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Segmental Retaining Walls Sales Increase 3% in 2016

Compared to sales in 2015, the overall sales of segmental retaining wall (SRW) units increased 3% in 2016 for the US and Canada, according to a study released by the National Concrete Masonry Association. Coupled with the 6.5% increase in sales in 2015, the survey shows continued growth for the SRW industry in North America.

The *2017 NCMA SRW Sales Survey* is the second year of this industry survey. In total, 39 individual companies provided data for the survey, from both SRW producers and SRW licensors. The producers that responded represent 178 plant locations across the United States and Canada. Data was submitted in four different categories of SRW products: ‘DOT quality products’, ‘8 in. height SRW units’, ‘6 in. height SRW units’, ‘Boundary wall units’ (such as those used for fences or other vertical applications not retaining soil) and ‘other’ (which includes all other SRW products).

The category with the largest growth in 2016 was ‘DOT quality products’, which experienced a 20% increase in sales from 2015. Increases in sales in 2016 were also seen for ‘8 in. height SRW units’ and ‘Boundary wall units’.

“The results of this survey show the continued strength of the segmental retaining wall unit market”, said Steve Berry, NCMA’s Board of Directors Chair. “Additionally, efforts to target departments of transportation and other institutional decision-makers have helped grow the market for DOT quality products. The year-over-year increase in sales benefits all in the industry, including producers, designers, engineers, and those who supply machinery, materials, and other products to segmental retaining wall producers.”

The complete survey is available for purchase for \$1,500 to individuals who are not members of NCMA. NCMA members pay only \$99, a significant discount from the retail price. Please contact NCMA for more information on purchasing the survey.

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National Concrete Masonry Association (NCMA), a trade association that represents the producers and suppliers of concrete masonry products, organized to advance, protect and promote the common interests of its members.