



NO DIG VS. DIG

	AVERAGE PROFIT	DAYS ON SITE	HOMEOWNER SATISFACTION
DIG	30% to 40%	3 days plus	Return visit always needed
NO DIG	55% to 75% Profit	Less than 1 day	99.9%

HERE IS THE COST DIFFERENCE:

DESCRIPTION	PERMA-LATERAL	DIG AND REPLACE
Project Materials, Labor & Equip. Cost Approx.	\$1,923.20	\$3,355.00
Average Customer Pays	\$4,500.00 to \$7,000.00	\$4,500.00 to \$7,000.00
Specialized System	Trenchless Technology	Everyone can dig - competitive
Installation of Product	Always the same	Always Different
Back Hoe and Operator	\$00.00	2 days @ \$450.00
Laborers	3 @ \$40.00 per hour / 4 hours	2 @ \$40.00 per hour / 2 days
Pipe Disposal	\$00.00	\$100.00
Concrete sawing	\$00.00	\$50.00 per hour / 3 hours
Blacktop sawing	\$00.00	\$50.00 per hour / 2 hours
Blacktop and Concrete Disposal	\$00.00	\$100.00
New PVC Pipe Materials to Install	\$00.00	\$150.00
Concrete Materials	\$00.00	\$75.00
Blacktop Materials	\$00.00	\$200.00 plus base and compaction
Shoring for hole	\$00.00	\$300.00
Lining Material@ \$15.72 Per Ft	\$943.20	\$00.00
CIPP Pipelining Equipment	\$500.00	\$00.00
Installs per day	up to 5 laterals a day	1 every two days
Inconvenience	Minimal	2 days
Lateral out of service	3 hours	2 days (est)
Other Utility Service Damage	None	Possibly water and gas line damage
Street Reconstruction	None	City may not want street patched
Concrete Driveway and Sidewalk	None	The patch in concrete will not match old concrete
Customer Satisfaction	100%	Driveway Mis-Color, Landscape Damage
Days Onsite	less than 1 day	2 days plus any corrections to driveway & landscape
Street Road Detour	None	City Requires Proper Signage / Expense / Liability
Liability	Minimal	Road, Gas Line, Water Main, Major Liability

DESCRIPTION: Lateral is infiltrated with roots and water. The lateral has several blockages each year due to root problems. The roots have caused the pipe to crack and possibly collapse. The pipe exits the home under a driveway and sidewalk. The pipe connects to the main under the center of the street. The pipe depth is 4' deep at the outside wall of the house and continues to a depth of 15 feet at the main sewer line connection. The sewer lateral pipe is next to a water and gas line. The driveway is concrete as well as the sidewalk. The street is blacktop.

PROJECT: 4" House Lateral | LENGTH: 60 Feet | PIPE TYPE: Clay