

TRENCHLESS TECHNOLOGY PRESENTATION

Presented By:

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Nassco - BDSI



Maximize Your Profit With CIPP Solutions



Be a Solutions Based Company

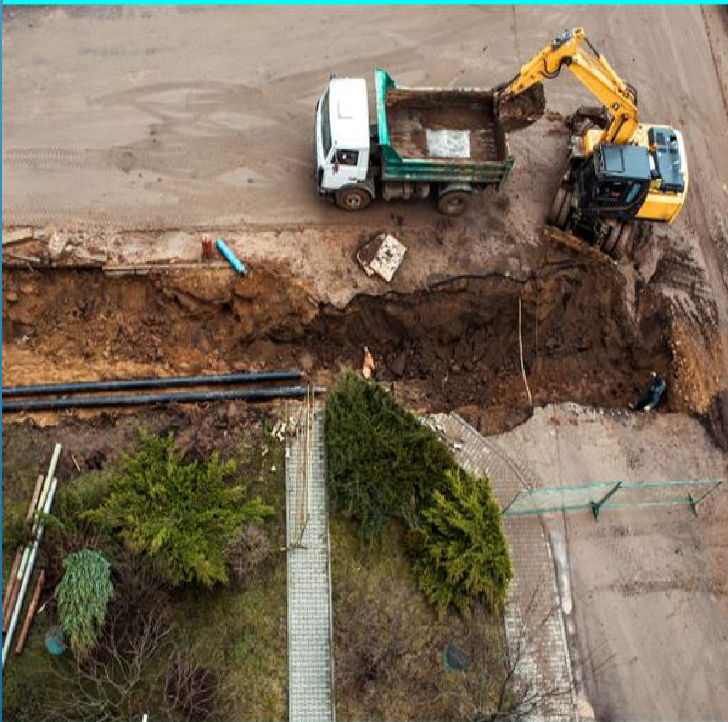
Most Entrepreneurs focus on how much money they can make!!

- Did you ever analyze how much money you're losing by **NOT** offering a **Good/Better/Best** option?
- Stop losing your market share by ADVERTISING for your competition, not offering total solutions to the pipe issues!

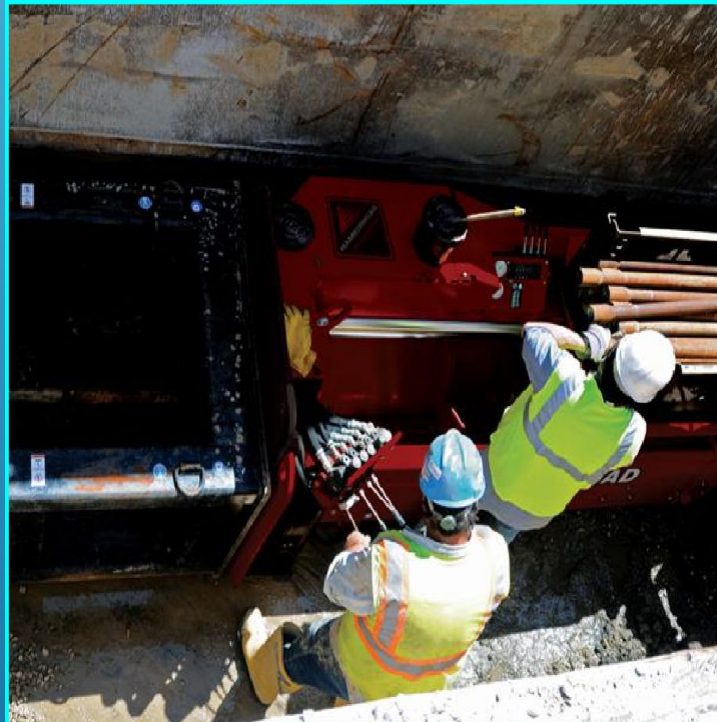


Best Option is Total Replacement:

Dig and Replace



Bursting or Drilling



Cured in Place



Good Option Annual Cleaning:

Inspection



Picote Millers Camera



Picote Pro Cleaning Kits



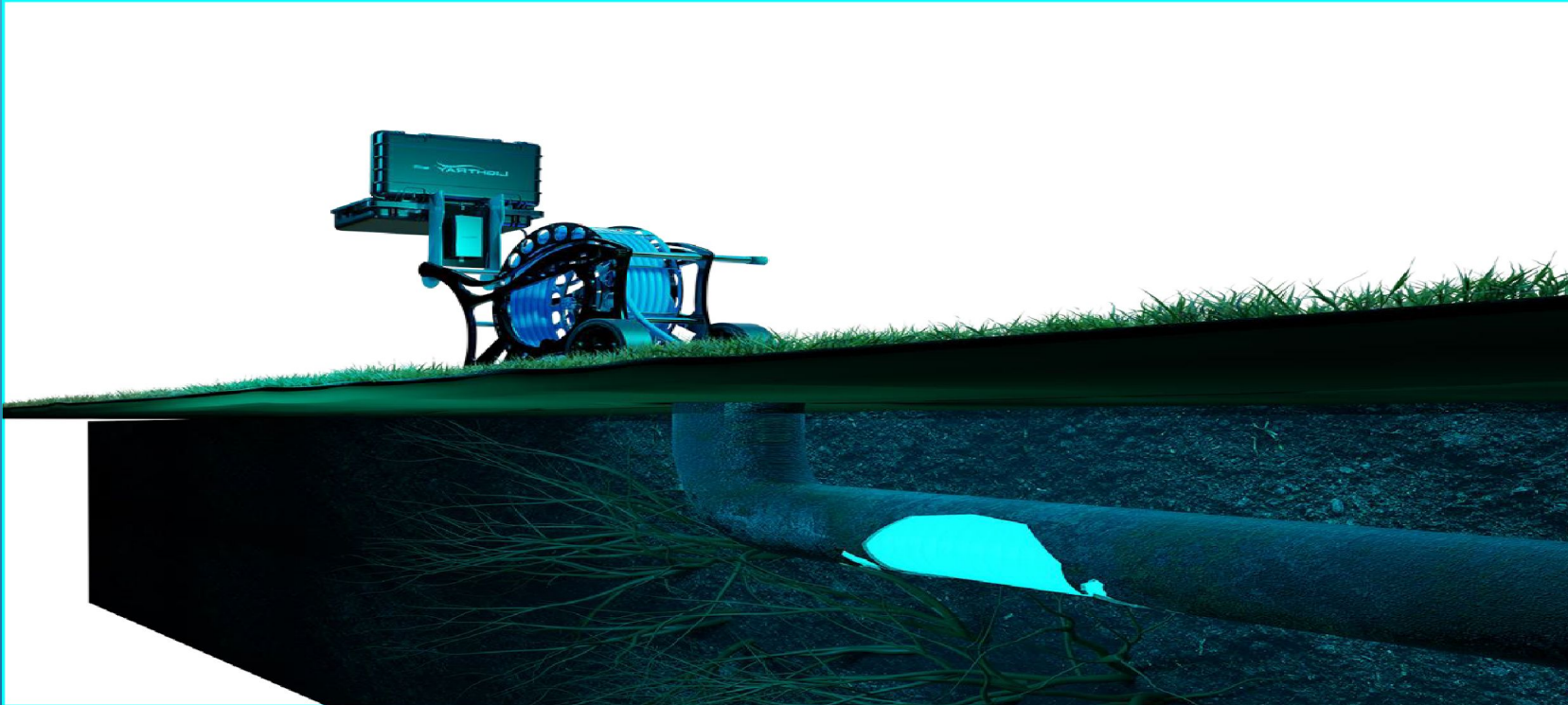
THE AUTO-REVISIT AGREEMENT GETTING YOUR CUSTOMERS OFF THE BLOCK:

2 Year & 5 Year options:

- **Automatic revisit** (no cost) to inspect the pipe together, and make sure the issues have not gotten worse
- Discuss the **life expectancy** of the current condition of the pipe for the next 3 years left on the agreement.
- Discuss full length rehab opportunity and financing
- Customer remains sticky
- **Automatic revisit** (no cost)
- Allows the end-user time to save for the best option - full length repair
- Schedule the full-length repair or extension
- ***Keeps the revenue stream alive and the customer remained sticky***



BETTER OPTIONS UV SPOT REPAIR



Comprehensive Guide to Modern Trenchless Solutions:

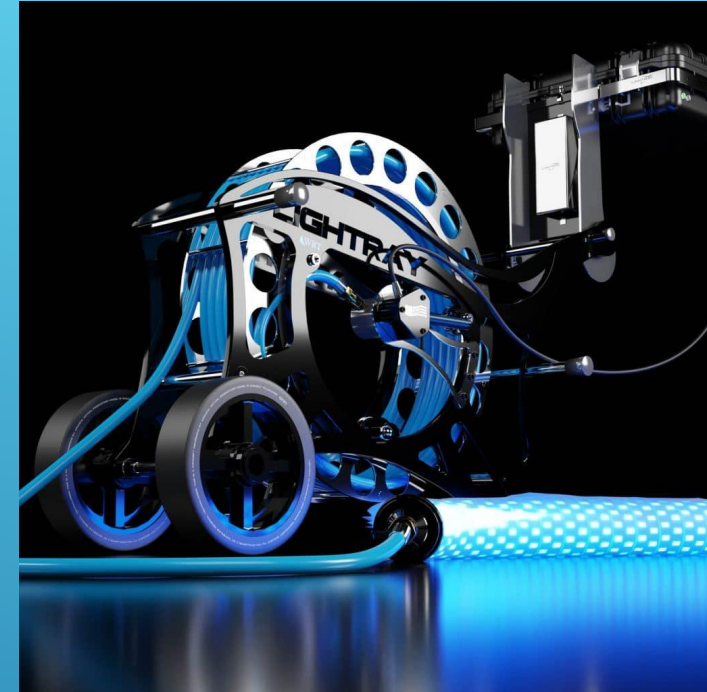
Exceptional ROI with the LightRay LR3 System

Overview of the LightRay LR3 System:

- The LightRay LR3 is an advanced UV spot repair system designed for precision, efficiency, and durability. It utilizes state-of-the-art UV curing technology to provide a seamless repair solution for damaged pipes. This system stands out for its speed, reliability, and minimal environmental impact.

Key Features and Benefits:

- Efficiency:** The UV curing process significantly reduces repair times compared to traditional methods, allowing for more jobs to be completed in a day.
- Durability:** Repairs using the LightRay LR3 result in long-lasting solutions that withstand heavy use and harsh conditions.
- Precision:** The system ensures accurate placement and curing, minimizing the risk of errors and rework.
- Minimal Disruption:** Trenchless repairs with the LightRay LR3 avoid extensive excavation, reducing property disruption and improving customer satisfaction.



Comprehensive Guide to Modern Trenchless Solutions: (cont.):

Maximizing ROI:

- **Increased Revenue:** The speed and reliability of the LightRay LR3 enable businesses to handle more jobs, increasing profitability.
- **Cost Savings:** By reducing labor hours and materials needed for repairs, the system lowers operational costs.
- **Enhanced Reputation:** Offering cutting-edge technology positions your company as an industry leader, attracting more customers and securing premium pricing.
- **Customer Retention:** The minimally invasive process and high-quality results improve customer satisfaction, fostering loyalty and repeat business.

Training and Support:

- Comprehensive training ensures your team can leverage the full potential of the LightRay LR3 system. support and resources are available to keep your business ahead of industry trends and maintain high performance.



WHAT IS YOUR SOLUTION

WHEN **NO** IS THE ANSWER TO A FULL LENGTH REPAIR?

SMALL

MOM & POP

20 DRAIN CLEANING
CALLS PER MONTH X

30% CLOSE RATE
X \$3,800 PER SPOT
REPAIR

=

\$22,800

IN ONE MONTH

\$68,400

IN THREE MONTHS

\$136,800

IN SIX MONTHS

MEDIUM

BUSINESS

50 DRAIN CLEANING
CALLS PER MONTH X

30% CLOSE RATE
X \$3,800 PER SPOT
REPAIR

=

\$57,000

IN ONE MONTH

\$171,000

IN THREE MONTHS

\$342,000

IN SIX MONTHS

LARGE

CORPORATION

100 DRAIN CLEANING
CALLS PER MONTH

X 30% CLOSE RATE
X \$3,800 PER SPOT
REPAIR

=

\$114,000

IN ONE MONTH

\$342,000

IN THREE MONTHS

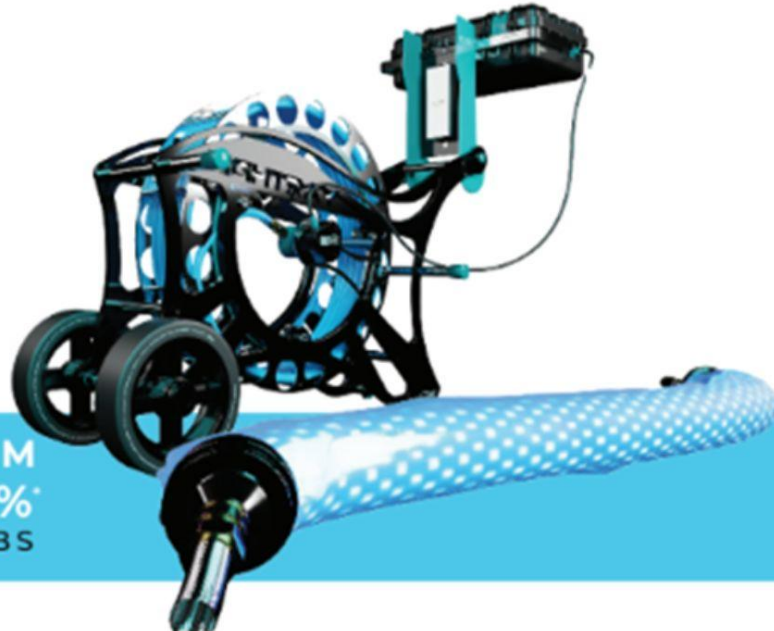
\$684,000

IN SIX MONTHS

MONTHLY PAYMENTS ARE LESS
THAN THE PROFIT
FROM ONE INSTALL PER MONTH

LIGHTRAY LR3 SYSTEM
GROSS PROFIT OF 78%*
PAYS ITSELF OFF IN 15 JOBS

*Average Gross Profits from LightRay LR3 Contractors across the USA



Exceptional ROI with the LightRay LR3 System

What to Expect:

- How many drain cleaning calls do you currently average per month?
- Do you actively market for more drain calls?

How to Plan:

- 20 calls means **\$136,800k in 6 months!!**
- 50 calls means **\$342,000k in 6 months!!**
- 100 calls means **\$684,000k in 6 months!!**

BETTER OPTIONS UV SPOT REPAIR



DRAIN CLEANING FOR REAL PROFITS: *WHILE YOUR TECH IS ONSITE!*

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IN SIX MONTHS



REALITY - 20

Average: 20 Drain Cleaning Calls per Month
Average: 4FT Spot Repair = \$3,800
Average: 30% Close Rate

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\$136,800
IN SIX MONTHS



REALITY – 50

Average: 50 Drain Cleaning Calls per Month

Average: 4FT Spot Repair = \$3,800

Average: 30% Close Rate

50 DRAIN CLEANING
CALLS PER MONTH X
30% CLOSE RATE
X \$3,800 PER SPOT REPAIR
=
\$57,000
IN ONE MONTH

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30 DRAIN CLEANING
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X \$3,800 PER SPOT REPAIR
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\$342,000
IN SIX MONTHS



REALITY – 100

Average: 100 Drain Cleaning Calls per Month

Average: 4FT Spot Repair = \$3,800

Average: 30% Close Rate

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CALLS PER MONTH
X 30% CLOSE RATE
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LIGHTRAY LR3 BENEFITS:

Time Savings

“Our service techs **capture 70% of our misses** with a 4 to 8-foot spot repair, while the tech is onsite, **no additional visits are** required for this same-day repair”

-Josh S.
Pennsylvania
Master Plumber

Reduced Risk

“There’s **no more fire drills** with UV cure vs. epoxy spot repairs. We pre-load packers the night before and pull up on the jobsite ready to install”

-Jerry F.
Texas
General Manager

Increased Opportunity

“We’ve saved over **550 hours of overtime** and found 3-5 additional days of work per month for additional revenue”

-Eric S.
Pennsylvania
Franchise Owner



LightRay UV Most Popular Packages:

Spot Repair Package

- LightRay LR3
- 4x10 packer
- 6x10 packer
- Jameson push rod
- LR tool kit
- Box of material
- Training
- Approx \$55k
- Approx per month: \$1,150

Spot Repair Plus Package

- (Package 1+ Items Below)
- Picote Super Midi package
- 4 and 6" cleaning and descaling tools
- Root removal tool
- Liner reinstatement tools
- Approx \$16k
- Approx per month: \$360

Inversion Package

- LightRay LRI Inversion system
- Inversion drum
- LightRay LRI system, 150' capabilities, 50' light train
- Box of material
- Add on tool kit
- Vanair Diesel air compressor
- Training
- Approx \$160k
- Approx per month: \$3,299

*Note - financing cost per month based on credit approval

