

Are You Right for this Program?

There are only two prerequisites for the standby generation program:

- ① A Generator site with a minimum of 500kW generation capacity.
- ② Access to high speed internet.

Not sure if you meet these requirements?
Contact GenSet today for your free site assessment.

Numbers based on a 1MW Diesel Standby Generator.

	Year 1	Year 2	Year 3	Year 4	Year 5	Total
Net Energy Revenue	\$ 21,824.00	\$ 21,824.00	\$ 21,824.00	\$ 21,824.00	\$ 21,824.00	\$ 109,120.00
Maintenance Cost Avoidance	\$ 6,000.00	\$ 6,000.00	\$ 6,000.00	\$ 6,000.00	\$ 6,000.00	\$ 30,000.00
Net 10N O/R Revenue	\$ 10,317.17	\$ 10,317.17	\$ 10,317.17	\$ 10,317.17	\$ 10,317.17	\$ 51,585.83
Total Generator Revenue <small>(Before GST)</small>	\$ 38,141.17	\$ 38,141.17	\$ 38,141.17	\$ 38,141.17	\$ 38,141.17	\$ 190,705.83

Required Investment:	Switchgear Upgrades	\$ 75,000.00
	Connection Impact Assessments	\$ 20,000.00
	Transfer Trip	\$ 20,000.00
	Total	\$ 115,000.00

ROI: 3.02 Years @ 33.17% per year

Values are estimates only. For a more accurate assessment, please call us.

Unleash Your Stand-by Generator Potential



How Can I Participate?

Contact us Today!

CF Groups Head Office

263 Talbot Street West
Leamington, Ontario
CANADA
N8H 4H3

Phone (519) 322-2311
Fax (519) 322-2916
e-mail: sales@cfgroups.com

Essex Energy Corporation

360 Fairview Avenue West Suite 318
Essex, Ontario
CANADA
N8M 3G4

Kristopher Taylor
Conservation & Special Projects Manager
Phone: 519-776-8900 Ext. 482
Fax: 519-776-7262
e-mail: ktaylor@essexpower.ca

GenSet can help you profit from
wholesale embedded generation.

Creating a New Revenue Stream

As a result of the August 2003 blackout, the Independent Electricity System Operator stressed the need for fast response generation. The embedded Distributed Generation program was created to allow existing standby generation assets embedded within a host's electrical distribution system the ability to export power to the electricity grid in times of constraint through an automatic, seamless, synchronized connection.

In the times when the province is experiencing excessive power consumption and when area energy resources are low, GenSet Resource Management feeds power back into the grid using clean, cost-saving technologies. Not only do GenSet's methods provide a boost in resources, they allow for the energy consumer to profit by becoming the energy provider.

Win-Win-Win: A solution that benefits

the Host, the Province, and the Environment

Eliminate Operating Expense of Your Stand-By Generator

Becoming an embedded distributed generator through GenSet means you'll be selling wholesale power directly to the province of Ontario through the Independent Electricity System Operator (IESO). The IESO monitors the electricity grid every five minutes to assess load versus capacity; when the required provincial electricity load exceeds the province's power plant's capacity (which will usually happen in an emergency situation or a localized bulk system failure) the

IESO will request power from the aggregated embedded distributed generation pool. The IESO will pay a base amount to all aggregated embedded distributed generators on a monthly basis, regardless of whether or not they are called to go online and generate. In most cases, the GenSet aggregated distributed generator pool can expect to run about 100 hours per year.

Increase Reliability and Eliminate Ongoing Maintenance Cost

As a means of ensuring the reliability of the generators, GenSet performs preventative maintenance checks on a regular basis at no cost to the host.

Eliminate Risk

As GenSet is responsible for installation, maintenance, and repairs, if by chance anything is to go wrong with the generator, GenSet will take care of it.

Create ROI

In addition to providing cost effective, environmentally friendly energy solutions with little responsibility, there are two possible streams of revenue for the host through the GenSet power project:

1 - Money from the Operating Reserve Market (O/R) that is paid out to the aggregated embedded distributed generator pool by the IESO on a monthly basis for standby generation.

2 - Fees paid by the IESO to the aggregated distributed generator pool whenever they are required to go online in the energy market.

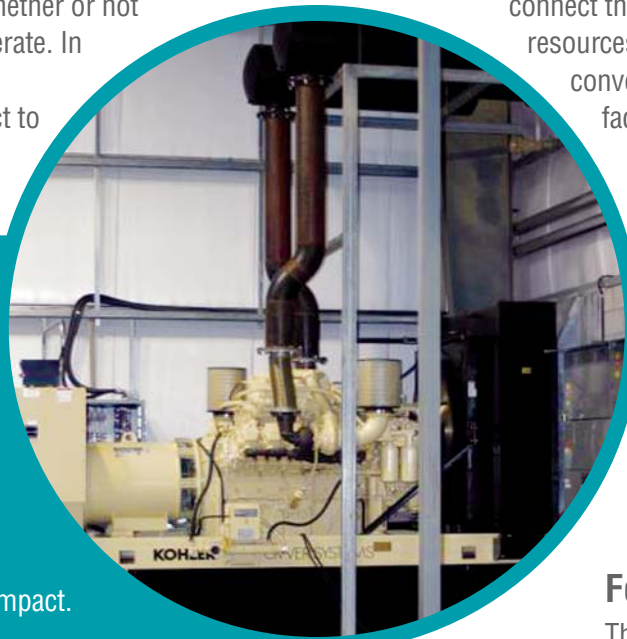
About GenSet

GenSet Resource Management is the innovative energy technological arm of the CF group of Companies. Through GenSet, CF Group seeks and studies new methods for powering their customers' businesses while reducing their operating costs and environmental impact.

GenSet is registered as a wholesale market participant with the Independent Electricity Operator (IESO), and has a Generators Operator license with the Ontario Energy Board (OEB).

A Turnkey Solution

The GenSet distributed generation program is truly a turnkey solution. When contacted by a potential customer, GenSet immediately sends out an associate to perform an assessment on the site. If it is determined that the customer is a proper candidate for this project, GenSet will install the necessary electrical switchgear and components, negotiate proper agreements with local supply authorities for exporting power, as well as manage the bids into the wholesale market to reflect the addition of this new generating capacity. That's all there is to it! The only requirement of the host is to contact GenSet for their initial consultation.



About the Technology

GenSet begins by conducting a site review of the host facility to determine site specific electrical and mechanical design requirements. When all requirements are met they will connect the company's existing standby generation resources to the electricity grid; these resources are then converted from island mode, where they serve only the facility in which they are located, to parallel synchronized mode, where the embedded generator capacity is fed back into the power grid without any disconnect. All generation sites are then retrofitted for remote control wholesale metering and monitoring to meet the requirements for generators participating in the wholesale electricity market.

Hassle Free

GenSet assumes responsibility for managing the host's generator capacity in the wholesale market. They will install the synchronizing switchgear, operate it, provide all generator maintenance, and cover all operating expenses. GenSet will also obtain the site generator license from the Ontario Energy Board on behalf of the host, negotiate with local Service Providers, complete required studies (short-circuit analysis, harmonics, negative sequence, etc.), design and build interface switch gear, synchronize controls and remote controls, and install and commission all required equipment.

Customer Support

GenSet associates are available 24 hours per day, seven days per week in person, via telephone, or through email.

Eliminate Exercising costs - Creating a new revenue stream...
Now that is clearly a Win-Win scenario!!

Features and Benefits

There are no drawbacks to the GenSet embedded Distributed Generation Program; not only will your generator power your plant or business when the electrical grid goes down (which is what you initially purchased it to do), distributed generation is clean and environmentally friendly, allowing you to feel good by doing the right thing while at the same time creating an additional revenue stream.

Additional Benefits of Working with GenSet:

- GenSet is the only group in Ontario that is engaging in the aggregation of embedded distributed generation for the purpose of participating in the Wholesale Electricity Market. By joining with GenSet, you will become a part of Ontario's exclusive group of energy innovators.
- Typically generator owners are mandated by the Canadian Standards Association to test run their generators on a routine monthly basis and usually accumulate 14 exercising hours per year. The GenSet program is a perfect match; we estimate that its program will call on hosts to run approximately 100 hours/year, alleviating all exercising costs and replacing it with a new revenue stream.
- GenSet provides 24/7 assistance for maintenance or trouble calls, resulting in a hassle-free experience for the host.