



FAX COVER SHEET

TO: TRANSPORTATION CONSTRUCTION CONTRACTORS

FROM: DR. BILL BUECHNER, VICE PRESIDENT ECONOMICS & RESEARCH

DATE: SEPTEMBER 30, 2009

NUMBER OF PAGES: 4

ARTBA needs your help! ARTBA's quarterly **Transportation Construction Market Industry Conditions Survey** is a valuable tool that provides real market intelligence to our government affairs team and transportation leaders on Capitol Hill. Particularly in the current economic environment, we need to know your perspective and outlook for 3Q 2009 and the coming year.

By participating in ARTBA's 3Q 2009 Market Conditions Survey, you will receive **FREE** market intelligence on the transportation construction industry to help you understand your business environment and give your company a competitive edge.

The quarterly **Transportation Construction Market Industry Conditions Survey** provides real time information about construction work performed, prices, employment, profit margins, material shortages and construction delays. Responses are due October 15.

By taking a few minutes to fill out this survey you will receive a copy of the national results at no charge. Can you afford not to participate?

Only aggregate results will be released—no responses of individual companies will ever be revealed.

If you have any questions, please call me at 202-289-4434.

You can also participate in the survey online by visiting
<http://www.zoomerang.com/Survey/?p=WEB229PJSXMX5P>
or www.artba.org



Economics
&
Research

**TRANSPORTATION CONSTRUCTION
INDUSTRY CONDITIONS SURVEY**

Prepared by ARTBA: The Leading Source of U.S. Transportation Construction Market Research

For the Quarter Ending September 30, 2009

Please complete this questionnaire by checking the appropriate responses and faxing your completed form to ARTBA's Sarah Crane by COB Thursday, October 15, at 202-289-4435. Responses received after the due date will not be counted. All responses will be confidential.

Your Name _____ Your Company _____

E-mail address for receiving results _____

State(s) in which your company does transportation work: _____

Type of transportation work performed by your company during this past quarter: (provide percent breakdown)

- _____ Highway
- _____ Bridge
- _____ Airport
- _____ Rail, light rail, transit
- _____ Waterway and port

For the following questions, please check only one.

1. Construction work performed

Compared to the same quarter last year, the amount of construction work performed on transportation projects by my company during the most recent quarter was –

Up _____ About the same _____ Down _____

2. Employment

Compared to the same quarter last year, the total number of people employed by my company during the most recent quarter was –

Up _____ About the same _____ Down _____

3. Backlog

Compared to the end of the same quarter last year, my company's backlog of construction work on transportation projects at the end of this most recent quarter was –

Up _____ About the same _____ Down _____

4. Capital Spending

Compared to the same quarter last year, capital spending by my company during the most recent quarter, excluding inflation, was –

Up _____ About the same _____ Down _____

5. Profit Margins

Compared to the same quarter last year, my company's profit margin on transportation projects during the most recent quarter was –

Up _____ About the same _____ Down _____

6. Wages and Salaries (Recent trend, not compared to year ago)

During the past three months, the wage rates and salaries my company pays its employees have been –

Rising _____ Staying about the same _____ Falling _____

7. Cost of Materials (Recent trend, not compared to year ago)

During the past three months, the cost of materials used in construction of transportation projects by my company has been –

Rising _____ Staying about the same _____ Falling _____

8. Shortages (For this question, check all that apply)

During the last three months, my company has experienced shortages in the following areas –

- _____ Skilled labor
- _____ Unskilled labor
- _____ Construction materials
- _____ Construction equipment
- _____ No shortages have been experienced
- _____ Don't know

9. Delays (For this question, check all that apply)

During the most recent quarter, has any of your company's planned transportation construction work been significantly delayed for any of the following reasons:

- _____ Weather-related delays
- _____ Unexpected delays in obtaining permits
- _____ Lawsuits involving environmental or regulatory challenges
- _____ Design or owner-related problems
- _____ Strike or other labor action
- _____ Other (describe) _____

10. Business Planning

Which of the following scenarios best describes the outlook underlying your firm's business planning for the next 12 months –

- _____ Recession
- _____ Sluggish Growth
- _____ Normal Growth
- _____ Above Normal Growth

11. Capacity

Which of the following best describes your firm's current capacity situation:

- _____ Working at 100 percent of capacity - could not increase current level of construction work without significant business expansion or merger
- _____ Working at 90 – 100 percent of capacity – company has small amount of capacity to increase construction work above current level
- _____ Working at 75 – 90 percent of capacity – company has significant capacity to increase construction work above current level
- _____ Working at less than 75 percent of capacity – company is currently working well below capacity

12. Equipment Purchase Outlook

Compared to the past 12 months, the amount my company currently plans to spend to purchase construction equipment during the next 12 months will be –

Up _____ About the same _____ Down _____

13. Equipment Leasing Outlook

Compared to the past 12 months, the amount my company currently plans to spend to lease construction equipment during the next 12 months will be –

Up _____ About the same _____ Down _____

14. Additional Comments

Please fax completed form to Sarah Crane at 202-289-4435 by October 15.