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2011
state of the industry
An assessment of the water and wastewater industry

By **WWD** editorial staff

Water & Wastes Digest (WWD) understands the importance of keeping up to date with current industry trends and information. We are pleased to present our fifth annual State of the Industry Report, which includes invaluable information regarding the water and wastewater industry and its trends throughout 2011.

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 8,765 WWD subscribers

received an invitation to the survey site. A total of 521 surveys were completed. The project was conducted entirely over the Internet. A margin of error based on the 521 returned surveys is calculated to be no greater than ±4.3 percentage points at a confidence level of 95%.

The 2011 State of the Industry survey provides a current detailed assessment of the water and wastewater industry. Different market dynamics were studied, including professional and business demographics, budget and purchasing involvement and expenditure, industry resources utilized and importance of topics.

Four in 10 respondents stated that

their primary job function is engineering. An additional 29% have an operations function, followed by government administration/corporate management with 22% of the mentions and technical with 9%.

WWD is committed to keeping our readers informed of and up to date with today's industry issues. We will continue to research and report on the state of this industry throughout the year. **WWD**

For additional information, contact *Water & Wastes Digest* at wwdeditor@sgcmail.com.

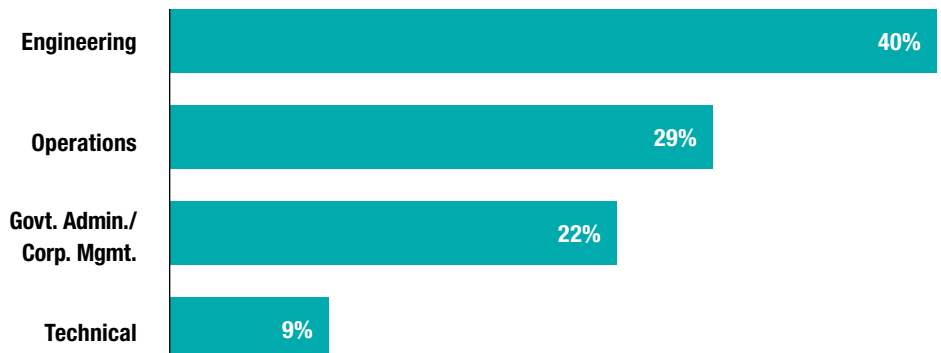
For more information, write in 1101 on this issue's Reader Service Card.

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

Analysis:

Four in 10 (40%) respondents state that their primary job function is engineering. An additional 29% have an operations function, followed by government administration/corporate management at 22% and technical at 9%.

Percent of Mentions



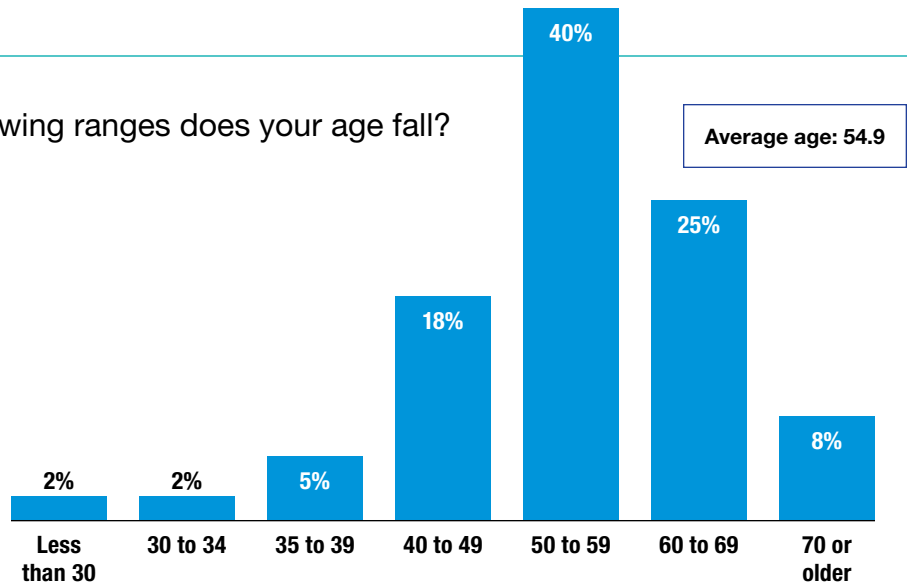
Question: In which of the following ranges does your age fall?

Analysis:

The average age of respondents is 55.

More than one-quarter (33%) are 60 or older.

Percent of Mentions



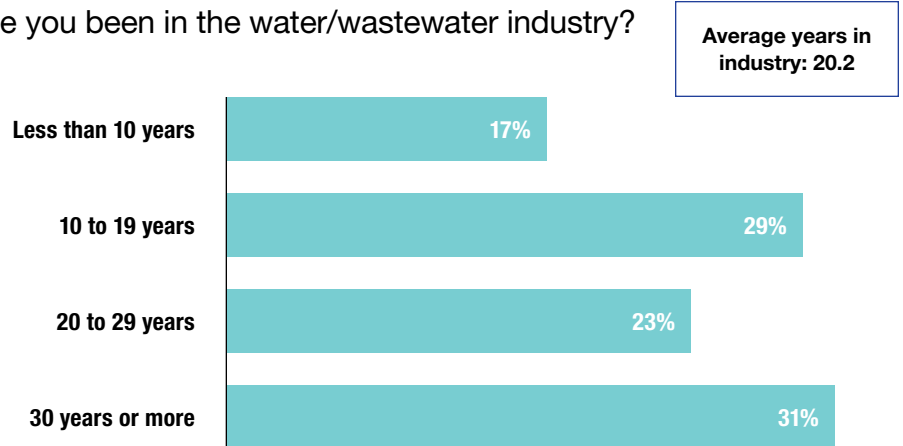
Question: How many years have you been in the water/wastewater industry?

Analysis:

On average, respondents have been working in the water/wastewater industry for 20 years.

Almost one-third (31%) have been in the industry for 30 years or more.

Percent of Mentions

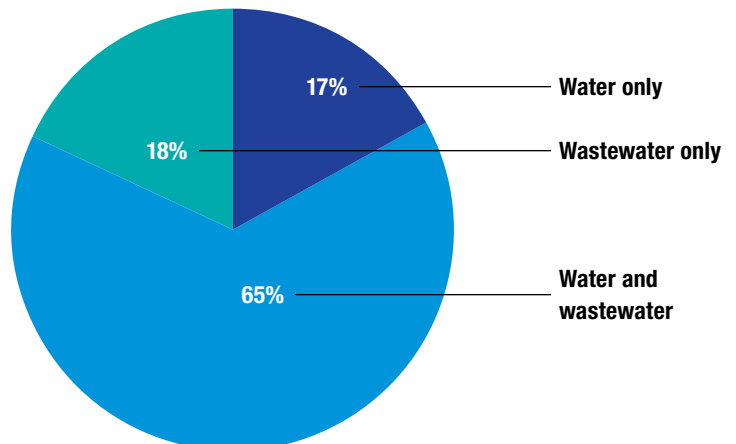


Question: Which of the following best describes your principal activity?

Analysis:

Almost two-thirds (65%) of respondents state that they are involved in both water and wastewater activities.

Percent of Mentions

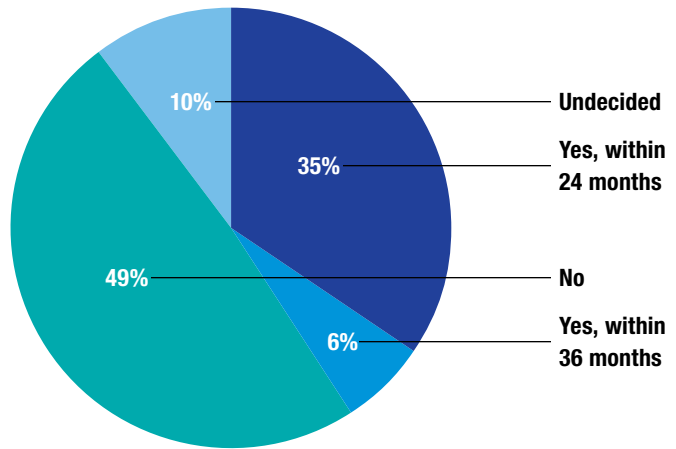


Question: Are you planning new construction of water/wastewater facilities?

Analysis:

More than one-third (35%) of respondents are planning construction of new water/wastewater facilities within the next 24 months. An additional 6% have new construction plans within 36 months.

Percent of Mentions

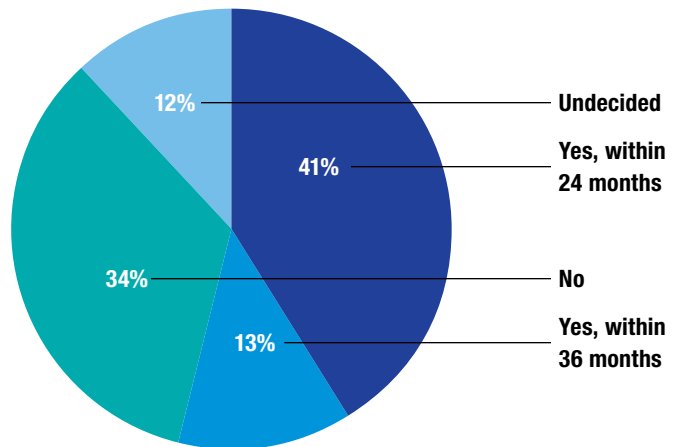


Question: Are you planning to upgrade current water/wastewater facilities?

Analysis:

More than four in 10 (41%) are planning to upgrade their facilities within the next 24 months, with another 13% planning an upgrade within 36 months.

Percent of Mentions



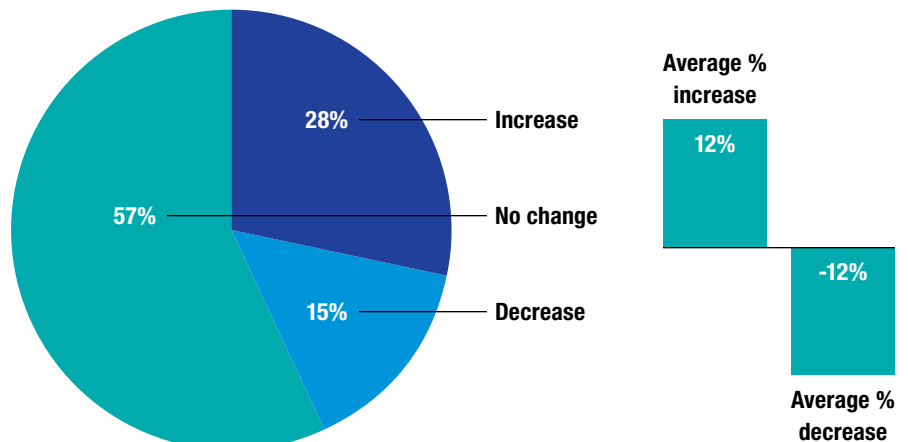
Question: How are you expecting your budget to change in 2012?

Analysis:

More than one-quarter (28%) are projecting a budget increase for 2012, with an additional 57% stating they anticipate no change to their budget. Fifteen percent are expecting a decrease.

Of those that stated an increase, the average is projected to be 12%; of those with a decrease, the average is also projected to be 12%.

Percent of Mentions



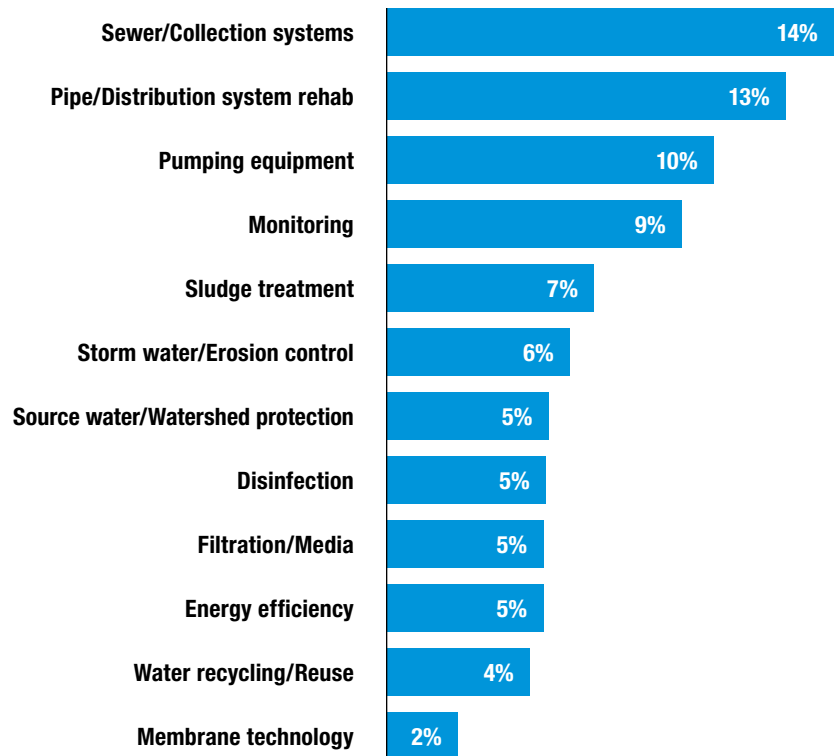
Average Percent

Question: 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 sewer/collection systems over the next 24 months. This will account for 14% of budget expenditure, followed by pipe/distribution system rehab (13%), pumping equipment (10%), monitoring (9%), sludge treatment (7%) and storm water/erosion control (6%).

Percent of Mentions

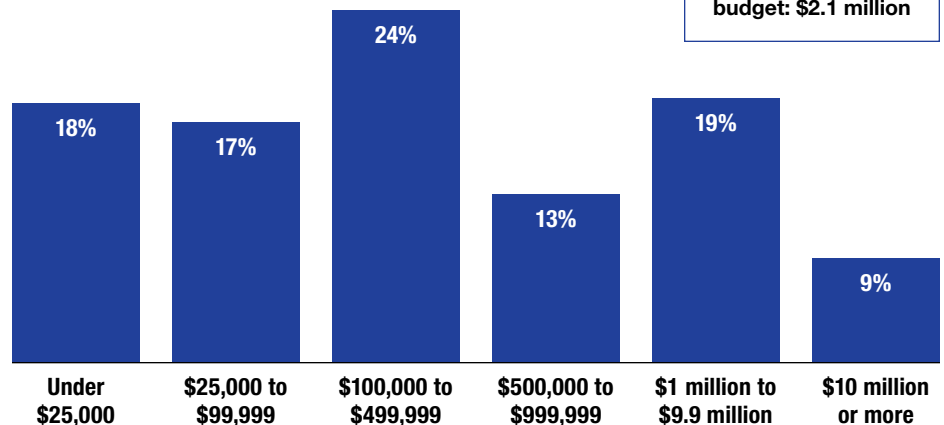


Question: What is your company's approximate yearly budget on water-related products and/or services?

Analysis:

The average budget for water-related products and services at reader companies is \$2.1 million.

Percent of Mentions



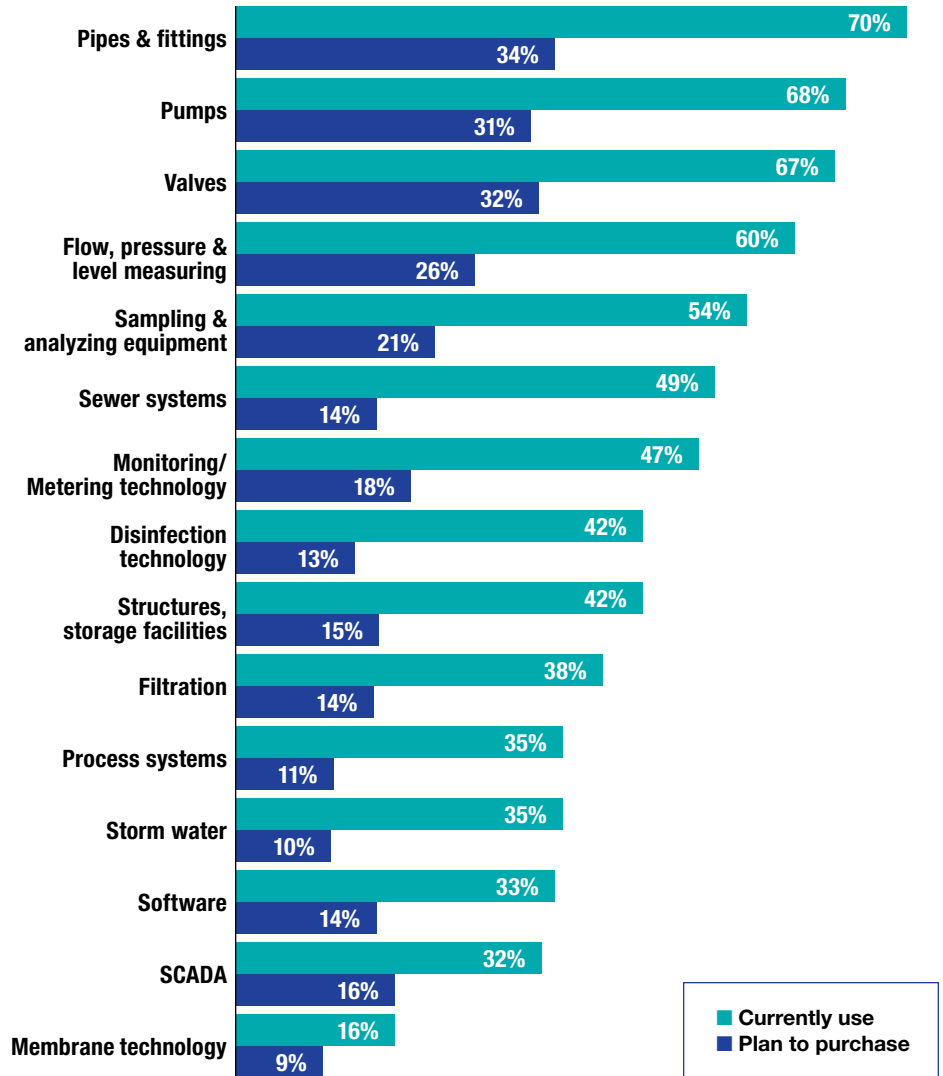
Question: Which of the following product categories do you currently use/specify, and which do you plan to purchase within the next 24 months?

Analysis:

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

Pipes and fittings are planned for purchase by 34% of respondents within the next 24 months, followed by valves (32%) and pumps (31%).

Percent of Mentions

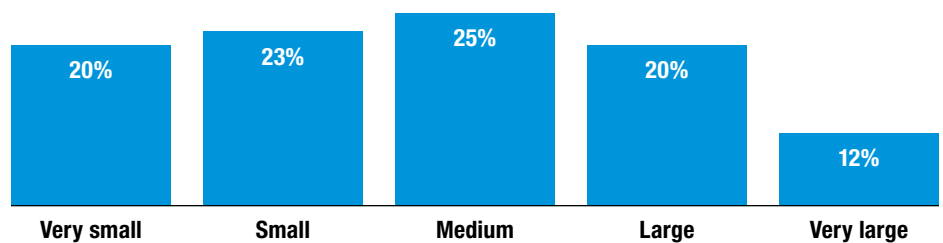


Question: What size system does your facility serve?

Analysis:

The average budget for water-related products and services at reader companies is \$2.1 million.

Percent of Mentions

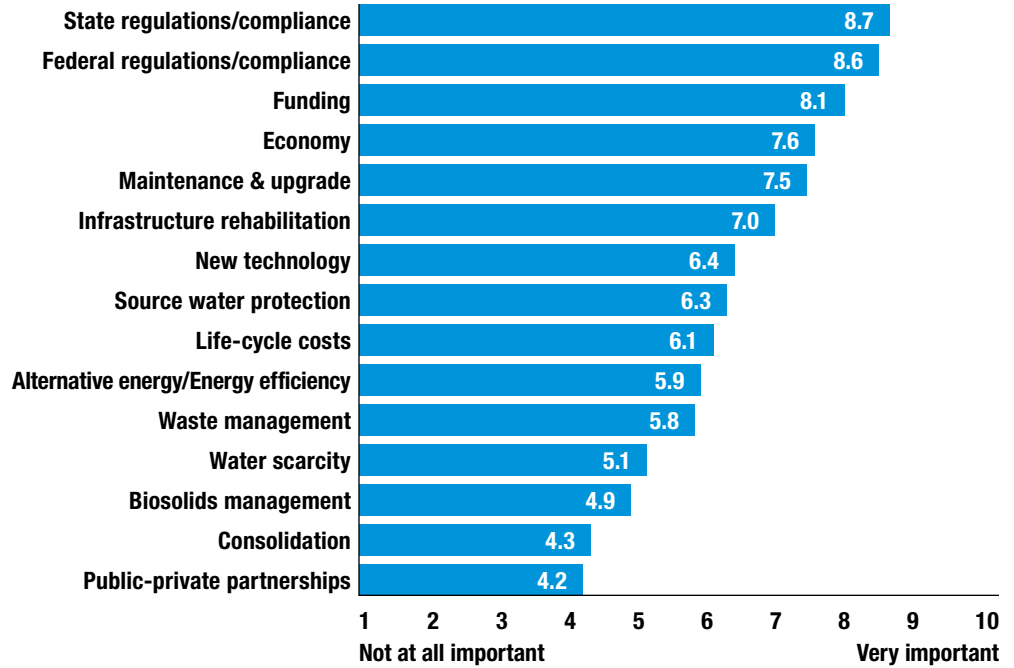


Question: Please rate how important each of the following topics will be in the coming year to your plant/facility. (1 to 10 rating, 1 = not at all important, 10 = very important)

Analysis:

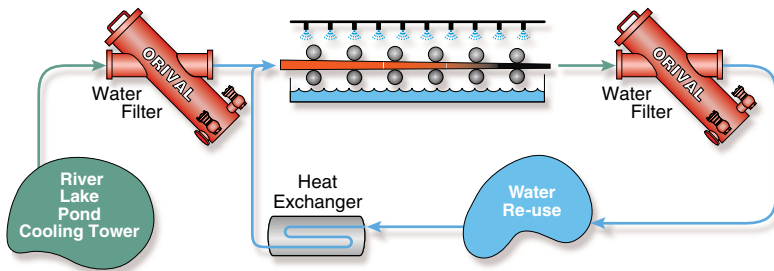
From a list of 15 industry topics, state regulations/compliance was rated the highest in importance. It received an average rating of 8.7 on a scale of 1 to 10, with 1 being not at all important and 10 being very important. The next most important topic was federal regulations/compliance (8.6), followed by funding (8.1) and the economy (7.6).

Average Rating



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