

STATE OF THE INDUSTRY REPORT

2007 State of the *Industry*

A current assessment of the water and wastewater industry

Brought to you by *Water & Wastes Digest*

Water & Wastes Digest understands the importance of keeping up to date with current industry trends and information. We are pleased to bring you our first State of the Industry Report, which includes invaluable current information regarding the water and wastewater management industry and its trends.

Research for this report was conducted and compiled by ABR Research, Inc., a nationwide independent research company specializing in custom research for clients in the business-to-business publishing and marketing industries.

A total of 8,173 *Water & Wastes Digest* subscribers received an invitation to the survey site. A total of 563 surveys were completed. The project was conducted entirely over the Internet.

A margin of error based on the 563 returned surveys is calculated to be no greater than ± 4.1 percentage points at a confidence level of 95%.

The 2007 State of the Industry survey provides a current detailed assessment of the water and wastewater management industry. Different market dynamics were studied, including professional and business demographics, budget and purchasing involvement and expenditure, industry resources utilized and importance of industry topics.

Thirty-nine percent of the respondents stated that their primary job function is engineering. An additional 22% have an operations function, followed by government administration or corporate management with 18% of the mentions and technical with 12%.

Water & Wastes Digest is committed to keeping our readers informed and up to date with current industry issues, and we will continue to research and report on the current state of this industry throughout the year. **WWD**

For additional information, contact *Water & Wastes Digest* at 847/391-1011 or by e-mail at nsimeonova@sgcmail.com.

For more information, write in 1107 on this issue's Reader Service Card.

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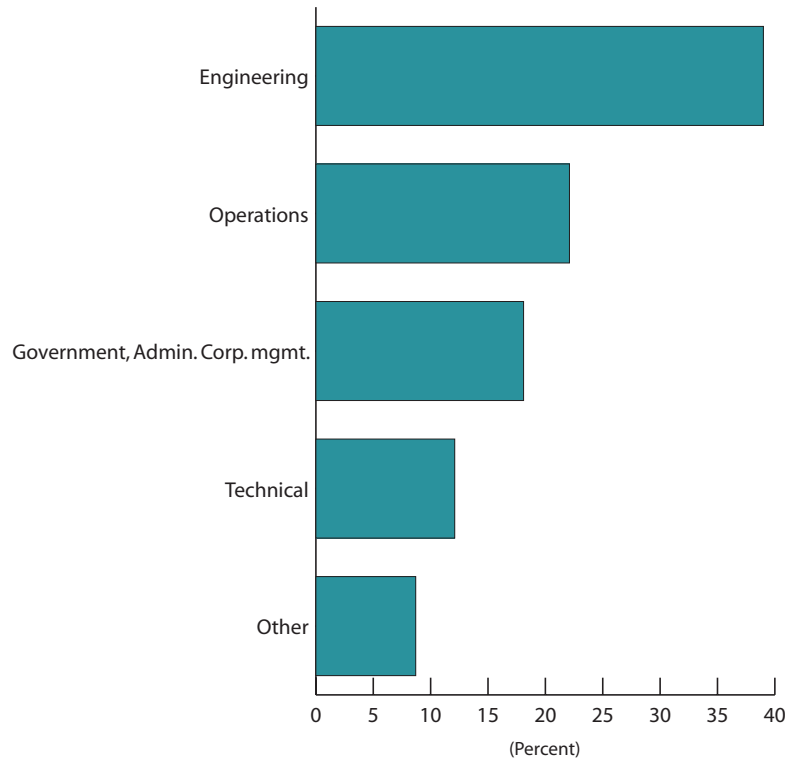


STATE OF THE INDUSTRY REPORT

Q: Which of the following best describes your primary job function?

analysis

More than a third (39%) of respondents state that their primary job function is engineering. An additional 22% have an operations function, followed by government, administration/corporate management (18%) and technical (12%).

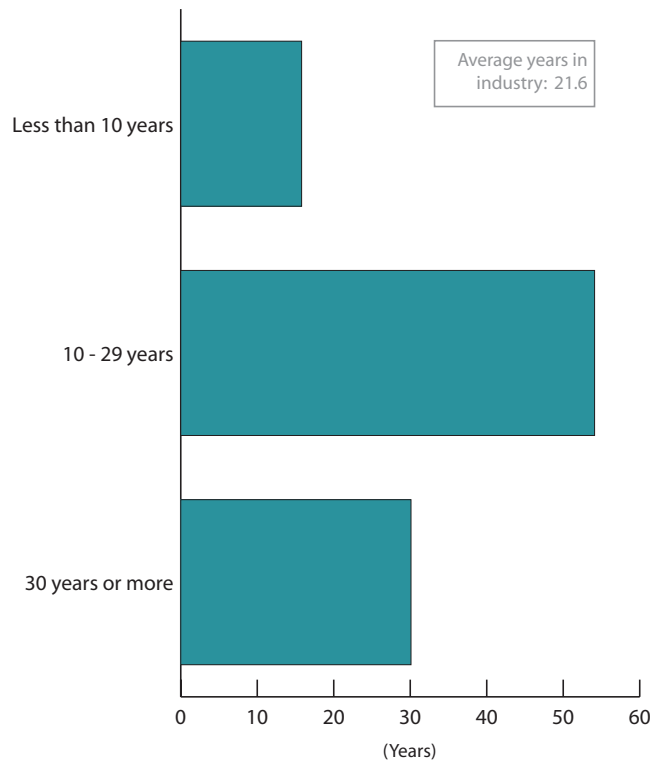


Q: How many years have you been in the water/wastewater industry?

analysis

On average, respondents have been working in the water/wastewater industry for 22 years.

Almost one-third (30%) have been in the industry for 30 years or more.

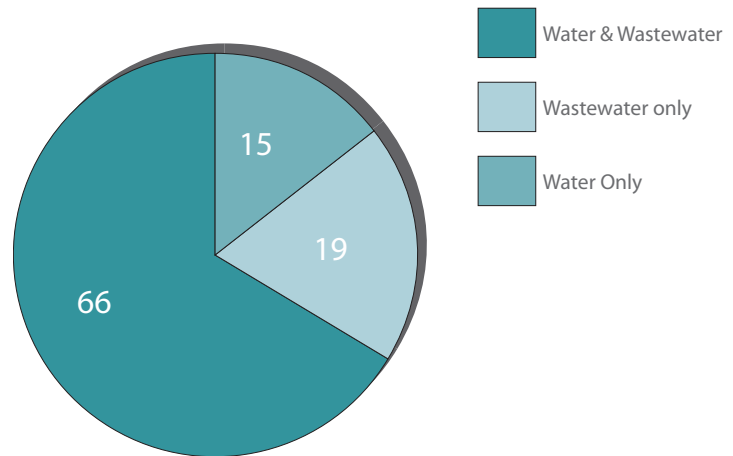


STATE OF THE INDUSTRY REPORT

Q: Which of the following best describes your principal activity?

analysis

Two-thirds (66%) of respondents state that they are involved in both water & wastewater activities.

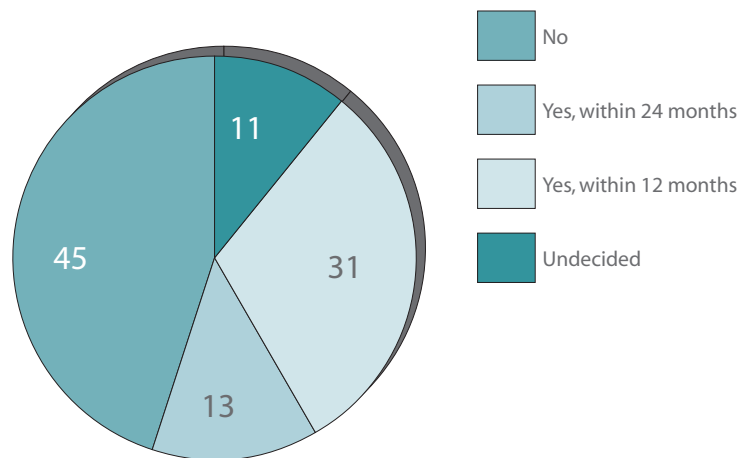


Q: Are you planning new construction of water/wastewater facilities?

analysis

Almost half (45%) of respondents are planning construction of new water/wastewater facilities within the next 24 months.

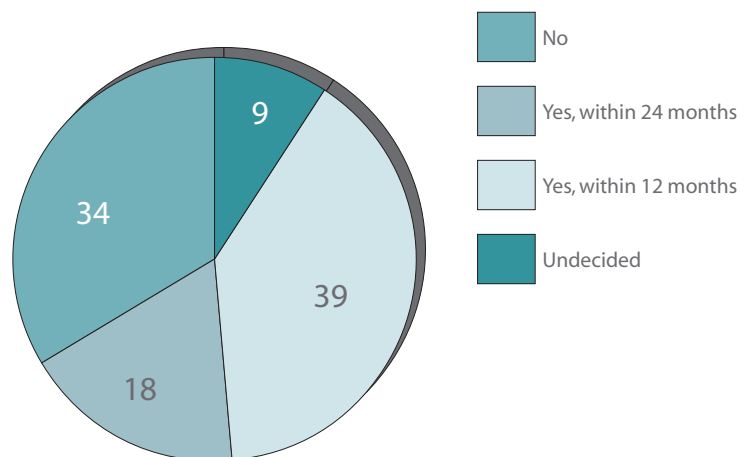
Nearly one-third (31%) are planning construction within 12 months.



Q: Are you planning to upgrade current water/wastewater facilities?

analysis

Of the total respondents, more than half (57%) are planning to upgrade their facilities within the next 24 months.

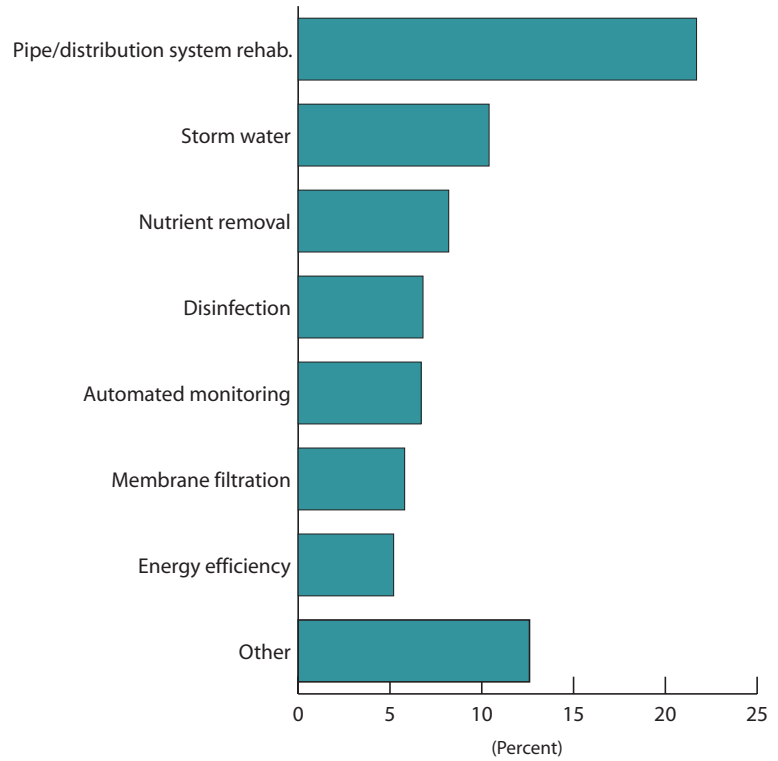


STATE OF THE INDUSTRY REPORT

Q: What percentage of your budget over the next 24 months will be invested in the following services and/or projects?

analysis

The largest percentage of respondents' budgets will be invested in pipe/distribution system rehab over the next 24 months. This will account for 22% of budget expenditure, followed by storm water (10%); nutrient removal (8%); and disinfection and automated monitoring (both with 7% of budget expenditure).

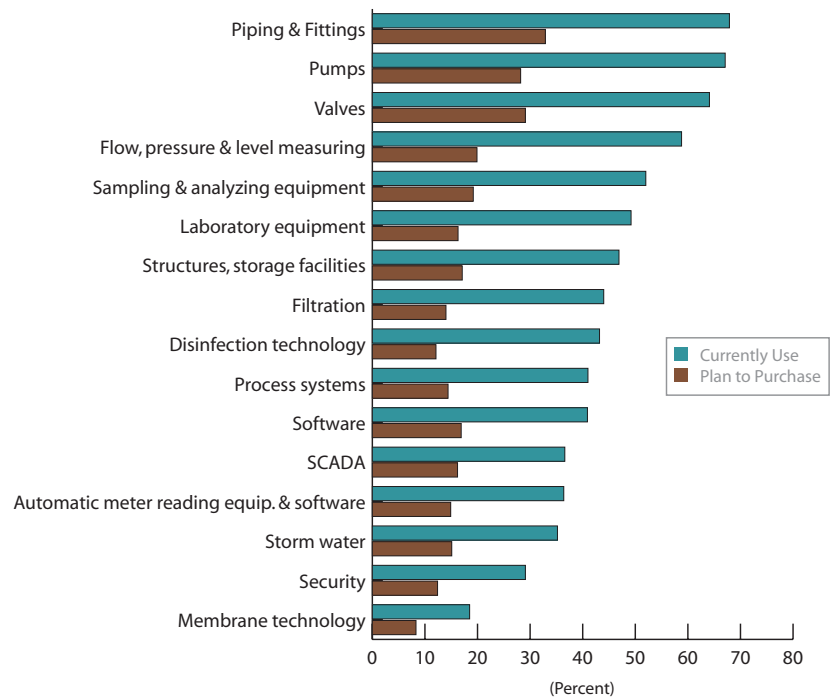


Q: Which of the following product categories do you currently use, and which do you plan to purchase within the next 12 months?

analysis

More than two-thirds of respondents are currently using pipes & fittings and pumps. More than half currently use valves; flow, pressure & level measuring equipment; and sampling & analyzing equipment.

Pipes & fittings are planned for purchase by 33% of subscribers within the next 12 months, followed by valves (29%); pumps (28%); and flow, pressure & level measuring equipment (20%).



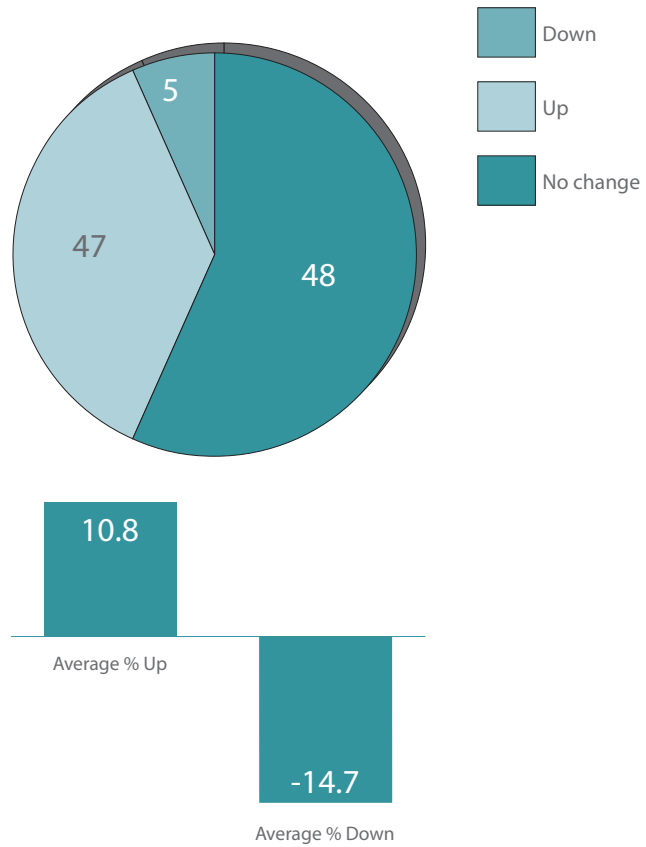
STATE OF THE INDUSTRY REPORT

Q: By what percentage (up or down) have your total operating costs changed from 2006 to 2007?

analysis

Almost one-third (47%) stated that their opening costs have increased when comparing 2006 to 2007. Five percent stated that their operating costs have decreased, and 48% said that they were unchanged.

Of those that stated the increase, the average was 11% and those with a decrease the average was 15%.



Q: Please rate how important each of the following topics will be in the coming year to your plant/facility (1 to 10 rating, 1 = not at all important, 10 = very important).

analysis

From a list of six industry topics, regulations were rated the highest in importance. Regulations received an average rating of 8.5 on a scale of 1 to 10. The next most important topic was funding with an average rating of 8.2, followed by lifecycle costs (7.4), energy efficiency (7.1), new technology (7) and nutrient removal (5.5).

