

# windmatters

Seminar Series

## BUILDING THE WIND ENERGY SUPPLY CHAIN IN CANADA

**JUNE 9-10, 2010**  
TORONTO, ONTARIO

SHERATON TORONTO  
AIRPORT HOTEL AND  
CONFERENCE CENTRE



**canwea**

CANADIAN WIND  
ENERGY ASSOCIATION

ASSOCIATION CANADIENNE  
DE L'ÉNERGIE ÉOLIENNE

## DAY ONE

WEDNESDAY, JUNE 9, 2010

### **6:30 – 8:00 Wind 101 – Introduction to the Wind Industry Session (separate registration required)**

- OEM & Suppliers – Dale Reckman, Director of Field Services, GLWN
- Operations & Maintenance – Patrick Fullenkamp, Manager of Technical Services, GLWN
- Wind Farm Development – Mike Graska, GLWN

**7:30 – 18:30 Networking Lounge:** You are welcome to visit the Networking Lounge for coffee breaks, lunch and the networking reception. The Lounge will also include display tables for companies and regional representatives participating in the seminar.

### **7:30 – 8:30 Morning Coffee & Registration**

### **8:30 – 9:00 Welcome / Opening Remarks**

- Representative from the Ontario Ministry of Economic Development and Trade (invited)
- Robert Hornung, President, CanWEA

### **Session 1 – Wind Markets and Supply & Value Chain Opportunities**

This session will provide context for the seminar: What are the market developments that will drive supply and value chain developments? What are the areas of greatest opportunity in both the supply and value chains, both now and in the near future?

**9:00 – 10:30 Moderator: Catharine Gerhard, Business Development Officer, Canada's Technology Triangle Inc. and Representative of Ontario Technology Cleantech Corridor**



- Opportunities in North America's Supply Chain (Onshore and Offshore) – Stephen Rach, Supply Chain Manager, CanWEA
- Opportunities in Canada's Value Chain: Preconstruction, Construction and Post-construction – Brent Bergland, Construction Executive, Mortenson Construction
- Opportunities in Small Wind – Johan de Leeuw, Director, Wind Energy Solutions Canada

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### 10:30 – 11:00 Break

### Session 2 – Ontario's Domestic Content Requirements: Opportunities and Challenges

This session will look into Ontario's Green Energy Act and its associated domestic content requirements. What are the detailed requirements? What will they mean for both the supply and value chains in both early stages (25% content) and later stages (50% content)?

### 11:00 – 12:30 Moderator: Robert Hornung, President, CanWEA

- Overview of Domestic Content Requirements and Timelines – Leo Tasca, Manager, Renewable Energy Unit, Ministry of Energy and Infrastructure
- CanWEA perspective on Domestic Content Requirements – Sean Whittaker, Vice President of Policy, CanWEA
- Domestic Content – the Quebec Experience – Marc Rousseau, Sales Manager, Eastern Canada, Power and Water, GE Energy
- Overcoming the Obstacles to Enter the Ontario Wind Energy Sector – Helge Wittholz, Principal, SYNOVA International Business Development

**DAY ONE (CONTINUED)**  
WEDNESDAY, JUNE 9, 2010

**12:30 – 13:30 Lunch and Networking in the Trade Show Area**

**Session 3 – Working with Manufacturers: Qualifications and Certifications**

This panel will provide insights into the requirements of manufacturers and developers as they seek suppliers for their projects: What are the qualifications that OEMs look for? What certifications are commonly required?

**13:30 – 15:00 Moderator: Ed Weston, Director, GLWN**

- Acciona Windpower North America – Lucas Llado, Senior Commodity Manager
- Gamesa – Paul Champigny, Account Manager
- GE Energy – Gary Martin, Supplier Quality Manager

**CanWEA gratefully acknowledges the support of the Ontario Ministry of Economic Development and Trade**





**15:00 – 15:30 Break**

**Session 4 – Regional Initiatives to Promote Supply & Value Chain Development**

This session will look at regional efforts to develop the supply chain: What are the provinces and regional Economic Development Offices doing to attract investment? How can potential entrants to the supply chain and value chain take advantage of provincial and regional initiatives?

**15:30 – 17:00 Moderator: Rainer Kunau, Trade Commissioner, Consulate General of Canada-Detroit**

- An Overview of EDO Initiatives in Ontario – Peter White, President & CEO, London Economic Development Corporation
- Regional Initiatives in Quebec – Frédéric Côté, Directeur général, TechnoCentre éolien (invited)
- Regional Initiatives in Alberta – Kris Hodgson, representing the Southern Alberta Alternative Energy Partnership

**17:00 – 18:30 Networking Reception hosted by the Ontario Ministry of Economic Development and Trade**

This reception will be an opportunity to meet the speakers and participants and to develop important business contacts. A bar service will be available, and there will be appetizers. All are welcome!

## DAY TWO

THURSDAY, JUNE 10, 2010

**8:00 – 17:00**    **Networking Lounge:** You are welcome to visit the Networking Lounge for coffee breaks and lunch. The Lounge will also include display tables for certain companies participating in the seminar.

**8:00 – 8:30**    **Early Morning Break**

### **Session 5 – Case Studies – What it Takes to Successfully Enter the Supply Chain**

This panel will profile some successful cases of companies who have managed to enter the wind supply chain through their existing products and development of new ones. What are the lessons learned? What tools are most useful in accessing market opportunities?

**8:30 – 10:00**    **Moderator: Sean Whittaker, Vice President of Policy, CanWEA**

- Rob MacPherson, National Sales Manager, Thomas & Betts (invited)
- Representative from Hydac Corporation
- Stefan Nilsson, President, DMI Industries (invited)
- Mike Burns, Worldwide Manager Renewable Energy, Erico International
- Tim Welbaum, Sr., Member & Industry Relations Manager, Society of Manufacturing Engineers

**10:00 – 10:30**    **Break**

### **Session 6 – Case Studies – What it Takes to Successfully Enter the Value Chain**

This panel will explore successful strategies to enter the value chain either in the pre-construction, construction or post-construction phases of project development.

**DAY TWO (CONTINUED)**  
THURSDAY, JUNE 10, 2010

**10:30 – 12:00 Moderator: Stephen Rach, Supply Chain Manager, CanWEA**

- Chuck Mossman, Vice-President of Sales and Marketing, K-Line Construction
- Uwe Roeper, President, Ortech Power
- Bruce Polan, Branch Manager – Waterloo, Ontario Inspec-Sol
- Brent Bergland, Construction Executive, Mortenson Construction (invited)

**12:00 – 13:30 Lunch in the Trade Show Area**

**13:30 – 17:00 Networking & Side Events**

- Department of Foreign Affairs in partnership with CanWEA will be facilitating matchmaking sessions.

**17:00 End of Event**

**CanWEA would like to thank the following sponsors of the 2010 Wind Matters Seminar Series:**





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