

NOVEMBER 2011

BUYER'S GUIDE 2011-2012

COMPANY PROFILES

White Construction
Rev1 Renewables
Romax Technology

Q&A: Jose Zayas

U.S. Department of Energy

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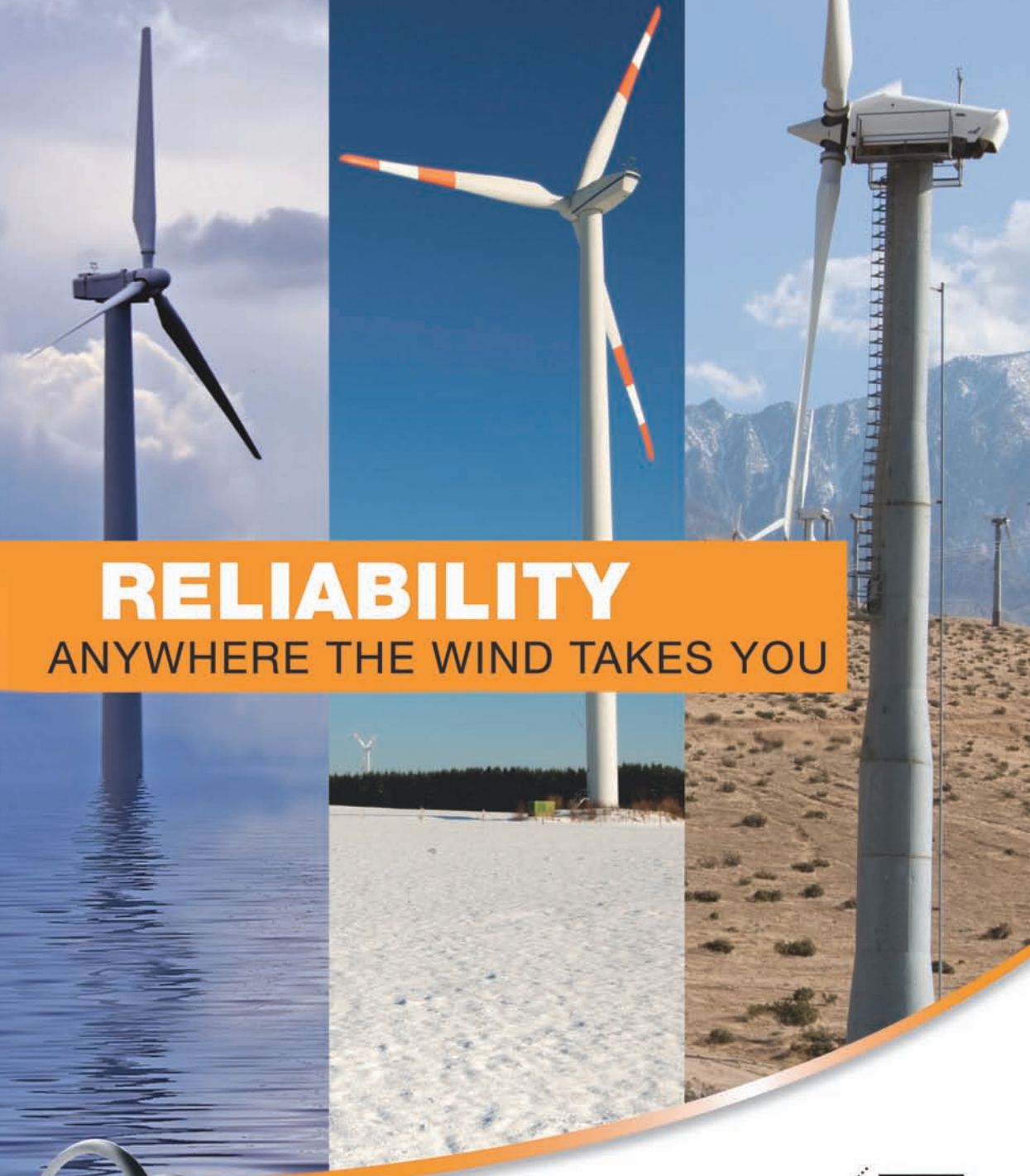
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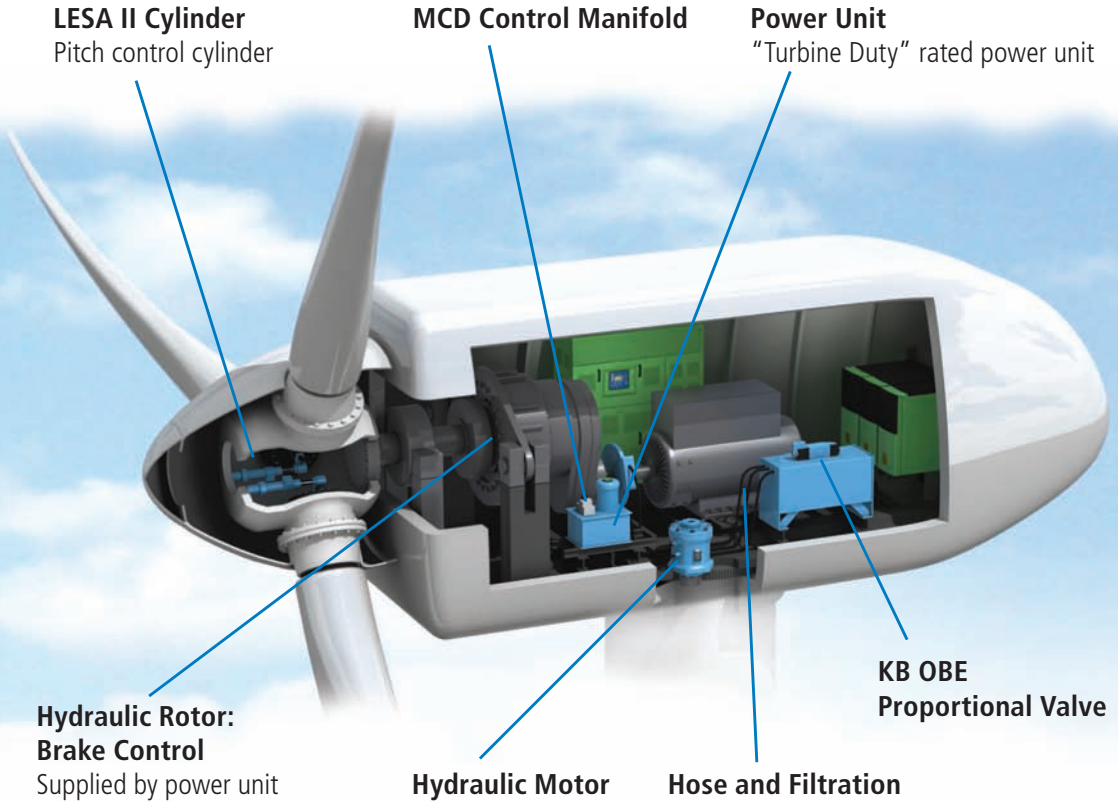
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8 CONSTRUCTION

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32 MAINTENANCE

Information on Alignment Equipment, Blade Services, Condition Monitoring Equipment, Condition Monitoring/Analysis, Gearbox Repair, Generator Repair, Inspection Equipment, In-Tower Lifts, Lighting, Lightning/Surge Protection, Lubricants/Filters/Filtration Systems, Operations, Safety/Rescue Equipment, Slings/Lifts.



42 MANUFACTURING

Blades, Braking, Coatings/Chemicals, Composites, Contract Machining, Cutting Tools, Design Services/Equipment, Drivetrains, Gears/Bearings, Gear Manufacturing Equipment, Generators, Hubs/Rings/Forged Components, Machining Centers/Machine Tools, Metal Fabrication, Metrology, Turbines/Components, Steels/Metals, and more.



60 MISCELLANEOUS

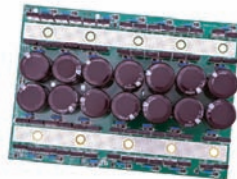
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12

CONSTRUCTION

WHITE CONSTRUCTION

In the top tier of wind farm construction experts, this company has worked to gain experience and the confidence and trust of owner/operators around the world.

34

MAINTENANCE

REV1 RENEWABLES

Whether you are in the market for quality assurance at the construction site or end of warranty turbine inspections, this company is prepared to keep your blades spinning.

46

MANUFACTURING

ROMAX TECHNOLOGY

With its suite of software and services this company has positioned itself as drivetrain thought leaders for wind component manufacturers, designers, and owner/operators.

72

Q&A

JOSE ZAYAS, WIND AND WATER POWER PROGRAM MANAGER
U.S. Department of Energy

RESOURCES

MARKETPLACE 69

ADVERTISERINDEX 71



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EDLETTER

In compiling our annual Buyer's Guide, we hope that you'll keep this issue on hand all year long as a resource, and also refer to it online when you're seeking wind-related products, services, and expertise. Knowing this, we choose the companies profiled in this issue very carefully. I particularly enjoyed producing the three profiles you'll read this month—White Construction, Rev1 Renewables, and Romax Technology—as well as an insightful Q&A with Jose Zayas, wind and water power program manager with the U.S. Department of Energy's Sandia National Laboratories and longtime *Wind Systems* contributor. While they may be companies and people you already know, these stories will serve as a nice introduction if not.

White Construction is one of those companies that inspire confidence. During our conversation Jami Krynski described what it takes to be placed among the top tier of wind farm construction specialists... namely, years of experience and an excellent track record, both of which this company has in spades. It's always a pleasure speaking with someone who knows what they're talking about, and I'm convinced that's what you can always expect when dealing with White Construction.

As you know, Merritt Brown of Rev1 Renewables is our monthly maintenance columnist. I have come to appreciate his intelligence and excellent writing skills over the years, so it was particularly fascinating to have the opportunity to learn more about his career and work. Rev1 Renewables is a company that's currently building a stellar reputation in the wind industry, specializing in end of warranty and construction QA inspections in addition to a growing list of maintenance services. This is a company that's offering years of experience in global power generation to the North American wind market, so you'll definitely benefit by starting a relationship with them.

Romax Technology is another company that's quickly becoming an invaluable resource to North American wind companies, proving its commitment to the market by opening its U.S. Wind Technology Center in Boulder, Colorado. One reason for this site is the desire to deepen its existing relationship with the National Renewable Energy Laboratory (NREL), located nearby. The company is a leading member of its Gearbox Reliability Collaborative, applying its RomaxWIND simulation software to helping develop more-reliable gearbox designs for the future. Thanks to Andy Poon, Ashley Crowther, and Chris Halse for sharing their story with me.

As for our Q&A with Jose Zayas, it was great to catch up with this well-known authority, and also to get an update on the Department of Energy's activities in helping support the growth of the wind energy market throughout the United States, particularly as offshore development comes online.

We hope you'll enjoy reading these features, and that you'll find this Buyer's Guide to be useful in your work. We've done our best to compile a comprehensive listing in the space we have available, and if you're able to make a single valuable connection then it was worth the effort. Good luck to you in the coming year, and let us hear from you!



Russ Willcutt, editor
Wind Systems magazine
russ@windssystemsmag.com
(800) 366-2185



David C. Cooper
Publisher

Chad Morrison
Associate Publisher

EDITORIAL
Russ Willcutt
Editor

SALES
Glenn Raglin
Regional Sales Manager
Tom McNulty
Regional Sales Manager

CIRCULATION
Teresa Cooper
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ART
Jeremy Allen
Art Director
Michele Hall
Graphic Designer



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David C. Cooper
President

Chad Morrison
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CONSTRUCTION

Concrete	9	Ports/Terminals.....	21
Connectors/Tooling/Grounding Equipment.....	9	Power Conditioning Equipment.....	23
Construction Services.....	9	Power Metering/Relaying Equipment.....	23
Control Devices.....	11	Power Storage	24
Cranes	13	Project Due Diligence	24
Data Loggers	14	Railroads	26
Electrical Services.....	14	Substations	26
Enclosures	14	Switches/Switchgear	27
Encoders	14	Third-Party Logistics	27
Engineering Services.....	16	Tool/Equipment Leasing	27
Fasteners	18	Tools/Tensioning.....	27
Foundations/Components.....	18	Trucking Services.....	28
Foundations/Systems.....	19	Transformers.....	29
Foundations/Services.....	19	Transmission Towers.....	29
Heavy Equipment.....	21	Windfarm Design/Mapping.....	29
Meteorological Towers.....	21	Wind Resource Forecasting/Assessment.....	29
Meteorological Towers/Installation.....	21	Wind Sensing Equipment.....	30
Networking	21	Wire/Cable	30
Ocean Shipping Services.....	21		

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IT'S A TYPICALLY AMERICAN STORY. During the late forties the son of immigrants bought a dump truck to haul coal and gravel in and around Clinton, Indiana. He worked hard, saved his money, and eventually bought two dilapidated bulldozers with the idea of combining the parts to make a single working machine. Like many an entrepreneur before him he operated out of his house, using the back yard as the maintenance shop. His name was Herman White, and from such humble beginnings emerged a company that today is involved in heavy highway and demolition work, asphalt and concrete paving, bridge and site development, underground utility operations, industrial maintenance, hazardous response and remediation, and power plant and refinery construction. In addition, White Construction is one of the premier wind farm specialists in the United States.

Just as its founder built the company incrementally, White Construction has grown from providing piecemeal wind farm services—designing and installing service roads, for instance—to offering turnkey construction packages to owner/developers. “Today we are a self-performing balance of plant EPC contractor,” according to Jamison M. Krynski, senior business development manager. “We’ll pave your roads, pour foundations, erect your towers and turbines, install generators, mount your blades, and wire the whole thing together. And then we’ll handle your mechanical maintenance from that point forward, because we’ve already got the equipment that put it all up there.”

Since 2004, when the company worked on its first wind farm at the U.S. Naval Station at Guantanamo Bay, Cuba, White Construction has completed projects totaling some 4,000MW of operating electrical assets at sites located around the world. Along the way it has learned many lessons, “paying our tuition” as Krynski says, describing the years of hard work gaining experience that puts a company at the top of its class. As an example, late or uncoordinated deliveries to the jobsite create project delays, increasing the “burn rate”—or the project’s daily operational costs—dramatically. One solution would be for the contractor to handle logistics in order to make sure towers were delivered on the right date, but also ahead of the rotor blades. But it’s not as simple as naming the day on which shipments should arrive.

“Every state has a completely different set of rules to follow, so there’s a great deal of permitting involved,” he explains. “And some have a limit on how many highway patrol escorts are allowed during a given day or week, and you need that kind of help when you’re moving these immense tower sections, which are getting larger every year. That’s something you’ve got to learn how to deal with effectively. So logistics is something we’re prepared to handle, even though that’s usually covered by the OEM.”

The biggest challenge facing contractors in the coming years, and one confronting the entire North American wind industry, involves the supply chain. With turbines and related hardware constantly growing larger in order to reap greater returns, transportation modes must respond accordingly. And while Schnabel trailers—huge, self-loading and unloading tractor beds—with expanded capacity have recently been introduced, there are too few available to have an immediate impact. That’s just one reason why it’s critical for wind farm construction companies to have experience not only in basics such as earthmoving and pouring foundations, but in peripheral operations such as transportation and maintenance. “The more versatile and creative you can be on the jobsite, the better you’ll be able to deal with the inevitable delays you’ll run across,” Krynski says. “Understanding how these projects unfold when you’re facing 30 square miles of open fields requires a unique tactical approach, and the only way you can build that kind of confidence is by spending years gaining experience in every conceivable situation.”

Currently owned by Herman “Buddy” and Denise White, the company has certainly earned that distinction. It has clearly gained the confidence of its customers, with many long-term relationships stretching back over the years, and with many completed wind farm projects as a result. “Our goal from the day we entered the wind energy market was to eventually be able to offer a cradle to grave approach, from preconstruction to all the engineering, procurement, and construction services required, and then lifetime support of the project,” Krynski says. “Today, that’s exactly what White Construction can provide. - R.W. ↗

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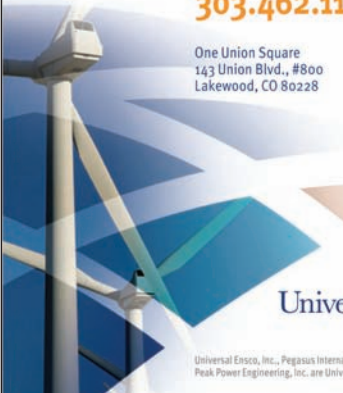
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TO UNDERSTAND SOMEONE'S SITUATION, as the old saying goes, you've got to walk a mile in their shoes. That is certainly the case with Merritt Brown, vice president of Rev1 Renewables, who brought 25 years of experience working at power plants around the world when he joined the company in 2009. "I managed nine wind energy projects in California, as well," he says, "so I have a deep understanding of third-party services both as a provider and on the receiving end as a customer."

That understanding includes taking knowledge gained in related energy markets and "systemizing" it to address the highly specific needs of the wind industry. A division of Rev1 Power Services, which was co-founded by long-time power generation professionals Rick Ehr Gott and Dick Emery in 2001, Rev1 Renewables provides a host of services to the wind industry. They include construction management and support, technical consulting and training, wind project staffing, gearbox inspections and oil replacement, BOP infrared testing, and blade and pole line inspections. In particular, end of warranty (EOW) turbine inspections have taken on added importance throughout North America in recent years.


"Wind farms typically feature turbines manufactured by the same OEM, so we employ wind technicians who have in-depth training on a particular make," Brown explains. "We ascertain what type of turbine a customer is using in advance, and then send the corresponding specialist to service their needs."

In addition, inspection records are documented via the company's proprietary Rev1 Tracker maintenance management system and posted online so that customers can log in and access information from any location, at any time. So a scenario beginning with a quality assurance (QA) review during construction, followed by periodic turbine checkups, and then an EOW inspection would provide a detailed record for ongoing O&M programs. "I think the industry is at a real tipping point right now in terms of beginning to understand the value of ongoing maintenance to minimize downtime and extend a turbine's service life," he says. "Smart owners and operators are seeing the value of strategic planning that begins from construction of the project."

Rev1 Renewables is thinking strategically as well, planting seeds today for expected growth in the com-

ing years. One example is its relationship with Mokpo National University in South Korea, which has been mandated by the country's government to provide education services for its nascent offshore wind industry. Known as the Rev1 Academy, the program involves training second and third-year engineering students to become offshore wind technicians, bolstering renewable energy in a country that currently imports approximately 75 percent of its energy needs. "Hyundai, Samsung, and Doosan are all building MW-class turbines, and we are beginning to see them here in the United States, so we know that they are very serious players in this industry," Brown says. "And creating this curriculum will also lay the groundwork for our future support activities once offshore development gains traction throughout North America."

The company is involved in a number of collaborations, in fact. One involves the Schaeffler Group, which produces bearings for the wind industry and also gives Rev1 access to a full range of condition monitoring and maintenance products. Its partnership with Tech Safety Lines (TSL) provides fall protection, competent climber, and self-rescue training to all Rev1 technicians, and its relationship with Natural Power allows it to offer its customers remote monitoring services through its international wind project control room. Rev1's newest partner is Gearbox Express, which remanufactures gearboxes using OEM parts and specifications. These types of relationships are seen as a way to leverage partner expertise and add value to Rev1 Renewables' service portfolio.

With the ultimate goal of providing the full scope of O&M services, Rev1 Renewables is taking a stepwise approach to its growth, tailoring years of experience in all sectors of power generation to fit the specific needs of the wind industry. It is also expanding its physical footprint, adding staff in Southern California and Illinois to its existing locations in Arizona, Florida, Vermont, and Texas. "We think that wind farm owners and operators are growing more aware of the benefits of developing a long-term relationship with their O&M service providers," Brown says, "because the earlier in the process we get involved, the more data we will be able to gather along the way to keep turbines spinning long after their OEM warranty has expired." - R.W. 

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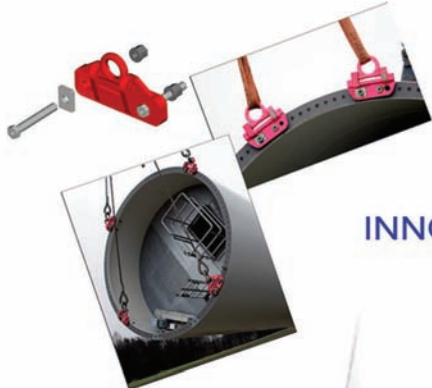
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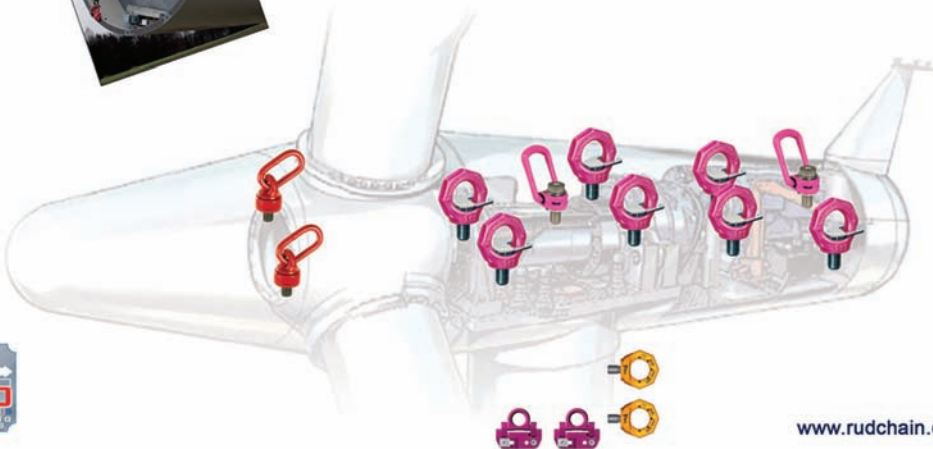
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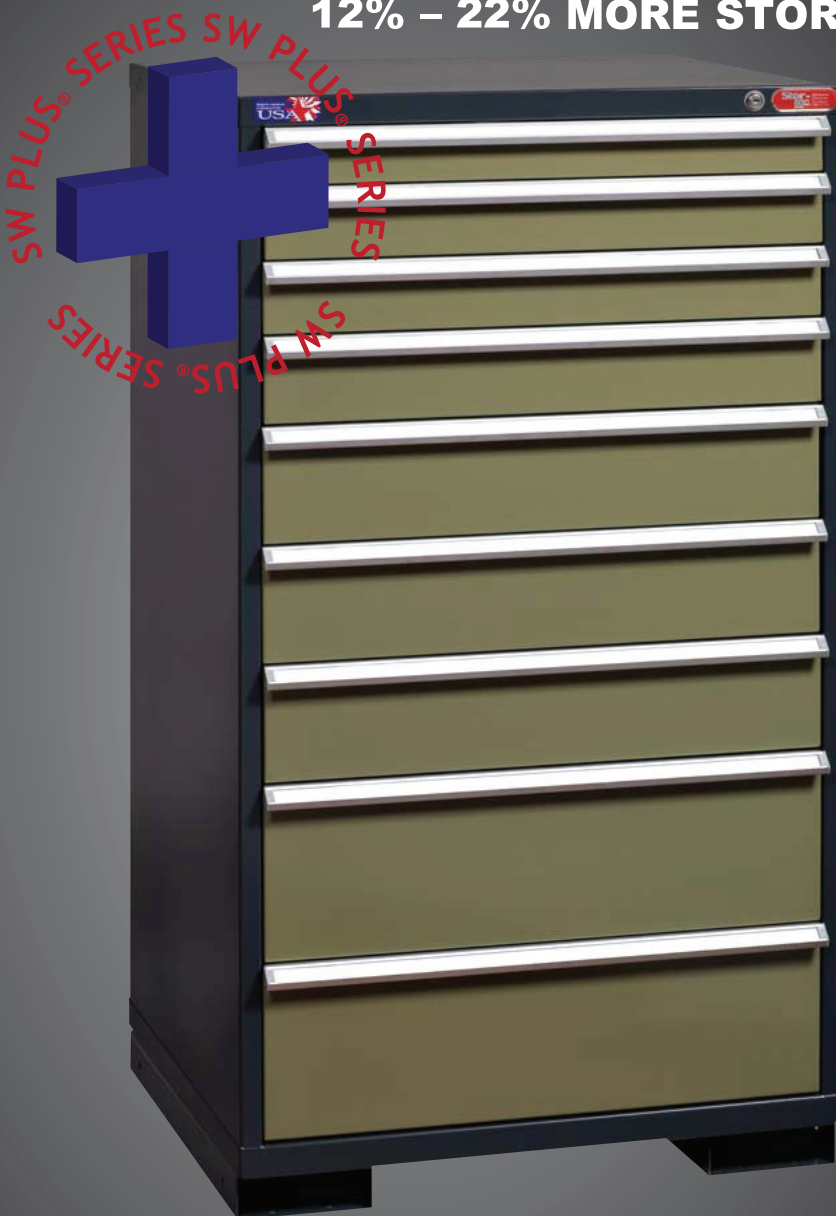
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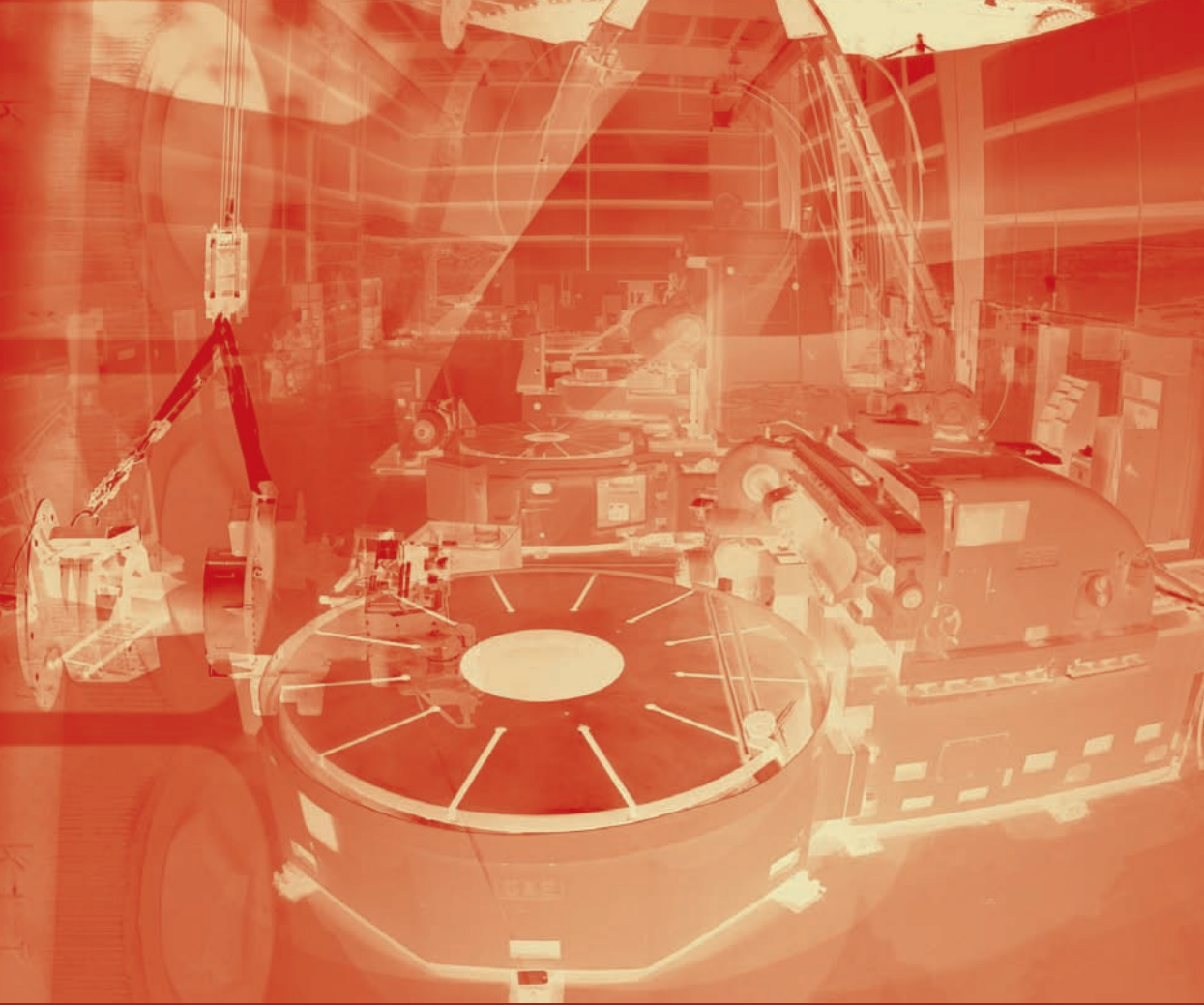
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MANUFACTURING

Blades.....	43	Metal Fabrication Equipment.....	53
Braking Systems.....	43	Metrology.....	54
Coatings/Chemicals.....	43	Other Composite Components.....	54
Composite Manufacturing Equipment.....	43	Other Turbine Components.....	54
Composite Materials.....	44	Pitch/Drive Systems.....	54
Contract Machining.....	47	Slip Rings/Brushes.....	55
Cutting Tools.....	48	Steels/Metals.....	55
Design Services/Equipment.....	48	Turbine Systems.....	56
Drivetrain Systems.....	48	Tower Internals.....	57
Gears/Bearings.....	48	Turbine Subcomponents, Electrical.....	57
Gear Manufacturing Equipment.....	50	Turbine Subcomponents, Mechanical.....	58
Generators.....	52	Turbine Towers.....	58
Hubs/Rings/Forged Components.....	52	Welding.....	58
Machining Centers/Machine Tools.....	52	Workholding.....	58
Material Handling.....	52		

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With its suite of software and services this company has positioned itself as drivetrain thought leaders for wind component manufacturers, designers, and owner/operators.

WHEN ROMAX TECHNOLOGY was considering the best location for its new office supporting the North American wind industry, a number of factors played into its decision to choose Boulder, Colorado. One was its existing relationship with the nearby National Renewable Energy Laboratory (NREL), since the company was already a leading member of its Gearbox Reliability Collaborative. Another was its ideal location for better supporting U.S.-based customers, which include wind turbine OEMs and component manufacturers.

“Many overseas manufacturers wanting to introduce their turbines into this market will first have them tested at NREL’s National Wind Test Center,” according to Chris Halse, engineering manager at Romax’s U.S. Wind Technology Center, adding that the company conducted due diligence in the development of the center’s 5MW test stand. “In some cases we’ve already worked with them on their drivetrain simulations, so there would be a certain degree of continuity in being involved in their American launch. And it would be a great introduction to manufacturers that we haven’t had the opportunity to work with yet. Plus, who wouldn’t want to live in a beautiful place like Boulder?”

“It’s also a place that’s centrally located to some of the most productive wind sites in the country, a fact that was not lost on the many wind component manufacturers that have built facilities in Colorado in recent years. “It’s an ideal environment for us to exercise our three core strengths,” says Andy Poon, the UK-based director of renewable energy and son of the company’s founder and CEO, S.Y. Poon, Ph.D. “The first is the simulation software we’ve developed, and the second is our work in helping create new drivetrain designs for wind. But it’s really the third area, troubleshooting, that harkens back to our earliest days. When my father started bringing his first Romax paychecks home, they were for engineering consulting services for failure analysis.” That’s a potent mix, especially when considering the critical role that technology will play in bringing wind energy into the mainstream, making the equipment more productive, with longer service life and fewer maintenance requirements, and less expensive to produce. “Whether it’s designing, testing, operating, or improving upon existing designs, we have extensive experience in the complete loop of a turbine’s service life,” Poon says. “We want to be involved in the whole lifecycle

of the drivetrain.” At the core of Romax’s simulation and design activities is its proprietary RomaxWIND software. Described as “a virtual product development and simulation environment for the design and analysis of wind turbine gearboxes, bearings, and drivetrains,” the software package provides a unique understanding of how components interact within drivetrain systems, helping designers avoid problems caused by system deflections such as spline, bearing, and gear mesh misalignment. RomaxWIND is an offshoot of the company’s successful RomaxDesigner software used primarily in the automotive, power generation, aerospace, off-highway, and construction industries for the past two decades.

As for its broad range of consulting services, they include strategic consulting, design services, review and optimization, analysis and modeling, certification and testing, and training, among others. “Just as we use our simulation software to leverage better gearbox, drivetrain, and component designs, we possess years of experience in a wide variety of markets to the benefit of the wind power industry,” Halse says. “We’re also in a position to help our clients understand the condition monitoring data they’re gathering. It’s one thing to record that information, but quite another to harness it in keeping your most important assets operational and generating revenue.”

Poon agrees, saying that “more and more we’re finding ourselves working with operators to help them interpret condition monitoring information, because you want to be able to read the signals your equipment is sending in order to avoid failure in the first place. We’ve found that owner/operators in Europe tend to focus on preventive maintenance, and the U.S. market has now matured to the point that it’s becoming the primary concern there as well. And that’s much more productive than waiting for a breakdown before addressing the root problem.”

Established more than a year ago—and overseen by vice president of engineering Ashley Crowther, Ph.D.—the Romax U.S. Wind Technology Center has already made a name for itself as an invaluable resource to the North American wind industry, helping pave the path toward a brighter and greener future. “We’re looking to position ourselves as drivetrain thought leaders for manufacturers, designers, and owner/operators,” says Poon. “We want to play a central role in helping shape the future of the wind industry.” - R.W. 

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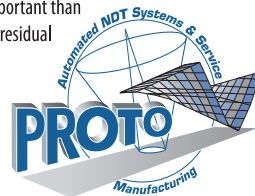


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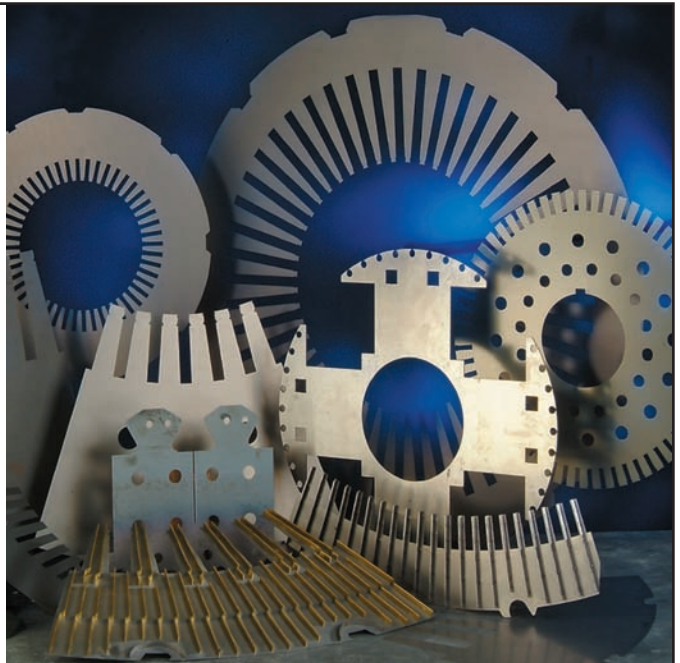
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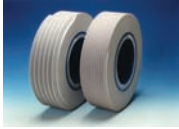
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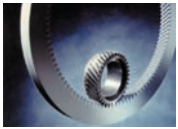
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Learn directly from wind energy industry leaders how to optimize the cost per kWh by implementing operations and maintenance (O&M) best practices and processes. Interact with a solid line-up of the wind energy industry's leading owners, operators, turbine manufacturers, and experts from the national laboratories in attendance, and leave with solid plans and strategies on how best to manage wind projects' assets to maximize the bottom line.

www.AWEAOandM.org

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www.awea.org/events

Attend this Seminar and Learn:

- ▶ Tools, tips, and strategies for managing your environmental strategy
- ▶ Issues in industrial hygiene, ergonomics, electrical safety, and confined spaces
- ▶ Behavioral safety principles to reduce injuries at your site
- ▶ Lean and Six Sigma concepts to enhance safety, productivity and culture
- ▶ Results from the wind industry's first incident reporting and safety data survey
- ▶ Safety best practices – lockout/tagout, confined spaces, managing your safety program, site logistics/security
- ▶ How to create a culture of safety in the wind industry

Attend this Seminar and Learn:

- ▶ How to maximize productivity and minimize costs from owner/operators
- ▶ OSHA's perspective regarding safety in the wind industry
- ▶ The importance of proactive condition monitoring of key components to increase productivity and reduce costs
- ▶ Breaking information on documented industry-wide availability data
- ▶ Newly-released recommended practices for maintaining major turbine components as well as balance of plant
- ▶ Attend the AWEA membership Operation and Maintenance Working Group meeting to further develop O&M recommended practices



ADINDEX

Applied Industrial Technologies	2
AWEA	70
Bronto Skylift	9
Brubaker Tools/Fastcut Tools	IFC
California Torque Products	23
Castrol	15
Cincinnati Gearing Systems	50
Encoder Products	17
Excel Gear	69
FMA	22
Gleason Corporation	45
Global Finishing Solutions Inc.	44
Helwig Carbon Products Inc	40
Hermes Abrasives Ltd	69
Hioki USA	BC
Hotwatt Inc	49
Intellifast GmbH	19
J L Becker Co	51
JLM Systems Ltd	26
KB Energy	11
Kluber Lubrication North America LP	7
Lapp USA	1
Lincoln Electric	59
Mersen	53
Nebraska Public Power District	63
Offshore Wind USA	65
Pampa EDC	68
Peak Power/A Universal Pegasus Co	31
Port of Corpus Christi	67
Proto Manufacturing Ltd	55
PSI Repair Services Inc.	4
Reid Supply Company	25
Remeo Products Corp.	69
Rev1 Renewables	71
Romax Technology US Wind	49
Rud Chain/Erlau	37
Sandvik Coromant	IBC
Schenck USA	24
Shermco Industries	35
SIFCO	13
Sotek/Belrix Industries	56
Stahlwille Tools NA Inc	69
Stor-Loc	39
Trachte Inc.	11
The Gear Works Seattle Inc.	69
Threaded Fasteners Inc	31
TWR Lighting Inc	33
Willman Industries Inc	41
Wind Systems	49,62
World of Concrete	20
ZF Services North America	69

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WHAT ROLE DO YOU SEE WIND POWER PLAYING IN THE COUNTRY'S FUTURE ENERGY PORTFOLIO?

Wind energy promises to play a critical role, and the Department of Energy (DOE) is dedicated to supporting projects that will advance wind turbine technology and reduce market barriers. Our nation has long been a leader in this market. By the end of 2010 the United States had the second-largest amount of installed wind energy in the world, with a total of more than 41,000MW of installed land-based wind capacity, and that number is growing. The U.S. installed more than 5,000MW of wind in 2010 over 2,000MW so far in 2011, representing roughly 25 percent of all new domestic electric generation capacity. Wind power has the potential to provide a much larger share of our nation's electricity. The U.S. enjoys abundant wind resources both on land and offshore, but despite significant growth in installed capacity much of this resource remains untapped. In 2008 the DOE published the "20% Wind Energy by 2030: Increasing Wind Energy's Contribution to U.S. Electricity Supply" report, which found that it is technically feasible for wind energy to generate 20 percent of the nation's electricity demand by 2030, which will make a significant contribution toward achieving the administration's goal of generating 80 percent of our nation's electricity from clean resources by 2035.

Given the abundance of offshore wind resources, the DOE plans to support the development of 54GW of offshore wind energy by 2030.

DO YOU SEE A FUTURE WHERE WIND ENERGY IS DERIVED FROM MULTIPLE PLATFORMS, SUCH AS COMMUNITY/DISTRIBUTED WIND, "BIG WIND" FARMS, AND OFFSHORE DEVELOPMENTS?

While the wind energy technologies manufactured and deployed in the U.S. already span a wide range of sizes and nameplate capacities, the majority of electricity produced comes from utility scale turbines on land-based farms. The number and types of applications for wind turbines will likely expand in the coming years as technological and financial model advancements allow for more favorable project economics in offshore and community wind. Likewise, the availability of technologically advanced wind turbine designs and sizes will be increasingly important. Although the U.S. has not yet installed any offshore wind turbines, there are currently nine proposed projects that have advanced significantly in the permitting and development process. As the U.S. industry develops, projects will presumably employ deepwater wind turbine technologies that are still in development, providing an opportunity for domestic developers and manufacturers to produce next-generation designs. The DOE is supporting offshore development efforts actively, with over \$50 million recently awarded to speed technical innovations, lower costs, and shorten the timeline for deploying offshore wind systems. The 47 projects across 20 states will advance turbine design tools and hardware, improve information about offshore wind resources, and accelerate offshore deployment by reducing market barriers such as supply chain development, transmission, and infrastructure. Offshore wind energy can provide access to a vast, clean, domestic renewable resource that can help the U.S. meet its critical energy, environmental, and economic challenges. These awards will also help the U.S. to compete in the global wind energy manufacturing sector, promote economic development and job creation, and support the development of emerging industry. The midsize turbine market is interesting, as it faces limited technology development and availability in spite of increasing interest. There are currently few wind turbines on the market with nameplate capacities in the range of 100kW to 1MW, a size that allows installation near the site of electricity and minimizes the need for new electric transmission lines. Demonstrating our commitment, we announced a competitive solicitation in May 2010 aimed at reducing the cost of energy of midsize turbine technology by driving innovation.

HOW IS THIS ADMINISTRATION SUPPORTING THE CURRENT AND FUTURE GROWTH OF WIND ENERGY IN THE UNITED STATES?

These ambitious goals I've mentioned will go far in increasing the nation's energy independence, and will create great opportunity for economic advancement and job growth. The DOE is supporting these goals through critical investments to improve technology and ramp up development. For example, the American Recovery and Reinvestment Act injected much-needed funds to jumpstart this sector and others, investing funds in several wind projects and supporting businesses that are developing and testing the next generation of large wind turbines. The Obama Administration understands that achieving energy independence demands a comprehensive and long-term commitment to wind energy and other renewable energy sources. ↵

To learn more: Go to www.energy.gov.

news

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- Choice of PC interfaces for full remote operation



Battery HiTester
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- High speed and reliable battery inspection
- High precision accuracy
- Choice of PC interfaces for full remote operation



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