Going with the Flow: Expanding the Water Markets

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Executive Summary

Beginning with the Carter “hit list” and continuing with the fiscal conservatism of the Reagan administration, westerners have been obliged to realize that the days of concrete and steel solutions to water problems are gone. In stressing the West’s need to adjust to the new realities of water, Gov. Richard D. Lamm of Colorado described the change that has taken place as follows:

When I was elected governor in 1974, the West had a well-established water system. . . . Bureau [of Reclamation] officials and local irrigation districts selected reservoir sites and determined water availability. With members of the western congressional delegation, they obtained project authorization and funding. Governors supported proposals, appearing before congressional committees to request new projects, and we participated in dam-completion ceremonies.

In 1986, the picture is quite different. The boom in western resources development has fizzled, though tourism remains an economic mainstay. . . . Congress, including members of the western delegation, has to worry about how to cut spending, not which [water] projects to fund. . . . Farmers are trying to stay in business and are recognizing that their water is often worth more than their crops. Policymakers recognize that the natural environment must be protected because it is a major economic asset in the region.

The current political, social, and economic climate is ushering in a whole new era in western water. In the face of efforts to curtail runaway government spending and protect the environment, water institutions must foster the conservation and efficient allocation of existing supplies. They must also take water’s growing recreational and environmental value into account. The crucial question is, can the current water institutions meet today’s requirements?
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International capital flows recovered, the policy discussion focused on the possible problems the surge in capital inflows could cause for emerging market economies and how policymakers can and should manage inflows. New micro evidence to answer an age-old question. In our recent work, we take a step back and look at the other side of the coin: are capital inflows a blessing in that they enhance growth? An extensive literature has attempted to answer this question, and found little conclusive evidence that capital inflows yield significant benefits. The lack of such evidence in studies base on hard scientific and meticulous study. Phrases like once-in-a-century storm are often thrown around. The Dutch, with a knowledge of water, tides and floods honed by painful experiences, can calculate to the centimetre and the Dutch government legislates accordingly, exactly how high or low to position hundreds of dikes along rivers and other waterways to anticipate storms they estimate will occur once every 25 years, or every 10,000 years, or every 10,000. And now the evidence is leading them to undertake what may seem, at first blush, a counterintui Going hand-in-hand with that is battery-powered technology, particularly with flow measurement. You’re starting to see battery powered ultrasonic flow meters, which is a product we have.  Over the years they have gone into this market ahead of us with other products and services. When we started looking at this market, that was one of the resources we leaned on very heavily to go out and survey our distributors and reps to find out what they saw as the needs and trends in the market. We understood the technology, certainly, but it’s more than just technology.  Before we let you go, share with the audience how they can contact Hoffer and about some good works you are doing. Bob: Thank you very much. Hoffer Flow Controls, you can contact us by phone at 1-800-628-4584.