

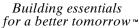
## CUSTOMER

open

water

environments. 55

AUGUST 2011



Project Delivery

Money



SAYS PVC SAVES

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

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

schedules by 33 percent. Plastic pipe, he writes,

particularly lends itself to this process.

"PVC has the edge for trenchless installations (horizontal directional drilling, pipe bursting, slip-lining) and for highly

He says elected officials

trenchless installations and for highly corrosive corrosive environments."

> 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."

To read the complete story, click here

Authored by Gregory M. **If PVC has the edge for** Baird, managing director 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"Many municipalities may be leaving 10 to 20 percent of savings on the table with outdated procurement policies that limit best value, life cycle costs analysis, new technologies, methodologies and materials," writes Baird, who also serves on the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

For more information, visit <u>www.jmeagle.com</u> or contact your representative.