

# ENVIRONMENTAL BUSINESS JOURNAL®

Strategic Information for a Changing Industry

## 2001 Survey of Top Environmental Consulting & Engineering Firms

**\*\* Time sensitive, please respond by May 4 \*\***

**Did you know ...  
You can complete the survey online!  
Visit [www.ebiusa.com](http://www.ebiusa.com)**

### Dear C&E Firm Executive:

*EBJ* is researching the environmental consulting & engineering (C&E) business for our annual *Environmental Industry Overview* and *EBJ's* ninth annual listing of top C&E firms. We would like to include your firm in our study and would appreciate your help in completing the attached survey.

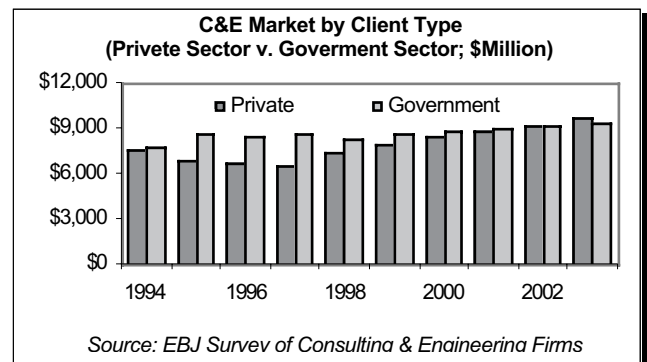
Based on the information collected, we will publish a ranking of top firms according to 2001 gross environmental C&E revenue in the C&E issue of *EBJ*. Detailed revenue breakdowns on individual companies will not be published without permission, but will be used to analyze the total market and to draw general conclusions about trends in the environmental C&E business.

To ensure that our list is accurate and complete, we need your response to this questionnaire! Approximations are acceptable, but we may ask how numbers were derived or use other sources to estimate or confirm figures.

Please be aware of the difference between C&E and environmental construction revenues. C&E firms rely primarily on "front end" consulting work while engineering / construction firms are more involved in actual construction. You will notice that the questionnaire asks you to report "front end" consulting and "back end" construction revenues (such as remediation construction, construction of wastewater facilities, landfills, etc.) separately.

### What's In It For You?

All respondents will receive a **FREE** summary of the results – including the list of the top environmental consulting & engineering firms and compiled total market breakdowns, as well as a **FREE** copy of the C&E issue of *EBJ*. If you aren't already familiar with *EBJ*, then call the number below or visit *EBI's* website at [www.ebiusa.com](http://www.ebiusa.com) to request a **FREE SAMPLE** issue.



### Returning The Survey:

Please return your completed survey by the deadline of **Friday, May 4, 2001** to be sure that your firm is included in our list and that you receive our summary of results. Surveys can be returned by fax to **(619) 295-5743**. You can also fill out this survey online at [www.ebiusa.com](http://www.ebiusa.com).

Please call Mariko Killion at **(619) 295-7685 ext. 27** or send e-mail to [mkill@ebiusa.com](mailto:mkill@ebiusa.com) with any questions, comments or concerns. Thank you for your time and effort. We look forward to sharing the results with you.

# EBJ's 2001 Survey of Environmental Consulting & Engineering Firms

## I. CONTACT INFORMATION

Company Name \_\_\_\_\_  Public  Private  
 Your Name \_\_\_\_\_ HQ President/CEO \_\_\_\_\_  
 Your Title \_\_\_\_\_ HQ Address \_\_\_\_\_  
 Address \_\_\_\_\_  
 Phone \_\_\_\_\_ Fax \_\_\_\_\_ HQ Phone \_\_\_\_\_ HQ fax \_\_\_\_\_  
 e-mail address: \_\_\_\_\_ Subsidiary of: \_\_\_\_\_  
 Web address: \_\_\_\_\_

## II. FINANCIAL INFORMATION (in \$ millions)

	1998	1999	2000	2001 (est.)
Total Gross Revenue (all operations)	\$ _____	\$ _____	\$ _____	\$ _____
A. Gross Environmental CONSULTING & ENGINEERING Revenue (excluding revenue from remediation construction and other construction)	\$ _____	\$ _____	\$ _____	\$ _____
B. Gross Environmental CONSTRUCTION Revenue (including revenue from remediation construction and other construction)	\$ _____	\$ _____	\$ _____	\$ _____
C. Net Environmental Revenue (A+B less subcontracting)	\$ _____	\$ _____	\$ _____	\$ _____
D. Non-environmental Consulting & Engineering (infra, bldgs, etc)	\$ _____	\$ _____	\$ _____	\$ _____
Total Backlog	\$ _____	\$ _____	\$ _____	\$ _____
Percentage of Gross Environmental Revenue from Outside U.S.	_____ %	_____ %	_____ %	_____ %
Pre-bonus, pre-tax profit (loss) on gross environmental C&E revenue (check one range for each year)	<input type="checkbox"/> <0% <input type="checkbox"/> 0-2% <input type="checkbox"/> 2-4% <input type="checkbox"/> 4-6% <input type="checkbox"/> 6-8% <input type="checkbox"/> 8-10% <input type="checkbox"/> >10%	<input type="checkbox"/> <0% <input type="checkbox"/> 0-2% <input type="checkbox"/> 2-4% <input type="checkbox"/> 4-6% <input type="checkbox"/> 6-8% <input type="checkbox"/> 8-10% <input type="checkbox"/> >10%	<input type="checkbox"/> <0% <input type="checkbox"/> 0-2% <input type="checkbox"/> 2-4% <input type="checkbox"/> 4-6% <input type="checkbox"/> 6-8% <input type="checkbox"/> 8-10% <input type="checkbox"/> >10%	<input type="checkbox"/> <0% <input type="checkbox"/> 0-2% <input type="checkbox"/> 2-4% <input type="checkbox"/> 4-6% <input type="checkbox"/> 6-8% <input type="checkbox"/> 8-10% <input type="checkbox"/> >10%

## III. CLIENT INFORMATION

Please estimate the percentage of 2000 gross environmental CONSULTING & ENGINEERING revenue derived from the following end-user client types: **A** + **B** = 100%

**Private Sector Clients** **A** \_\_\_\_\_ % expected growth over next three years

		L	M	H
<b>Resource &amp; Production Industries</b>				
Chemical, Pharmaceutical & Plastic	_____ %	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Petroleum (Exploration & Refining)	_____ %	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Primary Metals (steel, copper, etc.)	_____ %	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Metals Products/Industrial Machines	_____ %	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Mining	_____ %	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Electronics/Computers Mfg	_____ %	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Transp Equip (Auto, Aero, Rail, Ship)	_____ %	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Textiles & Leather	_____ %	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Pulp & Paper Processing	_____ %	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other _____	_____ %	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<b>Distribution, Wholesale, Retail &amp; Service Industries</b>				
Private Water Utilities	_____ %	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Private Power Utilities	_____ %	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Private Solid Waste Services	_____ %	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Gas Stations & Materials Transp Svcs	_____ %	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Banks, Law, Finance, & Real Estate	_____ %	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other _____	_____ %	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<b>total =</b>	<b>A</b>	expected growth over next three years		
<b>Public Sector Clients</b> <b>B</b> _____ %				
Federal	_____ %	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
State	_____ %	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Local	_____ %	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<b>total =</b>	<b>B</b>			

## IV. MEDIA/SERVICE TYPES

Please estimate the percentage of 2000 gross environmental CONSULTING & ENGINEERING revenue derived from the following media and service types:

**Media Types** \_\_\_\_\_ expected 3-year growth

		L	M	H
Hazardous Waste Management	_____ %	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Remediation	_____ %	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Solid Waste Management	_____ %	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Wastewater Treatment	_____ %	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Water Purification/Delivery	_____ %	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Energy Efficiency	_____ %	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Air Quality	_____ %	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Natural Resources	_____ %	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Multi-media	_____ %	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<b>total =</b>	<b>100%</b>			
<b>Service Types</b> _____ <span style="float: right;">expected 3-year growth</span>				
Investigate/Assess/Audit/RI/FS	_____ %	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Testing/Lab Services	_____ %	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Permitting/Compliance/Modeling	_____ %	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Design	_____ %	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Project Management	_____ %	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Monitoring	_____ %	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Operations & Maintenance (O&M)	_____ %	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Information Management	_____ %	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Process Engineering/Poll Prev	_____ %	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Strategic Env. Mgmt Consulting	_____ %	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other _____	_____ %	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<b>total =</b>	<b>100%</b>			

Please estimate the percentage of 2000 gross DOMESTIC environmental C&E revenue within each of the USEPA regions (total=100%):

EPA Region 1 _____ %	EPA Region 3 _____ %	EPA Region 5 _____ %	EPA Region 7 _____ %	EPA Region 9 _____ %
(CT, ME, MA, RI, VT)	(DE, DC, MD, PA, VA, WV)	(IL, IN, MI, MN, OH, WI)	(IA, KS, MO, NE)	(AZ, CA, HI, NV)
EPA Region 2 _____ %	EPA Region 4 _____ %	EPA Region 6 _____ %	EPA Region 8 _____ %	EPA Region 10 _____ %
(NJ, NY)	(AL, FL, GA, KY, MS, NC, SC, TN)	(AR, LA, NM, OK, TX)	(CO, MT, ND, SD, UT, WY)	(AK, ID, OR, WA)

Please estimate the percentage of 2000 gross INTERNATIONAL environmental C&E revenue within each of the following int'l regions (total=100%):

Canada _____ %	Mexico _____ %	Latin America _____ %	Western Europe _____ %	Eastern Europe _____ %
Japan _____ %	Rest of Asia _____ %	Australia/NZ _____ %	Middle East _____ %	Africa _____ %

**PLEASE RETURN COMPLETED SURVEY BY MAY 4 TO EBI BY FAX AT (619) 295-5743**

# ENVIRONMENTAL BUSINESS JOURNAL

*Strategic Information for a Changing Industry*

## 2001 Survey of Water/Wastewater Treatment Equipment & Chemicals Firms

Dear Executive:

*Environmental Business Journal (EBJ)* is conducting its ninth annual survey of the water & wastewater treatment segment of the environmental industry. We would like to include your firm in our study and make sure you are properly represented. We would appreciate your help in completing the two-page survey provided.

### FREE MARKET DATA!

Visit [www.ebiusa.com](http://www.ebiusa.com) and complete the online survey - You will receive a FREE water market data chart, a \$150 value!

Based on the information collected, EBJ will publish a ranking of the top companies according to 2000 gross water & wastewater treatment revenues. Detailed revenue breakdowns on individual companies will not be published without specific permission but will be used in the aggregate analysis of the market to draw general conclusions on trends in the water & wastewater treatment business.

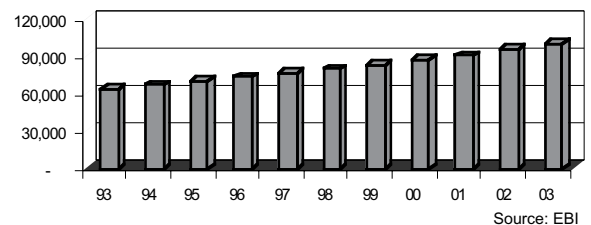
To ensure that our list is accurate and complete, we need your response! Approximations of revenue breakdowns are acceptable for those companies who do not segment their financials in the same manner as our survey.

### What's In It For You?

Respondents will receive a **FREE** summary of results – including the list of the top water & wastewater treatment firms and total market breakdowns. If you aren't already familiar with *EBJ*, please visit [www.ebiusa.com](http://www.ebiusa.com) to request a **FREE** sample issue.

EBJ has been published monthly since 1988 by *Environmental Business International*, an independent research, publishing and consulting firm exclusively serving the environmental industry. Recognized as the leading business publication for companies operating in or seeking entry into the environmental industry, EBJ provides strategic overviews as well as an independent perspective on market trends and business strategies that effect environmental segments like water & wastewater treatment.

U.S. Water Industry 1993-2003



### 3 Ways to Complete the 2001 Survey:

- Visit [www.ebiusa.com](http://www.ebiusa.com) and fill out the online survey
- Fax the attached form
- Mail the attached form to  
EBI  
Attn: Mariko Killion  
4452 Park Blvd Suite 306  
San Diego, CA 92116

### Returning The Survey:

Please return your completed survey no later than **Friday, February 16, 2001** to be sure that your firm is included in our list. You can fill out the survey online by visiting [www.ebiusa.com](http://www.ebiusa.com), or return the complete survey by FAX to (619) 295-5743, or by mail to: Environmental Business International Attn: Mariko Killion, 4452 Park Blvd., Suite 306; San Diego, CA 92116.

Please call Mariko Killion at (619) 295-7685 ext. 27 with any questions or comments, or email to [mkill@ebiusa.com](mailto:mkill@ebiusa.com). Thank you for your participation. We look forward to sharing our results with you.

# EBJ's 2001 Survey of Water/Wastewater Treatment Equipment & Chemicals Firms

## I. CONTACT INFORMATION

Company Name \_\_\_\_\_  Public  Private Ticker Symbol \_\_\_\_\_  
 Your Name \_\_\_\_\_ Subsidiary of \_\_\_\_\_  
 Your Title \_\_\_\_\_ HQ President/CEO \_\_\_\_\_  
 Address \_\_\_\_\_ HQ Address \_\_\_\_\_  
 \_\_\_\_\_  
 Phone \_\_\_\_\_ Fax \_\_\_\_\_ HQ Phone \_\_\_\_\_ HQ Fax \_\_\_\_\_  
 E-mail \_\_\_\_\_ URL/Website \_\_\_\_\_  
 Brief Description of Your Business: \_\_\_\_\_

## II. FINANCIAL INFORMATION (where exact figures are unknown, please use estimates)

	1998	1999	2000	2001 (est.)
Total Gross Revenues (all operations)	\$ _____	\$ _____	\$ _____	\$ _____
Water/Wastewater Treatment Revenues	\$ _____	\$ _____	\$ _____	\$ _____
Water/Wastewater Gross Margins (Confidential)	_____ %	_____ %	_____ %	_____ %
Net Pre-Tax Operating Income (Confidential)	\$ _____	\$ _____	\$ _____	\$ _____
% of Gross Water/Wastewater Revenue from Outside U.S.	_____ %	_____ %	_____ %	_____ %

#US Offices \_\_\_\_\_ Outside of U.S. \_\_\_\_\_ Water/Wastewater-related employees \_\_\_\_\_  
 Last Fiscal Year Ended \_\_\_ / \_\_\_ / \_\_\_ How old is the company? \_\_\_\_\_

## III. CLIENT INFORMATION

Please estimate the percentages of your revenues derived from the following clients/markets:

### Government/Utilities Clients

Federal Government \_\_\_\_\_ %  
 Muni/District Water Utility (Delivery) \_\_\_\_\_ %  
 Muni/District POTW's (Sewerage) \_\_\_\_\_ %  
 Other: \_\_\_\_\_ %  
**Total Government [A] \_\_\_\_\_ %**

### Private Industrial Clients

Chemicals, Pharmaceuticals & Plastics \_\_\_\_\_ %  
 Petroleum Production/Refining & Mktg \_\_\_\_\_ %  
 Metals Manufacturing \_\_\_\_\_ %  
 Mining \_\_\_\_\_ %  
 Electronics/Computer Manufacturing \_\_\_\_\_ %  
 Transportation Equip. Manufacturing \_\_\_\_\_ %  
 Agriculture & Food Processing \_\_\_\_\_ %  
 Thermoelectric Utilities \_\_\_\_\_ %  
 Textiles & Leather \_\_\_\_\_ %  
 Pulp and Paper \_\_\_\_\_ %  
 Waste Mgmt (e.g. Landfill Leachate) \_\_\_\_\_ %  
 Real Estate Development & Construction \_\_\_\_\_ %  
 Other: \_\_\_\_\_ %  
**Total Private Industrial [B] \_\_\_\_\_ %**

### Commercial Clients

Point of Use Systems \_\_\_\_\_ %  
 Point of Entry Systems \_\_\_\_\_ %  
 Portable Systems \_\_\_\_\_ %  
 Other: \_\_\_\_\_ %  
**Total Commercial [C] \_\_\_\_\_ %**

### Residential Clients

Point of Use Systems \_\_\_\_\_ %  
 Point of Entry Systems \_\_\_\_\_ %  
 Portable Systems \_\_\_\_\_ %  
 Other: \_\_\_\_\_ %  
**Total Residential [D] \_\_\_\_\_ %**

Please note: [A] + [B] + [C] + [D] = 100%

## IV. GEOGRAPHIC BREAKDOWN

Please estimate the percentages of your revenues derived from the following regions:

### U.S. Revenues

Northeast United States \_\_\_\_\_ %  
 Southeast United States \_\_\_\_\_ %  
 Central United States \_\_\_\_\_ %  
 Western United States \_\_\_\_\_ %  
**Total U.S. Revenues [A] \_\_\_\_\_ %**

### Non-U.S. Revenues

Canada \_\_\_\_\_ %  
 Mexico \_\_\_\_\_ %  
 Latin America \_\_\_\_\_ %  
 Western Europe \_\_\_\_\_ %  
 Eastern Europe/Former Soviet Union \_\_\_\_\_ %  
 Japan \_\_\_\_\_ %  
 Rest of Asia \_\_\_\_\_ %  
 Australia/New Zealand \_\_\_\_\_ %  
 Middle East \_\_\_\_\_ %  
 Africa \_\_\_\_\_ %  
**Total Non-U.S. Revenues [B] \_\_\_\_\_ %**

Please note: [A] + [B] = 100%

Please Continue on Page 2



# ENVIRONMENTAL BUSINESS JOURNAL®

*Strategic Information for a Changing Industry*

## 2001 Survey of The Top Environmental Testing Lab Firms

*- Please respond by June 8 -*

You can complete this survey **ONLINE!**  
Visit [www.ebiusa.com](http://www.ebiusa.com)

### Dear Environmental Executive:

Environmental Business International, publisher of Environmental Business Journal (EBJ), is conducting a survey of business conditions in the environmental laboratory and analytical services industry. We would like to include your firm in our study and would appreciate your help in completing the attached survey.

### Who We Are...

EBJ is widely recognized as the leading source of strategic business information for the environmental industry. Our research has been cited regularly in trade journals such as Pollution Engineering, Environmental Solutions and Environment Protection, and in business publications such as The Wall Street Journal, The Economist, Fortune and Business Week. Our subscribers include many senior executives from some of the most respected firms in the environmental industry, governmental agencies and the investment and regulated communities.

Using information derived from these surveys, we intend to analyze the environmental testing market and develop a ranking of the top firms according to environmental testing revenues. EBJ will not publish any other data on individual companies without permission. That information will be used for analytical purposes and to draw general conclusions about trends in the lab business.

### What's In It For You?

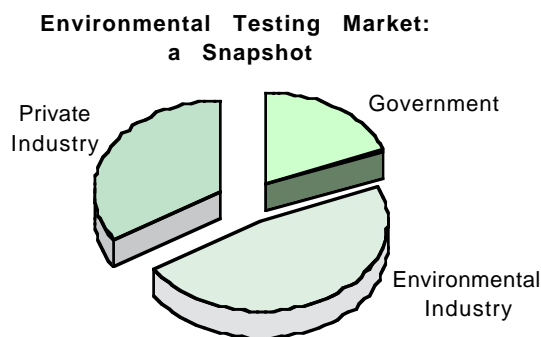
All respondents will receive a FREE summary of the results – including the list of the top environmental testing labs – as published in an upcoming issue of EBJ. If you aren't already familiar with EBJ, please visit [www.ebiusa.com](http://www.ebiusa.com) to request a complimentary sample issue.

For less than 20 minutes of your time, you will receive valuable market intelligence with which to shape your business plan and take advantage of opportunities you may have overlooked.

### Returning The Survey:

Please return your completed survey no later than **Friday, June 8, 2001** to be sure that your firm is included in our list. You can fill out the survey online at [www.ebiusa.com](http://www.ebiusa.com) or return the complete survey by FAX to (619) 295-5743.

Please call **Mariko Killion** at (619) 295-7685 x27 or send email to [mkill@ebiusa.com](mailto:mkill@ebiusa.com) with any questions or comments about EBJ or the survey. We thank you for your time and effort and look forward to sharing the results of this important and timely survey with you.



# EBJ's 2001 Survey of the Top Environmental Testing Lab Firms

## I. CONTACT INFORMATION

Company Name \_\_\_\_\_  Public  Private  
 Your Name \_\_\_\_\_ Subsidiary of \_\_\_\_\_  
 Your Title \_\_\_\_\_ HQ President/CEO \_\_\_\_\_  
 Address \_\_\_\_\_ HQ Address \_\_\_\_\_  
 \_\_\_\_\_  
 Phone \_\_\_\_\_ Fax \_\_\_\_\_ HQ Phone \_\_\_\_\_ HQ Fax \_\_\_\_\_  
 Email \_\_\_\_\_ Web Site \_\_\_\_\_ HQ Email \_\_\_\_\_  
 # of U.S. Lab Locations \_\_\_\_\_ # Outside U.S. \_\_\_\_\_ Last Fiscal Year Ended \_\_\_\_ / \_\_\_\_ / \_\_\_\_

## II. FINANCIAL & GEOGRAPHIC INFORMATION (\$ Millions)

	FY1999	FY2000	FY2001 (est.)
<b>Total Gross Revenues (all operations)</b>	\$ _____	\$ _____	\$ _____
<b>Environmental Lab Services Revenue</b>	\$ _____	\$ _____	\$ _____
Operating Income ( <b>Confidential</b> )	\$ _____	\$ _____	\$ _____
Total Number of Lab Employees	_____	_____	_____
Non-U.S. Revenues	\$ _____	\$ _____	\$ _____

*Distribution of 2000 Non-U.S. Revenue by Region (Total = 100%):*

Canada _____ %	Mexico _____ %	W. Europe _____ %	E. Europe _____ %	Japan _____ %
Rest of Asia _____ %	Aus/NZ _____ %	Mid East _____ %	Latin America _____ %	Africa _____ %

*Revenue by EPA Region (total = 100% of 2000 Domestic Environmental Lab Services Revenue):*

Region 1 _____ % (CT, ME, MA, RI, VT)	Region 2 _____ % (NJ, NY)	Region 3 _____ % (DE, DC, MD, PA, VA, WV)	Region 4 _____ % (AI, FL, GA, KY, MS, NC, SC, TN)	Region 5 _____ % (IL, IN, MI, MN, OH, WI)
Region 6 _____ % (AR, LA, NM, OK, TX)	Region 7 _____ % (IA, KS, MO, NE)	Region 8 _____ % (CO, MT, ND, SD, UT, WY)	Region 9 _____ % (AZ, CA, HI, NV)	Region 10 _____ % (AK, ID, OR, WA)

## III. SAMPLE TYPE & SERVICE TYPE INFORMATION

Please estimate the % of 2000 environmental lab revenues from each area.

Service Type	Expected % growth over next three years				Sample Type	Expected % growth over next three years			
	<5	-5-0	0-3	3+		<5	-5-0	0-3	3+
Sampling _____ %	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	Hazardous Waste _____ %	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Monitoring _____ %	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	Remediation _____ %	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Testing _____ %	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	Solid Waste _____ %	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Consulting _____ %	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	Water/Wastewater _____ %	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other Service _____ %	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	Air Compliance _____ %	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<b>Total</b> _____ %	<b>100</b>				<b>Total</b> _____ %	<b>100</b>			

## IV. CLIENT INFORMATION

Please estimate the % of 2000 environmental lab revenues from each market.

Government Clients		Expected % growth over next three years				Private Industrial Clients		Expected % growth over next three years			
		<-5	-5-0	0-3	3+			<-5	-5-0	0-3	3+
Federal Government _____ %		<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	Chemical & Plastics Manufacturing _____ %		<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
State Government _____ %		<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	Pharmaceuticals Manufacturing _____ %		<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Local Government _____ %		<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	Petroleum Exploration/Refining _____ %		<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<b>Total Government</b> _____ %	<b>A</b>					Metals Manufacturing _____ %		<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<b>Environmental Industry Clients</b>		Expected % growth over next three years				<b>Mining</b>		Expected % growth over next three years			
		<-5	-5-0	0-3	3+			<-5	-5-0	0-3	3+
Solid Waste Mgmt Firms _____ %		<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	Electronics/Computer Manuf. _____ %		<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Haz Waste Mgmt Firms _____ %		<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	Transportation Equip. Manuf. _____ %		<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Remediation/Industrial Svs Firms _____ %		<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	Agriculture _____ %		<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Engineering & Consulting Firms _____ %		<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	Pulp & Paper _____ %		<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other Environmental _____ %		<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	Gas Stations _____ %		<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<b>Total Environmental</b> _____ %	<b>B</b>					Utilities _____ %		<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
						Financial & Real Estate Svs _____ %		<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
						Other (Specify) _____ %		<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
						<b>Total Industrial</b> _____ %	<b>C</b>				

**Note: A + B + C = 100**

## V. WEB SITE INFORMATION

How would you describe the use of your web site (check all that apply):

- Provides product/service information   
  Permits customer interaction   
  Takes online orders  
 Reports work progress to customers   
  Provides online payment option   
  Permits creation of 1:1 customer relationships  
 Other \_\_\_\_\_

Check here if you would like to be interviewed for an upcoming issue of EBJ on the Environmental Testing Sector

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# ENVIRONMENTAL BUSINESS JOURNAL®

*Strategic Information for a Changing Industry*

## ***2001 Survey of Top Air Pollution Control Equipment Manufacturers***

***\*\* Time sensitive, please respond by June 8 \*\****

**NEW!**  
Now you can complete the survey online!  
Visit [www.ebiusa.com](http://www.ebiusa.com)

### **Dear Air Pollution Control Executive:**

*Environmental Business Journal* (EBJ) is researching the Air Pollution Control (APC) industry for 2001 Air Quality Markets issue of EBJ. We would like to include your firm in our study and would appreciate your help in completing the survey.

Using information from the surveys, we intend to publish an analysis of the APC in the upcoming EBJ. This issue will include a ranking of leading air pollution control companies.

We recognize that some of the information we are asking for might be considered “sensitive,” so it should be understood that only your company’s revenue from air pollution control activities will be listed in our rankings. All other data (including margins, employees and revenue distributions) will be used strictly for analytical purposes and will remain **strictly confidential**.

### **WHAT’S IN IT FOR YOU?**

All respondents will receive a **FREE** copy of the APC issue of *EBJ*, as well as a **FREE** summary of the results – including the list of the top APC manufacturers and compiled total market breakdowns. If you aren’t already familiar with *EBJ*, please visit EBI’s website at [www.ebiusa.com](http://www.ebiusa.com) to request a **FREE SAMPLE** issue.

### **RETURNING THE SURVEY:**

Please return your completed survey by the deadline of **Friday, June 8, 2001** to be sure that your firm is included in our list and that you receive our summary of results. Surveys can be returned by fax to **(619) 295-5743**. You can also fill out this survey online at [www.ebiusa.com](http://www.ebiusa.com).

### **THANK YOU!**

Please don’t hesitate to call Mariko Killion toll-free at **(619)295-7685 ext. 27** or send e-mail to [mkill@ebiusa.com](mailto:mkill@ebiusa.com) if you have any questions or comments. We thank you in advance for your time and effort, and look forward to sharing the results of our survey with you.

# Environmental Business Journal's 2001 Air Pollution Control Industry Survey

## COMPANY INFORMATION

Company Name	<input type="checkbox"/> Public <input type="checkbox"/> Private
Your Name	HQ President/CEO
Your Title	HQ Address
Address	
Phone	HQ Phone
E-mail Address	HQ fax
	Subsidiary of:
	Web Site

## FINANCIAL INFORMATION (in \$ millions)

	1999	2000	2001 (est.)
Total Gross Revenue (all operations)	\$	\$	\$
<b>Air Pollution Control Equipment Revenue</b>	\$	\$	\$
Backlog of Air Pollution Control Equipment Orders	\$	\$	\$
APC Employees			
Non-US Revenues (Exports)	\$	\$	\$
Pre-bonus, pre-tax profit (loss) on APC revenue (check one range for each year)	<input type="checkbox"/> <0% <input type="checkbox"/> 0-2% <input type="checkbox"/> 2-4% <input type="checkbox"/> 4-6% <input type="checkbox"/> 6-8% <input type="checkbox"/> 8-10% <input type="checkbox"/> >10%	<input type="checkbox"/> <0% <input type="checkbox"/> 0-2% <input type="checkbox"/> 2-4% <input type="checkbox"/> 4-6% <input type="checkbox"/> 6-8% <input type="checkbox"/> 8-10% <input type="checkbox"/> >10%	<input type="checkbox"/> <0% <input type="checkbox"/> 0-2% <input type="checkbox"/> 2-4% <input type="checkbox"/> 4-6% <input type="checkbox"/> 6-8% <input type="checkbox"/> 8-10% <input type="checkbox"/> >10%

Please estimate the percentage of 2000 gross NON-US APC equipment revenues within each of the following regions (total=100%):

Canada _____ %	Mexico _____ %	Latin America _____ %	Western Europe _____ %	Eastern Europe _____ %
Japan _____ %	Rest of Asia _____ %	Australia/NZ _____ %	Middle East _____ %	Africa _____ %

**Of your total Air Pollution Control (APC) revenues, what percent is from the following categories?**

**Also, please rate the growth potential for each category over the next 3 years – High, Medium or Low (H, M or L)**

EQUIPMENT/SERVICE TYPE	Percent of '00 APC Revenue	Growth H M L	MARKET (Client Industries)	Percent of '00 APC Revenue	Growth H M L
FGD/Scrubbers	_____ %	<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>	Electric Utilities	_____ %	<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>
Electrostatic Precipitators	_____ %	<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>	Pulp & Paper Manufacturing	_____ %	<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>
Fabric Filters/Baghouse Equipment	_____ %	<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>	Independent Power Producers	_____ %	<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>
Oxidation Systems	_____ %	<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>	Incinerators & Waste-to-Energy	_____ %	<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>
NOx Control Systems	_____ %	<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>	Chemical, Pharm. & Plastics	_____ %	<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>
Carbon Adsorption	_____ %	<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>	Petroleum Refining	_____ %	<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>
Delivery Systems (pumps, nozzles, etc.)	_____ %	<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>	Mining	_____ %	<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>
Consulting & Design/Engineering	_____ %	<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>	Paint & Coatings/Metal Finishing	_____ %	<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>
Monitoring Equipment (CEMs etc.)	_____ %	<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>	Stone, Clay, Glass & Cement	_____ %	<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>
Materials & Supplies	_____ %	<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>	Primary Metals (Steel, Copper, etc.)	_____ %	<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>
Other (_____)	_____ %	<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>	Landfills	_____ %	<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>
<b>Total APC Equipment Revenue</b>	<b>100%</b>		Textiles & Leather	_____ %	<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>
			Food Processing	_____ %	<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>
			Wastewater Treatment Plants	_____ %	<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>
			Printing & Publishing	_____ %	<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>
			Electronics & Computers	_____ %	<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>
			Machinery Manufacturing	_____ %	<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>
			Energy Exploration (Coal, Oil & Gas)	_____ %	<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>
			Remediation & Env. Cons. Firms	_____ %	<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>
			Other (_____)	_____ %	<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>
			<b>Total APC Equipment Revenue</b>	<b>100%</b>	
			New Sources	_____ %	<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>
			Retrofitting Existing Sources	_____ %	<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>
			<b>Total APC Equipment Revenue</b>	<b>100%</b>	

**Please rate each of the following in terms of their impact on driving sales of your company's APC equipment**

(Scale: 1=No Impact, 2= Small Impact, 3=Moderate Impact, 4= Strong Impact, 5=Very Strong Impact on Sales)

Factor	1	2	3	4	5	Factor	1	2	3	4	5
Clean Air Act Title I - Ambient Air Quality	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	Local Air Quality Standards	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Clean Air Act Title III - Air Toxics	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	Level of Enforcement Activity	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Clean Air Act Title IV - Acid Rain	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	Economic Conditions in Customers' Industry	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Clean Air Act Title V - Operating Permits	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	Pub. Pressure/Corporate Environmentalism	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
New MACT Standards for Industry	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	TRI Listings	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Risk Management Plans	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	Other (_____)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

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