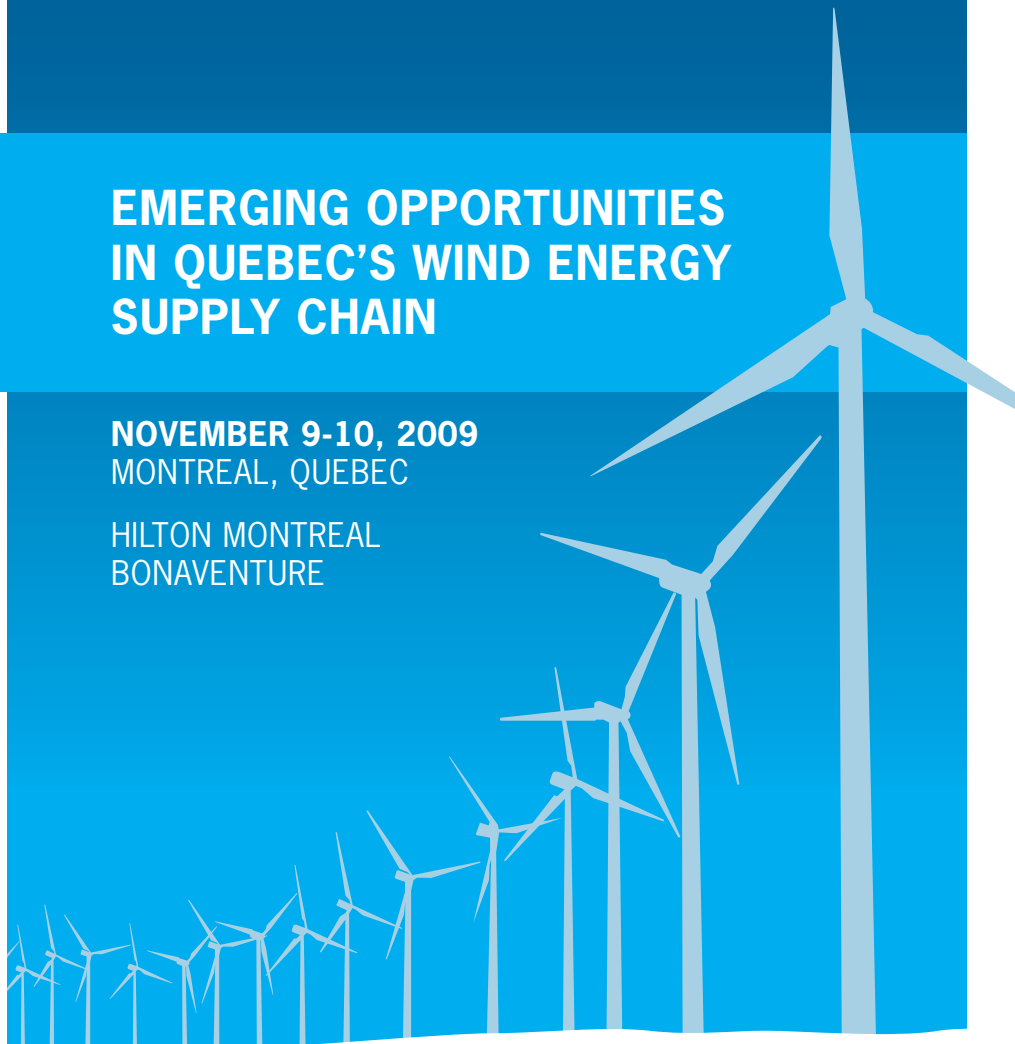


wind matters
2009

**EMERGING OPPORTUNITIES
IN QUEBEC'S WIND ENERGY
SUPPLY CHAIN**

**NOVEMBER 9-10, 2009
MONTREAL, QUEBEC**

**HILTON MONTREAL
BONAVENTURE**



canwea

CANADIAN WIND
ENERGY ASSOCIATION

ASSOCIATION CANADIENNE
DE L'ÉNERGIE ÉOLIENNE

This seminar will be held primarily in French. All presentations will be made in French, unless otherwise indicated in the program. Simultaneous translation services are available for the duration of the seminar.

DAY ONE MONDAY, NOVEMBER 9, 2009

7:30am – 6:30pm

Networking Lounge: You are welcome to visit the Networking Lounge for breakfast, breaks, lunch and the networking reception. The Lounge will also include display tables for certain companies participating in the seminar.

7:30 – 8:30 Continental Breakfast and Registration

8:30 – 9:00 Welcome / Opening Remarks

➤ Robert Hornung, President, CanWEA

Session 1 – Wind Energy 101

This session will examine the basic concepts of wind energy, its operation and its main elements. An overview of the supply chain will also be provided. Who is involved? What are the potential markets and opportunities?

9:00 – 9:30 Introduction to wind energy, its elements and supply chain

➤ Jean-François Nolet, Quebec and Atlantic Canada Policy Manager, CanWEA

9:30 – 10:00 Break

Session 2 – Introduction to the Quebec and North-American Markets

This session will present the various markets and their potential. What are the market conditions in Quebec? What are the local content rules? What about Ontario and the rest of Canada? What effect do recent decisions by the Obama administration have on the development of wind energy in the United States and what is the impact on demand for parts and services?

10:00 – 12:00 Session Moderator: Susanne Ritter, Canadian German Chamber of Industry and Commerce Inc.

➤ The Quebec market, its potential and rules regarding local content in Hydro-Québec calls for tenders – Daniel Deschênes, Director of Electricity Generation, Ministère des Ressources naturelles et de la Faune



- Ontario and Canadian markets – David Timm, Vice President Strategic Affairs, AIM PowerGen Corporation
**This presentation will be in English*

- The American market and access for Quebec companies – Charles Orlowek, Trade Attaché, Quebec Delegation in Chicago

12:00 – 13:30 Lunch

Session 3 – Wind industry stakeholders, manufacturers and service providers: their needs and requirements

This session will examine what manufacturers and auxiliary service providers in the wind industry are seeking. What are expectations when becoming part of the supply chain? What are the volumes and deadlines? Who are the potential partners?

13:30 – 14:30 Session Moderator: Frédéric Côté, TechnoCentre éolien

The views of three wind turbine manufacturers regarding their needs in the Quebec and North-American markets.

- ENERCON Canada Inc. – Adrienne Downey, Coordinator, Local Content
**This presentation will be in English*

- AAER Inc. – Daniel Charrette, Vice-President, Sales and Business Development

- Vestas Americas – Gene Cuenot, Vice-President, Global Purchasing and Supply Chain
**This presentation will be in English*

DAY ONE (CONTINUED)

MONDAY, NOVEMBER 9, 2009

14:30 – 15:15 Session Moderator: Frédéric Côté, TechnoCentre éolien

The views of two auxiliary service providers regarding their Quebec and North-American needs.

- eneXco Service Corporation, Timothy Fratta, Director, Business Development
- Cartier énergie éolienne, Luc Leblanc, Director, Public Affairs

15:15 – 15:45 Break

Session 4 – Joining the Quebec wind energy supply chain: what programs, funding sources and other tools are available?

This session will detail the government programs available, access to funding and possible partnerships to make it easier to join the supply chain.

15:45 – 16:45 Session Moderator: Jean-François Nolet, CanWEA

- Quebec government tools and programs – Nathalie Boyd, Foreign Affairs Advisor, ministère du Développement économique, de l'Innovation et de l'Exportation (MDEIE)
- Government of Canada tools and programs – Sophie Legendre, Regional Director, Canada Economic Development for Quebec Regions (CED)
- Quebec Manufacturers & Exporters: a workforce for manufacturing businesses – José-Louis Jacome, Acting Director General, Manufacturiers exportateurs du Québec

16:45 – 18:30 Networking Reception

This reception will be an opportunity to meet the speakers and participants and to develop important business contacts. A bar service will be available (with two complimentary drinks per person), and there will be appetizers. All are welcome!

DAY TWO

TUESDAY, NOVEMBER 10, 2009



7:30 a.m. – 12:00 p.m.

Networking Lounge: You are welcome to visit the Networking Lounge for breakfast and the morning break. The Lounge will also include display tables for certain companies participating in the seminar.

7:30 – 8:30 Continental Breakfast

Session 5 – Successfully joining the wind energy supply chain: case studies

This session will present success stories from businesses that have joined the wind energy supply chain. How did they do it? What help did they receive? What obstacles were there? Who are our allies?

8:30 – 10:00 Session Moderator: Philippe Lacasse, Industrial Development Advisor, Wind Energy, MDEIE

Business representatives share their experiences and advice for avoiding obstacles and making it easier for new businesses to join the wind energy supply chain.

- HydreP Inc., Pierre-Yves Tremblay, Director of Engineering
- AudiSoft Technologies, Sylvain Gauthier, Vice President, Sales and Marketing
- Marmen Inc., Eric Bellemare, Business Development Manager
- Gurit, Jean Martin, Factory Director (invited)

10:00 – 10:30 Break

DAY TWO (CONTINUED)

TUESDAY, NOVEMBER 10, 2009

Session 6 – Round table of industry representatives, principal manufacturers and government representatives on lessons learned and next steps

This session will evaluate the event. What problems need to be avoided? What advice can contract-givers give? What are the needs of companies that wish to join the wind energy supply chain? How can we ensure maximum support from our governments during this period of economic uncertainty and in the future?

10:30 – 12:00 Session Moderator: Jean-François Nolet, CanWEA

- MDEIE, Clément Drolet, Director

- TechnoCentre éolien, Martin Couture, Chairman of the Board of Directors

- Sous-Traitance Industrielle Québec, Richard Blanchet, Director, Business Development

- GE Energy, Marc Rousseau, Sales Manager – Eastern Canada

12:00 End of event

CanWEA would like to thank the following sponsors of the 2009 Wind Matters seminars:



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