



(December 7, 2015)

Contact: Jennifer Gangi, Director of Communication and Outreach
jgangi@fchea.org / 202.261.1339

Businesses Seek Fuel Cells to Meet Sustainability Goals, Provide Reliable Power

(Washington, D.C.) – December 7, 2015 – Businesses of all sizes are increasingly adopting cost-effective fuel cell technology to improve electrical power reliability, increase efficiencies, and reduce carbon emissions of operations, according to *The Business Case for Fuel Cells 2015: Powering Corporate Sustainability*, a new report from the Fuel Cell and Hydrogen Energy Association (FCHEA).

Growing sales are helping to bring attention to the range of benefits and markets fuel cells can serve, with high profile corporations becoming both new and repeat customers. Fuel cells help businesses save money on labor and energy costs as well as conserve water and fuel.

The companies profiled in the annual *Business Case for Fuel Cells* report collectively save millions of dollars in electricity costs while eliminating hundreds of thousands of metric tons of carbon dioxide per year. Many have multiple facilities utilizing fuel cell technology and have signaled the intention to purchase more. Other highlights since the last report include:

- Small and large businesses around the country have purchased or installed more than 13 MW of stationary fuel cells and deployed more than 1,000 fuel cell-powered material handling vehicles. New customers include Home Depot, Dietz & Watson, IBM, Panasonic Avionics, Johnson & Johnson, FreezPak, and Uline.
- Almost one quarter of the top 100 companies on the Fortune 500 list currently use fuel cells for primary or backup power generation, or to power electric material handling equipment.
- Current fuel cell customers, AT&T, BMW, IKEA, Fed Ex, Pepperidge Farm, Stop & Shop, Newark Farmers Market, and Walmart, purchased additional fuel cells in 2015.

“This report showcases the growing commercial appeal of fuel cells – spanning the entire breadth of our economy including: manufacturing, retail, technology, transportation, telecommunication healthcare, food and more,” said FCHEA President, Morry B. Markowitz. “By saving money, reducing emissions, avoiding downtime and boosting efficiency, reliable fuel cells help businesses protect both the environment and the company’s bottom line.”

The free report can be downloaded at <http://www.fchea.org/s/Business-Case-for-Fuel-Cells-2015-V2.pdf>.

#####