



**Pacific Northwest**  
NATIONAL LABORATORY

Tel: (509) 372-4584  
Fax: (509) 372-6444  
MSIN: K7-84  
[kit.mcburney@pnnl.gov](mailto:kit.mcburney@pnnl.gov)

August 20, 2012

To Prospective Offerors

**REQUEST FOR PROPOSAL (RFP) 212858 – Demonstration of Fuel Cell-Based Auxiliary Power Unit for Refrigerated Trucks**

The Battelle Memorial Institute, Pacific Northwest Division (Battelle), operator of the Pacific Northwest National Laboratory (PNNL) for the U.S. Department of Energy (DOE), is interested in receiving technical and pricing proposals from your firm for a Demonstration of Fuel Cell-Based Auxiliary Power Unit for Refrigerated Trucks.

This is a competitive solicitation. Battelle contemplates awarding a Firm Fixed Price Contract for this request. Requests for explanation or interpretation and technical questions must be submitted in writing (emailed to: [kit.mcburney@pnnl.gov](mailto:kit.mcburney@pnnl.gov)) not later than **October 3, 2012**. Formal responses will be provided to all known potential offerors by email. Your technical and best pricing proposals must be received by Battelle no later than **October 19, 2012**.

This RFP includes four attachments as follows:

- Attachment 1: Instructions and Solicitation Provisions
- Attachment 2: Instructions for the Preparation of Technical and Cost Proposals
- Attachment 3: Proposal Evaluation
- Attachment 4: Requirements Document For Demonstration of Fuel Cell-Based Auxiliary Power Unit for Refrigerated Trucks August 2012, REV. 3.

Please contact me with any questions by telephone at (509) 372-4584, fax at (509) 372-6444, or email at [kit.mcburney@pnnl.gov](mailto:kit.mcburney@pnnl.gov).

Sincerely,

Kit Steichen McBurney, C.P.M.  
Contracts Specialist