

2021

**Trenchless**  
TECHNOLOGY

**TOP 50**

# Trenchless Engineering Firms

Thank you for participating in *Trenchless Technology's* 2021 Top 50 Trenchless Engineering Firms Survey. In order to guarantee that your company's information can be considered, please complete this form by Oct. 22, 2021. Please read all directions carefully before entering information.

The Top 50 list will be featured in the December issue of *Trenchless Technology*.

If you are interested in increasing your exposure with an advertisement, please email [Kelly Dadich](mailto:kelly.dadich@trenchlesstechnology.com) for pricing and material deadlines.

## INSTRUCTIONS:

Completing and submitting the survey is easy. This interactive PDF will allow you to type your responses directly into the document. When you are finished, save it as a PDF to your desktop. Finally, email it as an attachment to [Andrew Farr](mailto:andrew.farr@trenchlesstechnology.com). This form is also available to download at [trenchlesstechnology.com/engineering-survey](http://trenchlesstechnology.com/engineering-survey).

**DEADLINE:**  
**FRIDAY,**  
**OCTOBER 22, 2021**

\* Denotes required item.

## 1 COMPANY INFORMATION

\* Company:

\* Address:

\* City:

\* State/Province:

\* Zip/Postal Code:

\* Country:

\* Phone:

\* Email Address:

\* Website:

## 2 ADDITIONAL DETAILS

\* Name and title of person completing this form:

\* Email and phone number of above person:

\* Please provide a brief company profile (~50 words):

\* In 100-150 words, please give a brief summary of **one** notable trenchless project completed by your firm in the past year. If your firm makes the Top 10 on the list, this may be published in *Trenchless Technology's* December issue. Please make sure the project summary is approved for publication.

### 3. SURVEY QUESTIONS

**\*IMPORTANT – PLEASE NOTE:** The following questions are regarding **North American revenue and North American projects only**. Please exclude revenue from projects outside of North America.

\*The primary question asked on this survey is regarding your trenchless revenue. Trenchless revenue can be defined as the **net** revenue your firm generated from trenchless professional services including design, construction oversight and inspection using any of the trenchless installation and rehabilitation methods listed in **Section 4** below. As another general rule of thumb on what constitutes “trenchless” for new installation...if it can be trenched as an alternative, then it’s trenchless. To the best of your ability, only include revenue for work completed by your firm and not revenue for work completed by subconsultants.

This year, we are asking firms to break out their trenchless revenue from the United States, Canada and Mexico. Only enter your numbers for the countries that apply, in addition to the Total box. **If you do not enter information in the United States, Canada or Mexico boxes and only enter information in the Total box, we will assume all your trenchless revenue came from the United States and it will be reported as such. Please keep all dollar amounts in U.S. dollars (USD).**

#### UNITED STATES

\* Total Trenchless Net Revenue from 2020 Labor Hours (or last fiscal year): \$ \_\_\_\_\_ (USD)

#### CANADA

\* Total Trenchless Net Revenue from 2020 Labor Hours (or last fiscal year): \$ \_\_\_\_\_ (USD)

#### MEXICO

\* Total Trenchless Net Revenue from 2020 Labor Hours (or last fiscal year): \$ \_\_\_\_\_ (USD)

#### TOTAL

**\*IMPORTANT – PLEASE NOTE:** The information you will enter in this box is similar to what we have asked for on previous surveys. The Top 50 ranking will be based on what you enter for question 1 below. This figure should equal the sum of your trenchless figures broken out by country.

- \* 1. Total North American Trenchless Net Revenue from 2020 Labor Hours (or last fiscal year): \$ \_\_\_\_\_ (USD)
- \* 2. Total North American Company Net Revenue from 2020 Labor Hours (or last fiscal year): \$ \_\_\_\_\_ (USD)
- \* 3. Trenchless Net Revenue as Percentage of Total Company Net Revenue: \_\_\_\_\_ %
- \* 4. Number of Trenchless Design Specialists: \_\_\_\_\_

### 4. TRENCHLESS METHODS USED:

**\*IMPORTANT – PLEASE NOTE:** For the new installation methods, please count projects with multiple bores, drives, crossings, etc., as one project.

**\*IMPORTANT – PLEASE NOTE:** For Pipeline Rehabilitation and Pipeline Evaluation Studies, these figures should now be reported in total linear feet.

- Auger Boring \_\_\_\_\_
- Direct Pipe \_\_\_\_\_
- Guided Boring/Pilot Tube \_\_\_\_\_
- Horizontal Directional Drilling \_\_\_\_\_
- Microtunneling \_\_\_\_\_
- Pipe Ramming \_\_\_\_\_
- Utility Tunneling (\*generally 10-ft diameter or less) \_\_\_\_\_
- Non-Jack Methods \_\_\_\_\_
- Pipe Bursting/Slitting \_\_\_\_\_
- Pipeline Rehabilitation (water, storm, sewer, oil & gas, etc.) \_\_\_\_\_ (total linear feet)
- Pipeline Evaluation Studies (water, storm, sewer, oil & gas, etc.) \_\_\_\_\_ (total linear feet)
- Subsurface Utility Engineering \_\_\_\_\_
- Other \_\_\_\_\_

**DEADLINE: FRIDAY, OCTOBER 22, 2021**