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# CUSTOMER CONNECTION

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## MAGAZINE ARTICLE SAYS PVC SAVES CITIES MONEY



A new column in the August issue of Journal AWWA, the official publication of the American Water Works Association, says open procurement for water infrastructure products—including JM Eagle plastic pipe—and alternative design methods will save cities money.

project delivery options such as design-build and open materials selection such as PVC.”

The author says the benefits of a design-build approach to water infrastructure jobs, which can net 43 percent cost savings and reduce project schedules by 33 percent. Plastic pipe, he writes, particularly lends itself to this process.

“Each pipe material has unique qualities that can prove advantageous, depending on many engineering and construction factors,” he says.

“PVC has the edge for trenchless installations (horizontal directional drilling, pipe bursting, slip-lining) and for highly corrosive environments.”

He says elected officials are promoting new

technologies and materials to their voting public as evidence of innovative thinking and lower costs. This comes as the shortcomings of ductile iron pipe are coming more and more to light.

“City councils and water boards across the United States are learning that corrosion is not reversible and that nonmetallic pipe materials are the best suited for poorly drained soils of low resistivity and high-corrosion soil conditions with excessive stray currents,” writes Baird. “Private studies also report that alternative pipe materials such as PVC have an average overall project cost reduction—including bedding and installation—of nearly 35 percent.”

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Authored by Gregory M. Baird, managing director and CFO of AWI Consulting, the Money Matters piece titled “Reducing costs through open procurement and alternative product delivery”

describes in detail the benefits to cities of changing the way they select and install their products. He encourages cities to open up their processes to be more receptive to product innovations like plastic pipe.

“Many municipalities may be leaving 10 to 20 percent of savings on the table with outdated procurement policies that limit best value, life cycle costs analysis, new technologies, methodologies and materials,” writes Baird, who also serves on the Economic Development and Capital Planning Committee with the Government Finance Officers Association for the United States and Canada. “For example, utilities should consider adopting open procurement practices to allow for alternative

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