

August 20, 2009

Dear Business Representative:

We invite you to join one of the fastest growing industries in terms of new domestic manufacturing. The U.S. wind energy industry is growing at a record rate, installing over 5,000 turbines in 2008. The manufacturing needs of this industry are significant, with each machine requiring 8,000 components, including large castings, forged components, precision bearings and gears, electrical systems and up to 350 tons of steel. The announcement of Siemens' plans to establish a new nacelle manufacturing facility in Kansas may offer additional opportunities as they build their North American supply chain and look for companies in the area who can meet their needs.

Please join us in a brief survey of your company's current participation or potential interest in the U.S. wind energy industry.

**Already Involved in the Wind Industry?** If you are already supplying components to the wind industry, please take a moment to share some information about your current efforts in the wind industry. Identifying existing suppliers can help to support the growing U.S. wind component manufacturing base and facilitate the ongoing development of the wind industry in the state of Kansas.

**Brand New to the Wind Industry?** We are providing this opportunity to identify your areas of expertise and needed resources to help your company enter the wind industry. This opportunity is also intended to place your company's information and products in front of an industry that is currently building out a domestic supply chain of hundreds of manufacturing companies.

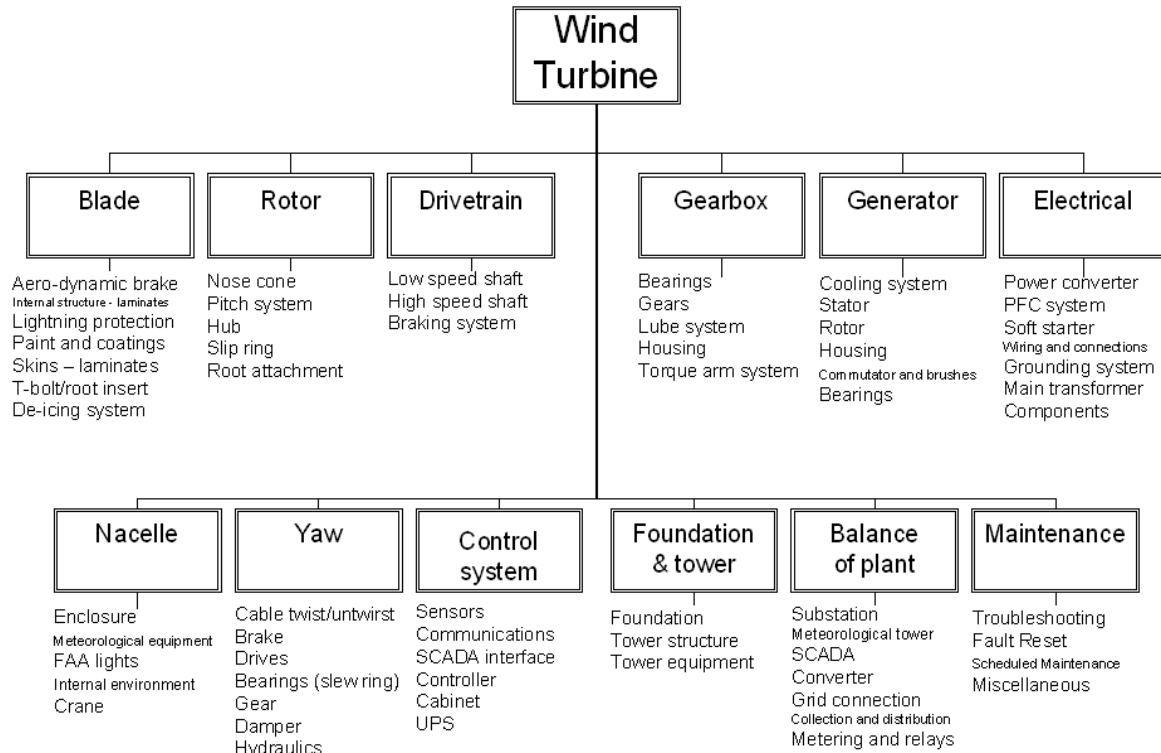
To participate, please go to [www.kansaswindindustry.com](http://www.kansaswindindustry.com) and complete the survey

**Benefits of Survey Participation:**

- Distribution of the final survey report with listing of interested companies to the wind industry, including Siemens' North American supply chain team.
- One-year listing in national online business directory under development for the entire wind energy industry.
- Ensure accurate representation of your company's involvement in the wind industry.
- Facilitate expansion of industry, connection of component suppliers and your company's involvement.
- Opportunity to identify your market entry needs and connect with potential resources that can assist in fulfilling those stated needs

## Anatomy of Wind Turbine

While there are 8,000 components in a wind turbine, below are the major turbine systems and major system subcomponents.



Source: U.S. DOE

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Kansas is well positioned to become a base of operations for major wind industry suppliers as is evidenced by the recent Siemens announcement. Our ability to share information on the capabilities of Kansas companies with prospective component manufacturers will help us to maximize the economic impact of this high growth industry on our existing businesses.

We look forward to your participation in the survey. For more information on the Kansas wind industry, contact Randi Tveitaraas Jack of the Kansas Department of Commerce at 785-296-7868 or [rjack@kansascommerce.com](mailto:rjack@kansascommerce.com). If you have questions regarding the survey, please contact Bret Lanz of the Advanced Manufacturing Institute at 785-532-7473 or [blanz@amisuccess.com](mailto:blanz@amisuccess.com).

Sincerely,

David D. Kerr  
Secretary