

California Hydrogen Business Council August 2003 Report

Summarized in this issue (with links to complete articles):

1. South Coast Air Quality Management District issues an RFP for 5 H2 Fueling Stations and 30 H2 Trucks.
2. 85% of Americans are willing to try H2 vehicle.
3. 70 attended the CHBC July 25 Meeting
4. CHBC October Meeting
5. Stuart Energy Triples Sales
6. Three Year Road Test of Ford H2 Fuel Cell Vehicles
7. Product Design to Market Leadership
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South Coast Air Quality Management District (AQMD) RFP for 5 H2 Fueling Stations and 30 H2 Trucks.

AQMD issued Request for Proposals (RFP) #P2004-01 for a project that will accelerate the development and demonstration of vehicles with internal combustion engines using hydrogen fuel & development of five hydrogen fueling stations. There are two main scopes of this RFP, as follows:

1. Solicit competitive bids from qualified consultants/contractors for the detailed design and engineering, components and materials description, conversion timelines, costs, restrictions and 60 month maintenance services for the conversion of compressed natural gas (CNG) and gasoline fueled vehicles with internal combustion engines (ICEs) to operate using hydrogen fuel, including hybrid-electric vehicles.
2. Solicit competitive bids from qualified consultants/contractors for the design, permitting, and development of five hydrogen fueling stations in the cities of Burbank, Ontario, Riverside, Santa Ana, and Santa Monica to support the vehicle demonstration described in Objective #1. The RFP can be downloaded from:

<http://www.ch2bc.org/indexh.htm>

85% of Americans are willing to try a Hydrogen Vehicle

85 percent of Americans are willing to try a new hydrogen-based fuel for their vehicles. Safety was rated (by 83%) as the most important issue in accepting alternative fuels. The second most important issue was cost (78%), although nearly half of the respondents (44%) said they would be willing to pay at least twice as much as they pay now for gasoline. Read about this new Harris survey.

<http://www.millenniumcell.com/cgi-bin/news.pl?function=detail&id=06112003>

70 attended the CHBC July 25 Meeting

The California Hydrogen Business Council held a day-long seminar on Friday July 25th, 2003 at the headquarters of the South Coast Air Quality Management District in Diamond Bar, California. The five-year-old organization hosted nearly 70 attendees. Over 50 different organizations were represented including Air Products, BOC Gases, Boeing, Chevron-Texaco, GE Global Research, Praxair, Stuart Energy, leading companies in the emerging fuel cell and hydrogen economy industries, as well as government agencies at the local, state and national levels. Nine presentations were delivered by eight speakers representing government agencies and stakeholders from the industrial and financial communities. To read more details:

<http://www.ch2bc.org/indexh.htm>

California Hydrogen Business Council (CHBC) October Meeting

Join an expected 100 leaders in the hydrogen business at Toyota USA for this exciting meeting on October 24, from 9 to 5. Learn more about Toyota's FCHV-3, a fuel-cell hybrid vehicle (FCHV), and strategic directions. Presentations will address hydrogen fuel cell-power, hydrogen production, delivery, storage, and infrastructure. Add this meeting to your calendar. Save money by paying in advance. Members \$25 when paying by 10/18, then \$35. Non-members \$75 when paying by 10/18, then \$100. Call Melissa Stock at 562-493-4014 with your reservation and credit card.

Stuart Energy Triples Sales

August 8, 2003 - Stuart Energy Systems Corporation (TSX: HHO) announced today its consolidated financial results for the first quarter ended June 30, 2003. Total sales revenue for the quarter increased to \$3.0 million, up 338% compared to the first quarter of fiscal 2003. Sales of Hydrogen Energy Station (HES) products, including vehicle fueling systems, remained strong, generating \$1.3 million, while the Company's traditional industrial business continued to rebound, partially due to expanded marketing relationships with the world's largest industrial gas companies. Vandenberg Technologies N.V., has signed a preferred supplier agreement with Linde Gas. Stuart Energy, through Vandenberg, will be Linde's preferred supplier of on-site water electrolysis hydrogen generation equipment.

<http://www.stuartenergy.com/>

Three Year Road Test of Ford H2 Fuel Cell Vehicles

Ford Motor Company, Natural Resources Canada and Fuel Cells Canada announced plans to place a fleet of hydrogen-powered Ford Focus fuel cell vehicles on the streets of Vancouver early next year. The vehicles are part of a three-year collaborative development program designed to give select evaluation partners an opportunity to test fuel cell vehicles in real world applications. The goals of the program include technology testing, driver acceptance evaluation, evaluating comfort with hydrogen fueling and educating the public on the benefits of and challenges posed by the introduction of fuel cell vehicles.

http://media.ford.com/print_doc.cfm?article_id=15591

Product Design to Market Leadership

This October 18 workshop presents approaches to keep new products on schedule and have them achieve market leadership. There are four types of product launches, each requiring a different approach: disruptive, niche solution, market leader and brand extension. The success of new products depends on the integration of market knowledge and marketing strategy into the product as it is being developed. John Addison, CHBC Membership Chairman, will lead this free workshop in Cupertino California from 6 to 9 p.m. under the sponsorship of UCSC Extension. To enroll call 800-660-8639:

<http://www.ucsc-extension.edu/main/info/events.html>

Be a member of the California Hydrogen Business Council

Be part of the organization that is on the "leading edge" of making the hydrogen economy a reality. The California Hydrogen Business Council (CHBC) provides the link between hydrogen-technology developers, businesses, energy leaders, government, and infrastructure providers. CHBC is a non-profit organization. You are invited to join the California Hydrogen Business Council (CHBC). Be involved with the leaders in making the hydrogen economy a reality. CHBC is a non-profit organization which offers a common meeting ground for discussing the technologies, methodologies, and opportunities in the hydrogen economy. Membership Level:

- o Individual \$200
- o Silver \$1,000
- o Gold \$5,000
- o Platinum \$10,000

Send your application today with a check made payable to the "California Hydrogen Business Council," or call with your credit card.

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