Lateral Lining News

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Epoxy vs other resins!

The sewer lateral industry has chosen epoxy resin as the resin of choice for sewer lateral repair. While there are several alternatives to epoxy, they all come with limitations that give the epoxy resins the "leg up" on the others.

1. Most lateral repairs occur close to the building when the repair is being made. Many other resins give off odors that tend to be noxious to the area. Styrene has routinely sent many to emergency rooms with complaints of burning lungs, and concerns about the health effects of the exposure. Epoxy resin has low or no volatile organic compounds that produce the odors and toxicity of styrene based resins.
2. Epoxy resin is simple to use. Mixing charts make it easy. Polyester resins, vinylesters, and polyurethanes, require some knowledge of chemistry, refrigeration of volatile organic compounds, or fillers that require special handling.
3. Epoxies can be stored for up to 2 years without refrigeration. Most of the other formulations must be used within a 6 month window.
4. Sewer utilities like epoxies since they cause no damage to the chemistry of the existing sewers. They don't kill the useful bacteria in the sewer system as do the other types of resins containing styrene, which have been banned by some agencies.

New Cal Tube

We've introduced a new calibration tube to the lateral lining industry. The new tube will address issues that have been problematic for some. A stronger membrane material resists pressure failure at a higher level. The old cal tube had a burst rating at 30 psi. The new material will resist burst pressures in excess of 50 psi. With many of our customers that use boilers, the old cal tube resisted burst to 140F. As we've increased temperatures, the new tube will allow installers to take the cure temperature to 180F and hold without concern of failure, again shortening cure time.

NEW 180F Calibration Tube

The calibration tube is now in stock. . . .

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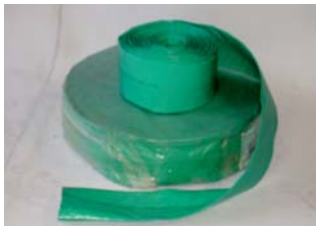
And while we're talking about cal tube, we've advised many of you to recycle your used cal tube as preliner for cast iron pipe, pipe with infiltration, and for missing sections of host pipe prior to lining. Preliner has made many jobs possible that weren't possible without it. If you have questions about when to use preliner, call us and discuss your application with us.



Old Standard Calibration Tube
(Still Available)

4" x 6" Transition Material

Many of you have used felt 4" x 6" transition bags for your applications where you have a change of diameter. We are now stocking those transitions so we have now 2 methods for you to use to line pipe that changes diameter from 4" to 6". The other method of transitions that we stock is the 5" Wovo liner that will neck down to 4" and expand to 6", maintaining the finished required thickness for both sizes when cured. Which method is better? The one that works for you. Wovo users will tell you that it's the best method, while those installers who've been trained on the transition bags will tell you that's the way to go. We've tested both with good results, so it's a matter of preference for the installer. We did note that the transition bag should be installed to insure that the 6" transition is made at or after the 6" transition point. If you install it so that some of the 6" material ends up in the 4" line, you'll have a wrinkled mess.

4" x 6" Felt Transition

Wovo Liner

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Motivating Tech's to sell Lining Jobs

I've been asked by many owners who've begun lining operations and think it's the best profit source they've seen in years, but are having trouble selling the process to customers. One school of thought has been to provide the techs with continued training and hope they take a minute to sell the customer on the idea. On average, this approach sells less than 1 in 10 root caused drain problems when the techs remember to bring it up. A second school of thought is to sell it through professional sales people who try to sell the process after the drain has been cleaned. Again, this sales approach produces less than spectacular results. A third hybrid approach is to use the techs to find the root caused blockages, prepare a CCTV tape of the problem, call the salesperson in to make the sales presentation, and provide the taped evidence of the problem to the salesperson when they arrive

Thank you for your continued interest in our company and products. Contact us for any additional information.

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