Welcome to the second-quarter issue of the “2018 FMI Quarterly.” With a focus on Canada, this issue explores the various facets of the E&C industry in a country that, while a close neighbor to and ally of the U.S., has its own unique, independent qualities.

As we explored our cousins to the north in greater detail for this issue, we learned about some very interesting economic and industry trends that are shaping today’s Canadian E&C landscape.

In one article, Michael Swistun highlights several cross-border M&A transactions between U.S. and Canadian firms. He also discusses the fundamental issues (i.e., economic and those driven by tax strategies and general competitiveness) that are pushing Canadian firms to consider crossing the border to pursue additional growth opportunities through acquisition.

This edition also features an article on one of Canada’s most successful contractors, JV Driver. It’s a company that was founded less than 30 years ago and that has since transformed itself into a multi-division group that operates across Canada, the U.S. and beyond.

In another segment, Cynthia Paul discusses how technology is changing E&C customer expectations. Fulfilling those needs isn’t always easy, and in this issue, you’ll find thoughtful strategies that you can start using today to differentiate yourself, add value for owners and be more successful in winning new projects.
As more millennial workers enter the E&C industry, the spotlight on this generation continues to get brighter and brighter. Knowing this, we included a compelling article by Michael Kulchisky, who reframes the issue of millennials in today’s workforce. In his article, Kulchisky points out that companies that align themselves with the key issues that stand out for this generation can create a competitive edge in unlocking Canada’s E&C workforce of the future.

By reading this edition of the “2018 FMI Quarterly,” we’re hoping to broaden the industry’s understanding of what’s driving the Canadian markets and where a few challenges and opportunities lie. Closely interlinked, the markets are both different and the same. Here at FMI, we’ve been working continuously in Canada across the provinces for the last 40 years, and we expect the opportunities in the coming years—both in Canada and in the U.S.—to be stronger than ever.

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About FMI

For over 65 years, FMI has been the leading management consulting and investment banking firm dedicated exclusively to engineering and construction, infrastructure and the built environment.

FMI serves all sectors of the industry as a trusted advisor. More than six decades of context, connections and insights lead to transformational outcomes for our clients and the industry.

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