

Process Industry/Industrial Market Sector Experience

CONXTECH®

conxtech.com/conx-portfolio/industrial



The Structural Steel Building System That is Simply Better for Industrial Applications.



ConXtech® is a building technology company that offers an innovative, mass customizable, structural steel framing system. Often referred to as a “Full-Scale Erector Set,” ConXtech enables rapid design and delivery of robust, yet affordable steel structures that meet even the most demanding seismic design and building code requirements. ConXtech provides both fabrication and erection services and has access to a global network of ConXtech Fabricators & Erectors.

For nearly two decades, ConXtech has teamed with high-profile clients to design and deliver innovative structures that improve safety and accelerate schedules while reducing Total Installed Costs (TIC).

Simply Faster.

Simply Safer.

Simply Proven.

System for Process Industry/Industrial Market

ConXtech offers a variety of approaches for the Process Industry/Industrial Market sector. The first is our SMF (Special Moment Frame) option. The second is our hybrid approach that combines our FMC (Flexible Moment Connection) with standard bracing. Depending on the location, building demands, and specifications, ConXtech will offer the most efficient, highest-performing, and cost-effective structure to meet our clients’ needs. In both instances, speed to market is our superpower.

ConXtech Systems & Primary Markets

			
	CONXR200	CONXL300	CONXL400
Assembly Rate:	4,000 - 6,000 sqft per day	8,000 - 12,000 sqft per day	10,000 - 15,000 sqft per day
Markets:	<ul style="list-style-type: none">Industrial L&GHD ResidentialHospitalityIndustrialMezzanineStudent & Senior Housing	<ul style="list-style-type: none">Industrial L&GCommercialManufacturingMezzanineHealthcare	<ul style="list-style-type: none">HealthcareCommercialEducationInstitutional

Turnkey Approach







Design

- In-House professional engineering capacity offers robust design-assist support from concept through plan check
- Standardized connection design allows engineers to focus on other critical path items

Fabricate

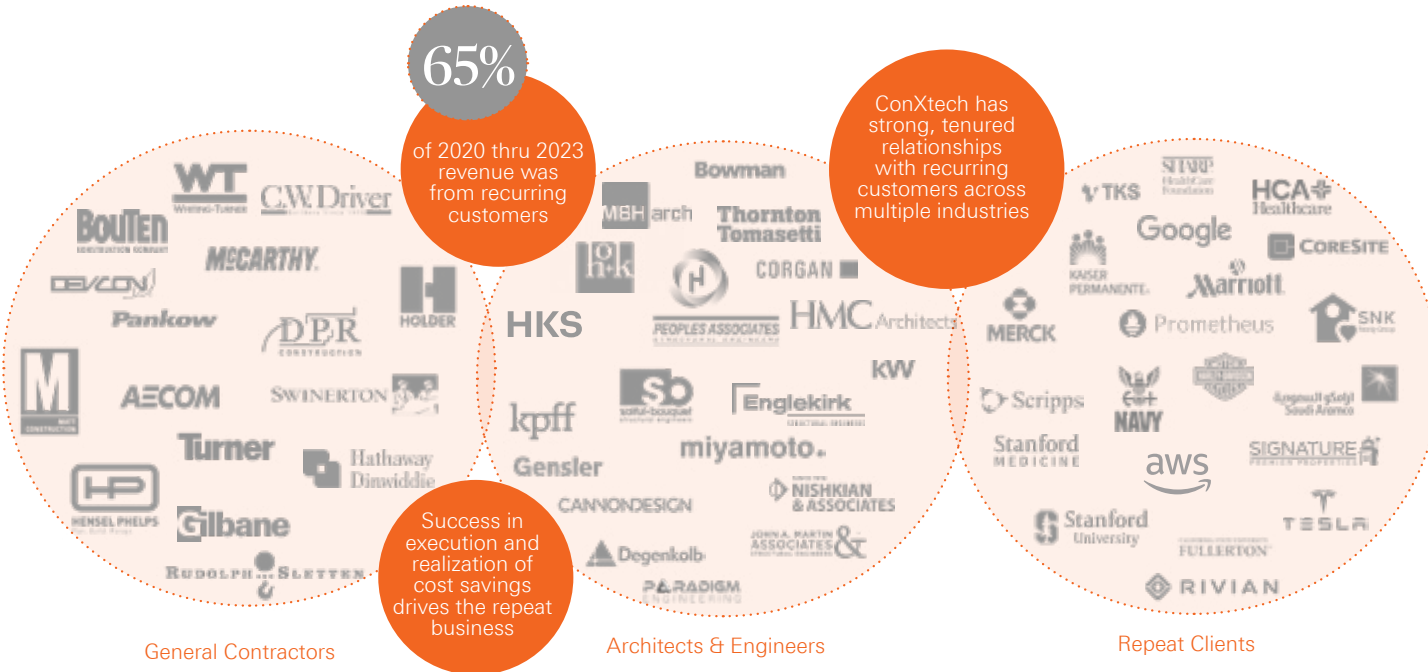
- Specialized fixturing = fewer defects
- Reduced inspection costs
- High-Accuracy fabrication yields precision fit in the field
- Flexible fabrication capabilities across multiple locations

Erect

- 2x – 5x faster assembly than other construction methods
- 50% reduction of field labor for “assembly” of structure
- Reduced risk for client
- Rapid turn-over of critical path

Cultivating HVRs

ConXtech has multi-year working relationships with the end-use Clients / Owners and Design Engineers & General Contractors based on its proven track record; this shared success is the basis for significant repeat business.



Kit of Parts

Due to the repeatability of the system, our standard kit of parts offer consistency throughout yet allow for site specific customization of the lateral force resisting system as required.

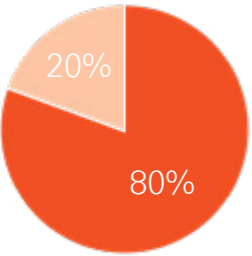
Kit of Parts

80%-90% =constant
10%-20% =variable

Prototype Variable Part List:

- Seismic Lateral Bracing/System
- Non-Seismic Lateral Bracing

Variable Parts 20%



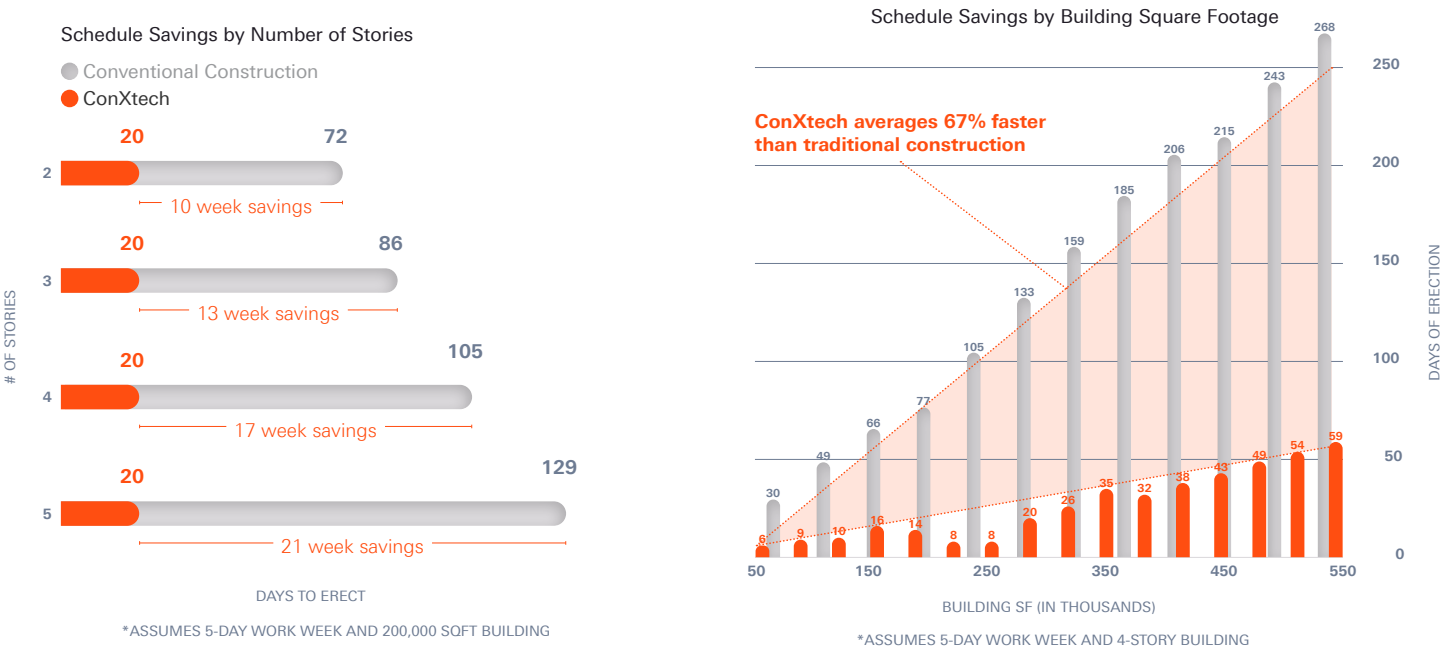
Constant Parts 80%

Prototype Constant Part List:

- Gravity framing & connections
- Moment Connections
- Decking
- Base Plates
- Anchor Rods
- Clips, angles and other small parts
- Galvanized roof dunnage
- Galvanized roof screens
- Egress Stairs
- Elevator support steel

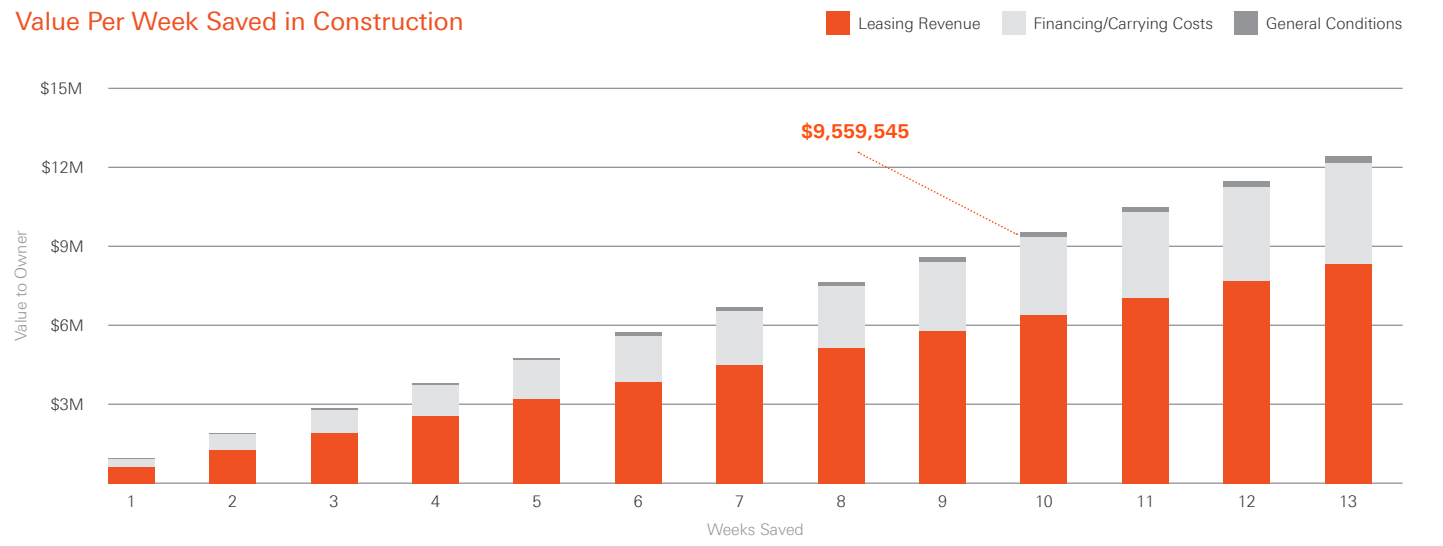
ConXtech vs. Conventional Construction:

- Magnitude of savings is proportionate to magnitude of project
- On average, ConXtech is 67% faster



The economic impact of these schedule savings is substantial. On a recently constructed data center project, one client analyzed the economic benefit of using ConXtech on his project.

Time is Money:



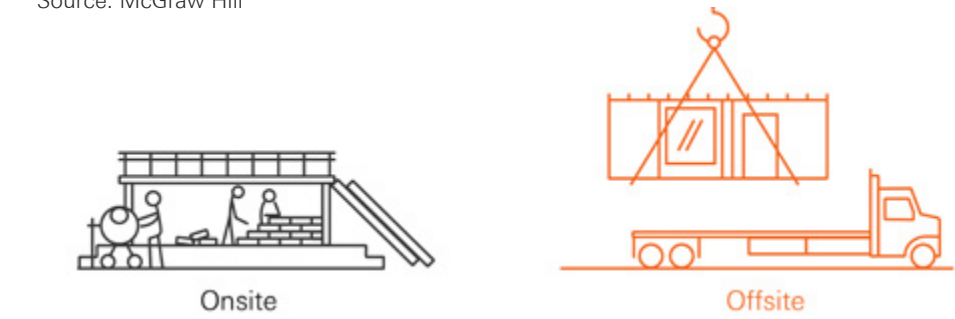
Factory & Jobsite Integration

Benefits

- Increased Labor Productivity
- Less Waste
- Highly Skilled Workforce
- Improved Jobsite Efficiency
- Quality Control
- Advanced Technology

Labor Productivity Increases by 30% on Offsite Projects

Source: McGraw Hill



End-to-end LEAN process, from manufacturing through erection.

Shifting labor from the jobsite to the factory.



Extending factory precision to the jobsite.



Why ConXtech is Faster

Streamline method of erection Built-up is Built-in

Traditional

Multiple people per joint in precarious positions



ConXtech

Work out of man-basket, only one person needed at joint to easily lower and lock into place



Billboard/X-tree Installation speeds assembly time

Traditional

Tiered Erection – mired in redundancy



ConXtech

Billboarding – instant stability +fewer “at risk” hours onsite



No lost time to inspections, testing and reworking

Traditional

Field weld testing/inspection leading to re-work



ConXtech

ConXtech simplifies inspection



Process Industry/Industrial Market Solutions That Are Simply Faster

Early-procurement solutions like those offered by ConXtech are a powerful tool in an engineer's design toolkit, offering an unparalleled way to accelerate construction schedules while offering broad design flexibility. ConXtech is a strong solution for the Process Industry, and the flexibility of the system's kit of parts offers a wide range of structural configurations suitable for anything that industrial environments require.

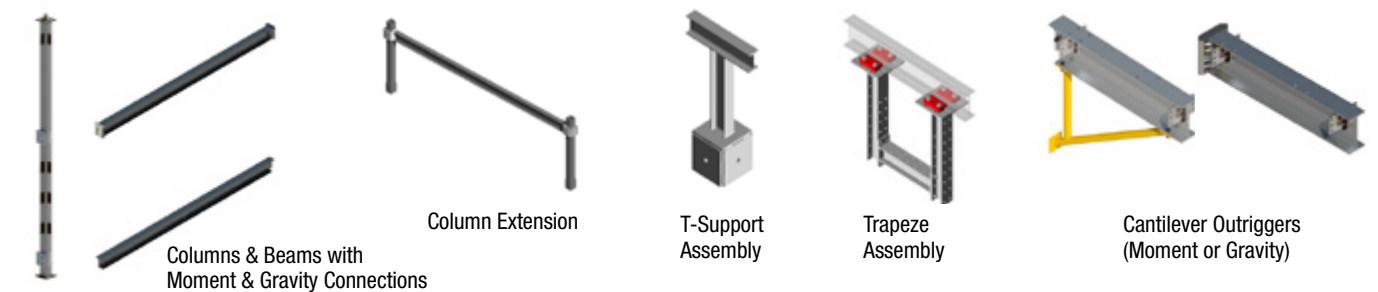
For the right building projects, a ConXtech structural solution can speed up framing by 3-5x, and ensures greater accuracy both during the design and construction phase of a project. The unique "lower and lock" erection method facilitated by ConXtech collars reduce or eliminate on-site welding, and the precision of its components can reduce project risk and provide a meaningful return on investment for developers and building owners.

The ConX System for Industrial Applications

A ConXtech® Modular Chassis is built from standardized components, making it an intuitive system to safely and rapidly assemble in the field or mod-yard.

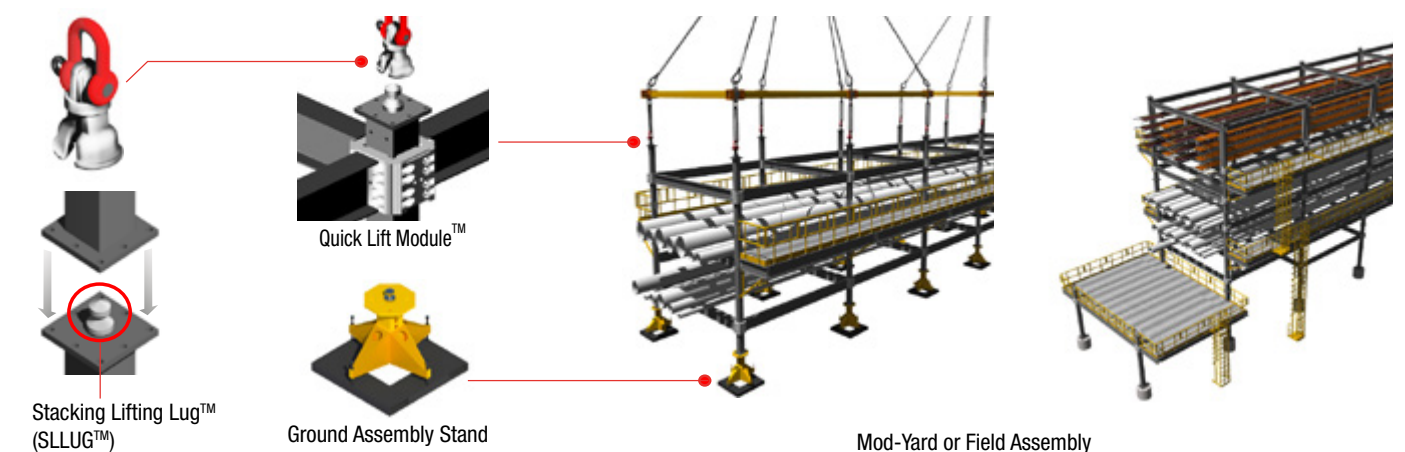
Modular Chassis Components

Standard beams, columns and other chassis components.



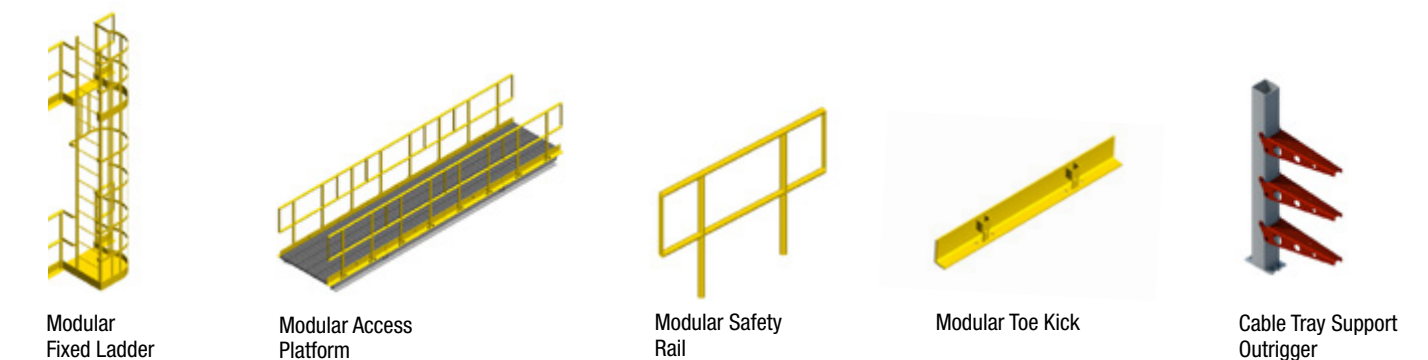
Modular Assembly System

Components for simple, safe hoisting and assembly.



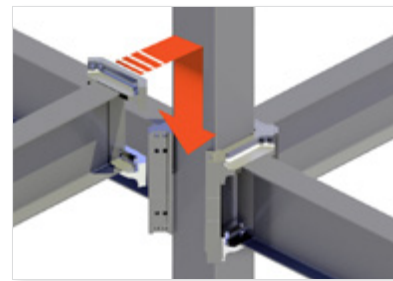
Modular Access System

Components for safe and efficient access with reduced scaffolding.

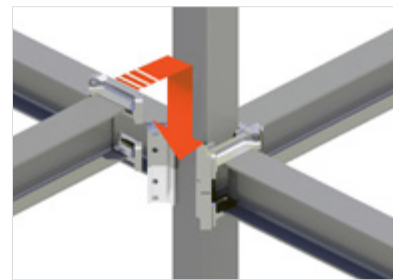


Standardized, Lower & Locking™ Moment Connectors

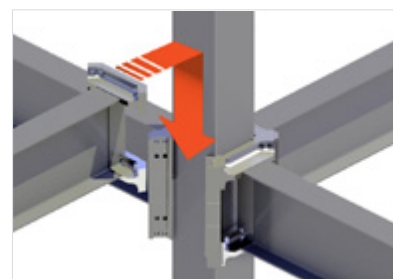
ConXtech connections are factory welded onto standard columns and beams.



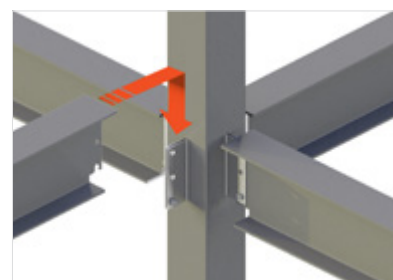
CONXR200



CONXL300



CONXL400



CONX GRAVITY CONNECTION

Constructibility

The ConXtech System was conceived with constructability in mind:

- Schedule Acceleration & De-Risking
- Efficient Stick-Built or Modular Construction
- Simplified Logistics
- Minimized Lay Down
- Field Modification/Reconfiguration
- Modular Expandability with Standardized Parts
- Simplified Pipe Installation

The ConXtech System for Industrial Applications

ConXtech® is a chassis based modular structural steel system ideal for pipe rack and processing or equipment units, as well as high-density residential, commercial, healthcare and other structures.

For nearly two decades, ConXtech has teamed with high profile clients to design and deliver innovative structures that improve safety and accelerate schedules while reducing Total Installed Costs (TIC).

Codification, Prequalifications & Approvals

The ConXtech System has achieved acceptance into the most stringent U.S. and International Building Codes and complies with a growing number of local, national, international and trade based certifications. ConXtech's state-of-the-art factory is AISC and CWB certified.

ConXtech Connections

The ConXL connection is codified by the American Institute of Steel Construction (AISC) and published in AISC 358-10 Prequalified Connections for Special and Intermediate Steel Moment Frames for Seismic Applications.

ConXtech Manufacturing

ConXtech's fabrication facility is AISC certified.

ConXtech's fabrication facility is certified by the Canadian Welding Bureau (CWB) to CSA Standard W47.1.



Benefits of ConXtech Compared to Conventional Delivery

- **Safer to assemble:** ConXtech Lower and Locking connections and integrated self-aligning stacking/lifting lug improve safety and require fewer workers and fewer man-hours.
- **Faster to erect:** Accelerated schedule (2 – 3X faster) lowers overall risk and brings rapid ROI.
- **Eliminates bracing:** Simplifies pipe layout and routing, and often reduces rack levels required. Also, site maintenance is easier without bracing in the way of access to do repairs.
- **Eliminates field welding:** Bolted bi-axial moment frame structure requires no field welding. Modular attachment points built into beams and columns reduce field rework costs.
- **Fewer man-hours:** Significant reduction in on-site labor required vs. conventionally built structures.
- **Plug & play modules:** Simplify maintenance and allow for configurability and future modifications.
- **Modular, factory fabricated frame assemblies:** Can be stick built or assembled into modules, transported, safely assembled or disassembled and then reconfigured/re-used.





ConXtech Structural Steel Building Platforms:

Process Industry - Industrial Market

ConXtech is an ideal structural solution for Industrial Applications offering accelerated installation schedules as well as simplified layout and future programmability.

- Schedule**
- 2x-5x faster than conventional steel and concrete
 - Accelerated schedule from concept through construction
 - Accelerated approvals

- Safety**
- 50% reduction in field labor- fewer “at-risk” hours
 - “Lower and locking” connection provide instant stability and alignment prior to bolt-up
 - Erection done from aerial baskets
 - Precision fabrication translates to repeatable standard work and perfect fit in field

- Cost**
- Up to 10% lower structural system cost vs conventional steel (incl savings in GC/GRs) depending on region
 - Reduced carrying costs and interest reserves required for development financing
 - Easy integration of other trades due to standard, modular componentry

- Asset Value**
- Increased schedule leads to faster occupancy
 - Safer, higher performance facilities
 - Lower overall risk and greater predictability due to systems approach
 - Reduced Noise, on-site waste, and disruption to neighboring facilities
 - Flexible structural system is easy to customize

- Use Cases**
- Projects that are schedule driven: “WE WILL GIVE YOU A MONTH!”
 - Projects that require schedule certainty: “CONXTECH HAS NOT MISSED A SCHEDULE EVER”
 - Projects that require pricing certainty: “AS A MODULAR SYSTEM WE CAN GIVE YOU A DEFINITIVE PRICE (+/- escalation) FOR YOUR CLIENT!”

Key **CONXR200** Product Details

The system features 8” HSS or boxed columns and bay sizes can range from 8’ - 24’.

Key **CONXL300** Product Details

The system features 12” HSS or boxed columns and bay sizes can range from 12’ - 30’.

Key **CONXL400** Product Details

The system features 16” HSS or boxed columns and bay sizes can range from 18’ - 45’.



For more information about this product or any product within the ConXtech Structural Steel Platform, please contact us at info@conxtech.com or visit conxtech.com

Process Industry/Industrial Experience:

Project	Client	ConXtech System	Project City	Project State
Puget Sound Energy LNG Facilities	CB&I - Plainfield, IL	ConXR200; ConXL300; ConXL400	Tacoma	WA
Jacobs-INEOS-LAO	Jacobs- Houston, TX	ConXR200; ConXL300	Chocolate Bayou	TX
ITS-U4M Demo Module	ITS	ConXR200		CA
Tracy Pump Station	SOHA Engineers	ConXR200	Tracy	CA
MCC Room Aera	Aera Energy LLC	ConXR200	Bakersfield	CA
BWSP T-1600	Aera Energy LLC	ConXR200	Bakersfield	CA
Aera Pipe Rack	Aera Energy LLC	ConXR200	Bakersfield	CA
Aera Pipe Rack Prototype	Aera Energy LLC	ConXR200	Bakersfield	CA
Brocade	SunPower	ConXR200	Santa Clara	CA

ConXtech Eliminates the Need for Skilled Workforce to Assemble

Modular technology and no welding mean minimal dependency on skilled manpower

Old Way

Custom Crafted



ConXtech

Factory Manufactured



Precision fabrication translates to repeatable standard work

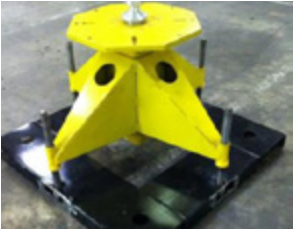
Old Way

Stacked Dunnage & Shims



ConXtech

ConXtech Module Assembly Stand



Self Aligning Stacking/Lifting Lug (SLLUGTM)for rigging, hoisting and stacking modules

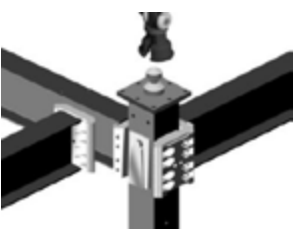
Old Way

Labor Intensive High Work



ConXtech

Self-Aligning Stacking/Lifting Lug



ConXtech Leadership



Robert Paulk
President

Captain Paulk, a 1984 graduate of the U.S. Naval Academy, retired in 2014 after 30 years of Active and Reserve naval service that culminated with three decorated command and overseas combat tours (2007-2012) in Afghanistan, Iraq, Kuwait, and the United Arab Emirates. In his private career, he has held numerous senior leadership positions in both large national and regional private businesses and non-profit organizations.

Recently, he served as Pogue Construction’s Chief Operations Officer (COO), a \$600 million general contractor located in McKinney, TX. During his 6 years as COO he led multiple key reorganization and staffing initiatives, corrected project on-time completion performance, and helped drive record annual revenues and profit in 2018, 2019, and 2020. Concurrently, Pogue Construction received regional and national recognition for construction volume and as a “best place to work.”



Kevin Chambers
Vice President of Industrial

As Vice President of Industrial Operations, Kevin is responsible for growing and executing work in the Process Industry, larger commercial markets such as data centers, and responsible for work with our international clients. Before coming to ConXtech, Kevin worked as a consultant in Project Management for a private company in Houston. Prior to that he spent ten years executing projects in the process industry that ranged in costs of \$50MM to \$3B. His responsibilities ranged from business development to engineering and design to project management.

Kevin received his Bachelor’s Degree in Civil Engineering from Texas Tech University and has worked in several different markets prior to attending college. In his youth, he worked as a laborer and welder for companies like Fluor and smaller commercial companies.



Adam Browne S.E, P.E.
Chief Engineering Officer

As the CSEO, Mr. Browne is responsible for ConXtech’s standardized calculations and design methodologies. He also provides technical recommendations and guidance to outside engineering firms working with the ConX System.

Mr. Browne is a licensed California structural engineer with over 20 years of experience. He has a bachelor’s degree in mathematics from the University of California at Santa Cruz and studied structural engineering at San Francisco State University before joining the firm BFL/OWEN in 1994. Before joining ConXtech in 2012, Mr. Browne was the EOR at FBA and Associates, responsible for the structural design on the first 2 million square feet of ConXtech structure. There, he was integral in establishing acceptability of the framing system with various building departments and jurisdictions.



Adam Kurtenbach
Vice President of Bus. Dev.

Adam Kurtenbach has been in the modular construction industry for over 20 years. He joins ConXtech from KATERRA, where he was most recently the Director of Business Development for the PNW. In this role, Adam was responsible for oversight of almost \$500 million in project sales. Previous to his stint at Katerra, Adam ran Business Development for Urban Edge Builders (UEB) where he helped establish their Seattle office and was involved in bringing the first high-rise to the University of Washington district in over 30 years; The M. Adam is a firm believer in the power of innovative, modular, sustainable building practices and their ability to change the built environment for the better. A long-time hockey and lacrosse coach and player, Adam believes in the parallels between these sports and the construction industry; namely, grind to succeed, be accountable every day, and team before individual.



Jeremy Michels
Business Development Manager Southwest

Jeremy has 26 years in the steel industry with 16 years in the structural and miscellaneous steel space. Having roles as a Senior Business Development Manager at Construction Specialties Platform Solutions and President of Platform Manufacturing Group, Jeremy has a wide range of skills he brings to each client. The last 12 years Jeremy has had a focus on modular and prefabrication and implementation in the construction industry. Jeremy believes in leading from the front and providing solution-oriented planning for his customers. His years of experience help inform clients on best practices that save time and money. He has experience in many construction markets to include, Multi Family, high rise residential, schools, manufacturing facilities, industrial, commercial and data centers. Originally from Montana, he started his career as a blacksmith doing high-end forged wrought iron, Jeremy has a strong love of the outdoors and spending time in the mountains with his wife and two sons.



Stephen Boyd
Chief Technology Officer and VP Operations

As VP Technology, Stephen is responsible for ConXtech’s core products, as well as the hardware, software, processes, and systems needed to successfully execute ConXtech-based projects. He is a passionate technology leader and innovator driving scalability for ConXtech’s products and setting the stage for long-term growth. As one of the engineers responsible for the XL300 industrial system, Stephen has developed a deep knowledge of the ConXtech product portfolio and all of the underlying systems enabling its success. He has led cross-functional engineers to drive product improvements and scalability that have enabled successful deployment and implementation of ConXtech technology.

With a Bachelor of Science Mechanical Engineering degree from Union College, Stephen’s background gives him exposure across engineering disciplines.



Thank you.

For more information, please contact:

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