



Know these Important Secrets a Buyer Needs to Know to Avoid a Sewer Line Jetter Purchase Nightmare!



A Report provided to you
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Dear Fellow Plumbing Professional,

Thank you for taking the time to claim this report on the top things YOU need to know to avoid a sewer line jetter purchase nightmare!

I work with hydro-jetters daily on various pipes and obstructions and I know how they can perform. They're great for quickly and easily pushing through grease clogged drains, cutting through roots...I've even jetted over a thousand carbon coked tubes in one weekend and once jetted a drain pipe filled with hardened tile grout! Some people have no comprehension of what should and should NOT go down a drain!

I am a plumber that built my *own* hydro-jetters since I could not buy one that would work for me in residential and light commercial lines. After many years of building a successful hydro-jetting business that operates from Maryland to Georgia, I decided to focus on selling my equipment. That is why our slogan is "Built by Plumbers, for Plumbers".

All of our equipment comes with training and the trainers are plumbers that have jetted lines from Maryland to Georgia.

Buying the wrong jetter can set your business back, particularly if your competitor chose wisely. You will not buy the wrong machine from us if you go through our training before you buy your machine.

Charles LaHay

President





What size jetter do I need?

The very first point to consider when looking at jetters is what size pipes you are jetting and what is in the pipe (sewage, grease or roots). The most common problem with jetting is having too much water (gpm) for the size pipe you are jetting. This excess water fills the pipe and the hydro jetter cannot penetrate through this water to dissolve the clog.

Residential jetting

Inside Residential jetting involves lines from 1 inch to 4 inches with the need to go through P traps. The waste being dealt with is hair, soap, human waste and some grease. The piping is either schedule 40 pvc or cast iron.

A 2 to 3 gpm machine with 1,200 to 3,000 psi will be more than satisfactory.

Inside residential jetting takes skill and training and proper nozzle selection to know how to jet without having the jetting water back up into the house. You need to be able to jet from inside the house down towards the street or septic field. Most machines can only jet from the outside towards the inside for they are using too much water.

The size and quality of the jetting hose is the most important feature to be successful in inside residential lines. If you don't purchase light and flexible hose then it will not go through the P traps or 90 degree bends.

Outside Residential jetting:

Outside residential jetting will involve mostly root cutting in 4 inch or 6 inch pipes. The piping can be pvc, metal or clay. Do not jet the clay pipes unless you have a specification for the gpm, pressure and nozzle or you will damage the pipe.

For outside residential jetting, a 5 to 8 gpm machine with 3,500 psi will work however, the nozzle used will be the difference between



success and failure. If you are going to cut roots daily/weekly then I prefer the 8 gpm machine. It is the perfect machine for this task.

The nozzle kit is the most important jetter accessory and should include a minimum of four types of nozzles or five if you need to cut roots. Each nozzle will have a specific purpose most suited to a certain size pipe and best for boring through particular types of obstructions. Training on nozzles is critical. Every time you use a different nozzle, you change the performance of the machine (either worse or better).

Septic Field Jetting:

This type of jetting is very specific to the type of piping used in the septic field. Your jetter supplier should be able to specify the gpm and pressure and nozzle for each type of piping.

It is very easy to damage a septic field piping and the piping to sand interface with improper jetting.

Commercial Jetting:

Commercial jetting is the jetting of restaurants, strip malls, shopping centers, hospitals, etc. The pipe size ranges from 2 inch to 8 inches and sometimes 10 inches.

A 5 to 8 gpm machine with 3,500 psi will work well, however the nozzle and hose used will be the difference between success and failure. You will have to be able to make four or more 90 degree turns.

When jetting commercial accounts there are several laws that must be adhered to. One cannot just simply jet the waste into the environment or to the city sewer.

It is very common for a company to use too much jetter (10, 14, 18 & 20 gpm) in these lines. Please remember that a four and six inch line is a small line. The water only has to travel three inches to get to the edge of the pipe. Using too much machine makes you slow, inefficient and not competitive. The days are gone when you could



show up with a large machine, charge a high hourly rate and impress the maintenance staff of a commercial facility.

These larger jetters will tear up the pipes if you don't throttle them down to the level the 5 & 8 gpm machines are producing. It is rare that the large machines are ever run at full power.

I prefer the 5 gpm machine in these types of accounts. The 5 gpm machine will get the job done just as fast and will not "blow" toilets. I routinely jet the lines at a local college football stadium with 60,000 in attendance with all toilets being occupied. The stadium requires constant jetting to keep the lines open during the games, especially in the women's bathrooms.

Industrial & Municipal Jetting:

This type of jetting involves factories and city/county sewers. The pipes are typically 8 to 20 inches.

The waste ranges from typical grease/sewage/sand in the city/county lines to very specific wastes generated in the factory.

A 12 gpm at 4,000 psi to 80 gpm at 1,500 psi machine are utilized in this type of environment.

The 12 gpm to 20 gpm machines are typically trailer mounted. The 20+ gpm machines are typically a large commercial truck mounted system, likely in the six figure range.

99% of the pipes are 8 inches and below. Thus a quality jetter generating 8 gpm or 5 gpm or 4 gpm with the correct pressure, hose and nozzle will be adequate for a professional to make a living. A company with a jetting engineer can specify which gpm and pressure you need for your application.

Pipes above 8 inches require larger machines that should be specified by a professional with an engineering background. The engineer can make sure you have enough water and pressure and ensure that the pipes will not be damaged.



Which is better - Direct drive or Belt drive?

Direct drive means that the motor is connected directly to the water pump. Since the small piston engine is turning at 3600rpm, so will the pump. This is not bad, but pumps will wear out much sooner at high rpms and reduce the life of your jetter.

Belt driven and gear reduction driven pumps are geared down to allow the pump to turn at 1750-1800rpm. This option requires more engineering, so it is more expensive. This allows for a much longer service life for the pump and therefore, a product that should last you two to three times longer than a direct drive system.

So how do you choose the best option for you? I base my decision on frequency of use. For instance, if you intend to use the jetter only once a week for no more than an hour, then a direct drive is probably the best value.

However, if you're going to be jetting several hours per week and plan on making the jetter the hallmark of your business, you would be wise to choose a jetter that is belt driven or gear reduction driven. This will ensure greater reliability and longer jetter life.

So, how does one decided between belt driven and gear driven? From my experience, belt driven is more reliable than gear driven. On paper though, the gear driven appears better. I have never had problems with belt driven machines but frequently have problems with gear driven machines.

I would take the same course of action I took years ago. If you are just getting into jetting then buy a direct drive machine. As your business grows and when you need a second jetter buy a belt driven machine.



Which is better - **gasoline engine or diesel engine?**

The engine makes no difference in performance below 12 gpm. Above 12 gpm go with diesel.

When your jetter is below 12 gpm, go with the gasoline engine. The performance is the same, and it's cheaper to operate. The gasoline engine can also be plumbed into your gasoline van gas tank. In a lot of cities it is hard to find a diesel mechanic and when you do, the wait for service is a week or more.

How long will it take your jetter to pay for itself?

If you're reading this report and considering a jetter, you probably already know that a jetter can make jobs go much faster and be highly profitable. You can also charge 50% to 100% more than your usual rate when using a jetter because it is a specialized piece of equipment.

The simplest way to figure out how soon your jetter purchase will pay off is to determine the price per hour above cabling you'll charge for jetter services. Estimate the frequency with which you'll use it. Crunch these numbers and you'll see how quickly your jetter will pay for itself.

For example, if you charge \$150 to cable/snake a sink drain or \$250 to hydro-jet the line you are generating an extra \$100 for jetter services which takes less labor than cabling and is safer. If you do this 8 times per week (32 times per month), you will generate \$3,200 more per month. With quality residential type jettors selling for around \$10,000 you will have your jetter paid for in 3 to 4 months! With proper training, you can utilize the jetter to replace cabling on 99% of your service calls. Most professional jetting companies go from 100% cabling to 99% jetting.

For you accountants, jetting takes the national average profit per truck from \$24,000 per year to \$60,800!



We have many customers who have one jetting truck in their fleet. These customer's typically have daily sales averages of over \$1,500 per day for an annual sales rate of \$360,000. The highest daily averages we see are right at the \$2,000 per day in sales.

It typically takes our clients six months to a year to achieve daily rates at or above the \$1,000 per day rate. The ones averaging above \$1,500 per day have been at it two years or more. We know of clients averaging \$2,000 or more per day per truck for the whole year but please factor that they have been at this with us for ten years.

You will have to adjust your bonus plan and policies. The biggest complaint we get is that the employees are making so much more \$ than they are used to, that they begin to not want to work weekends and possibly Fridays.

Service after the sale

We have all had bad experiences when making a major purchase and run into a problem. Sadly, most companies nowadays only think of customers as "one time buyers" and have no concept of the words "customer service."

You're purchasing a fairly complex and expensive item when you purchase your jetter. Even the best engineered systems have many moving parts and items that could go wrong.

Recently, a customer could not get his jetter to work and he was very frustrated for he had a backlog of work did not want to lose even one job. When we serviced the machine, we found that the o-ring seal for the water filter housing was missing. His employee did not put the o-ring back in when he cleaned the filter. This allowed the jetter to pull in air as opposed to water from the water tank. The customer said he would have never figured out that this was the problem.

You want to be sure to choose a company that produces a machine that you can go to the local hardware store for parts. Ask your jetting company if you can get all possible repairs done locally. You also



want a seller or manufacturer that can and will easily ship you spare parts for repairs that you can do yourself.

If you are generating \$1,000 per day or more you have to have a jetting manufacturer stand behind you. This can assure that you will never be down more than a day. If you are down for a maintenance need, your employees may be more dissatisfied than your customers.

Grades of Machines:

As in all products, when it comes to jettors, there are “poor, good, better, best” machines.

Now, with the internet age, many machines are available that will not work. Yes the motor and pump run but if the hose or nozzles are not correct then you cannot hydro-jet a line. Indeed, there are two internet based companies selling jettors made in China that are made to look exactly like a Honda motor and General pump. I bought one for amusement and discovered that these machines work for about two weeks and there are no repair parts available.

The most expensive machine is the one that does not work, because if it's not working, you're not making money.

Sources of “poor” and “sometimes good machines”:

Power Washer/Pressure Washer Manufactures selling exclusively on the internet.

Beware of any company unless all they do is make hydro-jettors. If it does not look like a hydro-jetter then it is not one. A power washer with a hose reel attached makes a very dangerous jetter. Power washer's are designed to put pressurized water into open air whereas a hydro-jetter is designed to put pressurized water into a confined space (a pipe). The definition of explosion is “pressure in a confined space”. I learned all this first hand when building my first jettors.



Sources of “better” machines:

Plumbing supply houses

The plumbing supply houses are good companies but cannot support you in all it takes to be a profitable hydro jetting company. Supply houses are relegated to sell hydro-jetters from good manufacturing companies like General & Ridgid. You will notice that they do not sell

for companies that make their own hydro jetters because being successful in hydro jetting requires continual support. You cannot call you Plumbing Supply company and ask them how to jet a storm drain, or how to jet a grease line with a 5 gpm machine, or how to cut roots in a corrugated pipe septic drain field, etc.

Buying a “good” machine does not make you a hydro-jetter no more than buying groceries makes you a “chef”.

I have even had the call, “the 18 gpm machine at the city is in for repairs and they want to hire me until they get it back, how do I jet eight inch lines with my 8gpm machine?” They did such a good job the city sold their machine and sub-contracts all drain line cleaning to this plumber. A plumbing supply house cannot assist you with this type of need.

Sources of “best” machines:

Companies that only make hydro-jetters, offer training, 24/7 support, service and repair.

These types of companies specialize in hydro jetting and can back up their various marketing strategies. You will find most concentrate on the 10 gpm to 30 gpm market which is the public utility market. For ten years we have concentrated on the 1.5 inch to 10 inch market commonly referred to as the residential and light commercial market.



Training

This is the biggest secret and not one you may have considered before. Do you know if the seller/manufacturer will TRAIN you on your jetter prior to or as a part of your purchase?

Successful jetting is an acquired skill that requires proper guidance and training. Many first time jetter buyers disregard this idea, and learn via the school of hard knocks. Just buying a jetter does not make you a jetter. Lack of training makes for an expensive and frustrating way to start. However, purchasing the properly engineered machine for your needs, combined with proper training will make you a jetting professional that can reap profits.

Employee turnover will create the need for follow on training. Will your jetting supplier train new employees without an equipment purchase?

Do you really want your employees learning how to operate your jetter at the home or business of one of your customers? Without proper training, you'll be servicing customers while trying to figure out how to get the job done and you'll likely be ruining your machine in the process.

There aren't many sellers or manufacturers that offer training on their equipment, but if they do, I highly recommend that you take them up on it. Do not go into hydro-jetting unless you invest in yourself (training) so you can lead your company safely, confidently and profitably. It takes only one day, surely you worth investing in yourself!

All professionals get training, dentists, truck drivers, preachers, etc. You should as well! Get trained on hydro-jetting before you buy or start.

For more information, please visit JetterKing.com.



Conclusion

Once you arm yourself with all the information I've shown you in this report, you should have the confidence to know that you are making the best decision for your company by purchasing a hydro-jetter.

I hope I've cleared up any questions you've had, but feel free to email me if I've forgotten anything. I'll be glad to help!

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