

Credibility

Bruce Levy
BPG Development

Hybrid System Workshop
Village Power Conference, 1998

The Utility/Private Industry

- If you are dealing with the utility or the industrial market all they want is:
 - lower operating cost
 - high quality and reliability
 - fast payback
- Life cycle cost is a non-issue, meaningless in the private world
- There is a real need for rural power and utilities see this

Is there credibility?

No and there is no comparative technology to
grid electrification.

If you want to make a project:

You can make a hybrid work even if it is 10 times more than the diesel if you have the following

- Great wind (18mph or greater)
- Diesel must be shut off at least 50% of the time
- Commercial use for the dump load
- Automation
- You need to nail down the maintenance issue