

# CONSTRUCTION

BOP/EPC • Project Status • Siting • Equipment • Project Due Diligence • Services

## CONSTRUCTION EVENT ATTRACTS NEARLY 130,000 WHILE SETTING EXHIBIT AND EDUCATION RECORDS



Courtesy: CONEXPO-CON/AGG

The future on display as global industry showcase spotlights new product innovations, technology CONEXPO-CON/AGG and IFPE 2014 took center stage in Las Vegas March 4–8 with tremendous energy and serious buyers. Total registration of 129,364 soared past the last edition of the shows as they achieved the second-highest attendance in their history. The shows also set new records for exhibit space, number of exhibitors, and education tickets sold.

The co-located CONEXPO-CON/AGG and IFPE, at the Las Vegas Convention Center,

delivered a global showcase of the newest product innovations and technologies for the construction, construction materials and fluid power/power transmission/motion control industries with more than 1,000 new products and services on display.

Attendees also took advantage of the shows' strong industry education programs and the unparalleled opportunity to connect with industry peers, take the pulse of what's happening, and learn what the future holds.

"The enthusiasm and traffic on the show floor was just incredible.

Exhibitors cited the high quality of attendees; they told us these were serious buyers and reported robust sales to existing as well as new customers that exceeded their expectations," said Megan Tanel, CONEXPO-CON/AGG show director.

### QUALITY ATTENDANCE, INTERNATIONAL SCOPE

CONEXPO-CON/AGG & IFPE 2014 maintained the growing international scope of the shows with international registrations totaling more than 31,000, or an increase of nine percent from the most



Courtesy: CONEXPO-CON/AGG

recent events. The number of countries represented increased to 170 from 159 in 2011, and the number of international attendees matched the record 24 percent of total attendance set in 2011. International attendance drew heavily from Latin America, China, Canada, and Europe.

More than 75 percent of show visitors were in managerial roles (with 36 percent of these with the top titles of president/owner and vice president/general manager/chief financial officer).

Both shows set new records for exhibit space and number of exhibitors, CONEXPO-CON/AGG with more than 2.35 million net square feet of exhibit space and more than 2,000 exhibitors, and IFPE with more than 161,000 net square feet and 400 exhibitors.

A record 41,000 education ticket sales were sold to the shows' education programs, underscoring their relevance to helping attendees succeed in today's business environment.

"CONEXPO-CON/AGG and IFPE 2014 reflected the feeling of momentum building in the industry. We are industry-run shows with industry needs put first; these show numbers are a testament to the value attendees, exhibitors, and other stakeholders derive from their participation," stated Melissa Magestro, IFPE show director.

## GLOBAL INDUSTRY GATHERING PLACE

Among the show visitors were Acting U.S. Deputy Secretary of Commerce Patrick D. Gallagher, Acting U.S. Deputy Secretary of Transportation Victor Mendez, and former U.S. Rep. James Oberstar, who served as chairman of the House Transportation and Infrastructure Committee from 2007 to 2011.

The shows were chosen for the prestigious U.S. Department of Commerce (DOC) International Buyer Program, which helps facilitate global attendance. More than 50 official international attendee delegations were organized by DOC as well as show industry partners.

More than 95 allied associations and groups were official supporting organizations, coming from the U.S., Canada, and 16 other countries worldwide.

Several national industry associations held their annual conventions or high-level board meetings at the shows; they joined hundreds of other industry and company meetings, from large events to smaller committees and other groups, all taking advantage of the shows to meet and share knowledge and learn from one another.

## EDUCATION AND EXHIBITS

The CONEXPO-CON/AGG 2014 education program covered 120 sessions over 10 targeted tracks. The IFPE

Technical Conference anchored IFPE 2014 education, joined by half-day "college-level courses" and a new Fluid Power Seminar series, from *Hydraulics & Pneumatics* magazine.

CONEXPO-CON/AGG featured a new Demolition & Recycling exhibit pavilion from the Construction & Demolition Recycling Association (CDRA) and the Technology & Construction Solutions pavilion from the Associated General Contractors of America.

IFPE featured exhibit pavilions from the Power Transmission Distributors Association (PTDA) and for sensors manufacturers and product suppliers.

Reinforcing the global scope of the shows were eight international exhibit pavilions: CONEXPO-CON/AGG with China, Ireland, Korea, Spain and United Kingdom, and IFPE with China, Italy and Taiwan.

Show safety and education/training events at the shows included:

- NRMCA International Truck Mixer Driver Championship, from the National Ready Mixed Concrete Association
- Lift Safety Zone, from NCCCO National Commission for the Certification of Crane Operators and IPAF International Powered Access Federation
- Crane Operator Rodeo from Maximum Capacity Media

Industry recognition and networking events and programs also amplified the show experience:

- Innovation Awards program (from *Diesel Progress* magazine and global powertrain specialist ZF Friedrichshafen)
- Young Leaders event (from *Construction Equipment* magazine)
- Quality of Life industry recognition campaign (from Dexter + Chaney)
- 5K Run/Walk benefiting the non-profit Injured Marine Semper Fi Fund (from Maximum Capacity Media) ↵

# JUWI WIND CHOOSES H.B. WHITE CANADA AS EPC CONTRACTOR FOR COMMUNITY WIND FARMS IN NOVA SCOTIA

H.B. White Canada Corporation, a wholly owned subsidiary of White Construction Inc., has been selected as the EPC contractor to build four wind energy projects in Nova Scotia.

The wind energy projects, have been developed by juwi Wind Services Canada, on behalf of the project's community and institutional owners. The selection was made after a competitive process managed by juwi Wind Services Canada.

"White is a top tier North American wind energy construction company and we saw real value in White's competitive pricing, capacity, and previous Nova Scotia experience," said juwi Director of Operations Jed van Sciver.

The 24-MW portfolio of community projects consists of:

- Pockwock Community Wind Project (10 MW)
- Millbrook Community Wind Project (6 MW)
- Truro-Heights Community Wind Project (4 MW)
- Whynotts Community Wind project (4 MW)

"The White organization and their affiliated companies have built over 10,500 MW of wind power projects throughout North America and traditionally builds much larger projects. However, the close proximity of these projects and our past experience working with First Nations made the juwi wind portfolio an attractive opportunity for our company," said Chris Hanson of White Construction Inc.

Mike Kosiancic of Firelight Infrastructure Partners, the common equity owner across all four projects said of White's selection, "It is really unique to have such

a large and capable contractor building community wind projects this size."

The projects were developed as a portfolio under the Nova Scotia Community Feed-In-Tariff program, where each project is partially owned by the local community.

"Using the White organization gives our local investors greater certainty that our project will be completed on-time and on-budget," said Terry Norman, President of Chebucto Pockwock Lake Wind Field Limited.

Additionally, three of the four projects in the portfolio also have significant ownership positions held by Nova Scotia's Mi'kmaq Bands.

Chief Bob Gloade of Millbrook First Nation said, "As Chief of the majority owner in one of the projects and as Chairman of the Mi'kmaq Rights Benefits Committee, it was important to see that White had experience with First Nation's labor and contractors and that they will continue that commitment as they build these projects."

The four projects entered into turbine supply agreements with Vestas in late 2013 to supply a total of 12 V100-2.0 MW turbines.

Representatives from Vestas, White, juwi, owners, and the initial project developer, hosted public open houses in February to share information with stakeholders about the upcoming builds.



## Eliminate bolting problems

From **wedge-locking technology** to **Superbolt tensioners**, the Nord-Lock Group's bolting experts can provide the solutions you need for safe and optimized bolting.

**ADVANTAGES:**

- **Increases worker safety**
- **Accurate & reusable**
- **Reduces downtime**

**NORD-LOCK®**

Download brochure & case studies:  
[www.nord-lock.com](http://www.nord-lock.com)