



Micropile Growth Snapshot of the US Marketplace

1985-2006
Workshop Exercise

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Goals

- Review Data
- Discuss Validity
- Compile Additional Information
- Complete Industry Survey

Background

- Data Collection
 - Interviews – Contractors & Suppliers
 - Company Project Summary Lists
 - Internet and Literature Search
 - ADSC Directory Review

Goal

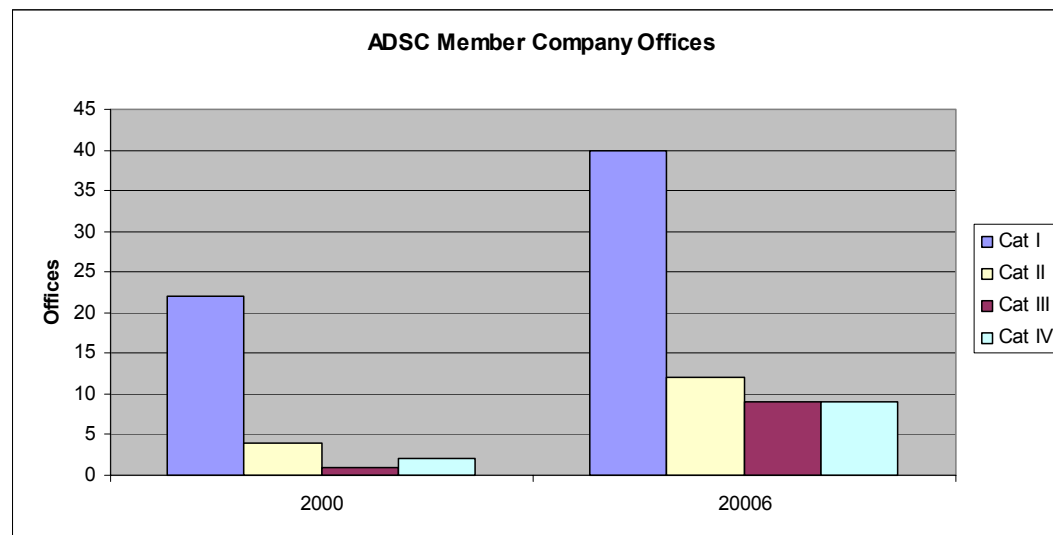
- Identify \$ growth
- Find trends
- Guess the future

Some Results

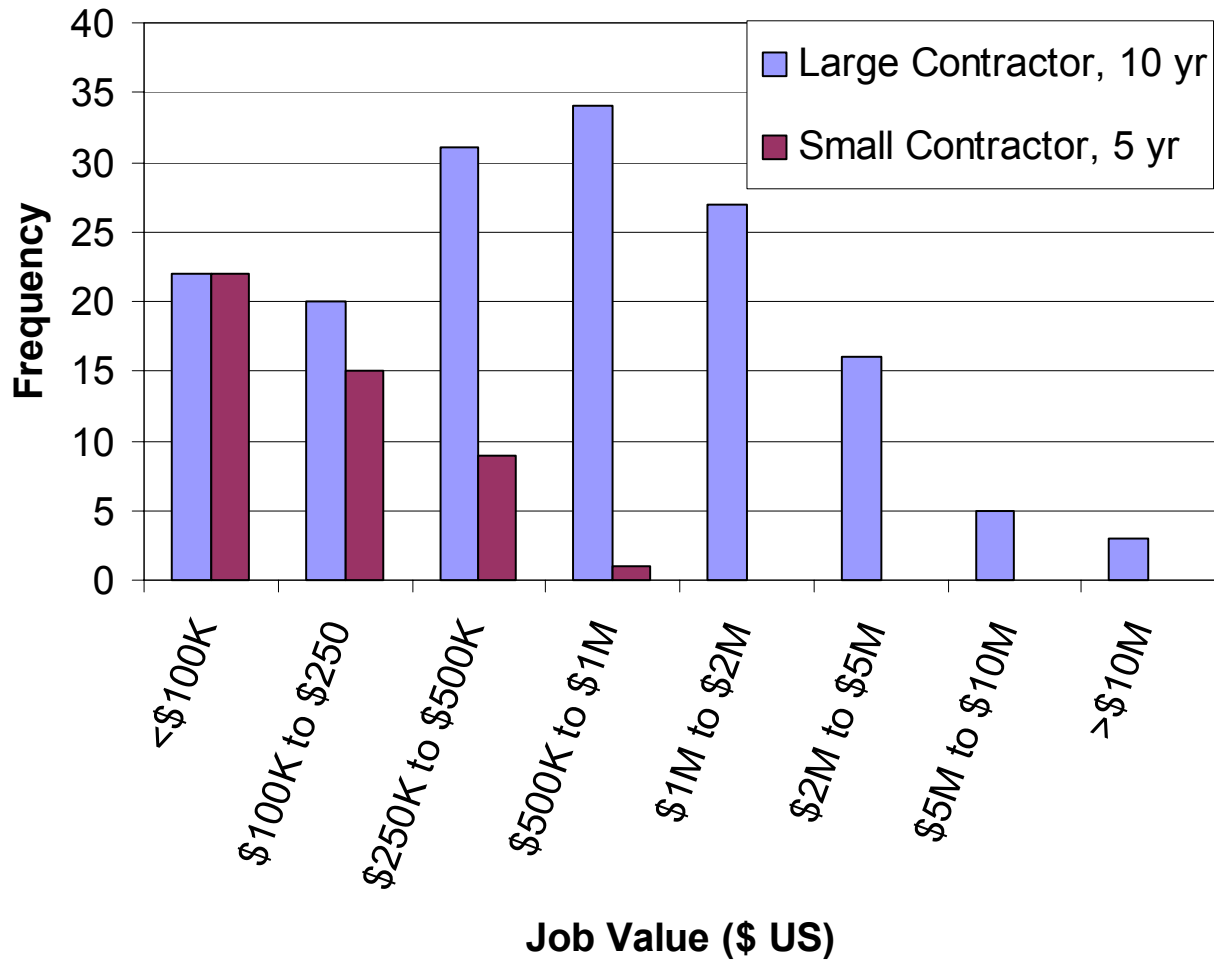
Company Sizes

ADSC Member Roll

Category	Max Proj \$	Companies		Offices	
		2000	20006	2000	2006
I	>\$750k	11	17	22	40
II	<\$750k	4	11	4	12
III	<\$250k	1	9	1	9
IV	<\$50k	2	9	2	9



Project Sizes

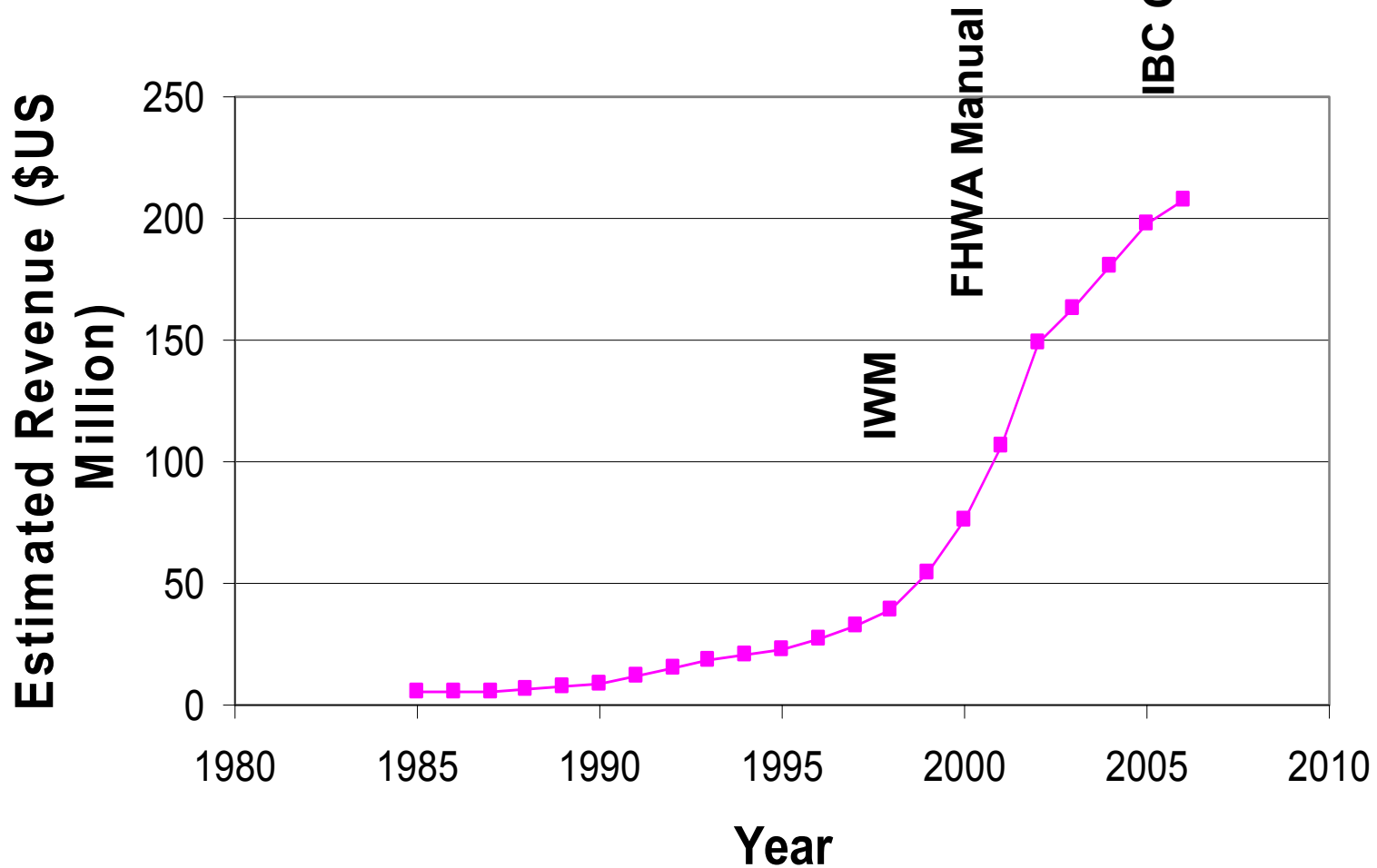


Revenue 1

Based on ADSC Member Count

Category	Max Proj \$	<i>Est Unit Revenue</i>				<i>Est. Total Revenue</i>	
		2000		2006		2000	2006
		/Office	/Company	/Office	/Company	Company	
I	>\$750k	\$ 2,500,000	\$ 5,000,000	\$ 4,000,000	\$ 10,000,000	\$ 55,000,000	\$ 170,000,000
II	<\$750k	\$ 400,000	\$ 400,000	\$ 1,000,000	\$ 1,000,000	\$ 1,600,000	\$ 11,000,000
III	<\$250k	\$ 200,000	\$ 200,000	\$ 500,000	\$ 200,000	\$ 200,000	\$ 1,800,000
IV	<\$50k	\$ 50,000	\$ 50,000	\$ 100,000	\$ 50,000	\$ 100,000	\$ 450,000
Sub Totals						\$ 56,900,000	\$ 183,250,000
ADSC %						80%	80%
Industry Total						\$ 71,125,000	\$ 229,062,500

Revenue 2



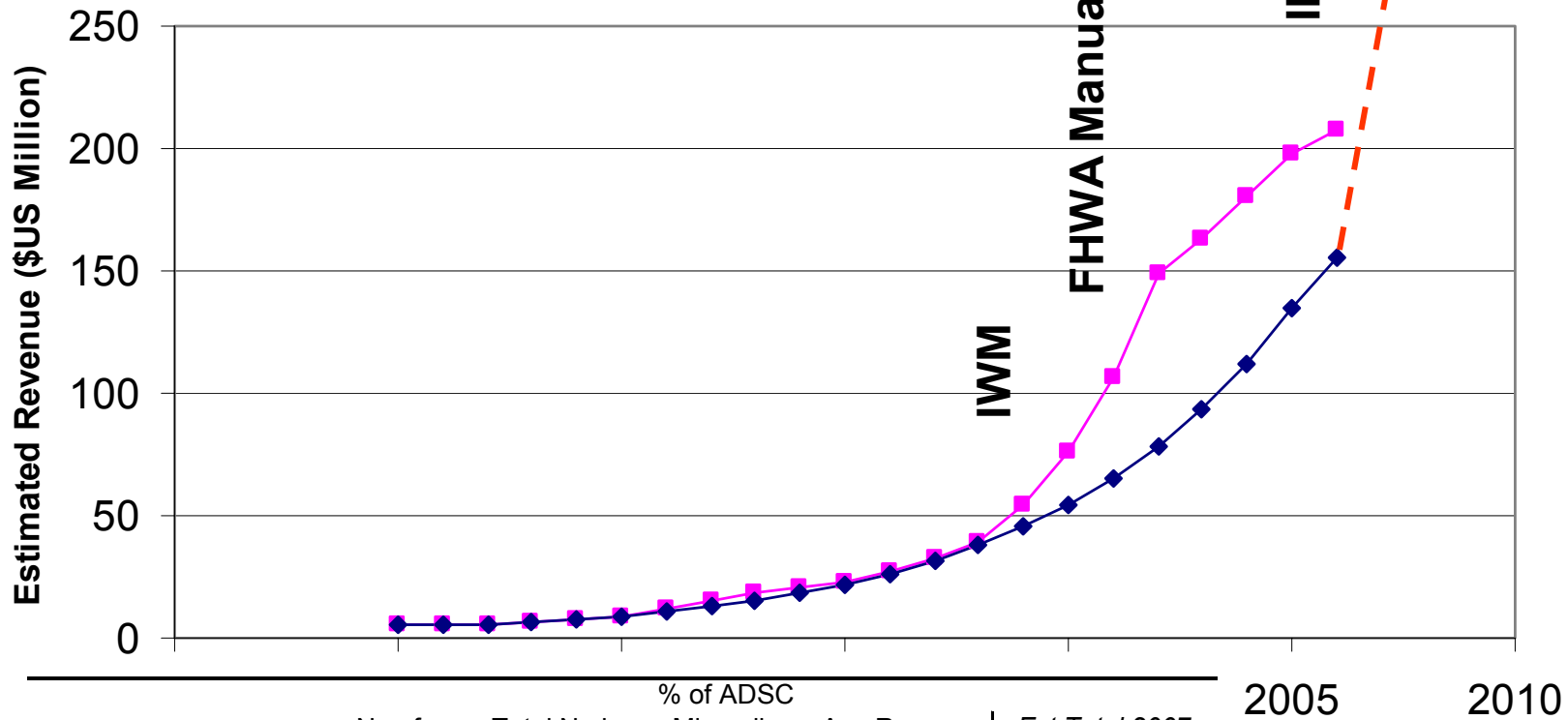
Based on Interviews and Data Provided

ADSC Survey Says

Category	Max Proj \$	No of Responses	Total No in Directory	% of ADSC Micropile Contractors	Avg Revenue /Company	Est Total 2006 Revenue
I	>\$750k	11	17	65%	\$ 2,400,000	\$ 26,400,000
II	<\$750k	4	11	36%	\$ 1,200,000	\$ 4,800,000
III	<\$250k	6	9	67%	\$ 1,300,000	\$ 7,800,000
IV	<\$50k	3	9	33%	\$ 1,250,000	\$ 3,750,000
					Sub Totals	\$ 42,750,000
					Est. ADSC Responses % of Industry	30%
					Industry Total	\$ 142,500,000

96 of 214 members responded, 45%

Survey Says



Category	Max Proj \$	No of Responses	Total No in Directory	% of ADSC Micropile Contractors	Avg Revenue /Company	Est Total 2007 Revenue
I	>\$750k	8	17	47%	\$ 9,900,000	\$ 79,200,000
II	<\$750k	4	11	36%	\$ 925,000	\$ 3,700,000
III	<\$250k	5	9	56%	\$ 1,712,000	\$ 8,560,000
IV	<\$50k	2	9	22%	\$ 1,100,000	\$ 2,200,000
Total						\$ 93,660,000
ADSC Responses % of Industry						30%
Estimate Industry 2007						\$ 312,200,000

A Bit of Regional Info

	North East	Mid Atlantic	Southeast	Ohio Valley	Mid West	South Central	Rocky Mountain	West Coast	Canada
No	7	4	5		2		1	6	4
\$ Mil 2006	1.3	2.4	1.7		0.5		0.4	2.8	2.6

Some Conclusions and Guesses

- The typical size of projects will remain constant (~\$100k to \$1M)
- There has been a slight slowing of growth rate in past couple years
- Power Industry and Transportation could result in an increase of Mega Projects
- Equipment and Manpower will be constraints
- Innovative solution growth – Hollow Bars, Sonic
- Increase in smaller contractors to market

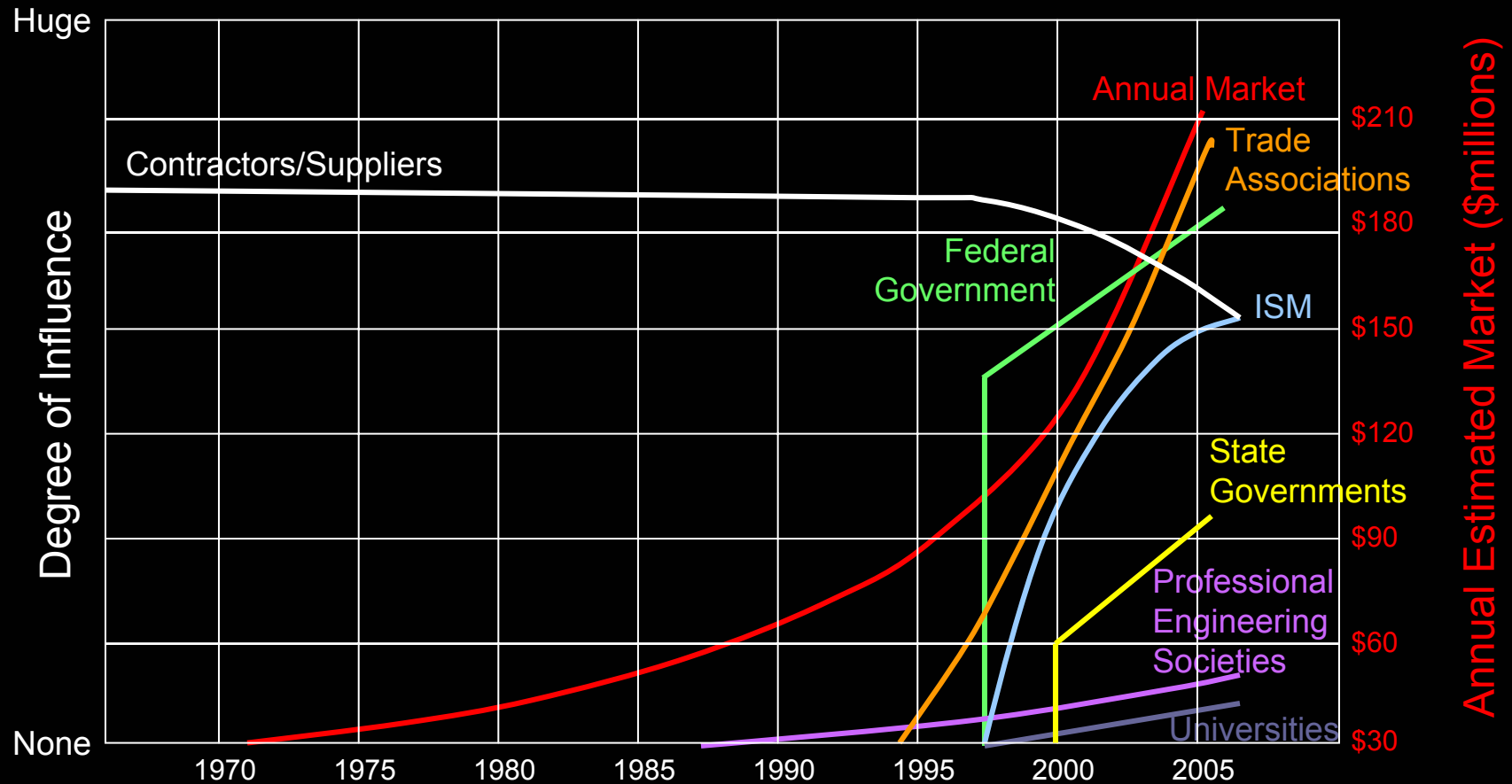
Some other factors

- Rig evolution and availability
- Price of steel
- Labor availability

ISM Membership Growth.....

Are you a member?

Your thoughts???



The U.S. Model (source, D.A. Bruce, ISM 2006)

(Added post-workshop)