

EVENT: SHAWCOR LTD. Q1 RESULTS CONFERENCE CALL  
TIME: 10H00 E.T.  
REFERENCE: SHAWCOR LTD.-CC-051208  
LENGTH: APPROXIMATELY 42 MINUTES  
DATE: MAY 12, 2008

---

"Though CNW Group has used commercially reasonable efforts to produce this transcript, it does not represent or warrant that this transcript is error-free. CNW Group will not be responsible for any direct, indirect, incidental, special, consequential, loss of profits or other damages or liabilities which may arise out of or result from any use made of this transcript or any error contained therein."

« Bien que Groupe CNW ait fait tous les efforts possibles pour produire cet audioscript, la société ne peut affirmer ou garantir qu'il ne contient aucune erreur. Groupe CNW ne peut être tenue responsable de pertes ou profits, responsabilités ou dommages causés par ou découlant directement, indirectement, accidentellement ou corrélativement à l'utilisation de ce texte ou toute erreur qu'il contiendrait. »

OPERATOR: Good morning, ladies and gentlemen, and thank you for standing by. Welcome to the ShawCor first quarter 2008 financial results conference call. At this time, all participants are in a listen-only mode. Following the presentation, we will conduct a question-and-answer session. Instructions will be provided at that time for you to queue up for questions. If anyone has any difficulties hearing the conference, please press the \* key followed by 0 for operator assistance at any time.

I will now turn the conference call over to Mr. Jim McTurnan, VP, Legal, at ShawCor. Please go ahead.

JAMES McTURNAN (Vice-President, Legal, ShawCor Ltd.): Thank you, Patrick. Today's conference call includes forward-looking statements that involve estimates, judgements, risks and uncertainties that may cause actual results to differ materially from those projected. These uncertainties include, among other things, economic conditions, levels of drilling, pipeline activity, environmental and regulatory risks, liability claims, exchange rate fluctuations, political risk and raw material prices.

Further information on risks that could affect the Company can be found in ShawCor's 2007 annual report and annual information form, as well as the first quarter report for 2008. Copies of these reports are

---

"Though CNW Group has used commercially reasonable efforts to produce this transcript, it does not represent or warrant that this transcript is error-free. CNW Group will not be responsible for any direct, indirect, incidental, special, consequential, loss of profits or other damages or liabilities which may arise out of or result from any use made of this transcript or any error contained therein."

« Bien que Groupe CNW ait fait tous les efforts possibles pour produire cet audioscript, la société ne peut affirmer ou garantir qu'il ne contient aucune erreur. Groupe CNW ne peut être tenue responsable de pertes ou profits, responsabilités ou dommages causés par ou découlant directement, indirectement, accidentellement ou corrélativement à l'utilisation de ce texte ou toute erreur qu'il contiendrait. »

available on SEDAR at [sedar.com](http://sedar.com) and may also be found on the Company's website at [shawcor.com](http://shawcor.com).

I'll now turn the call over to Bill Buckley.

WILLIAM BUCKLEY (President and Chief Executive Officer, ShawCor Ltd.): Thank you, Jim, and good morning, everyone.

I'd like to begin by providing my thoughts on our first quarter results. Then Gary Love will take you through the details of our first quarter financial report. And I will then conclude with some observations regarding the strong market conditions that we see in our regions around the world and our activities to benefit from these opportunities.

Now, turning to our earnings release for the first quarter of 2008 that we issued on Friday, I would have to say that on balance, we are pleased with the results. Revenue, operating income and in particular EBITDA were all up over both the comparable first quarter of 2007 and also the fourth quarter of 2007. Revenue in the first quarter was exceptionally strong at 293 million, an increase of 32.5 per cent over the first quarter of 2007, and also an increase of 3 per cent over the fourth quarter of 2007.

The strong revenue was attributable to revenue gains in North American large-diameter pipe coating, pipe coating projects in the Mediterranean, the launch of our newly refurbished facility in the United

---

"Though CNW Group has used commercially reasonable efforts to produce this transcript, it does not represent or warrant that this transcript is error-free. CNW Group will not be responsible for any direct, indirect, incidental, special, consequential, loss of profits or other damages or liabilities which may arise out of or result from any use made of this transcript or any error contained therein."

« Bien que Groupe CNW ait fait tous les efforts possibles pour produire cet audioscript, la société ne peut affirmer ou garantir qu'il ne contient aucune erreur. Groupe CNW ne peut être tenue responsable de pertes ou profits, responsabilités ou dommages causés par ou découlant directement, indirectement, accidentellement ou corrélativement à l'utilisation de ce texte ou toute erreur qu'il contiendrait. »

Arab Emirates, and very strong pipeline project activity at our Canusa-CPS and Shaw Pipeline Services businesses.

The overall revenue growth achieved over the prior year came despite the strengthening of the Canadian dollar against the U.S. dollar, which had the effect of reducing our reported revenue by 21 million.

Operating income increased by 47 per cent year over year as the stronger revenue was matched by a 1.6-percentage point improvement in the pipeline's segment operating margin.

Compared with the fourth quarter of 2007, operating income increased 4 per cent and margins were essentially unchanged as we benefited from increased revenue and very strong performance in our petrochemical and industrial businesses but did experience an increase in depreciation associated with the new pipe-coating facilities in Camrose and Ras Al Khaimah that were launched in the first quarter.

Also impacting operating income was the effect of higher overhead costs and start-up inefficiencies experienced on the two new pipe-coating facilities in addition to the launch in the quarter of a new deep-water insulation product. As we ramp up production, we should see operating margins in these areas move higher.

---

"Though CNW Group has used commercially reasonable efforts to produce this transcript, it does not represent or warrant that this transcript is error-free. CNW Group will not be responsible for any direct, indirect, incidental, special, consequential, loss of profits or other damages or liabilities which may arise out of or result from any use made of this transcript or any error contained therein."

« Bien que Groupe CNW ait fait tous les efforts possibles pour produire cet audioscript, la société ne peut affirmer ou garantir qu'il ne contient aucune erreur. Groupe CNW ne peut être tenue responsable de pertes ou profits, responsabilités ou dommages causés par ou découlant directement, indirectement, accidentellement ou corrélativement à l'utilisation de ce texte ou toute erreur qu'il contiendrait. »

I'll spend a few moments updating you on our business outlook, but first, I'll ask our CFO, Gary Love, to provide you with more detail on the information contained in our first quarter earnings report.

Gary?

GARY LOVE (Vice-President, Finance, Chief Financial Officer, ShawCor Ltd.): Yes. Thanks, Bill.

In terms of operating margins, Bill spoke of the impact of the strengthening of the Canadian dollar against the U.S. dollar on our first quarter revenue compared with the prior year. Versus the first quarter of 2007, the Canadian dollar appreciated by 13 per cent with a resulting reduction in reported operating income of \$5 million and a reduction in our operating margin of almost a full percentage point.

Another factor affecting margins in the first quarter was the higher manufacturing fixed cost and depreciation in our pipeline segment connected with expansion activity. Although fixed costs were basically in line with the fourth quarter of 2007, they have increased by approximately \$4 million on a year-over-year basis. And this is the result of the new capacity that has been added in Canada, the USA, the Middle East and the mobilization of project plants in Spain and Tunisia.

---

"Though CNW Group has used commercially reasonable efforts to produce this transcript, it does not represent or warrant that this transcript is error-free. CNW Group will not be responsible for any direct, indirect, incidental, special, consequential, loss of profits or other damages or liabilities which may arise out of or result from any use made of this transcript or any error contained therein."

« Bien que Groupe CNW ait fait tous les efforts possibles pour produire cet audioscript, la société ne peut affirmer ou garantir qu'il ne contient aucune erreur. Groupe CNW ne peut être tenue responsable de pertes ou profits, responsabilités ou dommages causés par ou découlant directement, indirectement, accidentellement ou corrélativement à l'utilisation de ce texte ou toute erreur qu'il contiendrait. »

These capacity additions have also increased depreciation expense by \$3.5 million on a year-over-year basis. The increased fixed costs and depreciation expense will be fully absorbed as the new plants in Canada and Ras Al Khaimah ramp up to full production over the next few months.

A final factor that held back our operating income in the first quarter was the write-down to current market value of our long-term investment in Garneau Inc. Garneau is a Canadian-based, publicly-traded company with operations in Western Canada. Based on our assessment of Garneau, we concluded that the decline in value of the Garneau share price constituted an other-than-temporary decline and thus, we were required to write down the carrying value of our shareholding by \$1.5 million.

The increase in depreciation expense mentioned a moment ago did not affect our EBITDA, which for the first quarter of 2008 at 54.6 million increased by 8 per cent over the fourth quarter and by over 42 per cent on a year-over-year basis. EBITDA margins were strong in both segments with a pipeline segment reporting an EBITDA margin of 19.7 per cent, consistent with the fourth quarter while the EBITDA margin in the petrochemical and industrial segment improved to 19.2 per cent from less than 15 per cent in the fourth quarter of 2007.

---

"Though CNW Group has used commercially reasonable efforts to produce this transcript, it does not represent or warrant that this transcript is error-free. CNW Group will not be responsible for any direct, indirect, incidental, special, consequential, loss of profits or other damages or liabilities which may arise out of or result from any use made of this transcript or any error contained therein."

« Bien que Groupe CNW ait fait tous les efforts possibles pour produire cet audioscript, la société ne peut affirmer ou garantir qu'il ne contient aucune erreur. Groupe CNW ne peut être tenue responsable de pertes ou profits, responsabilités ou dommages causés par ou découlant directement, indirectement, accidentellement ou corrélativement à l'utilisation de ce texte ou toute erreur qu'il contiendrait. »

Net income from continuing operations at 27.1 million did decline from the fourth quarter of 2007 even with the increase in operating income. This decrease in net income was due to a much higher tax provision. You should recall that in the fourth quarter of 2007, our effective tax rate was an exceptionally low 16 per cent as a result of the recognition of the tax benefit relating to losses incurred in jurisdictions for which we had previously not booked any tax benefits. This tax loss benefit reduced our tax rate and improved reported earnings in the fourth quarter by approximately \$6.5 million.

In the first quarter 2008, our effective tax rate at 35 per cent is higher than both the Canadian statutory rate of 34 per cent. It's also higher than what we would expect our rate to be, which has traditionally been in the 31 to 33 per cent. The increase to 35 per cent was due to the Garneau write-down for which no tax benefit has been recorded.

Over the past 12 months, ShawCor has repurchased under our normal course issuer bid approximately 3 million Class A shares, including 405,000 shares that were repurchased in the fourth quarter of 2008 at a cost of \$12.6 million. The repurchases of the past year have reduced the number of fully diluted shares outstanding by 4 per cent and have improved our first quarter earnings per share by \$0.02 per share.

---

"Though CNW Group has used commercially reasonable efforts to produce this transcript, it does not represent or warrant that this transcript is error-free. CNW Group will not be responsible for any direct, indirect, incidental, special, consequential, loss of profits or other damages or liabilities which may arise out of or result from any use made of this transcript or any error contained therein."

« Bien que Groupe CNW ait fait tous les efforts possibles pour produire cet audioscript, la société ne peut affirmer ou garantir qu'il ne contient aucune erreur. Groupe CNW ne peut être tenue responsable de pertes ou profits, responsabilités ou dommages causés par ou découlant directement, indirectement, accidentellement ou corrélativement à l'utilisation de ce texte ou toute erreur qu'il contiendrait. »

Turning to cash flow, cash provided by continuing operations for the fourth quarter of 2008, before working capital changes, at 43 million, or \$0.60 per share, was reduced from the fourth quarter level primarily due to the increased tax expense. But on a year-over-year basis, cash flow before working capital change has improved by over 28 per cent.

Where we did see a significant cash flow impact in the quarter was in the change in non-cash working capital, which increased by \$52 million in the first quarter of 2008 compared with an increase of only 9 million a year ago. The increased working capital investment was primarily attributable to higher accounts receivables and increased inventories. Both receivables and inventories have increased over the past six months as a result of higher business activity levels; and in particular, due to the launch of new projects in the Mediterranean, the Emirates and Western Canada.

It should also be noted that part of the significant increase in accounts receivable in the first quarter was due to the very high volume of sales experienced at the end of the quarter and for which collection will occur in the second quarter.

Capital expenditures in the first quarter of \$12.3 million were decreased from each of the quarters in 2007 and were primarily focused

---

"Though CNW Group has used commercially reasonable efforts to produce this transcript, it does not represent or warrant that this transcript is error-free. CNW Group will not be responsible for any direct, indirect, incidental, special, consequential, loss of profits or other damages or liabilities which may arise out of or result from any use made of this transcript or any error contained therein."

« Bien que Groupe CNW ait fait tous les efforts possibles pour produire cet audioscript, la société ne peut affirmer ou garantir qu'il ne contient aucune erreur. Groupe CNW ne peut être tenue responsable de pertes ou profits, responsabilités ou dommages causés par ou découlant directement, indirectement, accidentellement ou corrélativement à l'utilisation de ce texte ou toute erreur qu'il contiendrait. »

on capital expenditures for plants and equipment related to the completion of capacity expansions in Texas, Alberta and at Ras Al Khaimah.

On that note, Bill, I'll turn it back to you for your conclusion.

WILLIAM BUCKLEY: Thanks, Gary.

I'd now like to take a few moments to comment on some of the key developments in the global pipeline market. We recently updated our investor presentation and have included in it a slide that shows graphically how pipeline construction has evolved over the past eight years. Based on the annual statistics compiled by the Pipeline and Gas Journal, the number of miles of large-diameter pipelines currently under construction or planned for construction on a global basis has increased by 143 per cent from the average that prevailed from 2001 to 2005. And this is a key driver of our business over the next three to five years.

The second point that I'd like to highlight is that in 2007, we completed over 300 large-diameter pipe-coating projects. Only three of these were over \$20 million in volume and this is typical and reflects a very broad global business base that we have established.

We secured these contracts because of our strategic locations, our demonstrated performance, our client approvals and relationships, our broad product offering and our ability to respond to our clients' project

---

"Though CNW Group has used commercially reasonable efforts to produce this transcript, it does not represent or warrant that this transcript is error-free. CNW Group will not be responsible for any direct, indirect, incidental, special, consequential, loss of profits or other damages or liabilities which may arise out of or result from any use made of this transcript or any error contained therein."

« Bien que Groupe CNW ait fait tous les efforts possibles pour produire cet audioscript, la société ne peut affirmer ou garantir qu'il ne contient aucune erreur. Groupe CNW ne peut être tenue responsable de pertes ou profits, responsabilités ou dommages causés par ou découlant directement, indirectement, accidentellement ou corrélativement à l'utilisation de ce texte ou toute erreur qu'il contiendrait. »

needs. We expect that this broad base of business will be increasing over the next three to five years.

Now our North American small-diameter gathering line activity is still well below the levels we experienced in 2006. However, we expect some modest improvement in 2009 and 2010, as well completions increase following a moderate increase in drilling activity.

In 2008, we are currently expecting revenue growth in the range of 10 to 15 per cent. This will be supported by revenue from our new facilities in Camrose and Ras Al Khaimah, the expansion of our large-diameter facility in Regina, the start-up of the Deep Panuke project in Nova Scotia this summer using our portable concrete heavy-coke plant technology, the launch of the Woodside Pluto project at three of our global plants and the remobilization of our large-diameter facility in Leith, Scotland, to execute the Gjøa project in the North Sea.

These activities are under way and will support our revenue and profit growth in the near term.

For the longer term, we continue to pursue acquisition opportunities, new product introductions, reduced facility costs, share gain and geographic expansion.

---

"Though CNW Group has used commercially reasonable efforts to produce this transcript, it does not represent or warrant that this transcript is error-free. CNW Group will not be responsible for any direct, indirect, incidental, special, consequential, loss of profits or other damages or liabilities which may arise out of or result from any use made of this transcript or any error contained therein."

« Bien que Groupe CNW ait fait tous les efforts possibles pour produire cet audioscript, la société ne peut affirmer ou garantir qu'il ne contient aucune erreur. Groupe CNW ne peut être tenue responsable de pertes ou profits, responsabilités ou dommages causés par ou découlant directement, indirectement, accidentellement ou corrélativement à l'utilisation de ce texte ou toute erreur qu'il contiendrait. »

And on that note, I would now like to turn the floor over to the operator for questions.

OPERATOR: Thank you. Ladies and gentlemen, we will now conduct the question-and-answer session. If you have a question, please press the \* key followed by the 1 on your touchtone phone. You will hear a tone acknowledging your request. Your questions will be polled in the order they are received. Please ensure you lift the handset if you're using a speakerphone before pressing any keys. One moment, please, for your first question.

Your first question comes from Sarah Hughes, of Cormark Securities. Please proceed.

SARAH HUGHES: Hi, guys. Just a question on your capacity expansion. Gary, I was wondering, you talked about being fully absorbed in the next couple of months. So should we see margins improve from that going in Q3 and Q4?

GARY LOVE: Yes, there's certainly a very close connection, and we've talked about this before, between capacity utilization and margins. It's been our message that as we see capacity utilization move higher, we have seen margins move higher. You know, the precise timing of utilization is tough to pin down. But directionally, that is our expectation.

---

"Though CNW Group has used commercially reasonable efforts to produce this transcript, it does not represent or warrant that this transcript is error-free. CNW Group will not be responsible for any direct, indirect, incidental, special, consequential, loss of profits or other damages or liabilities which may arise out of or result from any use made of this transcript or any error contained therein."

« Bien que Groupe CNW ait fait tous les efforts possibles pour produire cet audioscript, la société ne peut affirmer ou garantir qu'il ne contient aucune erreur. Groupe CNW ne peut être tenue responsable de pertes ou profits, responsabilités ou dommages causés par ou découlant directement, indirectement, accidentellement ou corrélativement à l'utilisation de ce texte ou toute erreur qu'il contiendrait. »

SARAH HUGHES: Okay, and I guess as this capacity comes on stream, you can see in your backlog the work to fill these new plants and new lines?

GARY LOVE: Yes, yes, definitely. You know, Ras Al Khaimah, we've spoken of that before. It is fully booked through 2008 and with the volume of activity in the GCC region of the Middle East, we expect a very strong 09 and beyond. You know, really for Ras Al Khaimah now, it's just working through the learning curve and then improving production efficiency, that's the key objective today.

In Western Canada, the new plants in Camrose, those are not only new plants but in some cases new products that we're bringing to market and we see some very, very strong opportunities for those facilities as well.

SARAH HUGHES: Okay, and then just one last question. Depreciation expense, would it be a good trend to look at this quarter for future quarters?

GARY LOVE: Yes, yes, I think we should see it more or less stabilized now at the current level.

SARAH HUGHES: Great, thank you very much.

OPERATOR: Again, ladies and gentlemen, if there are any additional questions at this time, please press the \* key followed by the 1.

---

"Though CNW Group has used commercially reasonable efforts to produce this transcript, it does not represent or warrant that this transcript is error-free. CNW Group will not be responsible for any direct, indirect, incidental, special, consequential, loss of profits or other damages or liabilities which may arise out of or result from any use made of this transcript or any error contained therein."

« Bien que Groupe CNW ait fait tous les efforts possibles pour produire cet audioscript, la société ne peut affirmer ou garantir qu'il ne contient aucune erreur. Groupe CNW ne peut être tenue responsable de pertes ou profits, responsabilités ou dommages causés par ou découlant directement, indirectement, accidentellement ou corrélativement à l'utilisation de ce texte ou toute erreur qu'il contiendrait. »

As a reminder, if you're using a speakerphone, please lift the handset before pressing the keys. Your next question comes from David Sachs, of Hockey Capital. Please proceed.

DAVID SACHS: A couple of questions. I'm wondering if you could talk geographically about pricing trends or your key products and then also raw material headwinds, availability, pressures on raw material and then an update on Nord Stream and just in terms of what's happening marketing intelligence-wise on that project.

WILLIAM BUCKLEY: Yes, David, I guess with respect to pricing trends, in the areas where we have, or are operating near full capacity, pricing trends are improving and that would be particularly in the Far East region and our plants in Kuantan and Kabil, and also in the Americas region, to some extent.

With respect to raw material, on the offshore pipelines, one of the major components that we use in our heavy coat is iron ore and their security of supply is an important factor and we have good relationships with a number of suppliers. But it is also a major issue for us now, the escalation in iron ore prices and we tend to make sure that we're covered with back-to-back contracts with our end customers in that regard.

---

"Though CNW Group has used commercially reasonable efforts to produce this transcript, it does not represent or warrant that this transcript is error-free. CNW Group will not be responsible for any direct, indirect, incidental, special, consequential, loss of profits or other damages or liabilities which may arise out of or result from any use made of this transcript or any error contained therein."

« Bien que Groupe CNW ait fait tous les efforts possibles pour produire cet audioscript, la société ne peut affirmer ou garantir qu'il ne contient aucune erreur. Groupe CNW ne peut être tenue responsable de pertes ou profits, responsabilités ou dommages causés par ou découlant directement, indirectement, accidentellement ou corrélativement à l'utilisation de ce texte ou toute erreur qu'il contiendrait. »

Finally, with respect to Nord Stream, we have no anticipation that we're going to participate in that project going forward, though we do maintain contacts with all of the parties. At this particular point, I would say the project is progressing at a rate that was slower than we had anticipated in our bid, and we understand at this point there has been an LOI put in place, but there is no purchase order for coating that has been negotiated at this time.

So if we have the opportunity to help the client in this project, we'd certainly be ready to do that, though we don't anticipate that at this time.

DAVID SACHS: Just lastly on this iron ore topic, are you exposed on iron ore? Or your purchasing at the time, or your contracting for your materials at the time of your purchase agreement or your contract supply and you've been able to lock that into your bid?

GARY LOVE: Yes, we locked it in for a particular... iron ore for particular bids. We also make sure that we have iron ore contracts in place to handle our ongoing business, you know, to support that base of project that we have on an ongoing basis. So we have a general level of iron ore requirement that we maintain as well.

DAVID SACHS: Okay, thank you.

---

"Though CNW Group has used commercially reasonable efforts to produce this transcript, it does not represent or warrant that this transcript is error-free. CNW Group will not be responsible for any direct, indirect, incidental, special, consequential, loss of profits or other damages or liabilities which may arise out of or result from any use made of this transcript or any error contained therein."

« Bien que Groupe CNW ait fait tous les efforts possibles pour produire cet audioscript, la société ne peut affirmer ou garantir qu'il ne contient aucune erreur. Groupe CNW ne peut être tenue responsable de pertes ou profits, responsabilités ou dommages causés par ou découlant directement, indirectement, accidentellement ou corrélativement à l'utilisation de ce texte ou toute erreur qu'il contiendrait. »

OPERATOR: Your next question comes from Dana Benner, of Thomas Weisel Partners. Please proceed.

DANA BENNER: Good morning, guys.

GARY LOVE: Good morning.

WILLIAM BUCKLEY: Good morning.

DANA BENNER: I wonder if we could first focus on the start-up costs products, the new product costs, etc., that impacted you in Q1 and as you look out to Q2 and Q3, would you expect a similar set of... or would you expect a similar impact or do you think you're beyond most of those costs such that, you know, project flow, good execution, etc., will drive the margins sort of in a more clean fashion?

GARY LOVE: Dana, let me take a stab at the question. I'll break it down into sort of three categories. We have, and you can sort of capture the three categories as start-up costs in general. The fixed costs, and I spoke of that, on a year-over-year basis, fixed costs are higher today than they were in the first quarter of 07, and indeed also in second and third quarter of 07 because we put those new facilities in place and so we've had to staff them up and there's a base level of fixed costs that gets added when you add new facilities.

---

"Though CNW Group has used commercially reasonable efforts to produce this transcript, it does not represent or warrant that this transcript is error-free. CNW Group will not be responsible for any direct, indirect, incidental, special, consequential, loss of profits or other damages or liabilities which may arise out of or result from any use made of this transcript or any error contained therein."

« Bien que Groupe CNW ait fait tous les efforts possibles pour produire cet audioscript, la société ne peut affirmer ou garantir qu'il ne contient aucune erreur. Groupe CNW ne peut être tenue responsable de pertes ou profits, responsabilités ou dommages causés par ou découlant directement, indirectement, accidentellement ou corrélativement à l'utilisation de ce texte ou toute erreur qu'il contiendrait. »

So we've talked about that in terms of a \$4 million year-over-year impact. That's not a... That's a cost of launching new facilities. It's not going to go away. It's now part of effectively our permanent cost structure.

The second category would be depreciation and that would be similar to fixed costs in the sense that the year-over-year increase in depreciation is probably now something that will be sustained going forward. That's a 3.5 million increase year over year.

The absorption of those fixed costs and depreciation will occur as the revenue gets generated from the new facilities. So as we move forward and we see the revenue growth, then we should see operating income margin improvement through the absorption of those costs. The costs themselves though, they're not one-time costs. They're now a permanent part of our cost structure.

The third category would be production learning curve, inefficiencies, and it's not a big dollar item. Probably in the first quarter, 1 million to 1.5 million we would attribute to kind of those learning costs. Those would be expected to go away as production efficiency improves in the new facilities.

DANA BENNER: Okay, terrific. I guess coming back to Nord Stream and I guess linking it to your backlog, it's still running at a very high level,

---

"Though CNW Group has used commercially reasonable efforts to produce this transcript, it does not represent or warrant that this transcript is error-free. CNW Group will not be responsible for any direct, indirect, incidental, special, consequential, loss of profits or other damages or liabilities which may arise out of or result from any use made of this transcript or any error contained therein."

« Bien que Groupe CNW ait fait tous les efforts possibles pour produire cet audioscript, la société ne peut affirmer ou garantir qu'il ne contient aucune erreur. Groupe CNW ne peut être tenue responsable de pertes ou profits, responsabilités ou dommages causés par ou découlant directement, indirectement, accidentellement ou corrélativement à l'utilisation de ce texte ou toute erreur qu'il contiendrait. »

although off slightly from Q4 end. Is it the case that given, at least when you thought you could do it, in accordance with ShawCor levels of profitability that you may have backed off on the aggressive bidding of as many projects, wanting to make sure that you freed up the necessary amount of space, regionally or even globally, to tackle a project of that size and as such, maybe the backlog just de-tuned a little bit as a result of that? And now that you're not choosing to pursue Nord Stream, it's a question of maybe getting a little bit more aggressive on the margin on some of these smaller projects to backfill what Nordstrom would have given you?

WILLIAM BUCKLEY: Dana, I think the answer to that is no. The Nord Stream configuration that we were looking at was going to involve a greenfield facility. So we were still quoting aggressively and at our normal levels to fill our various facilities.

I think I would like to respond on the comment that you made that our backlog's down a little bit this quarter. I think it is. I just draw your attention to the fact that one area that we're going to be and are very active is Western Canada. And there, we have frame agreements with the major clients in that region. So often, we don't get a purchase order for a project until very close to the start of that project. And I think that will be the case as we roll forward here.

---

"Though CNW Group has used commercially reasonable efforts to produce this transcript, it does not represent or warrant that this transcript is error-free. CNW Group will not be responsible for any direct, indirect, incidental, special, consequential, loss of profits or other damages or liabilities which may arise out of or result from any use made of this transcript or any error contained therein."

« Bien que Groupe CNW ait fait tous les efforts possibles pour produire cet audioscript, la société ne peut affirmer ou garantir qu'il ne contient aucune erreur. Groupe CNW ne peut être tenue responsable de pertes ou profits, responsabilités ou dommages causés par ou découlant directement, indirectement, accidentellement ou corrélativement à l'utilisation de ce texte ou toute erreur qu'il contiendrait. »

And you'll see that, you know, as we look at the situation in Western Canada and look at our existing facilities and the new ones that are coming on stream, we know that there is strong ongoing loads for those facilities.

DANA BENNER: Okay. I guess that leads to my next question, which is looking out globally, the region that could surprise either on the upside or the downside would be what... would it be a Western Canada in relation to the current move up in natural gas prices and your commentary seemed to be a little bit muted there. I imagine that's just being conservative. But is that the region where we could see the largest say positive surprise or how would you answer that question, positive or negative?

WILLIAM BUCKLEY: I don't think it'll be a surprise, but in Western Canada, certainly the new capacity that we've brought on stream is going to be filled. And that will be an uptick in revenue. Compared to 06, I did make a comment that small diameter is down and we think it will stay down for some period of time before it comes back up. But certainly what we're seeing in drilling activity recently makes us think that, you know, it is coming back at some point in the future.

---

"Though CNW Group has used commercially reasonable efforts to produce this transcript, it does not represent or warrant that this transcript is error-free. CNW Group will not be responsible for any direct, indirect, incidental, special, consequential, loss of profits or other damages or liabilities which may arise out of or result from any use made of this transcript or any error contained therein."

« Bien que Groupe CNW ait fait tous les efforts possibles pour produire cet audioscript, la société ne peut affirmer ou garantir qu'il ne contient aucune erreur. Groupe CNW ne peut être tenue responsable de pertes ou profits, responsabilités ou dommages causés par ou découlant directement, indirectement, accidentellement ou corrélativement à l'utilisation de ce texte ou toute erreur qu'il contiendrait. »

But the big uptick in Western Canada will be large diameter activity. We've also added some capacity in the United States that we're filling. Also, we're seeing our plants in the Far East come up to full capacity, so there's an uptick there. The new Ras Al Khaimah facility becoming loaded, there's an uptick there as well.

So I don't think there's any surprises but I think you'll see the capacity that we've put in place being filled and that's accounting for an uptick in the revenue number.

DANA BENNER: Okay, and is there an area in the world where you may be exposed? I think Nord Stream may have conditioned all of us in some fashion to not focus too much in any one region, but is there an area of the world where maybe there's potential for a bit of slippage versus what you know today?

GARY LOVE: Dana, it's Gary. I would struggle to think of anywhere where... I mean, it's always possible that projects move around. You know, that's an inherent part of our business that we do see movement in project timing. But the trends that are working our favour in Western Canada are equally relevant in many... everywhere else in the world. So, you know, without something dramatic happening on the commodity price side, I don't

---

"Though CNW Group has used commercially reasonable efforts to produce this transcript, it does not represent or warrant that this transcript is error-free. CNW Group will not be responsible for any direct, indirect, incidental, special, consequential, loss of profits or other damages or liabilities which may arise out of or result from any use made of this transcript or any error contained therein."

« Bien que Groupe CNW ait fait tous les efforts possibles pour produire cet audioscript, la société ne peut affirmer ou garantir qu'il ne contient aucune erreur. Groupe CNW ne peut être tenue responsable de pertes ou profits, responsabilités ou dommages causés par ou découlant directement, indirectement, accidentellement ou corrélativement à l'utilisation de ce texte ou toute erreur qu'il contiendrait. »

think there's any one, any particular region where there's going to be a sudden reduction in activity. In fact, I'd say it's probably the opposite.

DANA BENNER: I was thinking more in terms of just any one project that may be more material than you would necessarily capture in that \$20 million cut-off you gave.

GARY LOVE: Yes, but I think that was I think the point why we wanted to bring that to people's attention that, you know, our base of business is so diverse that that in itself provides what we think is good stability.

DANA BENNER: Okay, just one final question. On the acquisition trail, you've typically got a company that's grown organically and tucked things in as you needed to. And would that still be, to the extent that you're looking at acquisitions, or always looking at them, is it still much more likely that that's what we would see or is there more potential out there for something a little bit larger?

WILLIAM BUCKLEY: Dana, it's Bill. There are opportunities out there for more significant acquisitions. I think we would always look for one that is related to our existing business where we can leverage our existing platform to take that business up. We're looking for businesses that are technology based, we're looking for technology businesses that might be in

---

"Though CNW Group has used commercially reasonable efforts to produce this transcript, it does not represent or warrant that this transcript is error-free. CNW Group will not be responsible for any direct, indirect, incidental, special, consequential, loss of profits or other damages or liabilities which may arise out of or result from any use made of this transcript or any error contained therein."

« Bien que Groupe CNW ait fait tous les efforts possibles pour produire cet audioscript, la société ne peut affirmer ou garantir qu'il ne contient aucune erreur. Groupe CNW ne peut être tenue responsable de pertes ou profits, responsabilités ou dommages causés par ou découlant directement, indirectement, accidentellement ou corrélativement à l'utilisation de ce texte ou toute erreur qu'il contiendrait. »

one region that we could take globally. We're looking for businesses that we could consolidated that are in the same line of business that we're in.

So we do have an active file on that. We're pursuing many opportunities. A year ago, we hired an executive to head this area up for our company so that we could take a more focused and aggressive posture and those programs are under way.

DANA BENNER: Okay, guys, that's all I've got. Thank you.

WILLIAM BUCKLEY: Thanks.

OPERATOR: Your next question comes from James Findley, of Findley Partners. Please proceed.

JAMES FINDLEY: Good morning.

WILLIAM BUCKLEY: Good morning.

JAMES FINDLEY: Could you talk a little bit about the competitive position the company's now relative to three years ago, had lost quite a lot of market share in the early part of this decade and been spending a lot of money on R&D trying to come out with new products. And that was one of the drivers you mentioned going forward. Just to help us understand particularly sort of regionally how you're positioned?

WILLIAM BUCKLEY: Yes, without getting into, you know, naming any specific companies in North America I think our competitive position is

---

"Though CNW Group has used commercially reasonable efforts to produce this transcript, it does not represent or warrant that this transcript is error-free. CNW Group will not be responsible for any direct, indirect, incidental, special, consequential, loss of profits or other damages or liabilities which may arise out of or result from any use made of this transcript or any error contained therein."

« Bien que Groupe CNW ait fait tous les efforts possibles pour produire cet audioscript, la société ne peut affirmer ou garantir qu'il ne contient aucune erreur. Groupe CNW ne peut être tenue responsable de pertes ou profits, responsabilités ou dommages causés par ou découlant directement, indirectement, accidentellement ou corrélativement à l'utilisation de ce texte ou toute erreur qu'il contiendrait. »

clearly strengthened, as it is in Asia as well. In Europe, I think our competitive position, we can in that 2004 timeframe and I think it's now quite strong, I think you can take a look at our competitors, the ones that are publicly listed, and look at their financials and I think you'll see that there has been quite a distancing that's opened up from the 2004 period to now.

And I can tell you that this is, you know, beyond just the financials, we do track sort of our relative position versus our competitors to kind of have a relative indicator of how we're doing. And we're in a much better position today in that regard than we were in 2004.

JAMES FINDLEY: Right, and you were quite weak in deep water. Can you just give us a feel for how much your revenues at deep water, are the margins better there and are you in a better position as far as products than perhaps you've been in the last couple of years?

WILLIAM BUCKLEY: Yes, I can mention a couple of factors there. Our entrée into Brazil is really based on our deep water technology and there, you know, we made an acquisition of a competitor who had corrosion coating assets in Brazil and then we brought in our Thermotite technology and that business, it's a joint venture, is progressing well.

---

"Though CNW Group has used commercially reasonable efforts to produce this transcript, it does not represent or warrant that this transcript is error-free. CNW Group will not be responsible for any direct, indirect, incidental, special, consequential, loss of profits or other damages or liabilities which may arise out of or result from any use made of this transcript or any error contained therein."

« Bien que Groupe CNW ait fait tous les efforts possibles pour produire cet audioscript, la société ne peut affirmer ou garantir qu'il ne contient aucune erreur. Groupe CNW ne peut être tenue responsable de pertes ou profits, responsabilités ou dommages causés par ou découlant directement, indirectement, accidentellement ou corrélativement à l'utilisation de ce texte ou toute erreur qu'il contiendrait. »

More recently, we announced that we had won the Pluto project, which is the largest deep water project that's been let certainly in the last year. And we're now executing that at three of our facilities and we've secured that project based on our Thermotite deep water technology as well as the fact that we were able to dedicate three facilities to executing this project in accordance with the client schedule.

Beyond that, I can tell you that in our R&D facilities, deep water, next-generation deep water technology, as we call it, is a focused area for us and I believe that within certainly a 12-month period, you'll see new products being announced by us in that area.

GARY LOVE: I just want to add to that, James, this year deep water insulation coating's probably going to exceed or count for more than 10 per cent of our total revenue. And that's up significantly certainly from where it was a few years ago. So it's becoming a very meaningful part of our revenue base.

JAMES FINDLEY: And the margin there?

GARY LOVE: And margins are good, yes.

JAMES FINDLEY: Yes, yes. Lastly, the capacity utilization that you're operating at sounds fairly... Could you just take us through the regions and how you think about that?

---

"Though CNW Group has used commercially reasonable efforts to produce this transcript, it does not represent or warrant that this transcript is error-free. CNW Group will not be responsible for any direct, indirect, incidental, special, consequential, loss of profits or other damages or liabilities which may arise out of or result from any use made of this transcript or any error contained therein."

« Bien que Groupe CNW ait fait tous les efforts possibles pour produire cet audioscript, la société ne peut affirmer ou garantir qu'il ne contient aucune erreur. Groupe CNW ne peut être tenue responsable de pertes ou profits, responsabilités ou dommages causés par ou découlant directement, indirectement, accidentellement ou corrélativement à l'utilisation de ce texte ou toute erreur qu'il contiendrait. »

WILLIAM BUCKLEY: Yes, in the Americas, capacity utilization is strong with new capacity coming on that's going to be filled. In the North Sea region, capacity utilization is low. We have our Farsund Norway facility that we're shuttering. Our Thermitite facility in Orkanger, Norway, though is running at close to full capacity and our Leith, Scotland, facility as I mentioned is just being recommissioned with Gjøa project. So there's additional capacity there that we can use.

In the Far East, in Kuantan and Kabil, Kuantan is operating in an around the 75-80-per-cent capacity level. There's more capacity to be used up there and it is becoming fully utilized over the next couple of quarters.

In Kabil, Indonesia, that facility is also moving towards full utilization over the next couple of quarters.

In the Mideast, in our Saudi facility, we've just come off the Khurais project where we're running flat out. We're probably down to around the 75-per-cent capacity level but have a couple of very large projects in front of us that we expect to secure, one of them related to water lines, large-diameter water lines, and these are similar to the type of work that we did on the Khurais project, so expect Saudi to be coming back up towards near capacity again with these new projects.

---

"Though CNW Group has used commercially reasonable efforts to produce this transcript, it does not represent or warrant that this transcript is error-free. CNW Group will not be responsible for any direct, indirect, incidental, special, consequential, loss of profits or other damages or liabilities which may arise out of or result from any use made of this transcript or any error contained therein."

« Bien que Groupe CNW ait fait tous les efforts possibles pour produire cet audioscript, la société ne peut affirmer ou garantir qu'il ne contient aucune erreur. Groupe CNW ne peut être tenue responsable de pertes ou profits, responsabilités ou dommages causés par ou découlant directement, indirectement, accidentellement ou corrélativement à l'utilisation de ce texte ou toute erreur qu'il contiendrait. »

And in Ras Al Khaimah, you know that plant's just coming up to speed right now and will be running at full capacity levels for the balance of the year.

JAMES FINDLEY: Those water lines, that's coating on that for protection from salt water, is it?

WILLIAM BUCKLEY: Yes, that's right, James. Internal coating and external coating in some cases, but internal coating and sometimes the water is used for secondary stimulation of the existing oilfields. Sometimes it's potable water being brought from the desalination plants to the cities.

JAMES FINDLEY: Great. thank you.

OPERATOR: Your next question comes from Bill Doyle, of Columbia Wanger Asset Management. Please proceed.

BILL DOYLE: Mine was aligned a bit like the last question for the North Sea. So right now, if you don't mind recapping that, it's a pretty low utilization. How does the book (inaudible) look there?

WILLIAM BUCKLEY: Our Farsund, Norway plant is, as we say, shuttered at the moment and that is capacity that's sitting there, that, you know, will be taken up with projects in the region when they materialize. We, you know, continue to work with Statoil. There's no major projects that we see in the very near term. There are three or four significant projects

---

"Though CNW Group has used commercially reasonable efforts to produce this transcript, it does not represent or warrant that this transcript is error-free. CNW Group will not be responsible for any direct, indirect, incidental, special, consequential, loss of profits or other damages or liabilities which may arise out of or result from any use made of this transcript or any error contained therein."

« Bien que Groupe CNW ait fait tous les efforts possibles pour produire cet audioscript, la société ne peut affirmer ou garantir qu'il ne contient aucune erreur. Groupe CNW ne peut être tenue responsable de pertes ou profits, responsabilités ou dommages causés par ou découlant directement, indirectement, accidentellement ou corrélativement à l'utilisation de ce texte ou toute erreur qu'il contiendrait. »

that we're working with them on and I would say we're at the preliminary engineering and budgetary phase. They have not been sanctioned and approved to go forward. But, you know, I would expect that in the two- to five-year timeframe, there will be some significant large-diameter activity coming out of Norway. But not in the next year or two.

That facility is there, if anyone in the region needed it, to access it and we would remobilize it, should that happen.

In Leith, Scotland, our facility is, as I say, being remobilized to do the Gjøa project. It also does smaller projects that can do a wide variety of coating. So it often runs at a fairly significant level of utilization on our smaller-diameter lines... and after the Gjøa project. We are bidding on some additional projects but don't have those in our backlog at the moment.

There's an opportunity to fill that capacity in the North Sea and we're focused on that.

BILL DOYLE: Okay, thanks.

OPERATOR: Your next question is a follow-up question from David Sachs, of Hockey Capital. Please proceed.

---

"Though CNW Group has used commercially reasonable efforts to produce this transcript, it does not represent or warrant that this transcript is error-free. CNW Group will not be responsible for any direct, indirect, incidental, special, consequential, loss of profits or other damages or liabilities which may arise out of or result from any use made of this transcript or any error contained therein."

« Bien que Groupe CNW ait fait tous les efforts possibles pour produire cet audioscript, la société ne peut affirmer ou garantir qu'il ne contient aucune erreur. Groupe CNW ne peut être tenue responsable de pertes ou profits, responsabilités ou dommages causés par ou découlant directement, indirectement, accidentellement ou corrélativement à l'utilisation de ce texte ou toute erreur qu'il contiendrait. »

DAVID SACHS: Just in terms of the capacity available today, what would that translate into in revenue opportunity if you were to go from current utilization rates to full utilization?

GARY LOVE: Yes, we've actually included in our investor presentation a slide that outlines both the capacity expansions and also the available capacity and we've put a... sort of a ballpark revenue potential number against that, of \$500 million. And it's basically split between the different regions. North America, it's additional capacity that we're putting in place. In Europe, it's primarily the availability of existing capacity being the Farsund and Leith facilities.

Ras Al Khaimah, of course, it's a new plant and in the Far East, it's principally utilizing the available capacity that we have in Indonesia. So adding all that up, of course it can vary tremendously depending on the nature of the work you're running, but to put a ballpark figure would be 500 million.

DAVID SACHS: Okay, so if one were to annualize the first quarter revenue run rate, you could add an additional \$500 million of top line.

GARY LOVE: Yes, not quite because we, in the first quarter, we were starting to generate revenue from Ras Al Khaimah and we were getting a little bit out of the new plant in Camrose. So, you know, part of

---

"Though CNW Group has used commercially reasonable efforts to produce this transcript, it does not represent or warrant that this transcript is error-free. CNW Group will not be responsible for any direct, indirect, incidental, special, consequential, loss of profits or other damages or liabilities which may arise out of or result from any use made of this transcript or any error contained therein."

« Bien que Groupe CNW ait fait tous les efforts possibles pour produire cet audioscript, la société ne peut affirmer ou garantir qu'il ne contient aucune erreur. Groupe CNW ne peut être tenue responsable de pertes ou profits, responsabilités ou dommages causés par ou découlant directement, indirectement, accidentellement ou corrélativement à l'utilisation de ce texte ou toute erreur qu'il contiendrait. »

that 500 is starting to be used in the first quarter, although a pretty small part of it.

DAVID SACHS: Okay, and as far as the business development opportunities that you were referring to, what would be a comfortable leverage ratio or target leverage level for the company if you were to achieve what you would think is an efficient capital structure? And if you aren't able to secure any additional M&A activity is an acceleration of the buy-back something you'd consider or we'd rather build resources and look to be opportunistic on the M&A front?

GARY LOVE: The appropriate capital structure, target capital structure for the company would involve, you know, very modest leverage, not to exceed 25 per cent of our capital. So a debt to capital ratio not to exceed 25 per cent. We think that that's a kind of a prudent target to have given the inherent cyclicity of the markets in which we operate.

The normal course issuer bid is our vehicle for repurchasing shares. And we see that as a way to deploy free cash flow and we'll continue to use that as such. But the company's first choice in deployment of capital is the strategic acquisition strategy that, or program that Bill outlined.

DAVID SACHS: Okay, and one last question, just if you could talk a little bit about the Canadian large-diameter pipe market consolidation with

---

"Though CNW Group has used commercially reasonable efforts to produce this transcript, it does not represent or warrant that this transcript is error-free. CNW Group will not be responsible for any direct, indirect, incidental, special, consequential, loss of profits or other damages or liabilities which may arise out of or result from any use made of this transcript or any error contained therein."

« Bien que Groupe CNW ait fait tous les efforts possibles pour produire cet audioscript, la société ne peut affirmer ou garantir qu'il ne contient aucune erreur. Groupe CNW ne peut être tenue responsable de pertes ou profits, responsabilités ou dommages causés par ou découlant directement, indirectement, accidentellement ou corrélativement à l'utilisation de ce texte ou toute erreur qu'il contiendrait. »

Evraz, and they've acquired Oregon Steel and it now looks like they're potentially acquiring Ipsco's facilities in Canada. If that creates opportunities for you in terms of accelerating or extending your partnership at Oregon Steel, to other assets in Canada, and how that might affect the landscape and your ability to gain additional business?

WILLIAM BUCKLEY: Well, David, I guess first of all, we've got to wait to see that that acquisition gets completed and there's a couple of hurdles to get over there. But you know, we've been working with Oregon Steel in Portland for, you know, over two years now. We put a facility in place, a world-class facility, by the way, in place in that location. We've worked closely with them. Our relationships are good.

We also worked with them in Camrose at their facility there and do all of their coating and can provide internal coating, external coating and all of the varieties that the Canadian end customer base requires. So I think we've got a good relationship there and a good partnership between us serving the end customer base.

If they acquire the mill in Regina, we're located on that site. We're also in the process of expanding our capacity to match the mill capacity that's being expanded there. And again, I think we've got a good and close relationship.

---

"Though CNW Group has used commercially reasonable efforts to produce this transcript, it does not represent or warrant that this transcript is error-free. CNW Group will not be responsible for any direct, indirect, incidental, special, consequential, loss of profits or other damages or liabilities which may arise out of or result from any use made of this transcript or any error contained therein."

« Bien que Groupe CNW ait fait tous les efforts possibles pour produire cet audioscript, la société ne peut affirmer ou garantir qu'il ne contient aucune erreur. Groupe CNW ne peut être tenue responsable de pertes ou profits, responsabilités ou dommages causés par ou découlant directement, indirectement, accidentellement ou corrélativement à l'utilisation de ce texte ou toute erreur qu'il contiendrait. »

You know, perhaps there'll be opportunities as the market in North America or the pipe manufacturing supply in North America sees entrants from other locations around the world for us to take our strong position and relationships and demonstrated performance in North America to go back to the home countries of these pipe manufacturers and perhaps do more work with them in their home countries.

DAVID SACHS: Yes, I was just going to follow that up, if the Oregon Steel partnership is one that has made a lot of sense for them and hopefully you, that there would be an opportunity to extend these partnerships and build capacity on site at some of these mills, if that was intelligent business strategy, although I think you've told me in the past that if you coat the pipe and have to transport it, there could be damage to the coating and it may not make as much sense if you're shipping from the mills to a distant location.

WILLIAM BUCKLEY: Yes, that's true, depending on the coating. We do have varieties of coatings that can withstand transit damage. But your point is correct. Typically, we like to be close to the mill and the mill close to where the pipe is used.

DAVID SACHS: Okay, thank you.

---

"Though CNW Group has used commercially reasonable efforts to produce this transcript, it does not represent or warrant that this transcript is error-free. CNW Group will not be responsible for any direct, indirect, incidental, special, consequential, loss of profits or other damages or liabilities which may arise out of or result from any use made of this transcript or any error contained therein."

« Bien que Groupe CNW ait fait tous les efforts possibles pour produire cet audioscript, la société ne peut affirmer ou garantir qu'il ne contient aucune erreur. Groupe CNW ne peut être tenue responsable de pertes ou profits, responsabilités ou dommages causés par ou découlant directement, indirectement, accidentellement ou corrélativement à l'utilisation de ce texte ou toute erreur qu'il contiendrait. »

OPERATOR: Mr. Buckley, there are no further questions at this time.  
Please continue.

WILLIAM BUCKLEY: Okay, well, thank you very much, Patrick. I'd like to take this opportunity now to thank everyone who participated in today's call and everyone who's listening in for your time. Thank you very much.

OPERATOR: Ladies and gentlemen, this concludes our conference call for today. Thank you for participating. You may now disconnect your lines.

\*\*\*\*\*

---

"Though CNW Group has used commercially reasonable efforts to produce this transcript, it does not represent or warrant that this transcript is error-free. CNW Group will not be responsible for any direct, indirect, incidental, special, consequential, loss of profits or other damages or liabilities which may arise out of or result from any use made of this transcript or any error contained therein."

« Bien que Groupe CNW ait fait tous les efforts possibles pour produire cet audioscript, la société ne peut affirmer ou garantir qu'il ne contient aucune erreur. Groupe CNW ne peut être tenue responsable de pertes ou profits, responsabilités ou dommages causés par ou découlant directement, indirectement, accidentellement ou corrélativement à l'utilisation de ce texte ou toute erreur qu'il contiendrait. »