

1 32-20001204-9362133-9384469 (2:23)

2 [dialing/ringing]

3 STEVE: This is Steve.

4 PAUL: Hey, man. So, everything is cool.

5 STEVE: Hey Paul.

6 PAUL: I mean this –

7 STEVE: Done, huh?

8 PAUL: This is a – a freak show. But this is where California breaks.

9 STEVE: Yeah, it sure does, man.

10 PAUL: This is – this is – if it doesn't rain for another two weeks, it's over. They – they –
11 they're going to have to say – everyone's going to try to wheel out of them.

12 STEVE: Yeah.

13 PAUL: [inaudible] we – I – I just heard a market saying that, ah, 250 dollar bid for ah, Mid-C
14 over NP – 250 dollars, because Mid-C's trading at 500 dollars, you know.

15 STEVE: Wow.

16 PAUL: Who – I mean, what ha – I don't know, what happens? Everyone stops – stops
17 spinning into California? I guess that's it, right? At 260, that's above the caps.

18 STEVE: [inaudible] at that.

19 PAUL: Yeah. So, ah, what we need to do is to help in the cause of ah, downfall of
20 California – n – [chuckles] and I – it's not [inaudible], it's economic decision-wise, you guys
21 need to pull your megawatts out of California on a daily basis –

22 STEVE: Yeah.

23 PAUL: -- whatever you have, and sell it in the bi-lateral market. Sell –these guys will sell any
24 ten megawatt increments too, and give you ah, ah, whatever – either their index or the Dow
25 Jones PV index, whatever you prefer.

26 STEVE: OK.

27 PAUL: Um, so just ah, I don't ah –

28 STEVE: [inaudible] we can look at – at that and ah, working with, ah –

1 PAUL: Yeah.

2 STEVE: -- just Tom.

3 PAUL: Yeah, Tom -- let -- what -- what I'll do is let's get Tom on the phone -- me, you and

4 Tom, or you and Tom or whatever and just say, hey, ah, and sell the scraps into California,

5 like 5 megawatts, 2 megawatts -- that type of thing.

6 STEVE: Yeah.

7 PAUL: And maybe he's even wanting to say, hey, this market is willing to buy 5 -- 5

8 megawatt increments. Ah, let's -- let's see.

9 STEVE: OK. Well, we'll -- I'll take a look at it, you know, I don't -- I don't got a problem

10 with goin' -- keeping a little bit in California, but --

11 PAUL: Yeah.

12 STEVE: -- yeah, your right in the bi-let -- obviously, if it's higher --

13 PAUL: Yeah.

14 STEVE: -- it's ah -- you know what I was going to ask you?

15 PAUL: Yeah.

16 STEVE: Um, [*inaudible*] 2004, 2005 --

17 PAUL: Yeah.

18 STEVE: Well, hey Paul, can I call you back? I've got Pete on the other line.

19 PAUL: Yeah.

20 STEVE: OK

21 PAUL: Thanks, bye.