



ASSOCIATION OF
ENERGY ENGINEERS

Bay Area Chapter

NEWSLETTER

May 1999

Dinner Meeting Information Tuesday, May 25th

Emissions Trading as a Tool for Achieving Greenhouse Gas and Ambient Air Quality Goals

Our speaker will be **Josh Margolis**, a Senior Vice President at Cantor Fitzgerald Environmental Brokerage Services in the San Francisco office. Josh will discuss Emissions Trading as a Tool for Achieving Greenhouse Gas and Ambient Air Quality Goals. Josh has practiced emissions trading since 1985 and has completed more than \$65 million in air credit transactions across the country. He directs Cantor Fitzgerald's computer assisted Continuous Clean Air Auction which can be found at:
www.emissionstrading.com.

See page 3 for more info...

PRESIDENT'S MESSAGE

by this month's special guest past president

Doug Chamberlin

Dear Friends,

As I utterly failed to do the intense research and prudent analysis necessary for the innovative and earth shattering letter I meant to prepare, I will write this month's newsletter about that which I am most familiar; me. Or – more – perhaps a little insight into what I have learned over the past twenty years in the energy engineering field.

As a card-carrying member of the ACLU and die-hard deadhead (is that redundant?), coming out of school I felt I had two choices - either make missiles or do something else. I definitely chose something else starting with a company called Guaranteed Energy Savings (GES). This was actually a rather interesting phase of the energy industry (Early 80's) as every mom and pop outfit that could swap out a light bulb (OK swap out a lamp –far all you anal, luminaire type freaks) were promoting services with savings that usually exceeded the customer's use – how could anybody pass up such a deal!! We actually had a fairly decent company going highlighted by the addition of Tom Riley (of which I am most proud that I took him to his first Grateful Dead show). This company specialized in restaurant energy efficiency upgrades, of which we had over 500 installations. Tom had the record of installing a complete lighting upgrade and EMS installation in one night, which is pretty darn impressive. As a good number of the installations were in Texas, we had a good ol' time after hours and fondly remember a night at the Million Dollar Club in Dallas... But I digress.

GES did quite well and received regular coverage in EUN, until the president of the company murdered his wife in their affluent home in Los Altos Hills. I honestly believe that he was a good man that just snapped. I must admit, however, that it was an extremely strange time going to work while the owner of your company was on trial for murder. He was ultimately convicted and has been in prison since 1986, although to this day, I do not know where he is.

Continued →



Preview
of the
June 22nd
Meeting

Energy Efficiency in Cleanrooms and Laboratories for High Technology Industries

Please join us to hear about the latest advances in energy conservation technologies applied to cleanrooms and labs for high tech industries. **Dale Sartor**, scientist engineer of the Lawrence Berkeley National Laboratory, will present an overview of his research findings in this exciting field. Stay tuned, more details will follow in the June newsletter.

President's Message (Cont.)

1999 Board

President - Ed Spivey
(925) 944-8929

Senior-Vice President – Leslie Kramer
(415) 434-0900

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(415) 434-2600

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Treasurer - Steve Greenberg
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Membership - Kenneth Moore
(415) 460-0460

Newsletter – Kevin Warren &
Jim Kelsey
(510) 834-6420

Database Manager - Open

Information Liaison – John Clark
(510) 420-8987

Com. Involvement – Open

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Ryan Wood
(800) 770-8539

Member At Large -
Open

Interested in involvement?

Contact: Ed Spivey
(925) 944-8929

After the soap opera of GES, the company evolved into something called Teal Tech. Teal Tech - I'm sorry but that is a really lame name. What the hell is a Teal Tech?? Maybe they were ahead of their time given the Sharks and all but it didn't work and neither did the company. We were rescued by a group of Venture Capitalists from Sand Hill Road. This group was then purchased by Warren Davis (one of the finest men who has ever breathed) and the name changed to GoldenBear Cogen (yes a true Cal fan). Warren summarized our performance with the expression that we were an artistic success if not a financial one. This company was then sold as one of the original four companies that became Proven Alternatives in 1992. The concept behind PAI was innovative. Spare no expense in bringing together the best (he says modestly) talent available including Luminae-Souter lighting design and others to become the premier ESCO in the West.

Unfortunately, the sales did not follow which leads me to the topic of this letter – did I tell you I actually had a topic? Well I do and here it is: this is a tough, difficult and often times frustrating business. From the contractors or professional services prospective, it seems that we are required to do everything for nothing and be completed two weeks ago. From the users perspective they are entrusting their facilities, and often times their reputation on a company who is promising to deliver and measure something that does not materially exist – energy savings.

So why do we do it? Why, other than to collect a paycheck, do we battle day in and day out to fight what often times seems a fruitless struggle? We do it because it is the right thing to do. It is an honorable profession that provides tangible benefits to our company, our clients, and most importantly, the environment. It is easy to become jaded into thinking that our work is merely a business transaction netting higher profits for the respective parties. One cannot be naïve enough to believe that clients would open up their wallets for a purely goodwill gesture of fostering energy conservation with no material benefit. However, there is a reason that a significant portion of our work is subsidized by public entities: It is the right thing to do. All of us should take great pride in what we have accomplished. From the millions of tons of reduced air pollutants to the better lighting environments of our schools – we have made a positive impact on this world and continue to do so every day we show up for work. That's why we do it, at least, that's why I do it.

- Doug Chamberlin



Bay Area Chapter

AEE Bay Area Chapter serves as a unique forum for the discussion of energy issues and concerns. AEE Bay Area Chapter provides common professional meeting ground for facility managers, design and specifying engineers, utility and vendor representatives and energy researchers to participate in vigorous peer-to-peer dialogue, learning and group discussion.

AEE Bay Area Chapter strives to provide quality professional development opportunities which build knowledge and skills through meetings, seminars and publications. Emphasis is placed on:

- Assessing the applicability of emerging technologies, and
- Improving the performance and reliability of current technologies.

Meetings are held on the fourth Tuesday of the month. All interested persons are welcome to attend, participate and join the Chapter. If you are interested in joining the AEE Bay Area Chapter, contact Ken Moore at (415) 460-0460.

Meeting Announcement

Emissions Trading as a Tool for Achieving Greenhouse Gas and Ambient Air Quality Goals

Tuesday, May 25th

- 6:00-6:30 **Social**
- 6:30-7:30 **Dinner:** Salmon Florentine served in a bed of spinach with sundried tomatoes and caper sauce or Hawaiiin Chicken Brochette with teriaki sauce on a bed of rice with vegetables. A vegetarian option is also available. Dinner includes house salad, bread, seasonal vegetables, rice or potatoes, coffee, tea or milk, and ice cream.
- 7:30-9:00 **Chapter Business and Program.** Our speaker will be Josh Margolis, a Senior Vice President at Cantor Fitzgerald Environmental Brokerage Services in the San Francisco office. Josh will discuss **Emissions Trading as a Tool for Achieving Greenhouse Gas and Ambient Air Quality Goals**. Josh has practiced emissions trading since 1985 and has completed more than \$65 million in air credit transactions across the country. He directs Cantor Fitzgerald's computer assisted Continuous Clean Air Auction which can be found at www.emissionstrading.com.
- Location:** Sinbad's Restaurant (private banquet room). Located on Pier 2, the Embarcadero, near the Ferry Building in San Francisco. Valet parking is available and free (except tip.)
- Cost:** \$32 Members
 \$37 Non-Members
 \$15 Students
- Reservations:** Call Mima Guilles or Leslie Kramer at (415) 434-0900 or fax (415) 956-6220 using the handy fax form to make reservations by noon Friday, May 21. You can also make your reservation on our web site www.aee-sf.org or respond by e-mail to LKramer@brownvance.com.



Announcements



Now you can make your dinner reservations online

Make your reservation and dinner selection for the next meeting at the chapter website:

www.aee-sf.org

West Coast Energy Management Congress June 17- 18, 1999 Disneyland Hotel, Anaheim, CA

This comprehensive conference and exhibition program is targeted at professionals who must apply the latest technologies and strategies to reduce electric and gas costs. Delegates will learn how California deregulation is unfolding and the numerous new opportunities that are evolving in the energy marketplace.

for more info contact Ed Spivey at **(925) 944-8929**

or see www.aeecenter.org

Database Wiz?

AEE Bay Area Chapter needs a database manager to help us keep track of who's paid up and who hasn't. Meet exciting high profile board members & everybody who's anybody in the Bay Area energy efficiency world. If you are interested contact Jim Kelsey at (510) 834-6420 or kelsey@kw-energy.com.

Do you know someone who might be interested in joining AEE Bay Area Chapter?

The benefits of joining include:

- Participating in exciting and informative programs
- Receiving a monthly newsletter containing information on meetings, events, and job openings
- Communicating with other energy professionals

For membership application:

**Contact Ken Moore
(415) 460-0460**

Meetings are held on the fourth Tuesday of each month. All interested persons are welcome to attend, participate and join.



Bay Area Chapter

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