



Meet the participants of the
trade mission of Quebec
companies, organized by the
TechnoCentre éolien!

Quality by Know-How
8th Canadian German Wind Energy Conference 2012
February 22 and 23, 2012
Halifax, Nova Scotia

WEDNESDAY, FEBRUARY 22, 2012

03.00 – 05.00 pm Workshop Wind Energy 101

Brought to you and animated by the Canadian Wind Energy Association



05.00 – 06.30 pm Networking Platform

THURSDAY, FEBRUARY 23, 2012

08:45 – 09:15 am Inscription

09:30 – 09:45 am Opening Remarks by Susanne Ritter, Managing Director Quebec & Eastern Canada, Canadian German Chamber of Industry and Commerce

Plenary Session “State and Future of Wind Power in the Atlantic Provinces”

09:45 – 10:45 am In order to build a strong wind industry in Eastern Canada, long term strategies for power procurement and distribution are necessary. What is the place of renewable energies, in particular wind energy, in the provincial power portfolios now and in the future? What are the challenges for policy makers related to consumption forecasts and grid integration? What are the benefits of wind energy to low carbon power supply, economic development and regional collaboration?

Moderator: Jean-François Nolet, Quebec and Atlantic Canada Policy Manager (confirmed)

- Canadian Wind Energy Association
- Representatives of the Governments of the Atlantic provinces

10:45 – 11:15 am Coffee Break sponsored by Nova Scotia Business



Plenary Session “Turbine Manufacturers’ Perspective – Market Trends and Service Strategies related to Siting, Commissioning and Operation”

11:15 – 12:00 pm How do the turbine manufacturers evaluate the wind market in the Atlantic provinces? What are their business models and market strategies? What are their requirements to provide sales contracts? Which services do the turbine manufacturers offer in the Atlantic provinces? Which experiences have been made with service suppliers in the siting, construction and maintenance phase? What are best practices for collaboration with these turbine manufacturers?



Moderator: Canadian German Chamber of Industry and Commerce, Montreal –
Susanne Ritter, Managing Director Quebec & Eastern Canada (confirmed)

- ENERCON
- REpower

Sponsored by ENERCON and REpower



Luncheon Conference “Integrating Wind Power into Traditional Energy Portfolios”

12:00 – 02:00 pm Several jurisdictions in Canada and the United States have announced *Renewable Energy Standards* in the past years, not only as part of climate and energy policies mitigating the effects of fossil energy sources, but also to support economic development. However, the integration of renewable energies into current energy portfolios is challenged by a volatile power demand and by the prevalence of established fossil sources, such as coal, natural gas and nuclear. – Germany, as a highly industrialized country, has decided to phase out nuclear power by 2022 and to cover its enormous power demand to a significant extent by renewable energies. Why do German policy makers and utilities look for strategies to integrate renewable energies, especially wind energy, into their traditional power portfolios? What do successful integration strategies look like? Which challenges have to be addressed and which opportunities might the future offer?

Introduction: Hans-Joachim Friess, Deputy Consul General, German Foreign Office

Invited: Renowned keynote speaker from a German utility

Sponsored by the Transatlantic Climate Bridge



Parallel Workshops A & B

02:00 – 03:30 pm **Workshop A: “Successful Partnership Models – Supplying and Servicing Wind Projects”**

Designed to attract companies interested in expanding into supplying and servicing wind projects, German and Canadian specialists will discuss challenges and solutions to match established local industry skills with new technology and service expertise related to wind power. Successful regional and international partnership models will be presented to stimulate knowhow transfer and collaboration.

Moderator: TechnoCentre éolien

- One German company doing business in Eastern Canada
- One Quebec company with a partner in the Atlantic provinces
- One company in the Atlantic provinces exporting to another province or state
- One regional economic development agency

02:00 – 03:30 pm **Workshop B: “COMFIT – Investing in, Developing and Operating Wind Projects”**

The COMFIT program offers interesting opportunities to integrate new stakeholders into wind project development. What is the status of COMFIT? What are the challenges of the program? How can developers and investors successfully set up and operate COMFIT wind projects? How can lessons learnt from other jurisdictions in Canada and Germany be integrated to optimize the outcome?



- One financing or legal institution
- One project developer
- One representative of the COMFIT program
- One representative from a community wind project

03:30 – 04:00 pm **Coffee Break sponsored by Nova Scotia Ministry of Energy**



Parallel Business Matchmaking and Workshop C

04:00 – 05:00 pm **Business Matchmaking**

Offered by the TechnoCentre éolien for companies from Quebec participating in the trade mission

04:00 – 05:00 pm **Workshop C: “Grid Integration and Power Exports – Dealing with Technical Requirements”**

Offering insights into technical requirements of regional transmission integration, this workshop aims at highlighting the necessity of collaboration between the Atlantic provinces. What are the technical grid requirements? Which strategies are planned and what are the current challenges? How can exports to the New England states support the wind industry in Nova Scotia?

- Two representatives of utilities from the Atlantic provinces
- One representative of a German utility
- One grid integration expert from a German turbine manufacturer

05:00 – 06:00 pm **Networking Cocktail sponsored by DSME Trenton**



Wind energy trade mission of Quebec companies to Nova Scotia

February 22 to 24, 2012

Site Visits
Conference Participation
Business Matchmaking

Contact:

TechnoCentre éolien, Fanny Lambert, Events Coordinator, flambert@eolien.qc.ca, (418) 368-6162 #225



Conference Tickets, Corporate Participation and Exhibition Table

	Member	Non-Member
Ticket	200 \$	290 \$
Corporate participation for 8 pers. (including corporate table at lunch)	1,440 \$	2,080 \$
Exhibition table	600 \$	900 \$

Your Participation at the Event¹

	Speaker Participation	Corporate participation (8 tickets)	Two tickets included	Logo on the event website	Logo on invitation	Logo on program and multimedia presentation	Corporate roll-up	Announcement by animator	Special	MEMBER	Non-Member
Workshop Sponsor (Exclusivity per workshop)	x	x	x	x	x	x				1,300 \$	1,800 \$
Event Sponsor			x	x	x	x		x		850 \$	1,350 \$

Workshop Sponsor

Member 1300 \$, Non-Member 1800 \$

- **Exclusive visibility at the workshop** amongst industry leaders, government officials and media representatives as workshop animator or workshop participant showing your competence in the field of the workshop topic;
- Corporate logo on the event website;
- Corporate logo on the invitation;
- Corporate logo on the program and the multimedia presentation during the event;
- Two tickets for the conference day

Event Sponsor

Member 850 \$, Non-Member 1350 \$

- Visibility amongst industry leaders, government officials and media representatives;
- Corporate logo on the event website;
- Corporate logo on the program and the multimedia presentation during the event;
- Mention of your company as well as a short description by the animator;
- Two tickets for the conference day.

¹ All prices are indicated in Canadian dollars and do not include GST and PST. On request, the invoices can be issued in Euro. For all participants applies (if not included in your participation package): if you are interested in placing a banner on the international B2B-webpage for renewable energies www.renewablesb2b.com, please get in contact with us.



REGISTRATION

Quality by Know-How
8th Canadian German Wind Energy Conference
 Halifax – February 23, 2012
 Fax: (514) 844-1473
 Attn.: Eva Lotta Schmidt

Canadian German Chamber of Industry and Commerce Inc., Montreal Office

Description	MEMBER	Non-Member	Units	Total
Workshop Speaker	1,300 \$	1,800 \$		
Event Sponsor	850 \$	1,350 \$		
Corporate Participation	1,440 \$	2,080 \$		
Individual Tickets	200 \$	290 \$		
Exhibition Table	600 \$	900 \$		
Workshop 101 (February 22, 2012)	40 \$	50 \$		
Subtotal				
HST 13%				
Total				

There will be no refunds issued for cancellations received after Friday, February 17, 2012. Substitutions will be accepted at no charge, and should be submitted before Tuesday, February 21, 2012 in writing to consulting.montreal@germanchamber.ca.

Company	_____	Name	_____
Address	_____	Title	_____
	_____	Phone	_____
Postal Code	_____	Fax	_____
Website	_____	E-mail	_____

Payment by **Visa** **Cheque payable upon invoice to:**

Card Number _____
 Expiry Date _____
 Cardholder _____

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 of Industry and Commerce
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