

## ANDRIS R. ABELE

2919 Bonanza San Clemente, California 92673  
Phone: 949-498-4052 • Alt: 949-399-4527 • arabele@cox.net  
<http://www.webprofile.info/aabele/>

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### STRATEGIC DEVELOPMENT EXECUTIVE

Dynamic leadership career combining environmental and energy technology expertise, engineering leadership, and financial management responsibilities within highly competitive organizations, industries, and markets. More than 26 years of professional experience in bringing advanced environmental, energy, and alternative propulsion technologies from the laboratory to the market. Possess in-depth knowledge of technology development and a breadth of experience in strategic planning and business development. Successful in increasing company revenues, broadening customer base, and advancing core technologies toward commercialization. Developed and implemented significant agreements, projects, and alliances negotiated with commercial companies and governmental agencies. Expertise includes:

- Strategic Planning & Leadership
- Revenue & Profit Growth / P&L
- Technology Assessment
- Business Development
- Productivity Improvements
- Government Relations
- Product Development / R&D
- Market Trend Identification
- Technology Commercialization
- Engineering Process Design
- Corporate Communications
- Acquisitions & Alliances

### PROFESSIONAL EXPERIENCE

QUANTUM FUEL SYSTEMS TECHNOLOGIES WORLDWIDE, INC. Irvine, CA 2000-Present  
**Executive Director**

*Quantum, a Tier 1 supplier, designs, manufactures, and supplies integrated fuel systems for alternative-fuel vehicles, with quarterly revenue growth from \$6.4 million (March 2005) to \$47.4 million (July 2005).*

Recruited to join this innovative developer of alternative fuel systems. Oversee department for development of engineered gaseous fuel systems (natural gas, propane, and hydrogen), prototype vehicles, refueling systems, and engineering development services. Challenged to build and strengthen the company's business development department to accelerate revenue growth, solidify existing customer relationships, and expand into new business markets. Direct a staff of 50 including engineering, research and development, and business development departments. Devised innovative programs to integrate advanced fuel technologies into products designed to drive business to the next level in an extremely competitive and emerging market. Provide technical, finance, and operating leadership in complex business divisions. Hold full P&L responsibility, strategic planning, financial performance, personnel, resources, and daily business operations.

- Pioneered Quantum's strategic business plan and built best-in-class infrastructures to meet diverse organizational, operational, and market challenges.
- Provided roadmap for initial public offering, including supporting SEC filings. Served as project leader in restructuring and the resultant spin-off of Quantum from IMPCO.
- Developed business plan and strategies for merger opportunities, including that of Starcraft Corporation; which secured Starcraft's Tecstar operations to diversify Quantum's products, services, and revenue base.
- Expanded major customer base from 2 to 20+, capturing key accounts that increased annual revenues by 8%, increasing market penetration and facilitating market launch of new products and services.
- Conceived and closed a lucrative arrangement with the U.S. Army's Tank-automotive and Armaments Command; secured a \$2.2 million initial contract.
- Structured and secured \$11 million in congressional funding to develop an advanced mobility system for the military, growing and solidifying relationships with members of Congress.
- Spearheaded changes in R&D, business development, and engineering departments. Reorganized staff, recruiting optimum personnel; increased head count by two while using only 50% of budgeted increase allowed.
- Developed and implemented a technology game plan designed to improve technology performance and reduce costs. Successfully reduced material costs by 50% while increasing productivity and maintaining product consistency by improving scrap rates; reduced from 50% to less than 10%, a significant achievement in the industry.

SOUTH COAST AIR QUALITY MANAGEMENT DISTRICT, Diamond Bar, CA

1991-2000

**Manager, Technology Advancement Office**

*Air pollution agency serving Los Angeles, Orange, Riverside, and San Bernardino counties. Brought on board in 1991 as Program Supervisor; rapidly promoted in 1993 to Manager, Technology Advancement Office.*

Led a technical and support staff of eight within a governmental agency, overseeing an innovative research and development program. Gained valuable experience in advanced technology and environmental project management at all levels. Provided strong operating results in productivity/efficiency improvements via implementing innovative methodologies and cost-effective directives. Ensured compliance with all statutory regulations.

- Charged with managing a \$10 million annual budget overseeing a technology, research, development, and demonstration program.
- Developed and implemented a five-year strategic plan outlining agency's vision, an expenditure plan detailing annual expenses, and a modular, easy-to-update annual report format.
- Based on background working with government agencies including the U.S. DOE, U.S. EPA, research institutes (EPRI), and commercial customers, spearheaded implementation of contract policies and procedures still in use today.
- Working closely with California State Legislature, secured extension of Clean Fuels funding legislation for an additional five years after it was due to expire. Implemented a strategic planning process, organized an oversight committee, and developed an annual report of operations to satisfy newly imposed legislation.
- Drove efforts to educate regulated community on agency's benefits in a highly political environment. Successfully developed a reputation for objectivity and technical expertise.

**ADDITIONAL EXPERIENCE**

Applied Utility Systems, Inc., Santa Ana, CA, Consulting Engineer

Energy Systems Associates, Tustin, CA, Project Engineer

Energy & Environmental Research Corp., Irvine, CA, Group Leader, Combustion Systems / Project Engineer

**EDUCATION**

California Institute of Technology, Pasadena, CA

M.S. Environmental Engineering Science

University of California, Los Angeles

B.S. Engineering, Magna Cum Laude

**PROFESSIONAL PROFILE**

**Publications:** Presented 23 technical papers at professional symposia and conferences, including: 2004 SAE World Congress, Fuel Cell Seminar, First ASME International Conference on Fuel Cell Systems, 14<sup>th</sup> World Hydrogen Energy Conference, Joint EPA/EPRI Symposia, Energy Technology Conference, AIChE National Meetings, American Flame Research Committee, 75<sup>th</sup> Annual Meeting of the Air Pollution Control Association, and Western States Section of the Combustion Institute.

**Affiliations:** Air & Waste Management Association  
California Environmental Business Council  
California Hydrogen Council  
California Institute for Energy & Environment  
Clean Air Rewards Committee  
Combustion Institute  
Society of Automotive Engineers  
UCI National Fuel Cell Research Center, Advisory Committee Member  
WestStart/CALSTART Technical Advisory Committee