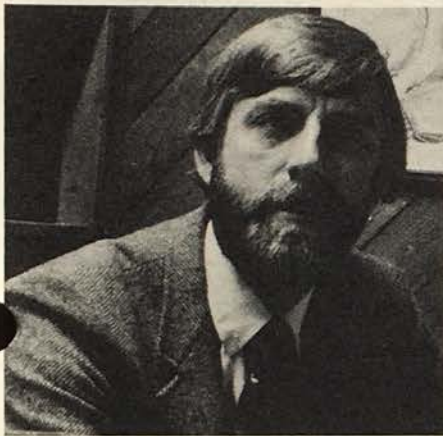




SOLAR ENERGY REPORT

Published by the California Solar Energy Industries Association (CAL SEIA)

1985 President's Message



1985 President Bob Pelikan

Last October I attended the Opportunity Planning Conference in Estes Park, Colorado, sponsored by Solar Age Magazine. The conference focused on the formation of a coalition among renewable energy groups to get the tax credit extended and the dissemination on information to help attendees position themselves for maximum benefit as the tax credits are phased out.

I came away from the conference totally motivated to do everything in my power to help get the tax credits extended. For me this was a transformation. Before the conference, my private thoughts were to use 1985 to realign my business away from solar. I figured there was no way we'd ever get the tax credits extended.

In looking at the events which took place leading up to my change of thinking three issues came up:

1) Knowledge — At the conference I heard first hand from Washington insiders (non-solar industry people) specifically what it will take to get the tax credit extended and I realized it is doable.

2) Motivation — I had quiet time to reflect on my nine years in solar and on my reasons for getting into solar in 1975

(Continued on page 3)

Thumbs Up For The Federal Energy Tax Credit Extension



1985 CAL SEIA Board of Directors

The campaign to extend the federal energy tax credit has begun! Staff from the national Solar Energy Industries Association (SEIA) is now working with the staff of key members of the U.S. House of Representatives Ways and Means Committee to develop the language for the bill and to identify an author. This extension bill will be introduced in January and will probably be discussed in its first committee in February.

CAL SEIA, its regional chapters and you will be directly involved in this campaign.

The CAL SEIA Board of Directors met on December 7th and outlined a comprehensive campaign plan for California solar businesses called the "Thumbs Up" program. Its four parts include financial support through fund raising, building positive press relations, community and political support and frequent communications with you through progress reports.

CAL SEIA's fund raising goal is \$175,000. So far, CAL SEIA's members have contributed \$80,275. The remaining \$94,725 must be raised by January 20th,

the start of the legislative session in Washington. All contributions are tax deductible, because they will be spent only on administering the "Thumbs Up" program, and will not be placed into political campaign chests.

Chapter Fund Raising Status Reports

Each chapter has a fund raising goal to achieve by January 20th. Below are reports from the contact people from each chapter on the status of their fund raising programs.

Bill Kratz, President of the San Diego Regional chapter of CAL SEIA, reported today that his chapter has achieved 44% of its goal to raise \$30,000. The commitment of \$13,200 came from a relatively small percentage of the membership which, Bill said, is very positive. "If the remaining members would make their contributions, the San Diego Chapter would do great."

Terry Buffum, the "Thumbs Up" contact for the Bay Area, said his area is half way to achieving its goal of \$40,000.

(Continued on page 3)

1984 Outgoing President's Message



Jim Garfield accepting his Outgoing President award from new CAL SEIA President, Bob Pelikan.

Now that I am at the end of my term as President of your Association, I feel I can say what is on my mind — so, I will.

First of all, it has been a real challenging year for all of us. We did not get the federal tax credits extended nor the rebate program in California extended. However, the tax credit issue is still before us and we need to give it everything we can. We can succeed if we have a solid plan and if everyone participates in that plan to the best of his/her ability.

Our Association is strong. Our finances are better than they were. Our membership is solid. We have done a good job with ethics problems this year, but still have a way to go. Our office in Sacramento is in good hands — Sue deWitt is doing a very good job and you should drop her a line and tell her so.

There are some things I think we should work on. They are:

1. We need to have some basis on which to judge if members are living up to our Code of Ethics.
2. We need to strengthen the local chapters and get more members involved in their association.
3. We need to have people willing to

serve in leadership roles for the sake of the industry as a whole and not for personal or business gain.

4. We need to realize that we are all working for a common goal — or should be — and not become fragmented.

5. We need, in fact we must have, a far-reaching public education effort on all levels if we are to succeed.

6. We need to show that the individual contractor is the most important link in this trade association. I know that it is but some contractors don't see it that way.

I want personally to thank all of you who have been active on behalf of your association this year. It has been rewarding for me to meet and talk with so many of you around the state. I will always treasure that relationship. I want to extend particular thanks to Sue, Mary and the current Board of Directors for their help, encouragement and self-denial on behalf of the SOLAR INDUSTRY IN CALIFORNIA!!

Jim Garfield

Editor's Note: As we go to press, these minutes are not yet approved by the Board.

Minutes

December 7, 1984 Board of Directors Meeting San Diego, California

Board Members Present: Jim Garfield, President; Jay McLaughlin, Vice President; George Radford, Secretary; Al Boniface, Treasurer; Tom Debin, Past President; Roberto Ancis, Phillip Caesar, Bill Happersett, George Johnson, Annosh Mizany, Bob Pelikan. Board Members Absent: John O'Leary, Dennis Farrier, Andy Anderson. Staff Present: Sue deWitt. Guests Present: Sara Balcomb, NMSEIA; Mike Ebinger, Colt, Inc.; Bill Kratz, Solarsmith; R. St. Lawrence, Northland Env.; Rick Henley, Northland Env.; T. Buffum, Alten Corp.; Mark Frauman, Frauman Energy; Al Pantan, Kyocera; Jack Long, SoCal Gas; Jim Senn, Sennergetics; Sally Bell,

Archer; Sam Dawson, Heliotrope Gen.; Mike Cornwall, Sun*Up; M. E. Gregory, AmericanSun; Peg Bos, Grundfos.

Call To Order

Mr. Garfield called the meeting to order at 9:30 a.m.

Invocation

Mr. Pelikan gave the invocation.

Approval of Agenda

A discussion on the Annual meeting date was added under New Business.

Approval of Minutes

Mr. McLaughlin moved, Mr. Caesar seconded to accept the

(Continued on page 7)

CAL SEIA BOARD OF DIRECTORS 1985

President

ROBERT PELIKAN

Vice President

JAY McLAUGHLIN

Secretary

GEORGE E. RADFORD

Treasurer

AL BONIFACE

Immediate Past President

JAMES L. GARFIELD

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TERRILL BUFFUM

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MARK FRAUMAN

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AL PANTON

JAMES SENN

JOE UNDECK

CAL SEIA STAFF

Executive Director

SUE DE WITT

Office Manager

MARY CARROLL

Legislative Associate

MIGNON MARKS

CAL SEIA Presidents Club

The CAL SEIA Presidents Club is reserved for those companies who have made pledges of \$2000 or greater toward the federal tax credit extension effort.

These people and their companies have made a contribution to the future of the industry. The names will be published in each issue of the 1985 newsletter as well as receiving a limited edition lapel pin, recognition of their efforts at the 1985 Annual Meeting and a Presidents Club Plaque.

ALTEN CORP. - Terry Buffum
 ALTEN PRODUCTS - Chuck Woodley
 AMCOR GROUP - Joe Conrad
 AMERICAN SUN - Mary Elizabeth Gregory
 FRAUMAN ENERGY - Mark Frauman
 GRUNDFOS PUMPS - Jerry Cook
 HANSON, ROY E. MFG. - Roy Hanson Jr.
 HELIOTROPE GENERAL - Sam Dawson
 KING INDUSTRIES - Brownie Pitts
 P.E. O'HAIR
 SOLARSMITH - Bill Kratz
 SOLAR TRANSITION - Rick Rothman
 SOUTHWEST ENERGY
 MANAGEMENT - Geoff Smith
 UNITED ENERGY
 CORP. - Sanford Friedlander
 WESTERN HOME
 SYSTEMS - Norm Fadness

CAL SEIA Sun Fund Honor Roll

Each of the companies, and individuals, have made their pledge towards the tax credit extension effort.

Their names will be published in each issue of the 1985 newsletter in recognition of their efforts.

AMT
Alpha Sun
CAL SEIA Orange County
Energy Marketing
Gary Wood & Associates
Home Energy Advisors
Muir Co.
Native Sun
Pacific Energy
Pelikan & Lindsay
Pyramid Controls
Rhino Rak
Shanna Gibson
Socalso
Solar Depot
Solar Initiative
Solar Electric Engineering
Solar Energy Consultants
Solar Exchange
Solar Pacific
Solar Station
Sue deWitt
Sun Earth of California
Sunspool
Systems Del Sol
T. Christy Enterprises
Undeck, Joe
URJA, Inc.

1985 President's Message

(Continued from page 1)

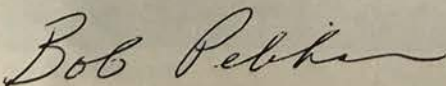
and I realized that the same motivations to work for a better future for my kids is still there.

3) Commitment — I remembered a catchy phrase I'd heard before: "If it is to be, it's up to me" — the ten most important two letter english words.

I decided then and there that I would personally take on getting the federal tax credits extended. And that's when I offered my service as CAL SEIA President for 1985.

The message here is that each one of us needs to personally take on getting the tax credits extended for it to happen. This is a noble livelihood we're involved in and it must continue.

Bob Pelikan



Three reasons to choose Pyramid Controls.



- **Outstanding reliability!**
Pyramid's exclusive integrated circuit.
- **Real sales features!**
User-friendly graphics.
- **Easy to service!**
Unique plug-in modular construction.



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Pacheco, CA 94553
(415)827-0160

Thumbs Up

(Continued from page 1)

Tom Debin, of Orange County, reported contributions totaling \$14,250. The Chapter's goal is to raise \$40,000.

George Radford reported that the Coastal Chapter has contributed \$1,000 toward its \$10,000 goal. He expects more contributions to be made following the Chapter's membership meeting in early January. The Chapter will also be organizing its telephone tree to spread news of the progress of the tax credit extension bill quickly to its members.

Norm Fadness, representing the Foot-hill/Sacramento Chapter, reported that \$5,050 has been raised. This figure is slightly more than one third of the \$15,000 goal.

Rick Henley, the Los Angeles area's fund raising coordinator, reported contributions of \$20,750, which is more than half of the Chapter's goal of \$40,000.

Your First Opportunity To Help In The "Thumbs Up" Program

All solar businesses are now asked to contribute an amount that equals one quarter of one percent of their 1984 gross annual solar sales revenues. For example, if you earned \$100,000 this year, your contribution should be \$250,000 (1% of \$100,000 = \$1,000, divided by 4 = \$250,000). The amount of your contribution will be kept confidential and unpublished.

All contributions will support both SEIA's and CAL SEIA's legislative programs. CAL SEIA will use the funds to organize media, community and Congressional support for the federal energy tax credit and to keep you informed about the bill's progress through the law-making process. Your contribution will be applied toward your Chapter's fund raising goal.

Other solar supporters are also encouraged to contribute to the "Thumbs Up" program. All contributors will receive the latest news about the federal extension

bill through the special "Thumbs Up" report. If you know non-members of CAL SEIA who want to do their part to support the continued development of the solar industry, mention to them the need to make a contribution to the "Thumbs Up" campaign. Please send us their names and addresses and we will contact them.

CAL SEIA Gears Up For The "Thumbs Up" Campaign

CAL SEIA has hired an additional staff person and purchased a word processor to assist with the campaign. The new staff person, Mignon Marks, has five years of experience promoting solar and energy management businesses to governmental agencies and is a nationally-recognized expert in energy-tax-credit legislation.

CAL SEIA's word processor will be used to streamline large mailings to the media and to CAL SEIA members. The first press release, announcing the "Thumbs Up" program to solar industry trade publications, was sent on December 14th.

Flat Tax Proposals And Their Impact On The Federal Tax Credits

Do not be alarmed by recent proposals from Congressional and Administration leaders for a flat tax rate for all taxpayers. Some proposals include the elimination of the regular and the energy investment tax credits and the five-year depreciation schedules for personal property.

These are only proposals. Congress is not in session until January 20th, so no bills have been introduced. Also, no substantial changes to the tax laws will be made without a tremendous amount of public input. These proposals are only trial balloons, and most of these balloons appear to be filled with lead, rather than helium.

SELL PHOTOCIRC. WE'LL PAY THE BILL.*

WHAT IS PHOTOCIRC?

Our PHOTOCIRC™ system is an active solar circulating system that distributes the hot water from the solar panels to the existing water heater or solar storage tank **without the aid of outside electricity!** It is powered by a photovoltaic panel which works in conjunction with our Power Pulse Module™.


Our HW Model is unique in its own right. It lowers your installation cost by using the existing water heater as a solar storage tank.

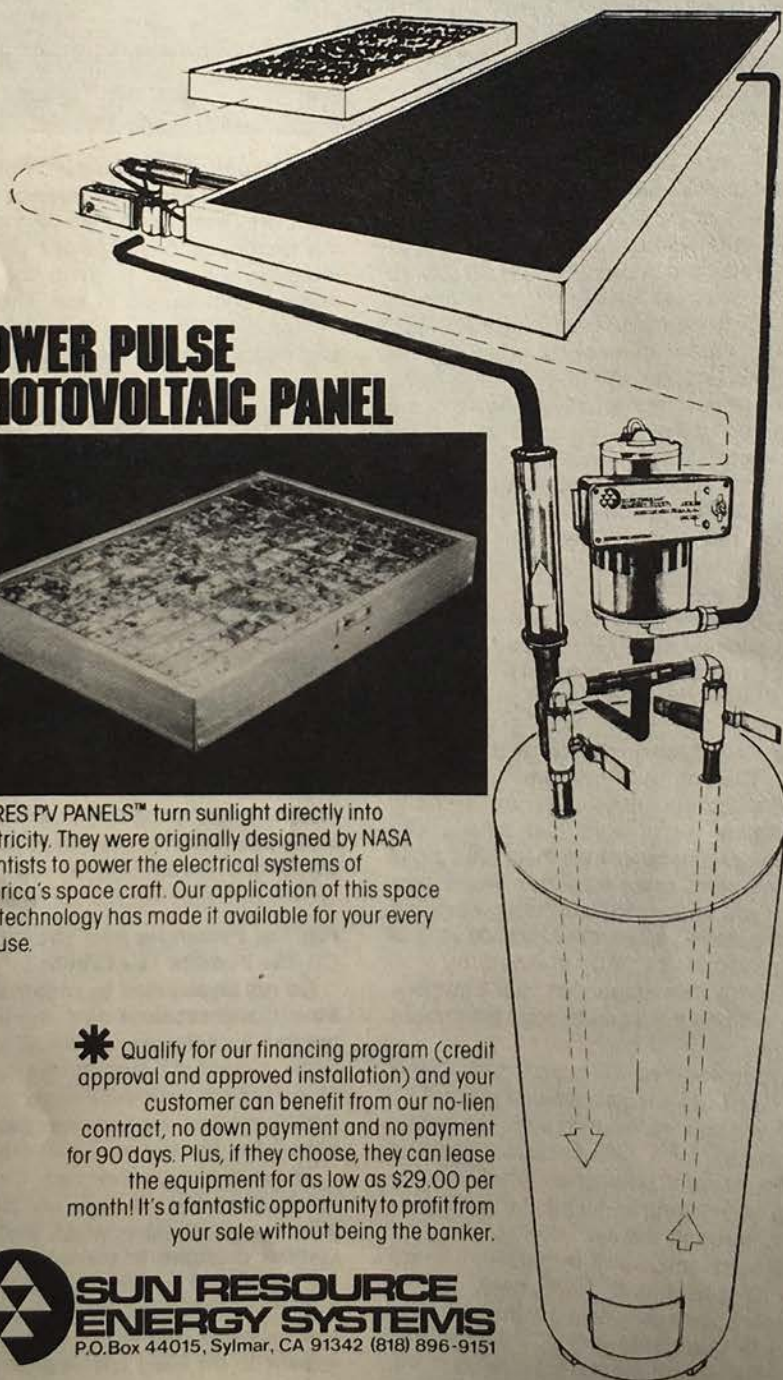
POWER PULSE PHOTOVOLTAIC PANEL



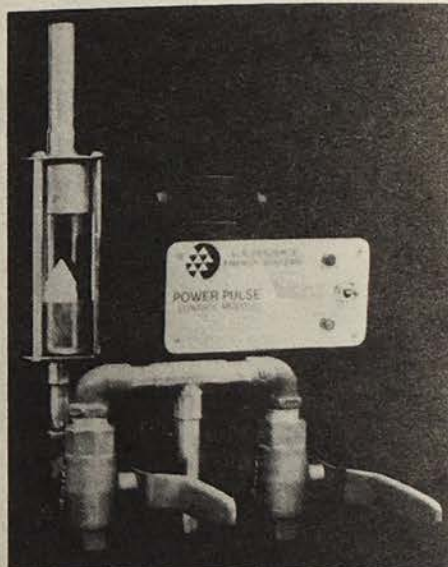
SRES PV PANELS™ turn sunlight directly into electricity. They were originally designed by NASA scientists to power the electrical systems of America's space craft. Our application of this space age technology has made it available for your every day use.

* Qualify for our financing program (credit approval and approved installation) and your customer can benefit from our no-lien contract, no down payment and no payment for 90 days. Plus, if they choose, they can lease the equipment for as low as \$29.00 per month! It's a fantastic opportunity to profit from your sale without being the banker.

 **SUN RESOURCE
ENERGY SYSTEMS**
P.O. Box 44015, Sylmar, CA 91342 (818) 896-9151

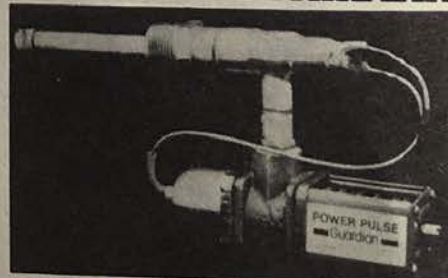


POWER PULSE MODULE



The POWER PULSE MODULE™ is a circulating system that runs at variable speeds dependent on the energy the PV panel receives during the day. The module shuts down as the sunlight diminishes. This is known as proportional pumping which increases system efficiency by 5% over conventional systems.

POWER PULSE GUARDIAN



The POWER PULSE GUARDIAN™ is your freeze protection guarantee. The Guardian™ drains the solar panels when there is a threat of freezing temperatures that could damage your investment.

Annual Meeting Recap

The 1984 Annual Meeting held in San Mateo was a fun event filled with opportunities to learn about the industry and the latest in technology development.

Highlighting the program was the presentation made by Assemblyman Boy Naylor, CAL SEIA Solar Man of the Year. Naylor's speech included advice on looking at the tax credit extension efforts as an equity issue. His advice is well taken and will be a cornerstone of California's efforts.

Seminar attendees were allowed to choose from programs on Thin Film Collectors, Performance Monitoring, a Motivational Program or Photovoltaics. Feedback from all seminars was extremely positive — so much so that plans are already being set to expand the technical program even further.

The awards ceremony featured the induction of the Chater members of the CAL SEIA HALL OF FAME, inducted this year were:

- The Honorable Edmund G. Brown, Jr.
- Terry Buffum
- Jerry Cook
- Freeman Ford

Future Hall of Fame inductees will be limited to three per year.

CAL SEIA President Jim Garfield was our Master of Ceremonies and led the day with his message on the solar industry.

The meeting was completed with a Western BBQ on the hotel lawn. Members were able to spend a little more time together to discuss and review the meeting while enjoying wonderful food and drink.

Plans are already underway for next years meeting. CAL SEIA is working to make these Annual Meetings informative and fun, input is welcome.



1984 Committee Chairmen: (Kathy Weinheimer, CEC in background) Philip Caesar, Jack Long, George Radford, Terry Buffum, Greg Gahagan and Tom Debin.



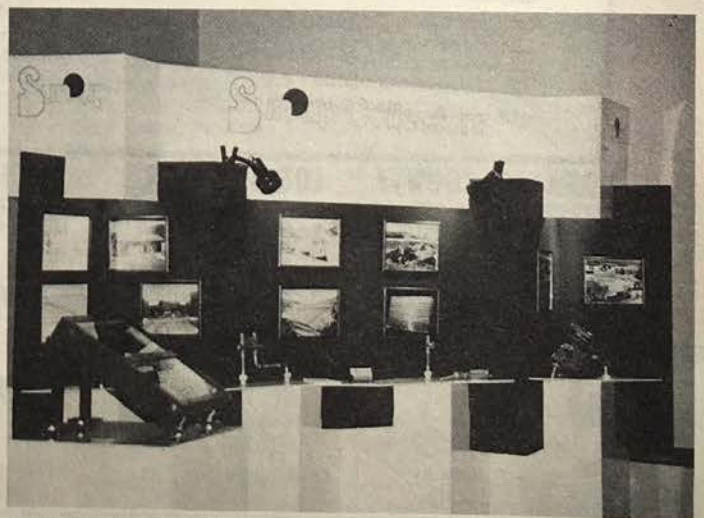
1984 Chapter Presidents: Mike Orians, Mike Ebinger, Joe Undeck, Al Pauton, Morgan Muir, Ed Murray and Mike Sweiso.



Jim Garfield delivers his Presidential Message.



The Sunearth Booth.



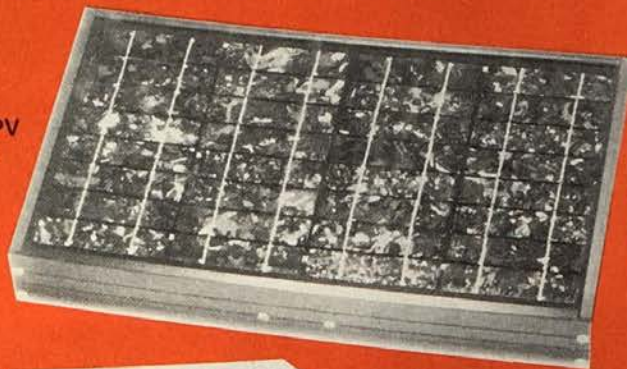
The Solar Transition Booth.

(Continued on page 14)

CLS presents . . .

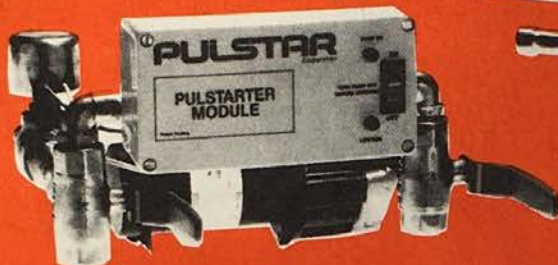
PULSTAR SYSTEM 1

PULSTAR PV MODULE



Pulstar has more PV modules on more homes than any other company on earth!

PULSTARTER MODULE



PULSTAR GUARDIAN



NEWS RELEASE

PULSTAR SHINES IN COMPARISON TEST AT THE FLORIDA SOLAR ENERGY CENTER

In a 1½ year study at FSEC using identical 4 x 10 collectors, Pulstar System #S2356 **OUTPERFORMED** the Horizontal Thermosiphon System and Differential on/off controllers by the following amounts:

	Preheat Mode	Single Tank
Typical Differential Controller *on/off	plus 3 %	plus 12 %
Typical Horizontal Thermosiphon	plus 6 %	plus 26 %

The differential controls and thermosiphon system are at the very apex of their evolution, and they were significantly outperformed by the first revolutionary PV System designed for Pulstar even without considering parasitic power. Today's modern Pulstar System has created an even greater gap between the state of the art and obsolete, antiquated horizontal thermosiphon and differential control strategies.

*Parasitic power was not considered in the test.

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213 - 321-5222



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818 - 768-5208
213 - 665-5208



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VENTURA COUNTY
805 - 482-8931



511-E Dawson Drive
Camarillo, Ca 93010

SAN DIEGO COUNTY

619 - 471-2281 619 - 449-7236



223 Bent Ave.
San Marcos, CA 92069



1959 John Towers Ave.
El Cajon, CA 92020



Energy Conservation Explored on PBS

The second year of A HOUSE FOR ALL SEASONS, KRMA-TV/Denver's series on energy conservation and self-reliant living, will explore contemporary topics and practice projects of energy and resource conservation around the house. The 13-part magazine format series airs on most PBS stations beginning in January of '85. Hosted by veteran film and television actor, Ric Jury, A HOUSE FOR ALL SEASONS travels across the country to present new ideas for a more self-reliant lifestyle, including energy and watersaving projects, solar greenhouse gardening, low cost cooling, innovative construction techniques, and inspiring community projects. Viewers will take tours on selected energy-efficient housing style, from adobe to log, from Maine to Oregon — two of them personally conducted by TV actresses Pam Dawber (MORK & MINDY) and Linda Kelsey (LOU GRANT) as they display their own solar homes.

Charlie Wing (HOUSEWARMING WITH CHARLIE WING) visits a Maine island that's gone photovoltaic and tours the best performing solar home in America. Roy Underhill (THE WOOD-WRIGHT'S SHOP) transports us back in time to Colonial Williamsburg and shows us our forebearers' self-reliant lifestyle. There'll also be a tour of George Washington's solar greenhouse and Thomas Jefferson's self-cooling house. Horticulture expert Shane Smith hosts four segments on solar greenhouse gardening and indoor "tub" farming. The series is scheduled to run from January 5, 1985 to March 30, 1985.

Minutes

(Continued from page 2)

minutes of the September 15, 1984 Board of Directors meeting. Pleasid by majority vote, Mr. Boniface abstaining.

Treasurer's Report

Mr. Boniface moved, Mr. Caesar seconded to set the time of the adjournment to no later than 3 p.m.

PASSED UNANIMOUSLY

BUDGET: Mr. Boniface distributed summaries of the political Action Committee account, the list of donations made through the PAC, and a summary of the CAL SEIA budget/actual expenses for 1984. Mr. Boniface noted that the long term debt payments would be settled by the end of 1985; the money market and sun fund accounts earn 10.5% interest; the funds for the DOE/Annual Meeting contract would be received by 1/15/85; and that the \$2500 expense for the computer purchase deposit would be made up by a \$5000 transfer from the Sun Fund account.

Mr. Boniface commented that the 1984 budget was produced by a "crystal ball" and that CAL SEIA was able to come in reasonably close. He noted that the proposed 1985 budget, although not particularly austere, is presented quarterly, so that the Board can more effectively control the Association budget.

Chapters: Mr. Boniface reported that it is his understanding that the State Association is responsible for Chapter financial activities. He recommended that the 1985 Treasurer contact all Regional Chapters and request that they formalize their accounting procedures.

Mr. McLaughlin asked if CAL SEIA has any potential liability in this area. Ms. deWitt answered that each of the Chapters are operating as non-profit associations without the formal recognition of the IRS or FTB. She added that this could be handled by amending CAL SEIA's exemption from individual to group exemption or by each Chapter applying for non-profit status. She noted that if left the way it is now, CAL SEIA could be held liable for the Chapter activities. Mr. Boniface commented that a quarterly report from each Chapter would be enough to handle this through CAL SEIA. He recommended that this issue be referred to the Chapters Committee.

Mr. McLaughlin asked if an audit of FY1984 will be conducted. Mr. Boniface responded that an audit had not been planned, although he would recommend a cursory review of FY1984.

Mr. McLaughlin moved, Mr. Radford seconded that CAL SEIA have a cursory review of FY1984 performed by CAL SEIA's Accounting firm.

PASSED UNANIMOUSLY

Mr. Pelikan recommended that the Chapters be provided with a standard reporting form for accounting purposes. Mr. Boniface agreed that this would be appropriate if CAL SEIA becomes a group non-profit.

Staff Report

Ms. deWitt reported that over the last quarter the staff had been involved with the Annual Meeting, organizing staff involvement with SEIA, purchasing a computer as well as attending the Solar Age Conference in Colorado. Ms. deWitt reported that the conference provided a secluded setting for sometimes heated discussions on the tax credit issue. Mr. McLaughlin added that the many groups represented at the conference felt that SEIA moved too quickly to put together a solar only bill. Mr. McLaughlin and Ms. deWitt agreed that most of the conference time was spent venting concerns and that a coalition of the groups involved would be meeting in Washington, DC. Ms. deWitt pointed out that this was included as an agenda item under new business.

PUC Rebate Extension: Ms. deWitt reported that after discussing the extension with the Executive Committee, she had filed a petition with the PUC to extend the installation time in PG&E territory. She noted that the PUC had granted the extension as requested by CAL SEIA.

Computer: Mr. Pelikan asked for a report on the computer. Ms. deWitt informed the Board that CAL SEIA had purchased an IBM PCXT with a C-TOH letter quality printer with cut sheet feeder. Software is the WordStar ProPak. She noted that the SEIA and CAL SEIA computers are compatible.

Executive Committee

Mr. McLaughlin reported that the Committee met 11/5/84. He distributed copies of the minutes to the Directors. He noted that both the PUC petition and the computer purchase are covered under these minutes.

He went over the fundraising dinners which were held to raise money for the tax credit extension. He noted that the meetings were poorly attended due to short notice of these events.

Technical Standards Committee

PUC: Mr. Caesar reported that as a result of the PUC technical report and working closely

(Continued on page 11)

A SOLAR CAPITAL CAVALCADE

1985 SOLAR ENERGY INDUSTRIES ASSOCIATION
CONVENTION

FEBRUARY 24-27, 1985



J.W. MARRIOTT HOTEL
WASHINGTON, D.C.

Join the Solar Industry
in Kicking Off
the Solar Tax Extension Campaign

For Program Information Contact:

For Registration Information Contact:

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Beltsville, MD 20705
(301) 345-8800

CAL SEIA

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2015 J Street, Suite 14 • Sacramento, CA 95814

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For additional information, contact Sue deWitt, CAL SEIA, 2015 J Street, Suite 14, Sacramento, CA 95814 (916) 443-1877.

THE CONTENTS OF THE SOLAR ENERGY REPORT DO NOT NECESSARILY REFLECT THE VIEWS AND OPINIONS OF THE CALIFORNIA SOLAR ENERGY INDUSTRIES ASSOCIATION.

Chapter Activities

FOOTHILL/SACRAMENTO CHAPTER reports that its first dinner meeting on Nov. 29 was quite a success. The meeting was highlighted by the sample testing of the new Contracts License for Solar, the C-46. Over 30 guests attended, including guest speaker Bob Christianson of the Contractors State License Board, who spoke on Ethics problems in the industry.

ORANGE COUNTY announced the new Officers and Board Members at their Dec. 13 Christmas Party. Shanna Gibson of PYRAMID CONTROLS was elected President, John Albritton of JOHN ALBRITTON COMPANY will be Vice-President, Jack Long, SOUTHERN CALIF. GAS CO. will serve as Secretary, and Jim Kline of FULL ENERGY SPECTRUM will be Treasurer for a second term. The remaining Directors are as follows: Bill Dokos, George Johnson, Paul Klinger, Bob Sweet and Joe Undeck.

CLS CORP. sponsored the party donating all drinks and pizza for the 60 attendees. Prizes were also raffled, with the Grand Prize, a T.V., going to Brad Cone of BEACH SOLAR SUPPLY.

COASTAL CHAPTER President Michael Orions has appointed Fred Ehardt of CALIF. SOLAR SYSTEMS to Chair a committee which will be working closely with County and City Building Dept. Officials in developing a solar ordinance to be effective in February 1985. For more information contact Michael Orions at THE SOLAR CONNECTION.

GREATER BAY AREA CHAPTER announced their new Board Members at the GBARC Christmas party Dec. 17. Nearly 100 guests were on hand to welcome them. The '85 Board will be Chuck Crouse, Gary Gerber, Brian Hines, Kristi Mauch, Kija Mizany, Morgan Muir, Dale Sartor and Ken Schuman. Also in attendance was SEIA President Jackson Gouraud, who gave a status report on the Federal Tax Credit Extension effort.

SAN DIEGO CHAPTER had more than fifty members and prospective members at their November meeting. They discussed the C-46 exam being administered by the State Contractor Licensing Board and participated in taking a sample test. They have also announced their positive commitment to the federal tax credit extension effort. Their first contribution being the donation of all art work used in the "THUMBS UP" campaign. Thanks San Diego.

COMMITTEE INFORMATION

The California Solar Energy Industries Association (CAL SEIA) has nine standing Committees. These Committees have been formed to further the goals of CAL SEIA in an in-depth manner. Each Committee has a Committee Chairperson who is appointed by the President of the Association.

Any member of CAL SEIA can serve on a Committee. From time to time, the President may appoint an ad-hoc Committee to address special issues of the Association. An ad-hoc Committee usually stands while it addresses the issue put to it by the president then dissolves when the job is complete.

ETHICS COMMITTEE
George Radford
RPI INDUSTRIES
2897 Industrial Prkwy
Santa Maria, CA 93455
(805) 928-1881

REGIONAL CHAPTERS COMMITTEE
Greg Gahagan
SUN RESOURCE ENERGY SYSTEMS
Rt. 1, Box 677
Vallejo, CA 94589
(707) 257-8288

NOMINATIONS COMMITTEE
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CALIFORNIA SOLAR SUPPLY
610 E. Ball Rd.
Anaheim, CA 92805
(714) 978-8011

SEMINARS COMMITTEE
Roberto Ancis
NETWORK & ENERGY RESOURCES
1119 S. Doheney Dr.
Los Angeles, CA 90035
(213) 271-8837

PUBLIC INFORMATION COMMITTEE
George Johnson
URJA
3401 Fordham Ave.
Santa Ana, CA 92704
(714) 957-8752

TECHNICAL & STANDARDS COMMITTEE
Philip Caesar
SOLAR ENERGY CONSULTANTS
1818 Harmon Street
Berkeley, CA 94703
(415) 654-1586

GOVERNMENTAL AFFAIRS COMMITTEE
Jerry Yudelson
SOLAR INITIATIVE
180 Grand Ave., #900
Oakland, CA
(415) 834-1073

CHAPTER INFORMATION

The California Solar Energy Industries Association (CAL SEIA) has eight chapters throughout California. These regional chapters have been formed to address issues on a local level. Each chapter is governed by a Board of Directors and Officers elected by the chapter membership. Chapter dues are collected at the state level by CAL SEIA. All chapter members are also members of the state association.

SAN DIEGO REGIONAL CHAPTER
Bill Kratz, President
SOLARSMITH
2610 Daniel Ave.
San Diego, CA 92111
(619) 565-2446

GREATER BAY AREA CHAPTER
Morgan Muir
MUIR COMPANY
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GREATER SAN JOAQUIN VALLEY CHAPTER
Mike Sweiso
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Fresno, CA 93727
(209) 252-9552

ORANGE COUNTY CHAPTER
Shanna Gibson
PYRAMID CONTROLS
22821 Via Santiago
Mission Viejo, CA 92691

MONTEREY BAY AREA CHAPTER
Steve Barnes
BARNES PLUMBING & SOLAR
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(408) 423-1959

ORANGE COUNTY CHAPTER
Joe Undeck, President
FINANCE AMERICA
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Newport Beach, CA 92660
(714) 851-0405

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Marks Joins CAL SEIA Staff

CAL SEIA announced the appointment of Mignon Marks as its Legislative Associate. Her responsibilities will include the "Thumbs Up" program to extend the federal energy tax credit and assisting Bill Keese in promoting the interests of the solar industry to the California Legislature.

"CAL SEIA has the deserved reputation of leadership in the promotion of the positive growth on the solar industry in California. I look forward to the opportunity of working with the membership and in expanding CAL SEIA's capability to meet its members' needs."

Before joining CAL SEIA, Marks worked as the Marketing Manager for the E.T. Harlow Company, an energy management training company for contractors and technicians. She was also the Director of the California Solar Business Office in 1981, where she worked on the start up of the SAFE BIDCO. She is also the author of "Third Party Financing of Solar Energy Systems" and numerous articles on solar and energy management financing topics.

Minutes

(Continued from page 7)

with the PUC staff, CAL SEIA has begun to mend fences. He reported that, at the request of the PUC staff, Ms. deWitt and he will be meeting with the Energy Branch Staff to discuss future PUC solar policy. Ms. deWitt cautioned that the relationship with the PUC is very fragile and that it would be better if this meeting were kept low-key so that the relationship can continue to improve.

IAPMO: Mr. Caesar noted a copy of the letter sent to IAPMO regarding pressure testing of solar equipment. Ms. deWitt noted that IAPMO had not yet responded. Mr. Boniface reported that he will continue to serve on IAPMO's solar committee. Mr. McLaughlin noted that IAPMO had established an ad hoc committee that would be looking into this to make a recommendation to the solar committee. Mr. Boniface agreed to keep an eye on this issue.

Public Information Committee

Mr. Johnson reported that for the second half of the year the Committee had been asked to establish a non-profit corporation and prepare a business plan for the Solar Promotion Council. He reported that papers are ready to be filed to incorporate but that a business plan had yet to be prepared. He attributed this to concerns about where the seed money would come from and how the corporation would be controlled. He suggested that another Director be chosen to complete this project. He noted that the Committee had made no progress in coordinating this effort with SEIA.

Mr. Garfield introduced Ms. Peg Bos, representing Mr. Jerry Cook, Chairman of SEIA's Public Relations Committee. Ms. Bos reported that the SEIA PR Committee's recommendation is to focus SEIA's PR activities on the legislation to extend the federal tax credit. The SEIA Committee recognizes the importance of generic advertising, she reported, however with limited resources chose to focus on the tax credit extension.

Industry/Utility Committee

Mr. Buffum distributed copies of the minutes of the October I/U Committee meeting. He pointed out that minutes of the meeting held 12/6 were not yet available, adding that there were no action items from that meeting.

Btu Meters: From the October meeting a discussion was held on the Calif. Dept. of Agriculture, Weights & Measures Div. activities with regard to regulating Btu meters used in California. Mr. Buffum reported that this will be of significance to the industry probably 18 to 24 months from now. This would apply to Btu meters used in commerce (i.e. microutility). The Dept. has received complaints regarding inaccurate metering. They will establish a standard for testing meters then they will verify accuracy of field units. Once the unit has been accepted for use in California, Rechecking of accuracy will be limited to when they receive complaints. Any contractor installing or modifying a system containing a meter will be required to notify the Dept. within 24 hours. He added that SDG&E had taken the Dept. representative on a tour of San Diego solar installations to help the Dept. to better understand the complexities of this issue.

PUC Oil-42 Extension: Mr. Buffum distributed copies of the order granting CAL SEIA's petition for extension. He commended the quality of work on this project.

Meetings: Mr. Buffum informed the Board that the I/U Committee will meet quarterly in the future and that industry representation has been dwindling. He asked for a contractor and a manufacturer representative to be appointed to the Committee. Mr. Frauman asked that the I/U Committee meetings be announced in the newsletter so that the industry members can participate.

(Continued on page 15)

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... It Pays!!



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The California Solar Energy Industries Association (CAL SEIA) is the professional trade association representing the solar industry in California. It is the only voice — your voice — throughout California. CAL SEIA is supported by the leading solar manufacturers, distributors, contractors, designers and consultants in the state. Top-notch solar businesspeople recognize the importance of an industry speaking with one voice to the California Legislature, local government and regulating agencies.

FACT: CAL SEIA is *your* solar trade association, with benefits aimed at *your* company's needs. Benefits include:

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- Solar Energy Report
- Sunspots
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- Regional Chapters
- Committees
- Seminars
- Membership Directory

FACT: If you are involved in solar energy — you *should* be involved in CAL SEIA!

For more information contact CAL SEIA, 2015 J Street, #14, Sacramento, CA 95814 or call (916) 443-1877.

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NOTE: Dues include membership in the Cal SEIA Local Chapter nearest your place of business and a \$25.00 contribution to the Cal SEIA PAC Fund.

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CAL SEIA extends a big Thank You to the companies who set up displays at the CAL SEIA eighth annual meeting:

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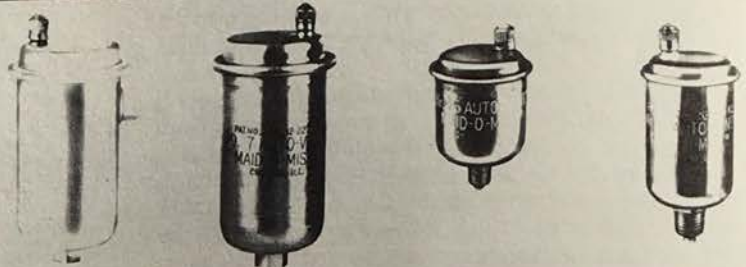
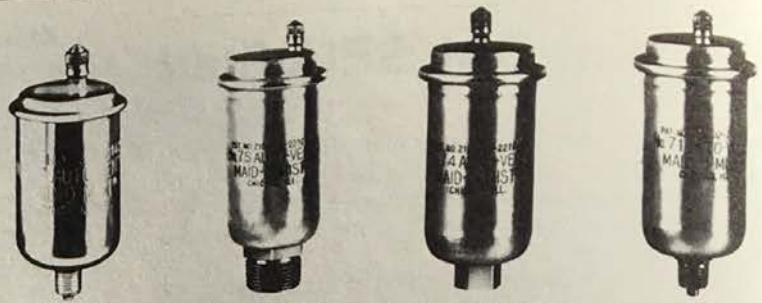
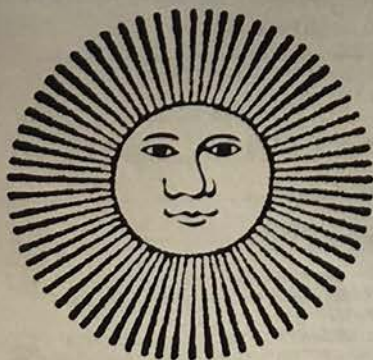
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ERI also acts as an information and commercial conduit between overseas energy developers, international development assistance agencies and U.S. energy businesses. ERI helps overseas energy planners access state-of-the-art energy technologies made in the U.S.A.

"Characterized by small and medium sized businesses, members of the U.S. energy industries often lack the experience to compete with well financed, multinational foreign firms," says Dr. Guy Phillips, President of Energy Resources International.

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small electrical power generation, mechanical energy systems, and electrical energy management equipment.

David Phillips, Vice President of Marketing, believes that, "Because overseas energy planners are now emphasizing energy independence through the development of local energy resources, many U.S. renewable energy and energy management technologies have become very attractive overseas. As energy use continues to grow, the need to conserve traditional fuel sources and reduce oil imports become more important."

"ERI supports a sale from market identification through contract negotiation, freight delivery, and operation. In addition to its technical support and brokerage services, ERI helps the exporter negotiate joint venture and licensing agreements, and arranges trade finance and counter trade."

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THUMBS UP!



For An Extension To The Federal Energy Tax Credit

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A dramatic feature film intended for worldwide distribution dealing with solar and the present and future national energy system is now in development. As a narrative fiction film based in fact, it may be the first movie to address what *Rolling Stone* magazine has called "probably the most important decision the country will face during the remainder of this century." Co-authored by novelist Gurney Norman (*Divine Right's Trip*), the story is set in Kentucky and New York. For further information, contact John Teton at Earthlight Films, 50-A Edith Street, San Francisco, CA 94133 or call (415) 788-4499.

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Annual Meeting Recap
 (Continued from page 5)



The Colt Industries Booth.



Jim Garfield presents the first CAL SEIA Hall of Fame award to CAL SEIA's first President, Jerry Cook.



Bob Polizzi in front of his Raypak booth.



The Griswold Booth.



Urja Booth.



King Industries Booth.

Minutes

(Continued from page 11)

Ethics Committee

Mr. Radford reported that ethics complaints are still coming in, however, they are now better documented which helps the Committee to follow up with positive responses.

SEIA: Mr. Radford read a statement by Mr. Gorin published in Solar Industry Bulletin: "Unethical behavior probably isn't any more prevalent in the renewables industry than what it was 2 or 5 years ago, but certain key Congressmen are making an issue of tax credit abuses and if their concerns aren't overcome the odds of winning an extension will shrink from ify to none. Thus as the political struggle over the tax credits heats up, the pressure for self policing over the tax credits heats up proportionally". Mr. Radford reported that SEIA has been revising their Code of Ethics although it is likely that it will not be adopted until after the tax credit effort has taken place. He noted that he agreed with Mr. Gorin's point and stated that this is a real problem in California.

Mr. Radford continued reading from the same article, "...but Gorin can't be everywhere all the time and State SEIA Chapters which have been mostly involved in promoting the industry and just surviving have even fewer resources and less experience in police work than National SEIA does." Mr. Radford noted that he disagreed with this point and pointed out that CAL SEIA has been very effective in the area of ethics as well as promoting a higher level of consumer awareness.

Ongoing Problems: The latest pattern of abuses starts with an invitation to a seminar, this program gets around the contractors' 3 day recession period. Some of these seminars make cases for very expensive systems to be cost effective based on utility rates jumping several hundred percent due to deregulation, even though indications are that deregulation will not affect the rates severely. Mr. Radford displayed an example of an actual invitation which stated that the federal credit expire 12/31/84 (when they actually expire 12/31/85). The invitation also claims that this company is a member of CAL SEIA. A cease and desist letter from CAL SEIA's counsel will be sent, but he noted that the damage has already been done. He commented that it is in everybody's best interest to keep pressure on these companies to stop abusive sales practices.

Mr. Radford noted that the Committee really isn't directly involved with policing but more of a funnel to get the right information to the right enforcement agency. Mr. Debin agreed that CAL SEIA should not be directly involved with the enforcement, for its own protection.

Mr. Garfield commended Mr. Radford for his efforts during this year. Mr. Mizany asked if more presentations could be made at local Chapters on this issue. Mr. Radford agreed with Mr. Mizany and agreed to attend Chapter meeting to discuss ethics issues.

Seminars

Mr. Ancis reported that he would no longer be serving as Chairman of this Committee.

Solar Rights: Ms. deWitt reported that she is working with Associated Resources on the solar rights seminar and handbook. The seminars are planned for March/April of 1985.

RETSIE: Ms. deWitt reported that Mr. Gorin had asked for suggestions on technical seminars to be held during the RETSIE show. Mr. Radford commented that Seminars are offered monthly by the Florida Solar Energy Center and that handbooks are available for sale if you can't make it to the meetings. Mr. Radford suggested that staff look into conducting these programs in California, such as their recent "Hot to Sell Solar" program. Mr. Pelikan agreed that CAL SEIA should offer more business oriented programs. Mr. Garfield referred this to the 1985 Seminars Committee.

Nominations

Mr. Debin reported the results of the elections and asked the Board to welcome the following newly elected Directors: Anoush Mizany, Mark Frauman, Jim Senn, Terry Buffum, Al Pantan and Joe Undeck.

AD HOC Tax Credit

Mr. Radford reported that the Committee met for the first time on 12/6. The members of the Committee and the areas they represent are: G. Radford, Coastal; F. Ford, Nat'l SEIA; J. McLaughlin, Bay Area; R. Henley, Los Angeles; T. Debin, Orange Co.; T. Buffum, Bay Area; B. Kratz, San Diego.

The Committee discusses several issues:

- importance of establishing a deadline for fundraising;
- suggesting levels of contributions for companies and regional chapters;
- maintaining lines of communication using local Chapter phone trees;
- reaffirming goals and commitments to this effort;
- dissemination of information through a fact sheet, biweekly or as necessary, for the California program.

He noted the CAL SEIA goal to raise \$125,000 for SEIA's program and that CAL SEIA has added an additional \$50,000 for the California program. Mr. Radford pointed out that these funds are not for contributions to elected officials.

Mr. Radford outlined to the Board the specific fundraising goals established for the geographic regions of the membership and the ad hoc Committee member responsible for achieving those goals:

Foothill/Sacramento	\$15,000	S. deWitt/N. Fadness
Bay Area	40,000	T. Buffum
Coastal	10,000	G. Radford
Los Angeles	40,000	R. Henley
Orange County	40,000	T. Debin
San Diego	30,000	B. Kratz

He added that the suggested level of contribution for individuals companies was set at 1/4 of 1% of annual solar sales. Based on this, the Committee believes CAL SEIA can meet its fundraising goals.

Mr. Radford moved, Mr. Boniface seconded that the CAL SEIA Board endorse this program, which has been named the "Thumbs Up" Program.

- Fundraising: Information on California program will be described through a fact sheet in addition to the SEIA brochure. The deadline for fundraising will be January 20, 1985.
- Public Relations: Media support, positive press releases.
- Grass Roots: Letters to newspaper editors, personal delivery of press packages, speakers bureau.

4. Information Dissemination: Through Chapter phone trees, newsletter and bulletins.

Discussion: Mr. McLaughlin asked what level of activity would be required by staff. Ms. deWitt said that she anticipated needing one additional part-time staff and that the proposed 1985 budget included an allocation for this expense.

Mr. Garfield noted that one of the recommendations made by the Committee is to request that the CAL SEIA Board of Directors make a strong statement on the tax credit extension and distribute this through a press release to trade publications and members.

Mr. Mizany asked if the Thumbs Up program included increasing the awareness of the industry on the sensitivity of tailoring legislation to increase the chance of approval from Congress. Mr. Radford said that this would be covered in the grassroots portion of the program and that he agreed that this is a very important part of the program. He added that this was discussed at the Committee meeting and they felt it would be important that CAL SEIA be prepared to respond quickly so that we don't bog down the legislative process. Mr. Mizany stated that this should be a separate item in the program. Mr. McLaughlin commented that the CAL SEIA fundraising effort includes an understanding with SEIA to discuss changes/modifications to the legislation with CAL SEIA's lobbyist, Bill Keese.

Mr. Mizany asked that the membership be given the details of the legislation so that they can have input on the provisions of the bill, for example, tying performance requirements to the credit eligibility, a point he feels most members would strongly support. Mr. McLaughlin noted that his understanding of SEIA's position does not include performance as they feel it would be contrary to the best interests of the industry—although an omnibus bill may include performance requirements for all technologies. He noted that CAL SEIA has been opposed to minimum performance in the past. Mr. Mizany clarified his position that the credits be made proportional based on performance. He suggested that a poll of the Board be taken on this issue. Mr. Happersett noted that this is only one of several things which can be raised but felt that the important issue is the overview of getting behind the credit renewal and go into this knowing that we will have to deal with internal chunks of the bill however we can and as it comes along—through National SEIA or individually without losing sight of the big issue. Mr. Garfield pointed out that there will be bi-weekly/as necessary letter to members updating the credit status. He suggested that the members be solicited through the letter. Mr. Caesar felt that this poll should look beyond performance and ask the members how they feel about the whole package.

Mr. Radford called for the question.

PASSED UNANIMOUSLY.

Mr. Pelikan asked if Ms. deWitt has any individual in mind to hire for part-time assistance. Ms. deWitt stated that she had discussed this with Ms. Mignon Marks and that she has expressed interest in the position.

Mr. Pelikan moved, Mr. McLaughlin seconded authorizing Ms. deWitt to hire Ms. Marks as soon as she is available to help speed up the progress of the Thumbs Up program.

Discussion: Mr. Boniface noted that the budget would be able to accommodate this. Mr. McLaughlin added that it was his understanding that part of the \$125,000 from California was to go to hiring a local public relations firm. He suggested that if a firm is not hired, CAL SEIA may be able to negotiate with SEIA for partial funding of Ms. Marks position.

Mr. Pantan asked how SEIA and CAL SEIA were keeping track of contributions, particularly those made directly to SEIA. Ms. deWitt explained that Mr. Gorin and she were exchanging pledge information and crediting the contributions made by CAL SEIA members to California and companies who are directly involved with SEIA are not counted. Mr. Radford and Mr. Garfield both recommended that the CAL SEIA Chapters send their contributions through CAL SEIA. Mr. Radford reported that the Committee recommends that all pledge amounts be kept confidential although companies can be acknowledged by name.

Mr. Mizany recommended that the poll of the members be included in the first mailing on the Thumbs Up program.

Mr. Pelikan called for the question.

PASSED UNANIMOUSLY.

Mr. Garfield asked if there were any other comments to be made on the tax credit issue. Mr. Pantan brought forward two pledges from SolarSmith and Solar Transition. Ms. deWitt presented two pledges from Frauman Energy and American Sun. The Directors guests acknowledged these with a round of applause.

Mr. Garfield asked Mr. Pantan for a description of the SolarSmith pledge. Mr. Pantan informed the Board that SolarSmith's employees can contribute 5-10 cents per hour in pledges and that some of the employees will be working up to 1/4 time on the tax credit program.

Chapter Reports

GBARC: Mr. Mizany reported that the last membership meeting was held in Oakland. The next meeting will be December 17 in Oakland and invited everyone to attend as this is their Christmas party.

San Diego: Mr. Pantan reported that 45 people attended the last meeting of the Chapter, where a sample of the C-46 test was being administered. Mr. Pantan reported that the Chapter has a full time administrator. They pay him \$50/member/year and he handles their mailings, newsletters and hold Board meetings in his offices. He recommended that the other Chapters look into this type of arrangement.

Los Angeles: Mr. Ebinger announced that the Chapter had completed its elections of 5 new Directors: Gordon Maynard (Solar Pacific); Harry Enck (Solar Tech, Inc.); Mary Elizabeth Gregory (AmericanSun); Al Clairborne (CLS); Rick Fee (Rhino Rak).

Mr. Ebinger distributed a proposal to the Board which would initiate a Consumer Repair Service/Hotline for owners of solar equipment who cannot obtain service because the original solar company had gone out of business. He explained that this program would work as a referral service for member companies who do service work. The Chapter feels that this is a positive consumer program which would be a step toward generic advertising. Mr. Ebinger reviewed the contents of the proposal and, on behalf of the Chapter, asked the Board to approve the program.

Mr. Garfield commended the Chapter for their efforts in developing this program. He asked that copies of the correspondence with Mr. Hays be forwarded to the CAL SEIA office

for review. Mr. McLaughlin commented that this was a good package but felt that CAL SEIA's counsel should review the indemnification agreement for any potential for liability to CAL SEIA.

Mr. McLaughlin moved, Mr. Boniface seconded to defer action on this proposal until a legal review had taken place.

Mr. McLaughlin stated that he would like to discuss this program but recommended that the Board not take action on the issue today. Mr. Pelikan and Mr. Garfield commented that they would not want to take any action either. Mr. Pelikan stated that it was evident that a lot of work had been put in on this and that it was close to perfect. Mr. Buffum commented that the I/U Committee had discussed the program at the last meeting. He suggested a clause be added which would prevent the customer from calling the repair person as an expert witness in legal action. He noted that this has happened in the past to utility personnel.

Mr. Boniface amended the motion, Mr. McLaughlin seconded to postpone action on this indefinitely.

Mr. Ebinger pointed out that this program falls within CAL SEIA's goals and objective to promote ethical business practice. He commented that the risk of bad press is less than that of taking responsibility for inoperative solar systems. He cited examples of other industries which have experienced bad consumer reputation. Mr. Caesar noted that the program describes clearly that this is for customers who cannot obtain service because the original contractor is out of business, although the press releases do not make this clear. Mr. Caesar stated that he agrees with the motion. Mr. Radford commented that this program operated through the local Chapter would assist the work of the Ethics Committee.

Mr. Garfield asked Mr. Ebinger if the customer had to sign the agreement. Mr. Ebinger said yes and pointed out the indemnification agreement. Mr. Garfield reviewed this and suggested that Mr. Hays be directed to add a clause which would also indemnify CAL SEIA. Mr. Garfield stated his support of the program but added that the Board should, before approving this, address the questions on CAL SEIA's liability. Mr. Pelikan asked if this could be deferred to the next Board meeting. Mr. Ebinger commented that the Chapter would like to move forward with this as quickly as possible. Mr. Debin pointed out that the next Board meeting is in 30 days. Mr. Happersett asked for clarification on what Board approval is required for the Chapter as the Board is not saying that this is something they can or cannot do other than the legal/liability questions. He expressed his overall support of the program. Mr. Ebinger clarified that the Chapter would like approval of this program from the CAL SEIA Board.

Mr. Garfield restated the motion to postpone indefinitely. Mr. Boniface stated that the motion was no longer appropriate. Mr. Radford suggested that the motion be modified or restated to direct staff to investigate the proposal so that at the next meeting the Board can be prepared to vote on the endorsement issue.

Mr. Boniface rescinded his motion.

Mr. Radford moved, Mr. Mizany seconded to direct staff to investigate the proposal, including legal review, and to report back to the Board at the next meeting.

PASSED UNANIMOUSLY.

F/SAC: Ms. deWitt reported that 27 people attended that last Chapter meeting to take a sample of the new C-46 test and that the Chapter is doing very well.

Coastal: Mr. Radford reported that the Coastal Chapter had a sampling of the C-46 test also and noted that the people in attendance did not feel that there were very many solar questions. He noted that Mr. Long had attended one of the meetings to discuss OII-42. Mr. Frauman commented that the LA Chapter also felt that the C-46 test did not have many solar questions. He added that he has been working with the test writing people and that there may be only a few questions that address solar effectively. Mr. Caesar stated that his knowledge of the test was that half were written by CAL SEIA and half by a mechanical engineer. Mr. Frauman said that at least 500 were written by an architectural student. Mr. Garfield directed the Technical/Standards Committee to investigate this and report back at the next meeting.

New Business

State Prevailing Wages: Ms. deWitt reviewed the prevailing wage issue that was addressed in early 1984 pointing out that a survey of the industry resulted in lowering the Federal prevailing wage from \$23/hr. to \$11/hr. for solar installers working on federally funded projects. This action, she noted, did not affect State funded projects. She asked that the Board authorize staff time to work on correcting the State prevailing wage. By consensus the Board authorized staff to work on this issue.

Texas REIA Conference: Ms. deWitt recommended to the Board that she be authorized to attend this conference. She added that the budget does not contain funds for the travel and suggested that this be contingent on travel funding from TXREIA. Ms. deWitt stated that she would attend on behalf of CAL SEIA and the SEIA Affiliates Council. A discussion was held with concern that this conference may lead to a coalition and that Ms. deWitt's presence may be misinterpreted as an endorsement. Ms. deWitt stated that she would make it clear in Texas that CAL SEIA is committed to the SEIA effort.

Mr. Mizany moved, Mr. Pelikan seconded that staff is authorized to attend this meeting.

PASSED UNANIMOUSLY.

Annual Meeting: Mr. Mizany noted that every annual meeting held by CAL SEIA has had low contractor attendance. He suggested that the meeting time be moved to the 1st quarter of the year to improve contractor members' participation.

Mr. Mizany moved, Mr. Radford seconded that the Annual meeting be held in April, 1985 to encourage contractor participation and that the meeting be held in the 1st quarter of the year for subsequent meetings.

Mr. Boniface commented that this will be very difficult to pull together in 3-4 months considering the other factors involved. Mr. Boniface recommended that this change be adopted for the 1986 annual meeting.

Mr. Mizany and Mr. Radford amended their motion to add "if this is feasible, if not, then effective 1986".

PASSED UNANIMOUSLY.

Adjournment

There being no further business, the meeting was adjourned.



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E V E N T S



January 18	CAL SEIA Board of Directors Meeting, San Jose	June 7	CAL SEIA Board of Directors Meeting, Anaheim
February 14	CAL SEIA Industry Utility Committee Meeting, Los Angeles	August 8	CAL SEIA Industry/Utility Committee Meeting, San Francisco
February 24-27	SEIA Annual Meeting Washington, D.C.	September 20-21	CAL SEIA Ninth Annual Meeting Southern California
March 11	CAL SEIA Legislative Reception Sacramento	September 20	CAL SEIA Board of Directors
March 12	CAL SEIA Board of Directors Meeting, Sacramento	November 7	CAL SEIA Industry/Utility Committee Meeting, Los Angeles
May 9	CAL SEIA Industry/Utility Committee Meeting, San Diego	December 7	CAL SEIA Board of Directors Meeting, San Diego
June 3-6	Retsie Show, Anaheim		

(For information on times and locations, call the CAL SEIA office.)