

The Guardian (Charlottetown)

## **A sign of wind energy times: Prince Edward Island's Entegriety Wind Systems Inc. expands into new sales territory in the United States and Canada**

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By Mary MacKay  
The Guardian

One sign of the busy business times for Entegriety Wind Systems Inc. in Charlottetown is the growing number of their commercial-scale 50-kilowatt wind turbines both locally and around the world.

Another not-so-visible indication of the increasing prosperity of this P.E.I. company is its expansion at ground level. Entegriety Wind Systems has just added a new office in Evanston, Ill., to its existing complement of offices in Boulder, Colo., and Canada, to move into the Midwest U.S. and central and western Canadian markets.

"We're not wind farm machines and we're not household machines. It's kind of a little niche market actually," says Carmen MacIntyre, office manager for Entegriety Wind Systems.

Entegriety Wind's EW50 is the most tested commercial-scale wind turbine on the market.

It is manufactured on Prince Edward Island and in Montreal.

"The 50-kilowatt is near the high end of small wind turbines," MacIntyre adds. "You have to be an industrial power customer in order to use it and you have to be in a commercial zone, an agricultural zone or maybe a business park or something like that. It can't be in a residential area."

On the local level, the company recently relocated from its former downtown Charlottetown site to a new location on Belmont Street to accommodate the need for more administrative, design, inventory, research and development and production space.

"We were expanding so much with so many new staff and departments that we needed to move out of the building because we had exceeded the space that was available to us (at the former office)," she says.

"We've gone from producing 22 machines a year to 47 machines last year and we'll do 75 to 125 this year. So it was time, we needed to move."

The number of employees with Entegritty on P.E.I. and at its three satellite offices has reached more than 50.

"We're a P.E.I. company. P.E.I. is the manufacturing and design and business offices for the manufacturing process," MacIntyre says.

"Now we have a sales marketing and business office in Colorado and a sales marketing and business office in (Illinois). But the manufacturing currently is all based out of here (with the exception of drive trains which are built in Montreal)."

The increase in demand for this dimension of wind turbines is a combination of a number of factors.

"The price of energy is going up everywhere . . . and the consumer is noticing the crunch on their energy bill," MacIntyre says.

"A lot of our customers are at a fixed profit level. They can only charge so much for their products or services but they've still have to pay their utilities. They have to take control of their costs somehow so they're choosing their energy costs and putting in a wind turbine."

Schools are one of the biggest markets right now, as are municipal facilities, farms, communities, electric co-operatives and large buildings. Another up-and-coming market is ice rinks.

Some local examples of Entegritty Wind turbines in energy action are at Gerrit Visser & Sons Farm in Orwell, the federal agricultural farm in Harrington, Superior Sanitation in Charlottetown, Gulf Shore School in North Rustico, Kool Breeze Farms in Summerside and two at Trout River Industries in Coleman.

There is also one going up at Island Coastal and another 10 customers interested locally.

In addition to them being a source of alternative energy, wind turbines for some are a powerful promotional tool.

"A lot of places are just looking for any way to get a little bit of an advantage over their competition. If it's a commercial establishment that's putting in a turbine, they may use that as a tool to advertise; 'Please shop at our company because we're eco-friendly'," MacIntyre says.

The difficult economic times seem to have spurred even more interest in Entegritty Wind turbines overall as people take realize that a system is a viable alternative to paying the energy utility, she adds.

"It's also something that they can budget for in the future because they know what their energy cost is going to be in 10 years. Except for wind turbines, there is nothing else other than solar or other renewable energy systems where the fuel is free and will help you take control of your energy costs."

Fact Box:

Just the facts:

- Entegritiy Wind Systems Inc. is a Prince Edward Island company with offices in Canada, Colorado and Illinois.
- Entegritiy Wind manufactures the EW50, a 50-kilowatt wind turbine generator designed to supplement electric power for large buildings, farms, communities, schools, municipal facilities, electric co-operatives and remote locations.
- For more information about Entegritiy Wind Systems Inc, visit [www.entegritiywind.com](http://www.entegritiywind.com).

## **Future of turbine-maker in hands of Supreme Court**

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The Guardian

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The future of a financially troubled Island turbine-maker is now in the hands of a justice with the Supreme Court. Entegritiy Wind Systems owes more than \$3 million to Mercantile Finance Services, a Toronto-based bank.

That bank went before Justice Benjamin Taylor on Wednesday calling on the courts to name a court—appointed receiver.

But a lawyer for Entegritiy Wind Systems is challenging the bank. Entegritiy wants a chance to secure its own financing and fears it will lose control of the company if the court appoints a receiver.

Justice Taylor listened to arguments from both sides for nearly three hours Wednesday. He said he needs time before making his ruling.

Outside the court, Malcolm Lodge, an Island director with Entegritiy Wind Systems, refused a request for an interview.

But Lodge said he believes there is a future for his company.

"It's a good company, it's a good product," said Lodge, as he walked out of the Supreme Court holding a blue legal folder.

Inside the courtroom, Lodge, dressed in beige pants and a pinstripe shirt, clutched a piece of paper towel and used it to wipe his forehead over and over again in the ice-cold air conditioned courtroom.

A.C. Poirier and Assoc., a bankruptcy trustee, is already acting as a privately appointed receiver.

Mercantile Finance wants a court appointed receiver so Entegrity can access new funding and get back on its feet.

But taxpayers will be on the hook for that new funding. It was revealed in court that Prince Edward Island Business Development Inc., a lending arm of Innovation P.E.I., has agreed to invest in the company as long as a court appointed receiver is named.

Nobody from the province would say how much taxpayers' money will be invested.

Entegrity already owes the provincial government \$400,000. That's on top of the more than \$3 million it owes the bank, and the hundreds of thousands of dollars it owes in back pay to its employees who haven't been paid since mid-May.

Kevin Kiley, a lawyer with McInnes Cooper, is representing Mercantile Finance. He said the court must appoint a receiver as soon as possible so the company can acquire new funding and get back on its feet.

"The problem is that place is sitting empty because there is no money to run the shop," Kiley said in court.

But Pamela Williams, a lawyer with Cox and Palmer, who is representing Entegrity, called on the courts to remove the privately-appointed receiver and allow the company to attempt to secure new funding on its own.

Williams also revealed that there is a rift within the company saying Lodge is fed up with James Heath, the U.S.-based chairman, president and CEO of the company, and that Lodge had more trust in the bank than he did in his own CEO.

Entegrity wants an agreement Lodge signed on July 9, setting in place a chain of events that included the appointment of a receiver, ruled null and void arguing that Lodge did not have the authority to sign those documents with the bank.

Entegrity stopped paying its employees in mid-May and sent them home in June. But that didn't stop Entegrity from participating in a trade mission to South America in June. Innovation Minister Allan Campbell said he still has hope the company can be saved. He refused to say how much money the province is prepared to pump into the company, adding that will be revealed after the issue has worked its way through the courts. Campbell did say Wednesday it's nowhere near \$3 million.

"I wouldn't be considering any kind of financial assistance if I didn't think there was a realistic possibility of viability," added Campbell.