

Sewer Cable Market Size and Forecast (2020 - 2030), Global and Regional Share, Trend, and Growth Opportunity Analysis Report Coverage: By Geography

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Abstracts

The sewer cable market size is projected to reach US\$ 115.99 million by 2030 from US\$ 84.32 million in 2022; the market is expected to register a CAGR of 4.1% during 2022–2030.

Sewer cable manufacturers operating in the market are facing significant competition from local manufacturers. To effectively compete in the market, these manufacturers are partnering with local distributors and online platform providers to reach their target audience. For instance, RIDGID sells its sewer cables via various e-commerce platforms, including Amazon.com, to reach the residential end user segment. Several well-known brands have collaborated with local distributors as well. For instance, in October 2023, LJM Plumbing, one of the leading plumbing service providers, announced a new partnership with Hot Water Brisbane and Drain Cleaning Brisbane. This collaborative venture plans to provide businesses in the region with comprehensive, industry-leading commercial plumbing solutions. Similarly, Duracable has an extensive list of authorized distributors including EPL Solutions (US), Western Drain Supply (US), Winnipeg MB Canada (Canada), and CPR Supplies Duracable and Repair Center (US). Apart from partnering with distributors, manufacturers also offer repair services via various repair centers located in key revenue-generating regions. Offering repair and maintenance services to the customers allows manufacturers to create a loyal customer base. Therefore, efforts made to strengthen distribution networks and offer high-quality repair services are likely to bring new sewer cable market trends in the coming years.

The sewer cable market presents fair opportunities for the various cable manufacturers to enter the market. This is due to the fact that, the straightforward design of the cables,

substantial demand from the end users, and nominal Capex. These factors encourage various drain cleaning product manufacturers to venture into drain cleaning cable manufacturing and offer their products at a competitive price. The developing countries pose higher opportunity for the new entrants to venture, increase customer base, and generate higher sales. Pertaining to the factors mentioned above, the impact of threat of new entrants is low in the current scenario and is also foreseen to remain low throughout the forecast period. Since, cables play a pivotal role in sewage cleaning, the manufacturers of sewage cleaning equipment/systems continuously procure sewer cables from the cable manufacturers or distributors. This factor highlights no significant substitution to the sewer cables. Thus, the threat to substitutes remains low throughout the forecast period. The sewer cable market is a fragmented market with the presence of well-established and industry recognized players as well as emerging or private players. The sewer cable market players compete among each other on various parameters such as pricing, material of the cable, service life, shipping lead time, and number of distributors, among others. These parameters enhance the competitiveness among the market players and are anticipated to maintain a prominent level of competitive rivalry amongst the sewer cable manufacturers.

Hongli Pipe Machinery; General Wire Spring Co.; MyTana LLC; SEWER CABLE EQUIPMENT COMPANY.; Coast Manufacturing; DURACABLE; Electric Eel Manufacturing; Ferguson Enterprises, LLC.; RJM Equipment Sales, Inc; Spartan Tool; Trojan Worldwide Inc; Drain Cables Direct (DCD); Gorlitz Sewer & Drain, Inc.; Milwaukee Tool; and RIDGID are among the key sewer cable market players.

The overall sewer cable market size has been derived using both primary and secondary sources. To begin the research process, exhaustive secondary research has been conducted using internal and external sources to obtain qualitative and quantitative information related to the market. The process also serves the purpose of obtaining an overview and forecast of the sewer cable market size with respect to all market segments. Also, multiple primary interviews have been conducted with industry participants and commentators to validate the data and gain more analytical insights. Participants of this process include VPs, business development managers, market intelligence managers, national sales managers, and external consultants—such as valuation experts, research analysts, and key opinion leaders—specializing in the sewer cable market.

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