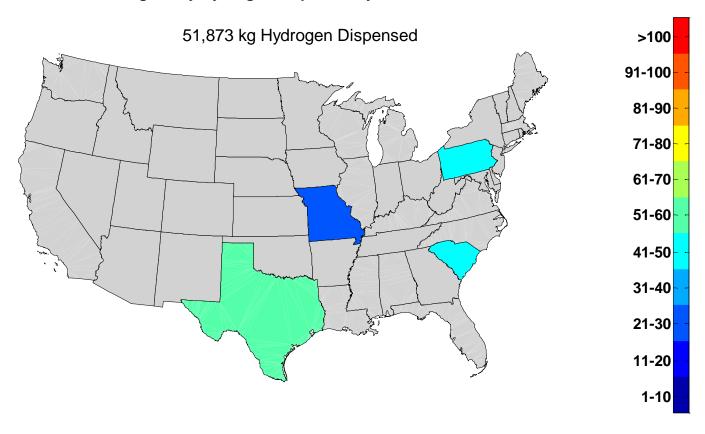
Average Infrastructure Site Quarterly Maintenance





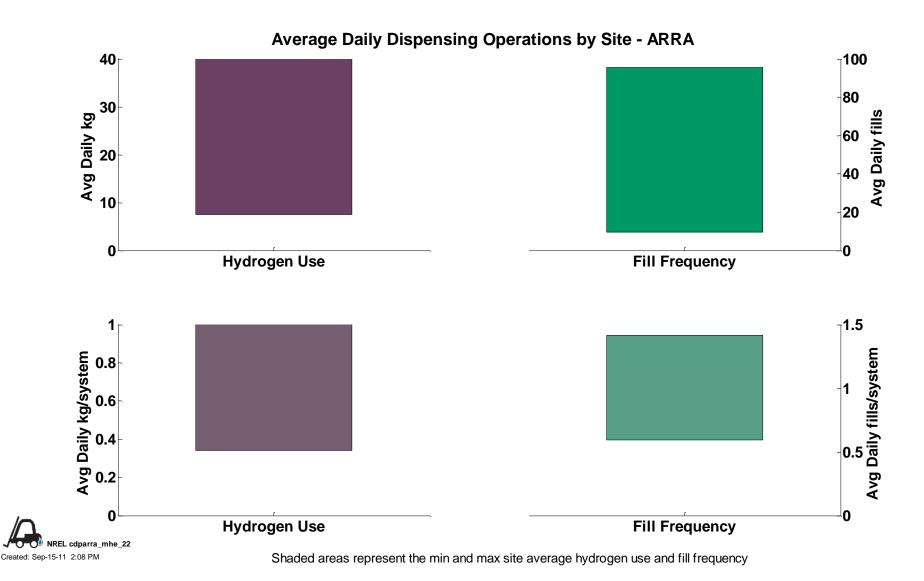
CDPARRA-MHE-21 Average Daily Hydrogen Dispensed by Location

Average Daily Hydrogen Dispensed by Location - ARRA

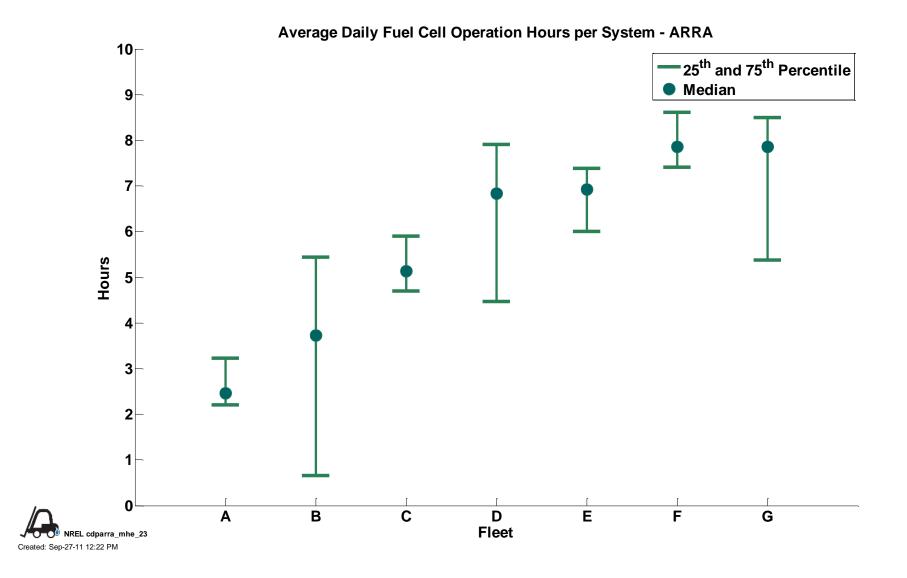




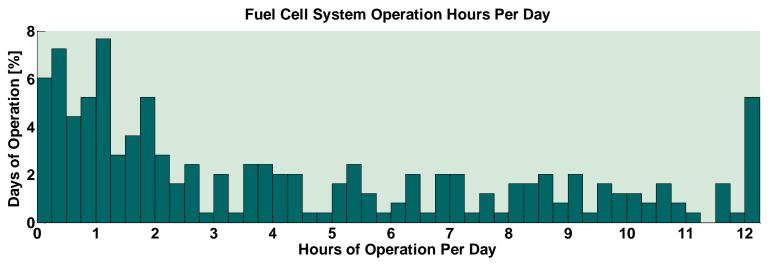
CDPARRA-MHE-22 Average Daily Dispensing Operations by Site

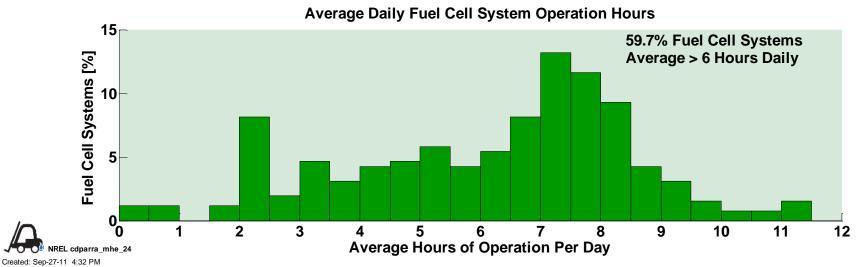


CDPARRA-MHE-23 Average Daily Fuel Cell Operation Hours per Fleet



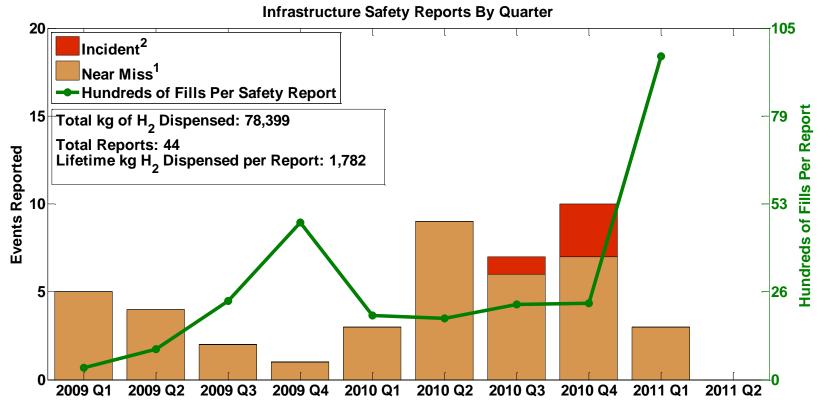
CDPARRA-MHE-24 Average Daily Fuel Cell Operation Hours per System





CDP-MHE-25

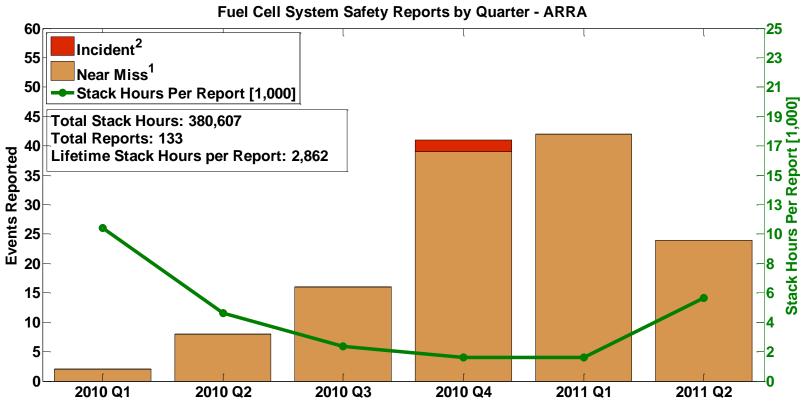
Infrastructure Safety Reports by Quarter



- 1) Near Miss is an event that under slightly different circumstances could have become an incident -unplanned H2 release insufficient to sustain a flame
- 2) Incident is an event that results in:
 - -a lost time accident and/or injury to personnel
 - -damage/unplanned downtime for project equipment, facilities or property
 - -impact to the public or environment
 - -any hydrogen release that unintentionally ignites or is sufficient to sustain a flame if ignited
 - -release of any volatile, hydrogen containing compound (other than the hydrocarbons uses as common fuels)



CDPARRA-MHE-26 Fuel Cell System Safety Reports by Quarter

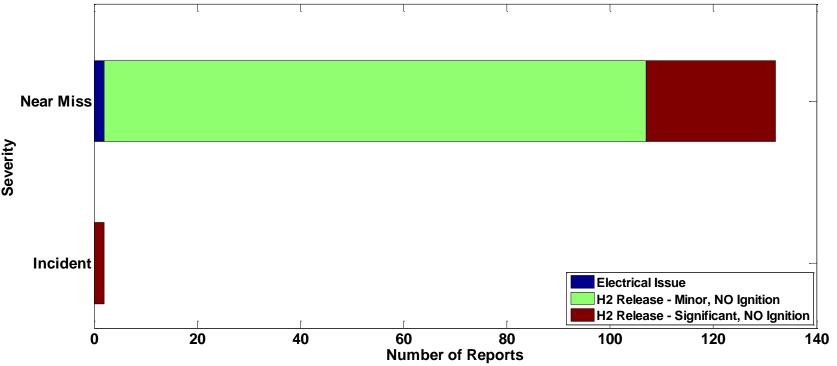


- 1) Near Miss is an event that under slightly different circumstances could have become an incident -unplanned H2 release insufficient to sustain a flame
- 2) Incident is an event that results in:
 - -a lost time accident and/or injury to personnel
 - -damage/unplanned downtime for project equipment, facilities or property
 - -impact to the public or environment
 - -any hydrogen release that unintentionally ignites or is sufficient to sustain a flame if ignited
 - -release of any volatile, hydrogen containing compound (other than the hydrocarbons uses as common fuels)



CDPARRA-MHE-27 Fuel Cell System Safety Reports by Severity and Type





An INCIDENT is an event that results in:

- a lost time accident and/or injury to personnel
- damage/unplanned downtime for project equipment, facilities or property
- impact to the public or environment
- any hydrogen release that unintentionally ignites or is sufficient to sustain a flame if ignited
- release of any volatile, hydrogen containing compound (other than the hydrocarbons used as common fuels)

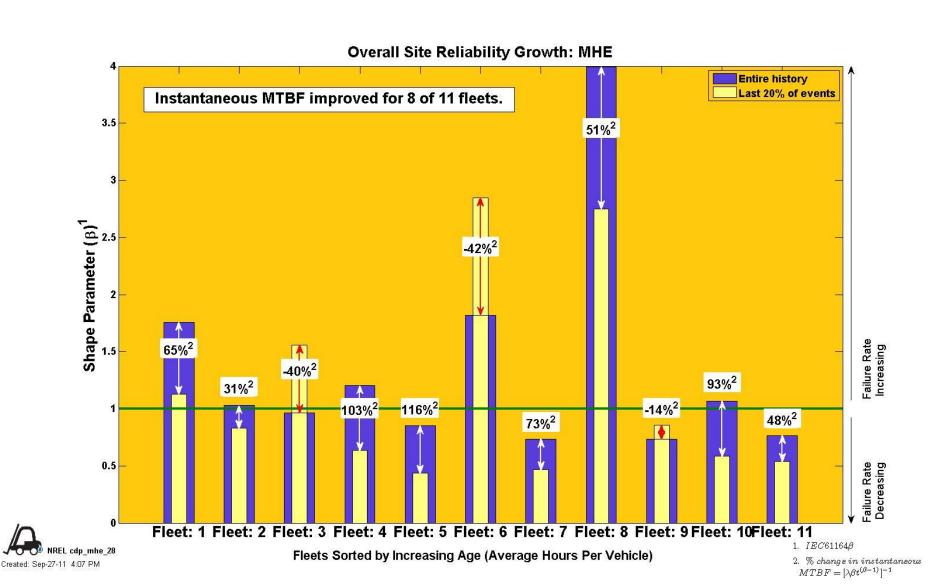
A NEAR-MISS is:

- an event that under slightly different circumstances could have become an incident

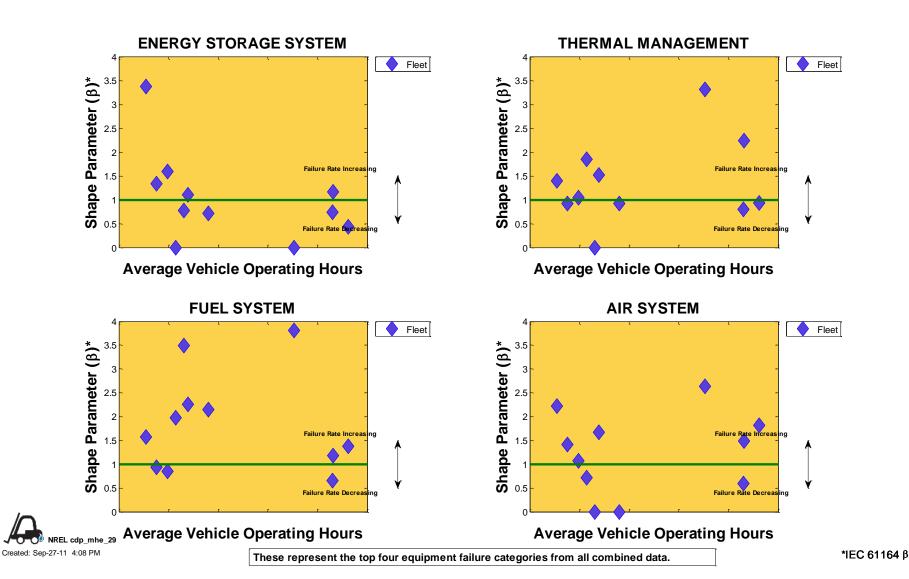
NREL cdparra mhe 27 - unplanned H2 release insufficient to sustain a flame

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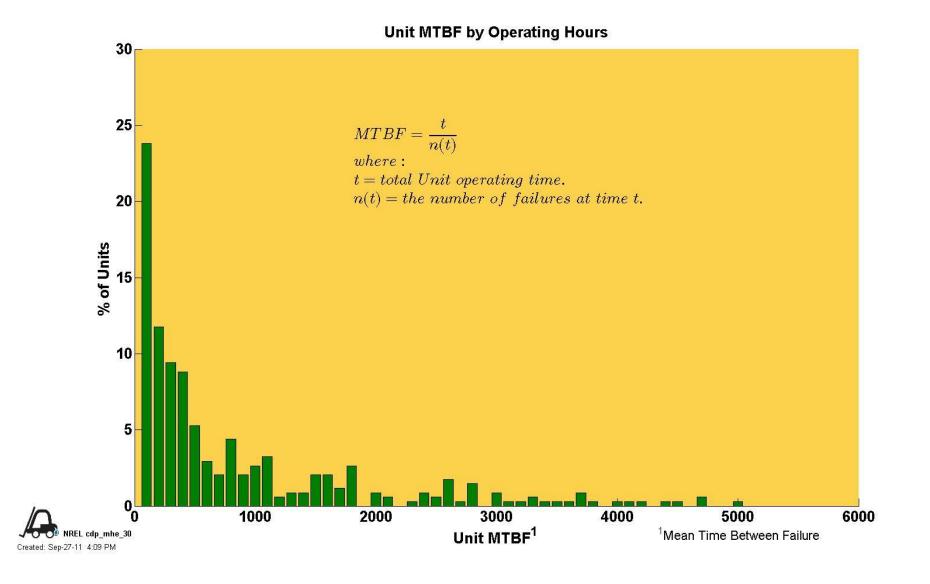
CDP-MHE-28 Fuel Cell System Reliability Growth by Site for Quarter



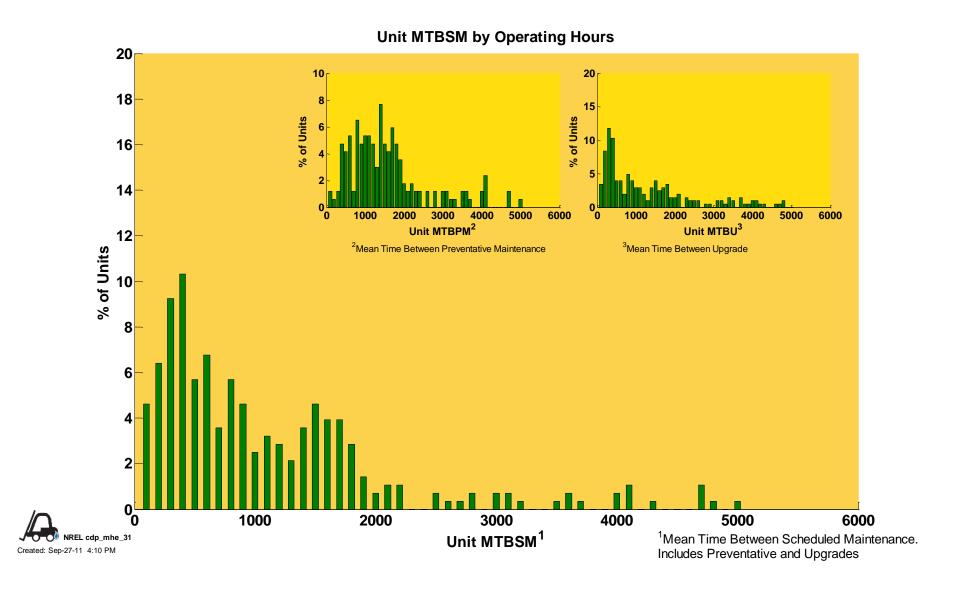
CDP-MHE-29 Fuel Cell System Reliability Growth by Top 4 Categories



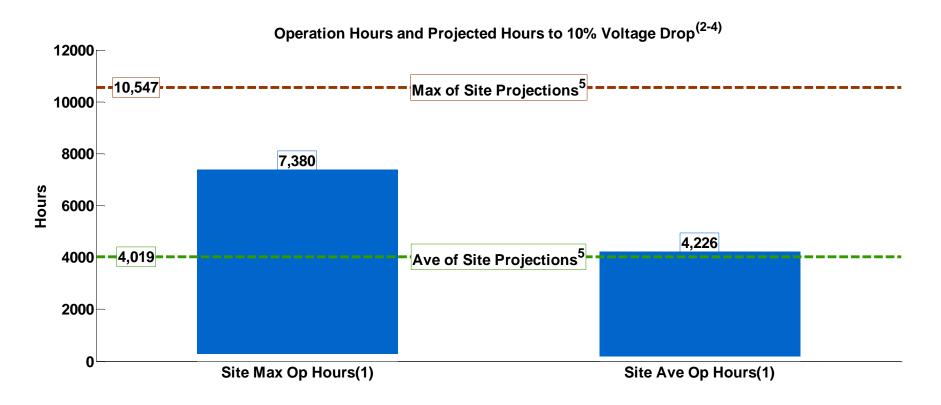
CDP-MHE-30 Fuel Cell System Mean Time Between Failure



CDP-MHE-31Fuel Cell System Mean Time Between Scheduled Maintenance



CDP-MHE-32 Site Operation Hours and Voltage Durability

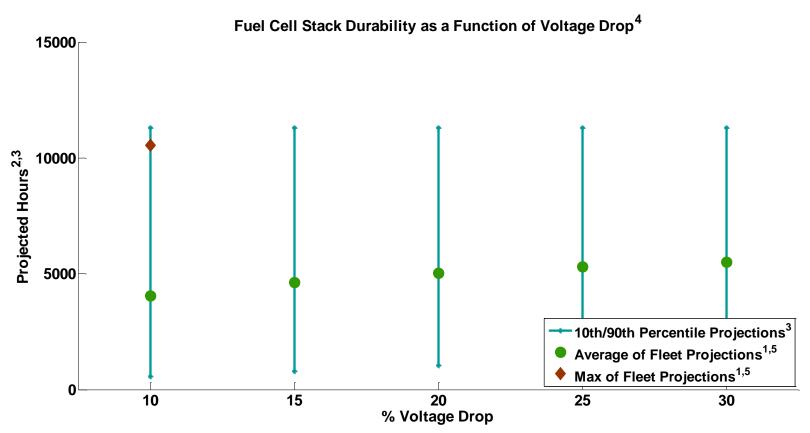


- (1) Range bars created using one data point for each fleet. Some stacks have accumulated hours beyond 10% voltage degradation.
- (2) 10% voltage drop level is a DOE metric for assessing fuel cell performance.
- (3) Projections using field data and calculated at a high stack current.
- (4) 10% voltage drop is NOT an indication of an OEM's end-of-life criteria and projections do not address catastrophic stack failure.
- (5) Each site has one voltage projection value that is the weighted average of the site's fuel cell stack projections.



CDP-MHE-33

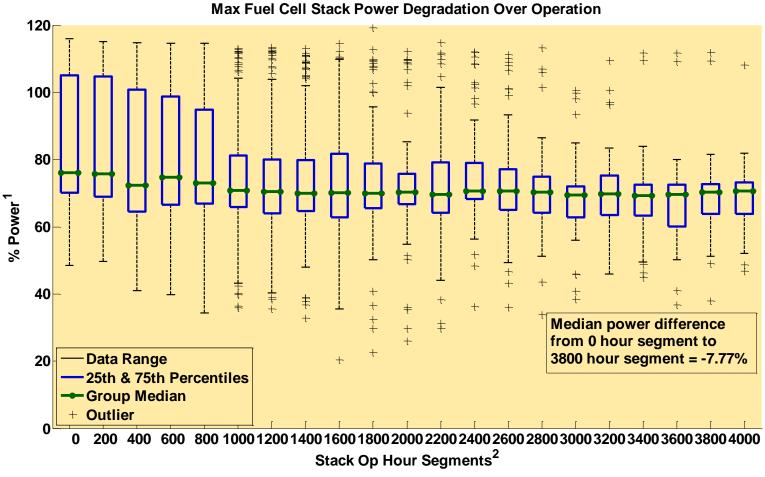
Fuel Cell Stack Voltage Durability as a Function of Voltage Drop Levels



- 1) 10% Voltage degradation is a DOE metric for assessing fuel cell performance not an indication of an OEM's end-of-life criteria.
- 2) Projections using field data and calculated at high stack current.
- 10th and 90th percentiles spans the range of stack projection. The included stacks satisfy a minimum number of operation hours and weighting factor.
- 4) The projected hours vary based on the percentage of voltage degradation, but the projected hours do not imply that all stacks will (or do) operate to these voltage degradation levels.
- 5) Each site has one voltage projection value that is the weighted average of the site's fuel cell stack projections.



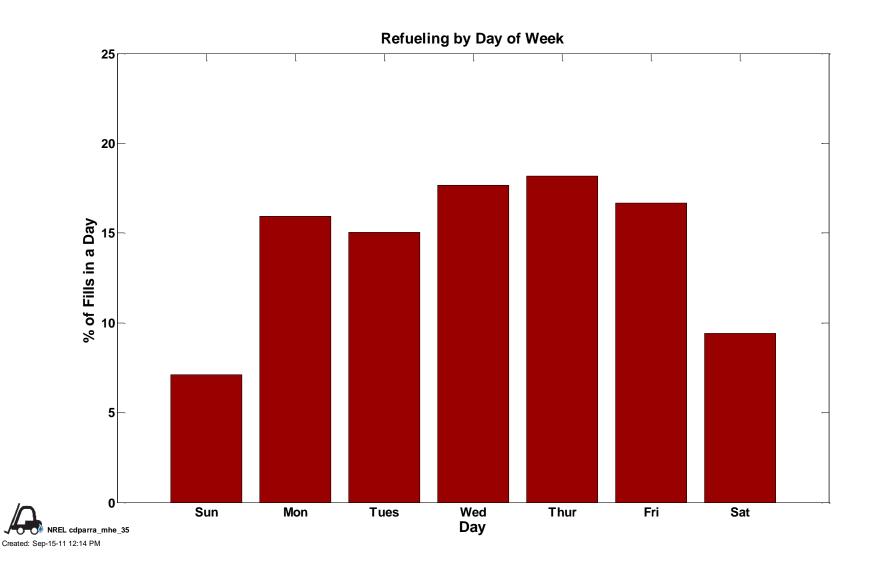
CDP-MHE-34 Fuel Cell Stack Power Degradation over Time



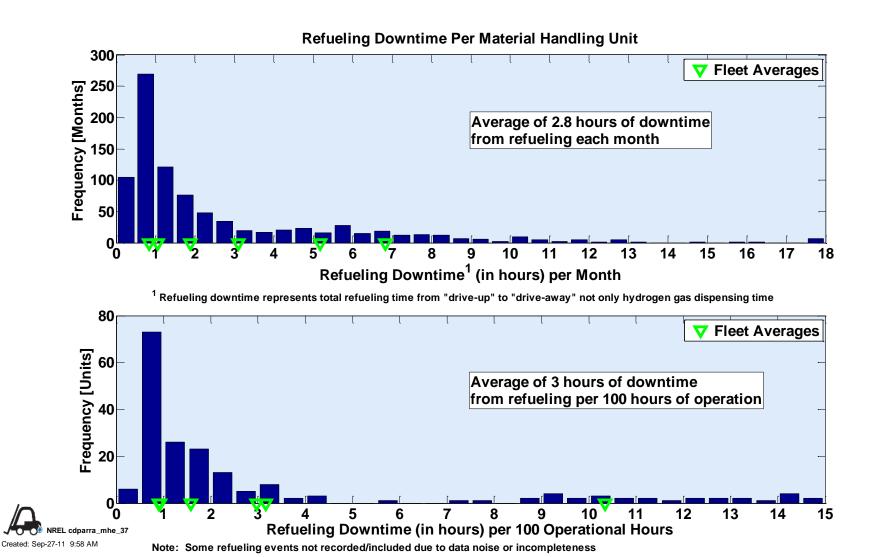


- 1) Normalized by fleet maximum power.
- 2) Each segment point is median FC power (+-100 hrs). Box not drawn if fewer than 3 points in segment.

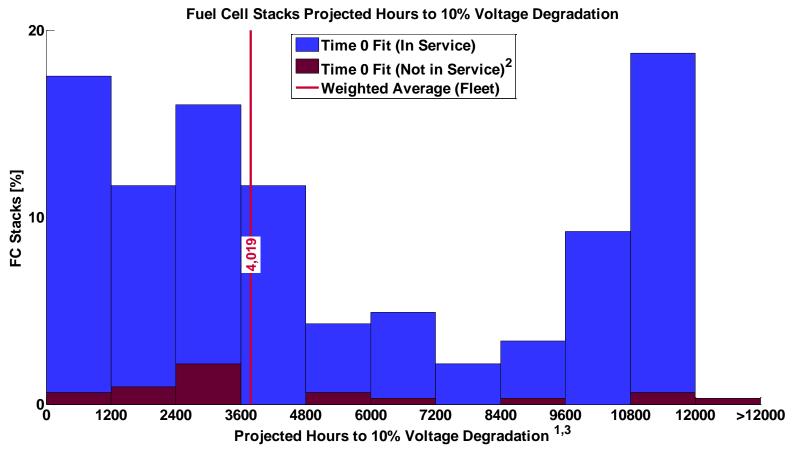
CDPARRA-MHE-35 Refuel Events by Day of Week

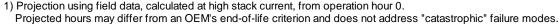


CDPARRA-MHE-37 Fuel Cell System Downtime



CDP-MHE-38 Histogram of Fuel Cell Stack Voltage Degradation EW





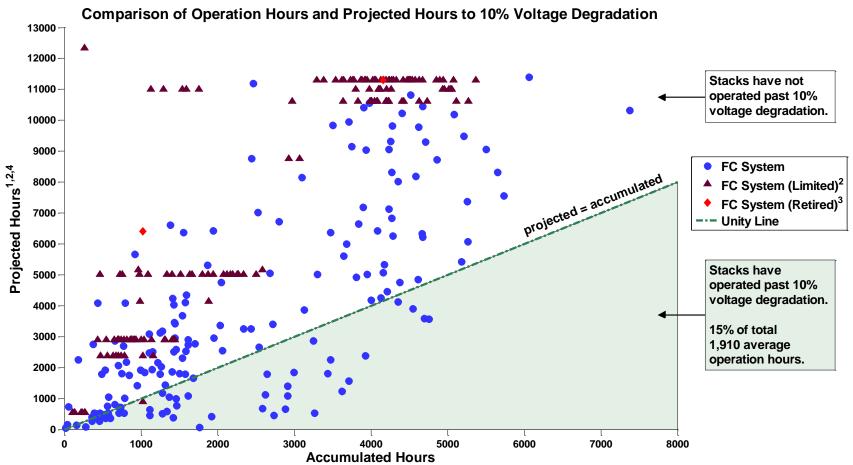
²⁾ Indicates stacks that are no longer accumulating hours either a) temporarily or b) have been retired for non- stack performance related issues or c) removed from DOE program.

³⁾ Projected hours limited based on demonstrated hours.



CDP-MHE-39

Comparison of Operation Hours and Projected Hours to 10% Voltage Degradation

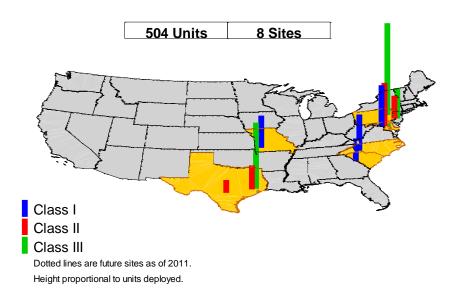


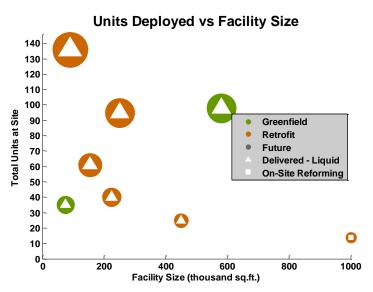


- 1) Indicates the projected hours to a 10% voltage degradation based upon curve fitting data from operation hour 0.
- 2) Projected hours limited based on demonstrated hours.
- 3) Stacks retired due to low-performance or catastrophic failure.
- 4) Each projection has uncertainty based on the confidence intervals of the fit.

CDPARRA-MHE-40 Site Summary

MHE Deployment - ARRA





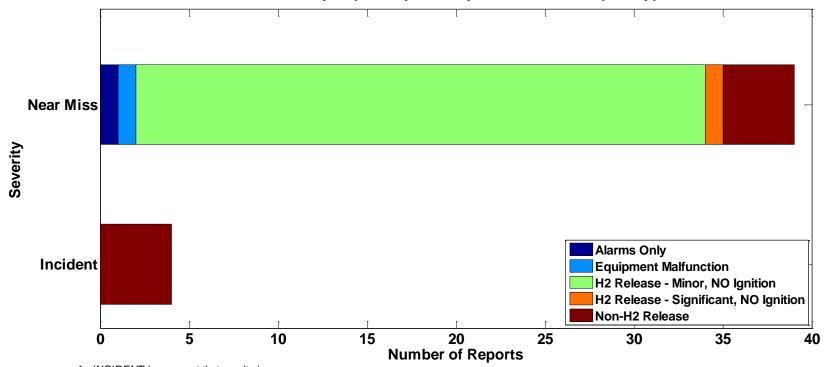
Marker size proportional to number of units.

Forklift Units (I,II,III)	0,26,72	0,14,0	35,0,0	25,0,0	45,14,2	0,36,100	40,0,0	0,25,70
Operation								
Shifts per Day	2	2	3	1-2	3	2	2	3
Hours per Shift	8-10	9.5	8	10	8	8-10	8	8
Days per Week	6	N/A	N/A	7	7	6	6	6



CDP-MHE-41 Infrastructure Safety Categories

Infrastructure Safety Reports by Severity - All Sites and Report Type 2011Q2



An INCIDENT is an event that results in:

- a lost time accident and/or injury to personnel
- damage/unplanned downtime for project equipment, facilities or property
- impact to the public or environment
- any hydrogen release that unintentionally ignites or is sufficient to sustain a flame if ignited
- release of any volatile, hydrogen containing compound (other than the hydrocarbons used as common fuels)

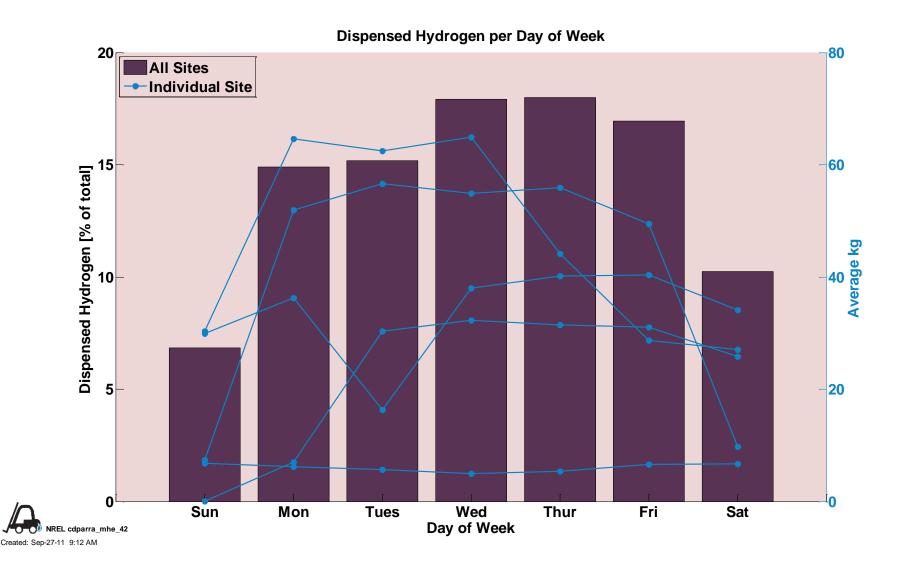
AR-MISS is:

- an event that under slightly different circumstances could have become an incident
- unplanned H2 release insufficient to sustain a flame

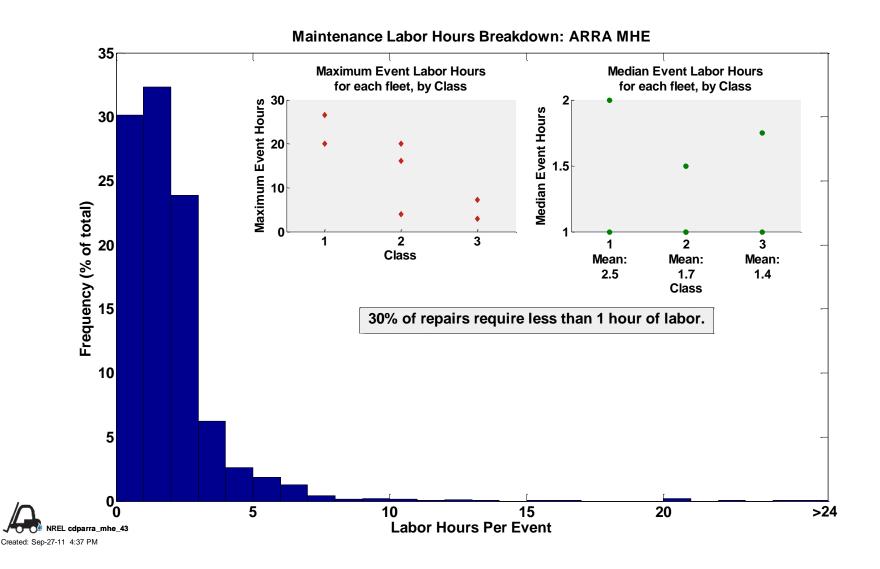
NREL cdp_mhe_41

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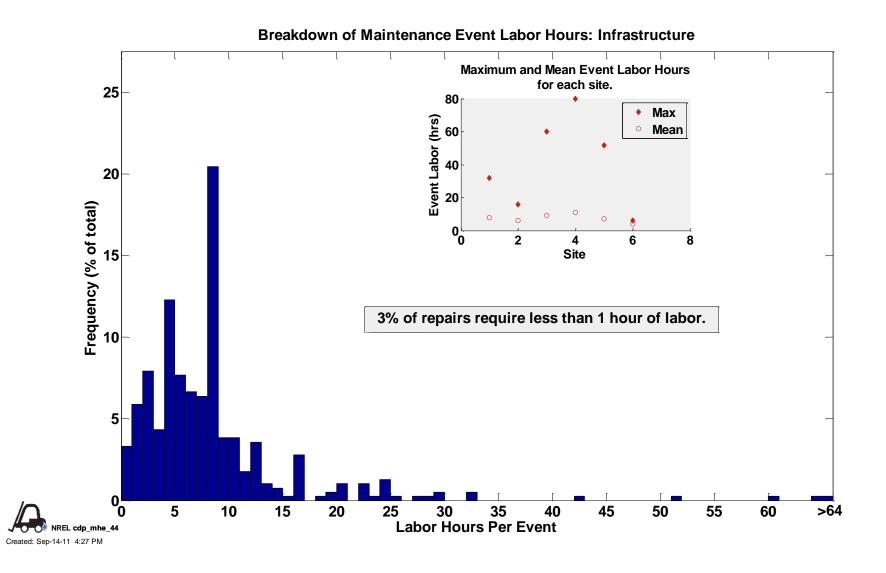
CDPARRA-MHE-42 Amount of Hydrogen Dispensed by Day of Week



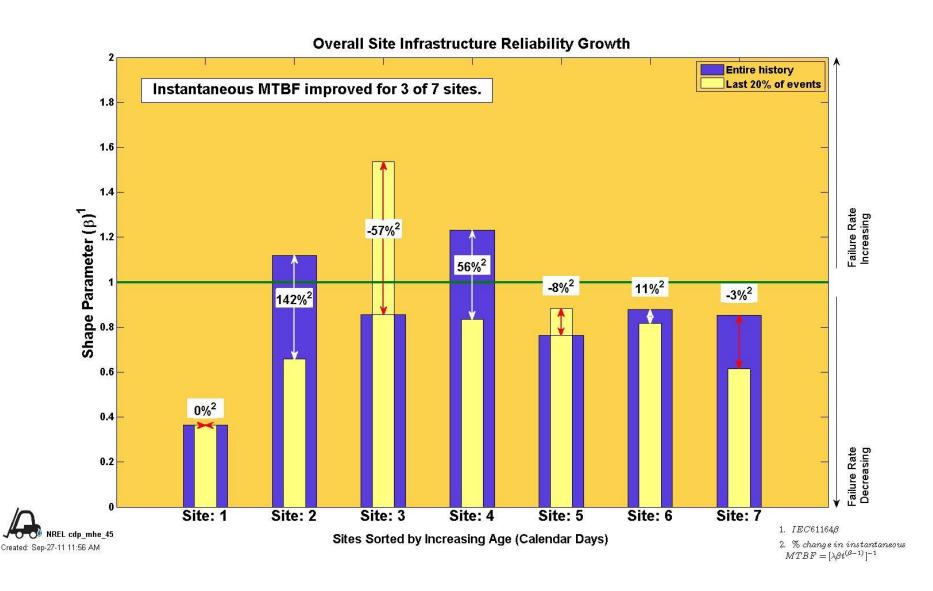
CDPARRA-MHE-43 MHE Maintenance Labor Hours



CDP-MHE-44 Infrastructure Maintenance Labor Hours



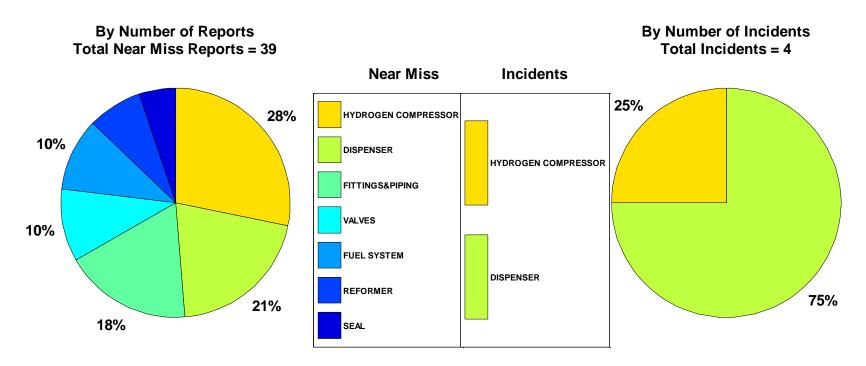
CDP-MHE-45 Infrastructure Reliability Growth



CDP-MHE-46

Infrastructure Equipment Category of Safety Events

Safety Reports By Equipment Category: Infrastructure



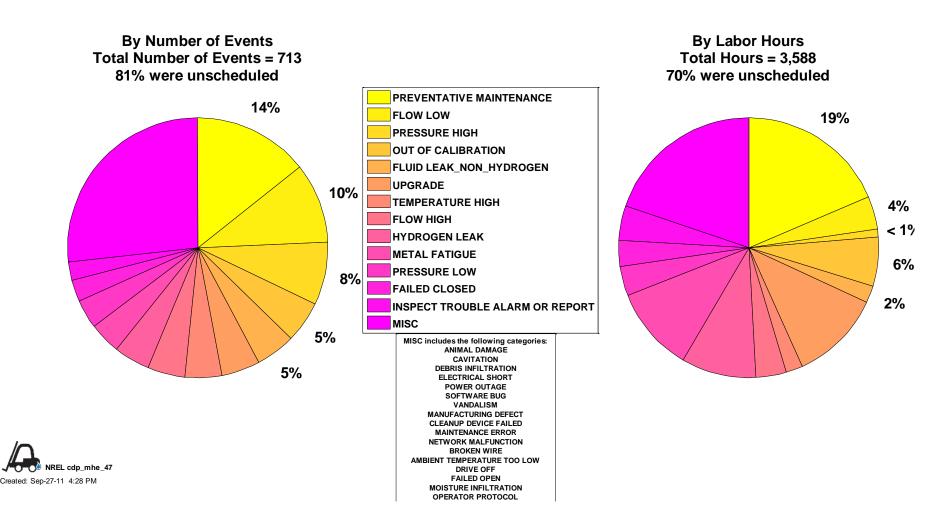
An INCIDENT is an event that results in:

- a lost time accident and/or injury to personnel
- damage/unplanned downtime for project equipment, facilities or property
- impact to the public or environment
- any hydrogen release that unintentionally ignites or is sufficient to sustain a flame if ignited
- release of any volatile, hydrogen containing compound (other than the hydrocarbons used as common fuels) A NEAR-MISS is:
 - an event that under slightly different circumstances could have become an incident
 - unplanned H2 release insufficient to sustain a flame

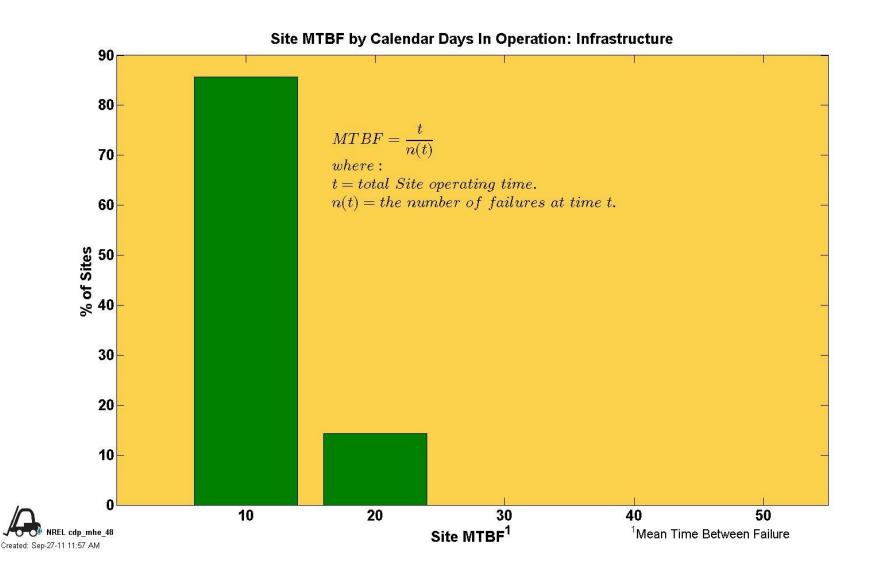


CDP-MHE-47 Infrastructure Maintenance by Mode

Infrastructure Maintenance By Mode

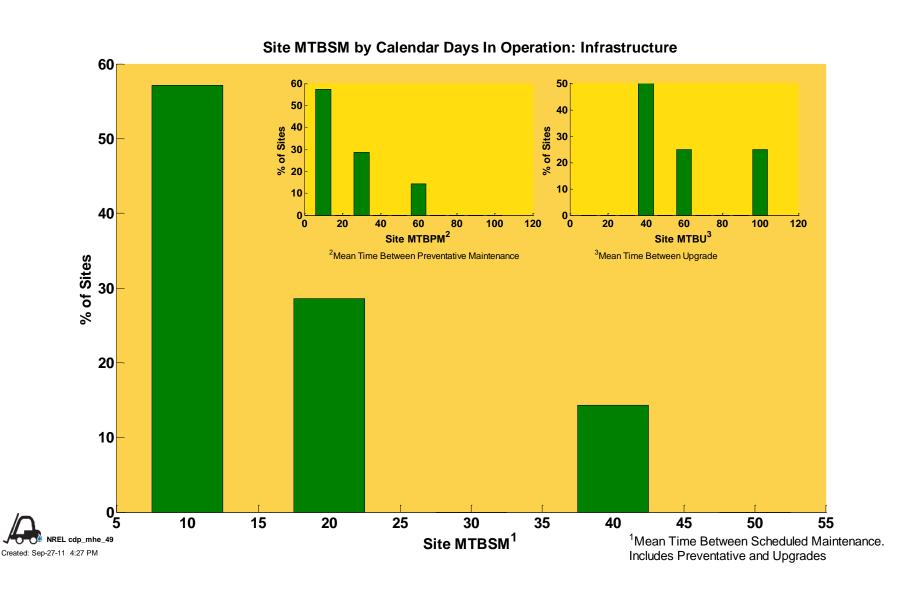


CDP-MHE-48 Infrastructure Mean Time Between Failures

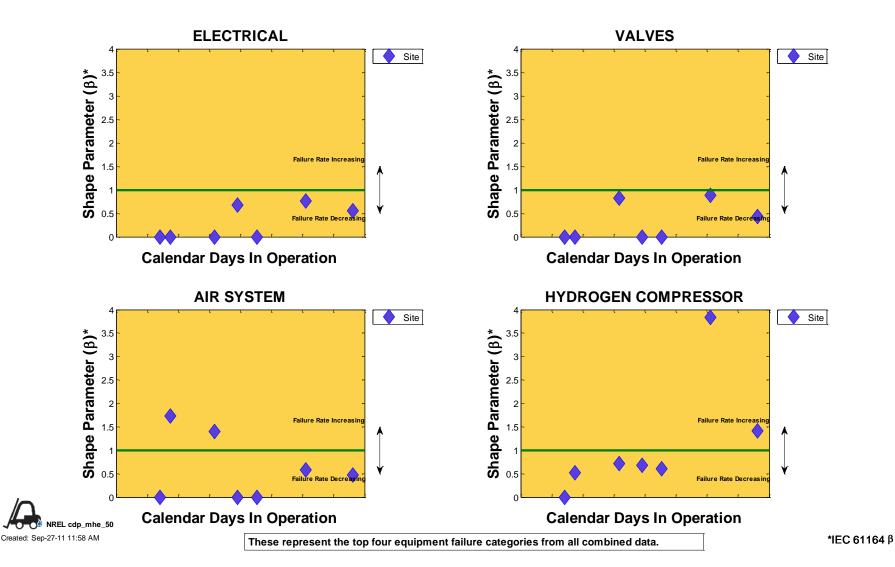


CDP-MHE-49

Infrastructure Mean Time Between Scheduled Maintenance

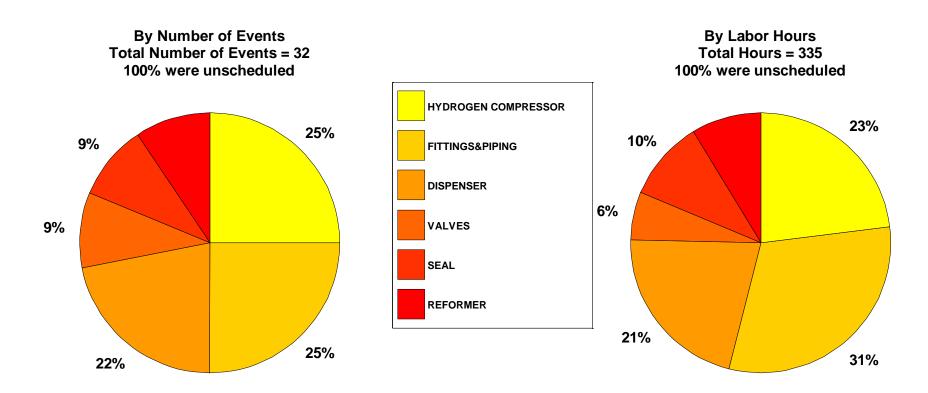


CDP-MHE-50 Infrastructure Reliability Growth by Category



CDP-MHE-51 Infrastructure Hydrogen Leaks by Equipment Type

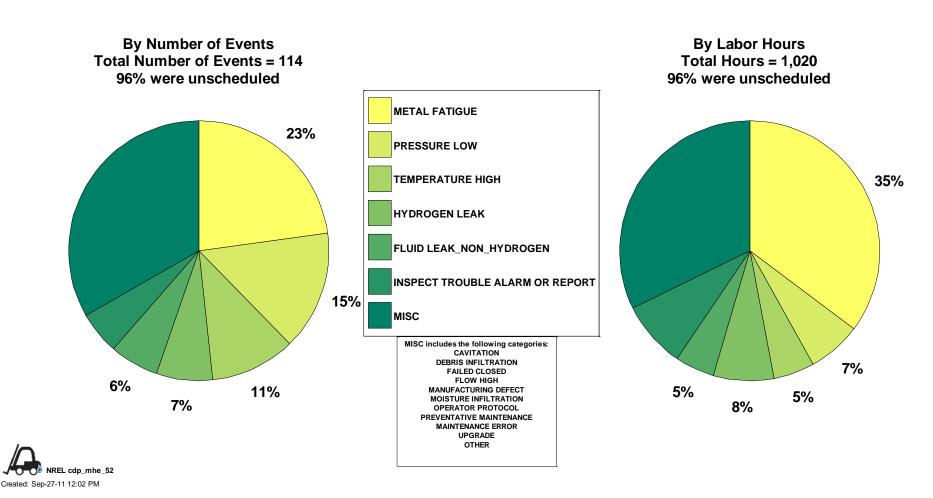
Hydrogen Leaks By Equipment Category: Infrastructure





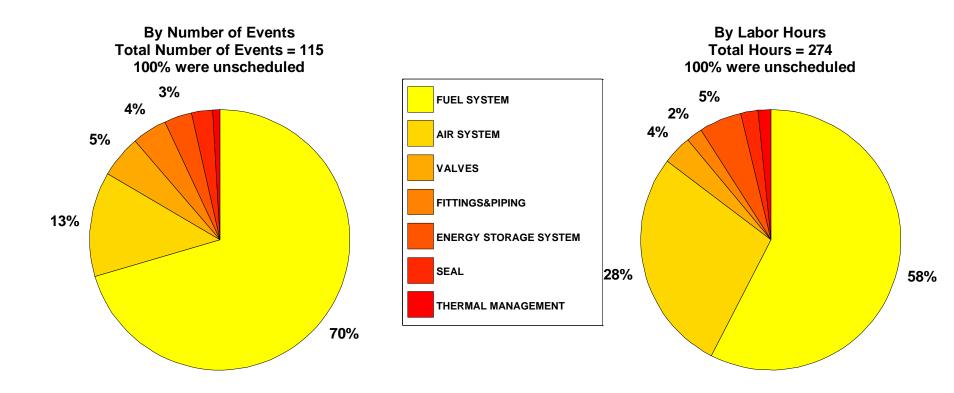
CDP-MHE-52 Infrastructure Compressor Failures by Mode

Hydrogen Compressor Failures By Mode



CDPARRA-MHE-53 MHE Hydrogen Leaks by Equipment Type

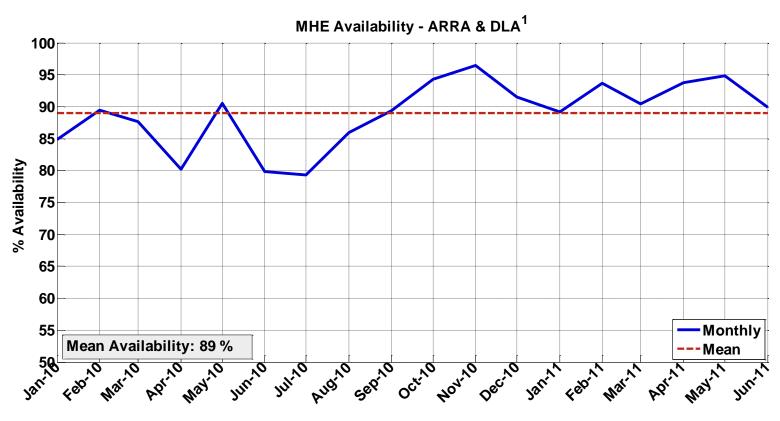
Hydrogen Leaks By Equipment Category: ARRA MHE





CDP-MHE-54 MHE Availability





1. Availability is calculated as follows:

Availability starts at 100% for each vehicle on each calendar day.

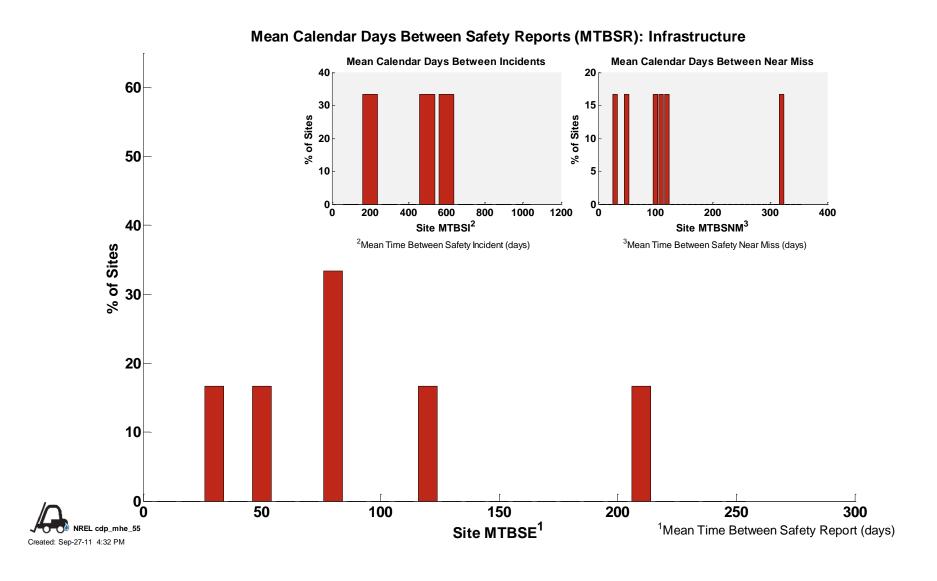
If the vehicle has a maintenance record on a given day, unavailable hours are subtracted from availability.

The number of unavailable hours is calculated according to the following schedule:

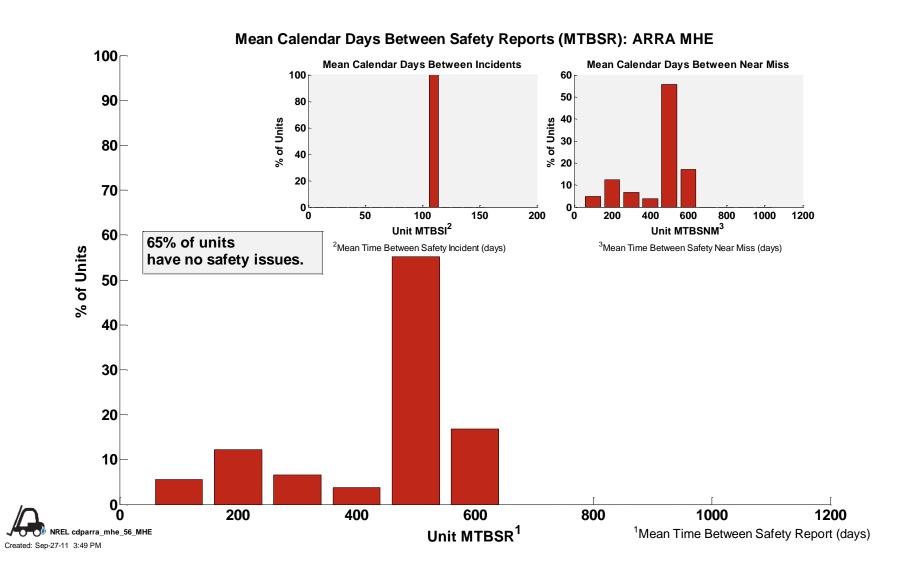
- A. Unavailable hours = 24 hours if maintenance hours is blank or > 6 hours.
- B. Unavailable hours = if maintenance hours are between 4 and 6 hours.
- C. Unavailable hours = the actual maintenance hours if it is less than 4 hours.
- D. If maintenance hours are > 24, the rules A-C above are applied to any remaining amount above 24 hours.



CDP-MHE-55 Infrastructure Mean Time Between Safety Events

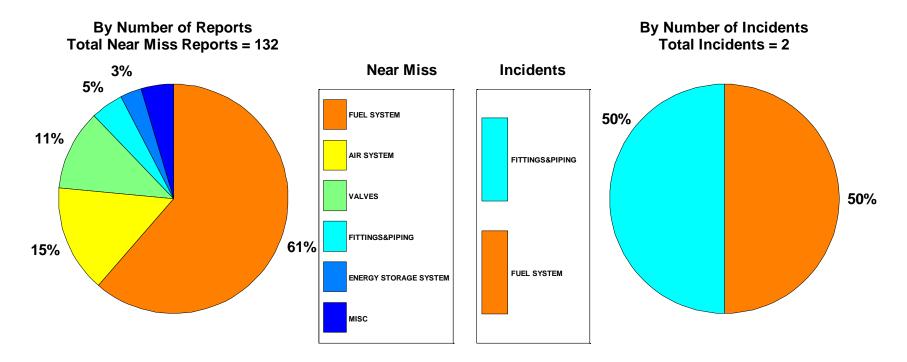


CDPARRA-MHE-56 MHE Mean Time Between Safety Events



CDPARRA-MHE-57 MHE Equipment Category of Safety Events

Safety Reports By Equipment Category: ARRA MHE



MISC includes the following categories: THERMAL MANAGEMENT ELECTRICAL SEAL OTHER

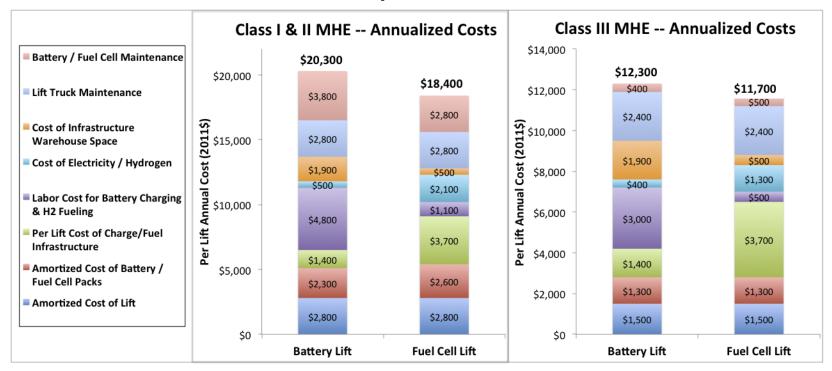
NREL cdparra_mhe_57
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An INCIDENT is an event that results in:

- a lost time accident and/or injury to personnel
- damage/unplanned downtime for project equipment, facilities or property
- impact to the public or environment
- any hydrogen release that unintentionally ignites or is sufficient to sustain a flame if ignited
- release of any volatile, hydrogen containing compound (other than the hydrocarbons used as common fuels) A NEAR-MISS is:
 - an event that under slightly different circumstances could have become an incident
 - unplanned H2 release insufficient to sustain a flame

CDP-MHE-58 MHE Total Cost of Ownership

Total Cost of Ownership for Class I, II & III Forklifts¹



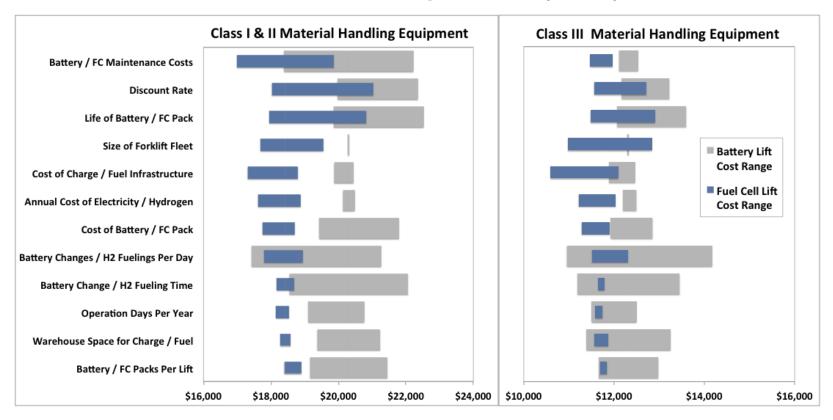
(1) Total cost represents the annualized cost of ownership of Class I, II, and III forklifts on a net present value basis, accounting for capital, operating, and maintenance costs of forklifts, power packs, and infrastructure (labor costs for maintenance and for charging or fueling are included, but labor costs of forklift material handling operations are excluded). Costs are calculated assuming that the material handling operations are ongoing, with equipment replacements made as necessary. Capital, operating, and maintenance costs are assumed to remain constant in real-dollar terms, and capital purchases are discounted using a discount rate representing the time value of money. Fuel cell system costs reflect the current fuel cell tax credit of \$3,000/kW or 30% of purchase price. Analysis does not consider the potential productivity increases resulting from the constant power output of fuel cell systems, which may be significant. Costs of ownership of Class II forklifts are expected to be similar for Class I forklifts, though the cost of the lift itself is expected to be higher.



Costs are based on information provided by deployment host partners (end-users) based on a questionnaire developed by NREL, supplemented with data provided by project partners, and are reflective of the material handling operations of these deployments. Where appropriate, fuel cell deployment data were used in place of end-user questionnaire data; in particular, data from CDPs 1, 6, 8, 14, and 22 were used. Cost assessment will be further refined as additional data are available.

CDP-MHE-59 MHE Total Cost of Ownership - Sensitivity

Total Cost of Ownership Sensitivity Analysis¹



(1) Total cost represents the annualized cost of ownership of Class I, II, and III forklifts on a net present value basis. Fuel cell system costs reflect the current fuel cell tax credit of \$3,000/kW or 30% of purchase price. Costs are based on information provided by deployment host partners based on a questionnaire developed by NREL, supplemented with additional data provided by project partners, and are reflective of the material handling operations of these deployments. Where appropriate, fuel cell deployment data were used in place of end-user questionnaire data; in particular, data from CDPs 1, 6, 8, 14, and 22 were used.

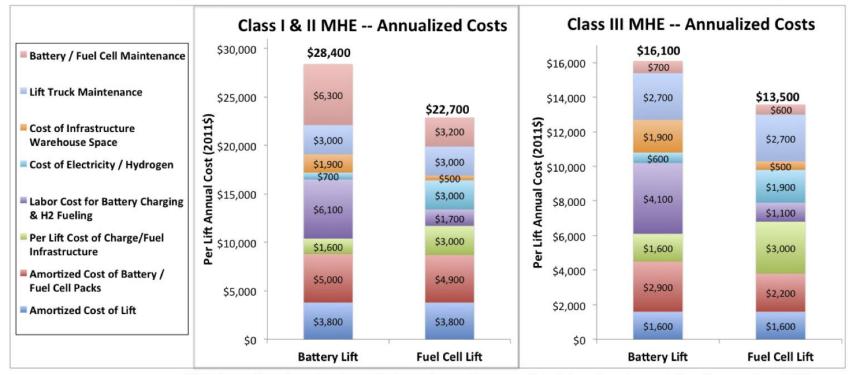


Sensitivity analysis shows the ranges in annual per lift cost of ownership resulting from varying key parameters affecting battery and fuel cell forklift cost.

CDP-MHE-60

MHE Intensive Deployment Total Cost of Ownership

Intensive Deployment Scenario: Projected Total Cost of Ownership¹



(1) Total cost reflects the projected annualized cost of ownership on a per lift basis for an intensive material handling operation: 100 lifts deployed 3 shifts per day, with 350 days per year of operations (3,000 hours of lift operation per year). Total cost represents the annualized cost of ownership of Class I, II, and III forklifts on a net present value basis, accounting for capital, operating, and maintenance costs of forklifts, power packs, and infrastructure (labor costs for maintenance and for charging or fueling are included, but labor costs of forklift material handling operations are excluded). Costs are calculated assuming that the material handling operations are ongoing, with equipment replacements made as necessary. Capital, operating, and maintenance costs are assumed to remain constant in real-dollar terms, and capital purchases are discounted using a discount rate representing the time value of money. Fuel cell system costs reflect the current fuel cell tax credit of \$3,000/kW or 30% of purchase price. Analysis does not consider the potential productivity increases resulting from the constant power output of fuel cell systems, which may be significant. Costs of ownership of Class II forklifts are expected to be higher than shown, due to higher costs for the lift itself.



Costs are based on information provided by deployment host partners (end-users) based on a questionnaire developed by NREL, supplemented with data provided by project partners, and are reflective of the material handling operations of these deployments. Where appropriate, fuel cell deployment data were used in place of end-user questionnaire data; in particular, data from CDPs 1, 6, 8, 14, and 22 were used. Cost assessment will be further refined as additional data are available.