

## Message

**From:** peterbudd[REDACTED] peterbudd[REDACTED]  
**Sent:** 6/2/2011 5:45:45 PM  
**To:** Paul Bonwick [paulbonwick@compenso.ca]  
**CC:** Ed Houghton [/O=TOC/OU=First Administrative Group/cn=Recipients/cn=ehoughton]; Alec Young [alec.young@buddenergyinc.com]; Tom Bushey [tbushey@ciaccess.com]  
**Subject:** Re: Veridian

Happy to have that conversation Paul, likely tomorrow AM.

For my part, I can and will defer to Ed's judgment on this.

But may I say that from a commercial perspective, I believe that if we have other LDCs which wish to buy the units from us sooner than the end of a test period, so we can begin earning revenue, the go-first notoriety and the testing still resides in Collus, which after next week could presumably be first LDC to say yes and become known as the flagship utility.

Put differently, if we can make an early sale to another LDC, while we are running our own summer testing, there should be no reason that they would necessarily be mutually exclusive. Indeed, we have already been out attempting to penetrate market share in the construction and big box stores.

Our business plan speaks to early profit allowing us to get a state-side venture going this fall well in advance of next year.

I look forward to our call tomorrow AM.

PB

Sent wirelessly from my BlackBerry device on the Bell network.  
 Envoyé sans fil par mon terminal mobile BlackBerry sur le réseau de Bell.

-----Original Message-----

From: "Paul Bonwick" <paulbonwick@compenso.ca>  
 Date: Thu, 2 Jun 2011 19:55:10  
 To: Ed Houghton<ehoughton@collus.com>; Peter Budd<peterbudd[REDACTED]>  
 Reply-To: paulbonwick@compenso.ca  
 Subject: Re: Veridian

Gentlemen:

I would recommend we set aside 15 minutes for a conference call tomorrow to weigh the merits of stand alone pilot program with Collus or approach other LDC's immediately.

Regards,

Paul

Sincerley,

Hon. Paul Bonwick P.C.

-Sent from my Blackberry.

-----Original Message-----

From: Ed Houghton <ehoughton@collus.com>  
 Date: Thu, 2 Jun 2011 15:27:39  
 To: 'peterbudd[REDACTED]'<peterbudd[REDACTED]>  
 Cc: 'Paul Bonwick'<paulbonwick@compenso.ca>  
 Subject: RE: Veridian

Peter:

As I mentioned I have asked Glen from my office to get information put together on how we get a "Board approved program.

I have attached a copy of three documents that he has provided to me for your information. I'm planning on reviewing it this evening and then seeing what we have to do.

Give me any of your thoughts.

Ed

-----Original Message-----

From: peterbudd[REDACTED]mailto:peterbudd[REDACTED]  
 Sent: Thursday, June 02, 2011 3:19 PM  
 To: Ed Houghton

Subject: Re: Veridian

I can delay all of these talks to meet your/our expectations.

What is of interest is the roll-out schedule in your view with respect to pilot length, then sales? Install for August, then how do you see this unfolding Ed?

Thanks. Brakes on.

PB

-----Original Message-----

From: Ed Houghton  
To: Mr. Peter B Budd  
Cc: Paul Bonwick  
Subject: RE: Veridian  
Sent: Jun 2, 2011 3:03 PM

Peter:

I guess I wasn't aware that you were going to continue to work with other LDC's. I was hoping to a pilot in Collingwood and then roll it out to others.

Ed

-----Original Message-----

From: peterbbudd [mailto:peterbbudd@ ]  
Sent: Thursday, June 02, 2011 3:03 PM  
To: Ed Houghton  
Cc: Paul Bonwick  
Subject: Veridian

Ed,

I would like to keep you posted that Angemeer and I are trying to also move his area forward. And I will be seeing [REDACTED] from Oakville next week. What about [REDACTED]?

Anytime you are ready to visit others like Powerstream, TH et al., I'm ready to help if you need it. Perhaps we could jointly establish a draft target schedule for the months ahead to introduce the product to LDCs? I need to have some of this information to meet with the bank next week to set up a credit facility.

Thanks Ed. Sure looking forward. I could use a boost like this in our lives!

PB

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