

The Pipe Liner

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Contractor Costs for Lateral Lining

We get questions all the time about cost for the contractor to do lining. Many think that pipe bursting is less expensive because HDPE pipe is \$4 to \$5 per foot or less compared to \$13 to \$15 per foot for lining materials for rehabilitation. We've watched customers spend two days on a pipe burst that they could have lined and cured in less than 4 hours, but because they based their overall cost on the cost of the materials, they cost themselves profit. Let's not confuse material price with profit. We have software to determine the cost of CIPP lining and Pipe Bursting based on your company and local conditions. The software considers your labor rates, equipment demands, your estimate of liners you can sell per year, and your average job distances from your call records. Taking all of these variables into account, we can project revenue and expense for pipe rehabilitation in your particular trade area, and break it down to a projected cost per foot. You can add over \$14,000 per month to your bottom line with lining or bursting by installing one job per week. These are projections. Market conditions

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What Makes Us Different?

In visiting a customers' jobsite awhile back, we observed chaos in progress. It was a warm day, about 84 degrees, and not much shade at the jobsite. The resin was stored at ambient temperature and was about 80F at the time it was mixed. Things were a little hurried up to mixing of the resin. Once the hardener went into the base, the jobsite became utter panic.



People were screaming at others to hurry up. People were running into each other trying to get the liner in the ground before it began curing. Things got worse when the lining material got hung up at one point, and pandemonium broke out trying to release the air from the liner tank, and winding the liner back into the can. From mixing time to getting the liner and calibration tube into the liner and under air pressure was a total of 32 minutes, including the 8 minutes correcting the misfire. Once in place, the crew was exhausted. I reflected back to the crews we train, including those we train on using the "tank" or "can" inversion tool. There isn't any panic. No one yells. The liners get in the pipe at about the same rate using either the "tank" or the Liner Gun. Two things were evident. They didn't use any check list to follow a structured plan to get the liner installed. They also didn't control their resins environment. We spent the day retraining the crew to follow a **Step by Step** process, and controlling their resin temperatures, and they actually increased their productivity, and did it without the chaos they were used to.

specific to your area may be differ. See what cost and revenue totals you can realize. Contact us at 714-630-6311.

Pros and Cons of Air and Water Curing

There is the age old debate over whether it's better to cure the liner with air or heated water. Each method offers advantages, so let's look at the advantages for each.

Air curing:

1. No additional cost for heating equipment and hose
2. Can cure the liner by leaving it attached to the liner gun.
3. Accelerators can speed up the curing process
4. Fewer steps to the process
5. No maintenance for air cure equipment

Heat curing:

1. Faster Cure time
2. Consistently better finished product as water acts as heat sink during cure process
3. Assurance that all of the liner has cured
4. While there is an expense in buying and maintaining the heating device, the offset in labor savings more than pays for it
5. Ability to generate more revenue per day

If you are looking for production and a way to lower cost, heating the liner is a clear choice, however, by upselling your customers for other plumbing related items while you're on site waiting for the air cure, may generate more revenue by the other sales. In addition, you may find that if you are lining two lines at the same site, air curing one, and heat curing the other so they both finish at about the same time, may be the better way to go. So the debate will continue. There is not a definite answer. Your job, as the manager of your operation, is to weigh each, and see which fits better for how you operate.

Pipe Lining Supply Add A

Compressor Line to Its' Wares

We are pleased to become the authorized sales and service center for Compressed Air Systems. While the most popular unit for the lining application is the 30 CFM gasoline powered unit, we have a full line of compressors available from 3.7 CFM to a 480 volt 230 CFM mounted compressor. With our 30 CFM unit, you can open the air delivery valve to the liner gun, and control the flow of material through the gun with limited use of the bladder control. For more information, contact us.



Coming Up Short/Long

When lining a line that you want to end at a very specific place, there are many variables that you need to consider. Needed felt stretches some, but not very much, and controlling air pressure during installation can give you the finish location pretty close to where you anticipated it to be. Wovo Liner or Super Flex Thick are flexible materials, made to stretch and make turns, bends, and small changes in actual diameter. While using these materials solve the problems where turns, deflected joints, and diameters change, your final ending location may be 7% plus or minus where you anticipated. Additionally you



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need to allow for turns. 45 degree turns will shrink back 2" to 3" depending on diameter, and 90 degree turns will shrink back 5" to 6". The higher the installation pressure, the farther these materials will stretch. So, how can we negotiate two 45's and 2 90's and hope to be close to where we want to be? We have customers that are installing a **Sectional Seal™** at the last joint before the main, using a 2' kit. Once that is cured, they are lining to the **Sectional Seal™** which allows them a 2' window to hit rather than a 2" window. Using either felt or one of our flexible liners will give you better odds of lining everything you want to line. Others are intentionally lining long, into the main. After lining, they will sharpen an expandable blade and put it on a cable machine, push the blades past the end of the cured liner, and pull the blades back to the liner, peeling away cured liner back to the main. Either method works, but you must plan for it and not let it surprise you when you end up short or long. It will also give you an opportunity to ask for extra money for the lining job due to the complication of lining to a final joint with turns and bends.

CALENDAR OF EVENTS

SPECIAL EVENT

LOUISVILLE, KY
FEB. 25 – 28, 2009
Pumper/Cleaner Show

SPECIAL EVENT

DEL MAR, CA
MARCH 14, 2009
San Diego PHCC Trade Show

SPECIAL EVENT

LONG BEACH, CA
MAY 16, 2009
GLAA PHCC Trade Show

2009 EQUIPMENT PACKAGE

Pipe Lining Supply offers a complete inversion system designed to repair lateral sewer lines. You will be ready to line pipes that are from 3" thru 10" in diameter and lengths up to 300'.

You will be able to repair lines with bends, lines with pipe missing, cast with the bottom gone, and 4" x 6" transitions. All without digging up your customers yard.

Max Liner Gun



Max Hot Kick



Cal Roller



Vacuum Unit

The Complete Equipment Package includes the following:

- MaxLiner Liner Gun Set
- Adapter Rings
- Calibration Roller
- Max Hot Kick Boiler
- Digital Scale
- Vacuum Pump
- Air Control Box
- Air Plugs
-

Call Today at 714-630-6311

Website Updates

We've made changes to our website to be more responsive to your needs. Check it out and let us know what you think. www.pipeliningupply.com

Last Word

Many businesses are experiencing a downturn in the market place due to the economic slowdown and the mortgage crisis. Some of you have learned to prosper in the slowdown. We've learned the secrets of drain cleaning contractor who are prospering in a slowdown, and want to share them with you. While curing the liners, the techs are hanging door hangers telling the neighbors what they are doing at the house there are working at, including the address. They are also taking time with the customers explaining their root issue, and what alternatives there are to continual cleaning. I've talked to several who've noted a 20% to 25% decline in calls, but a \$ 0.0015% to 20% increase in revenue. That increase was directly attributable to lining. The cost of trying this method? \$0.00

Tech Corner - CFM Delivery

Occasionally we get calls from customers complaining about the liner not wanting to invert in the pipe and they've never had problems before. The most common problem is an air restriction that will deliver the pressure needed, but is low on CFM (cubic feet per minute) on the volume side of the need. We've found the ball valves on the controller for the liner gun turned so that while the handle showed the valve open, it was actually only partially open. Depending on how much closure, the 25CFM needed by the liner gun gets starved and the performance goes to no liner moving down the throat of the gun. We've found filters plugged on tow behind units, bad valves on the tow behinds, leaking air hoses, and pinched hoses between the liner gun and the control box. If all of those things check out, and you are still having problems getting a liner to move through the gun, perform an anemometer test on your compressor to insure it's delivering the advertised capacity you started with.



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ADDRESS CORRECTION REQUESTED

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