

# 2012 State of the Industry

A current assessment of the storm water and erosion control industry

Brought to you by  
**Storm Water Solutions**

In keeping with *Storm Water Solutions'* (SWS) dedication to staying current and informing our readers of the latest industry trends and data, we are pleased to bring you the fourth annual State of the Industry Report.

A random sampling of SWS subscribers received an invitation to the survey site. The project was conducted entirely over the Internet, and a total of 200 surveys of the 6,250 sent out were completed.

The resulting 2012 SWS State of the Industry Report provides the most up-to-date information about

budget expenditure, top products and services used, professional and business demographics and more. SWS will continue to be tuned in to the latest business topics and will maintain our commitment to reporting on the state of the 2012-2013 storm water and erosion control industry. **SWS**

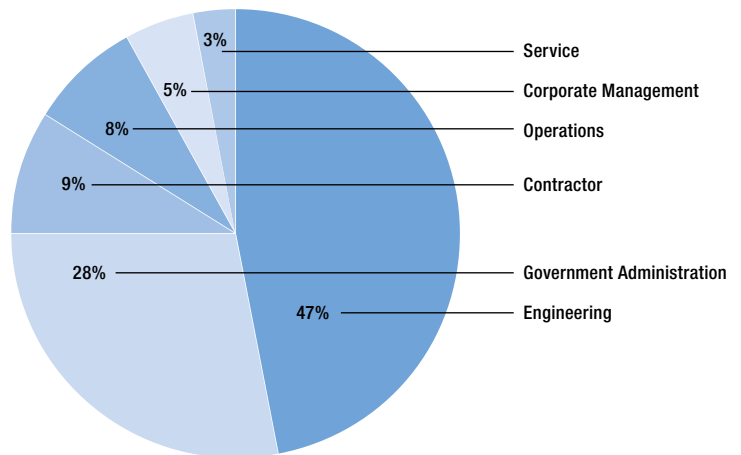
For more information, contact the **Storm Water Solutions** editorial staff at [swseditor@sgcmail.com](mailto:swseditor@sgcmail.com).

For more information, write in 810 on this issue's reader service form on page 41.

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

## analysis

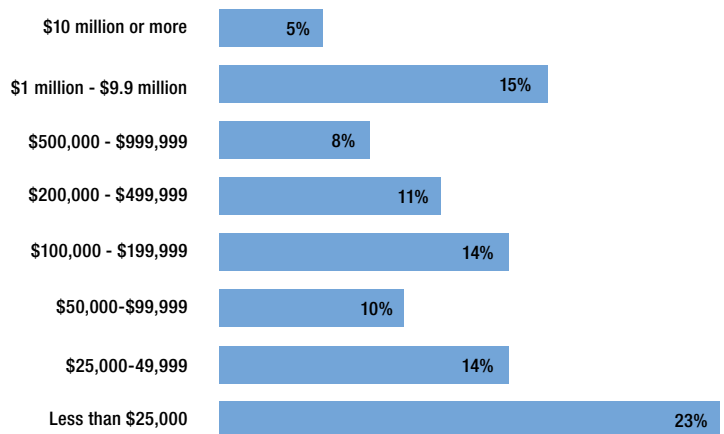
Nearly half of respondents (47%) state that they serve an engineering function. An additional 28% work in government administration. Nine percent are contractors.



**Q:** What is your organization's approximate yearly budget for storm water-related products and/or services?

## analysis

One-fifth of responding reader companies have a million- or multimillion-dollar budget. Thirty-seven percent operate with a budget of less than \$50,000.



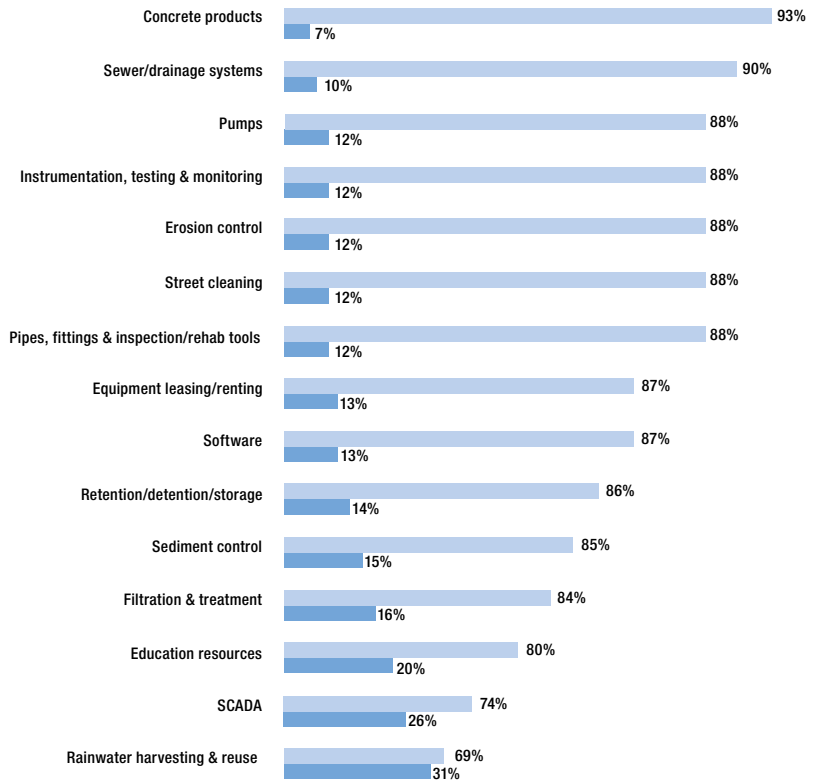
# STATE OF THE INDUSTRY REPORT

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

## analysis

The most used products/services by respondents are concrete products (93%), sewer/drainage systems (90%), pumps (88%) and instrumentation, testing & monitoring (88%). Over the next two years, respondents plan to make purchases in rainwater harvesting and reuse (31%) and SCADA (26%).

■ Currently Use  
■ Plan to Purchase Within the Next 24 Months



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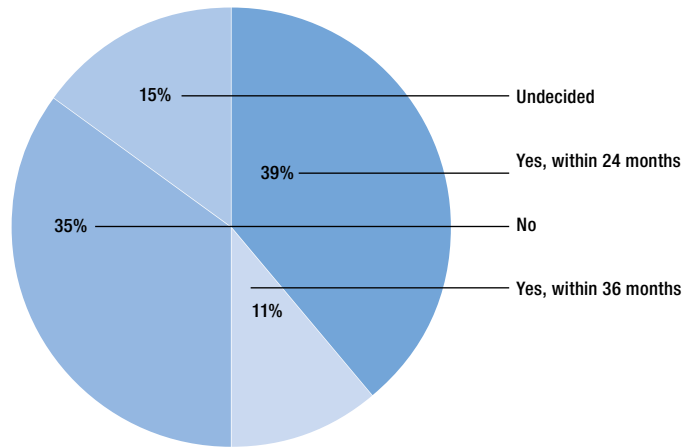
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# STATE OF THE INDUSTRY REPORT

**Q:** Are you planning new storm water construction?

## analysis

Nearly forty percent (39%) are planning new storm water construction within the next two years. An additional 11% are planning new construction within the next three years.



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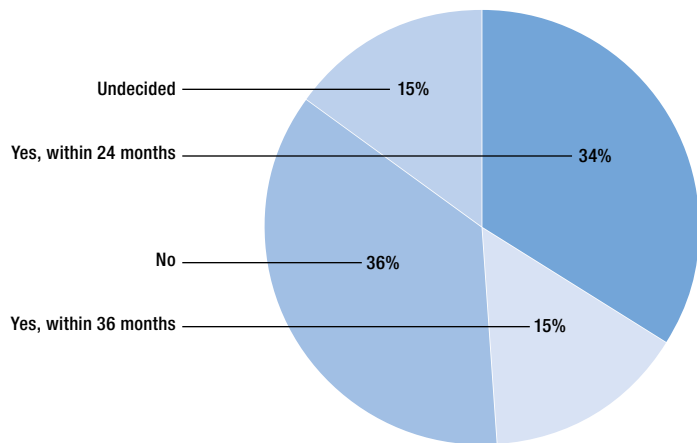
Write in 756



**Q:** Are you planning to upgrade existing storm water facilities?

**analysis**

Almost half of respondents (49%) plan to upgrade existing storm water facilities within the next three years. Fifteen percent remain undecided.



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11,500 NTUs



**DRINKING WATER**  
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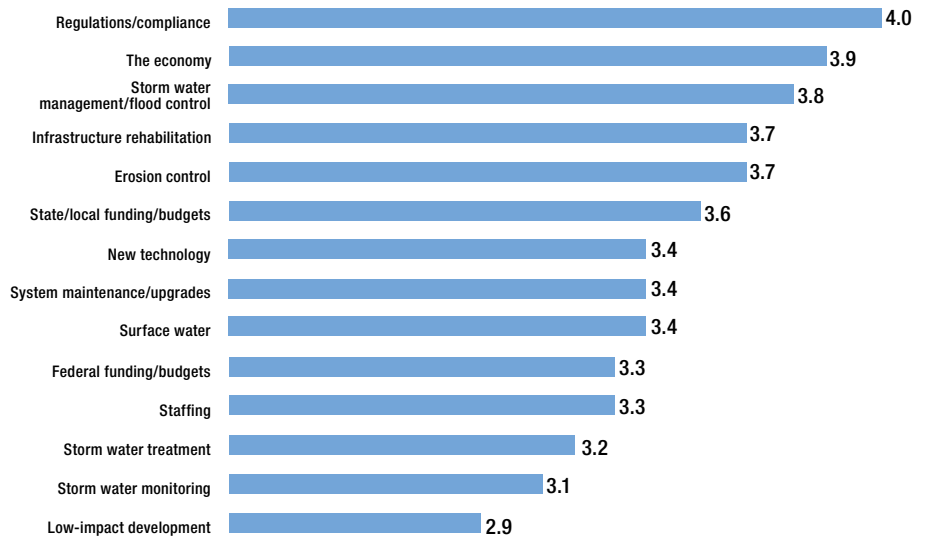
Typar GeoCells are proven to remove sediment from stormwater to 200 NTUs.

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**Q:** Please rate how important each of the following topics will be to your organization in the upcoming year. (1 = least important, 5 = very important)

## analysis

From a list of 14 industry topics, regulations/compliance (4.0) remains at the top of respondents' importance ratings, closely followed by the economy (3.9), storm water management/flood control (3.8) and infrastructure rehabilitation (3.7).



## GRAVITY CHANNEL INSTALLS IN JUST 10 DAYS



*The City's project manager said: "It's a home run when you can put up an aesthetic channel like this instead of the usual concrete channel or gabion baskets—and economically too."*

When a sharp turn in a stream began eroding homeowners' yards, this northern Kentucky city needed a solution, and fast.

"The ability to construct the wall without geogrid reinforcement was critically important to this project," explained the P.E. The city manager added, "We chose Redi-Rock because we had more finish options, including the new Ledgestone face. Plus, it was very economical."



**MIDDLE BLOCK**

Weight: 2400 lbs.  
46" x 41" x 18" High  
5.75 sq. ft. of face  
*Ledgestone Face Shown*

Redi-Rock's massive, one-ton blocks stacked like giant Legos to harness the power of gravity in this project. The 13.5 ft. high walls required no reinforcement, which cut down on excavation time and costs considerably. In total, the 4,800 sq. ft. wall was installed in less than two weeks!

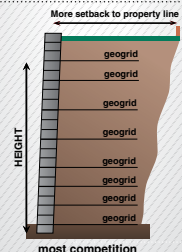
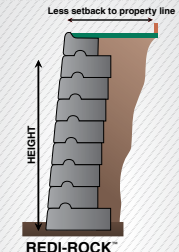
**Scan the QR code to watch a VIDEO and:**

- Hear why engineers chose Redi-Rock
- Learn how Redi-Rock fit the city's budget
- See what homeowners think of the channel

Or view the video on [www.redi-rock.com](http://www.redi-rock.com)!



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