



**SHOCKING FACTS**

**YOU MUST KNOW  
BEFORE  
ACCEPTING A PIPE  
RELINING QUOTE**



# **7 SHOCKING FACTS YOU MUST KNOW BEFORE ACCEPTING A PIPE RELINING QUOTE!!**

Hi, this is Chris & Darrell Young, owners of Revolution Pipe Relining.

The purpose of this report is to warn you of some seriously dodgy practices that happen in the Pipe Relining industry. I highly recommend you read this entire report as it could save you thousands if not tens of thousands of dollars.

Unfortunately, there are some ruthless plumbing/pipe relining companies in Sydney that are extremely money hungry and will do or say ANYTHING to suck every last cent out of you... Their employees are on high commissions and are trained to use slick, pushy sales tactics and will attempt to bully you into signing a sales contract on the spot, without giving you the opportunity to obtain other quotes.

You may be thinking that was a little intense, but it's very important I drive this point as it's true.

Now, I'm not going to name them as it will only end up with me in court and probably losing the battle as their pockets are far deeper than mine, but what I am going to do is tell you some of their tactics or things to look out for to enable you to identify these heartless companies. These guys give the industry a bad name and show no compassion for others.

We've heard of too many stories when homeowners have paid up to 10x the normal price for pipe relining services, this report is our attempt to putting a stop to this unscrupulous behavior and giving homeowners a fair and honest price!

Here are the **7 SHOCKING FACTS YOU MUST KNOW BEFORE ACCEPTING A PIPE RELINING QUOTE!!**

# #1 HIGH PRESSURE SALESMAN

Let me set the scene... It may be familiar or have even happened to you.

You call a Plumber that's advertising they will clear your drain for a ridiculously cheap price.... Far less than you have paid in the past, sounds too good to be true right?



The Plumber arrives at your property and starts attempting to clear your drain. The next thing you know a slick-talking, used car like salesman from that company just happens to arrive (or was maybe already there), and tells you your pipeline is completely destroyed and can't be cleared, is in serious risk of collapsing and is going to cost you a fortune if you don't fix it RIGHT NOW.

He pulls out an iPad and a credit card machine, quotes you \$45,000 on the spot, and is pushing you to sign a contract and pay a large nonrefundable deposit.

They will tell you anything to scare you into thinking your pipes will collapse and re-block straight away, resulting in costing even more money than they already quoted you if you don't sign this contract and have it fixed straight away!

**Below we expose some of the dirty tactics used in the story above:**

- ✓ 1. The second "plumber" that arrived is not actually a plumber, he's a very experienced high pressure salesman employed by the company with the sole purpose of milking you for every last cent.
- ✓ 2. The Plumber never had any intention of clearing your drain properly. His sole purpose was only to do the bare minimum, get the drain flowing but leave 95% of the tree roots in the drain to give maximum visual

impact when showing you the condition of your pipeline with the CCTV drain camera.

- ✓ **3.** If you don't sign the contract on the spot they leave you with a partially cleared drain that will block again within a few days. If you request that they clear it properly they will try and charge you over \$1000 to use the "root cutting head" where most legitimate companies would have charged you between \$350 to \$450 to clear the drain properly in the first place.
- ✓ **4.** The actual price for relining your defective pipes should be far cheaper than their quoted price. The reason they are bullying you into signing a binding contract that you cannot escape is that they damn well know if you seek other quotes, it will expose them for what they really are and ensure they have no chance of getting the job.
- ✓ **5.** Sadly this actually happens to vulnerable people day in, day out.

## #2 LOCATION OF PIPEWORK

As much as I love Pipe Relining, and truly believe that it is a revolutionary plumbing technique, it is not always the most suitable option for fixing your drains. Now you may think I'm crazy in telling you this as we specialize in pipe relining, but I am here to help you make the correct decisions on a pipe relining quote and would rather know you received the correct solution rather than paying for a service you potentially did not need.

If your damaged pipes are running directly under the grass, with good soil conditions, no large trees covering them and are not too deep, there is a good chance that digging up the pipes and replacing them is going to be a more affordable option than pipe relining.

### **Not sure where the pipes are running?**

Don't worry you're not alone, most homeowners don't know either. If you don't trust the plumber or pipe relining company then you can find out by checking your sewer diagram. If you don't have one we can arrange this for you for only \$35, it's a very small investment that could save you \$1000's. This is something you need for your house anyway, it will come in handy for future plumbing/building works. If this interests you just email

[info@revolutionpiperelining.com.au](mailto:info@revolutionpiperelining.com.au) and ask for a Sewer Diagram.

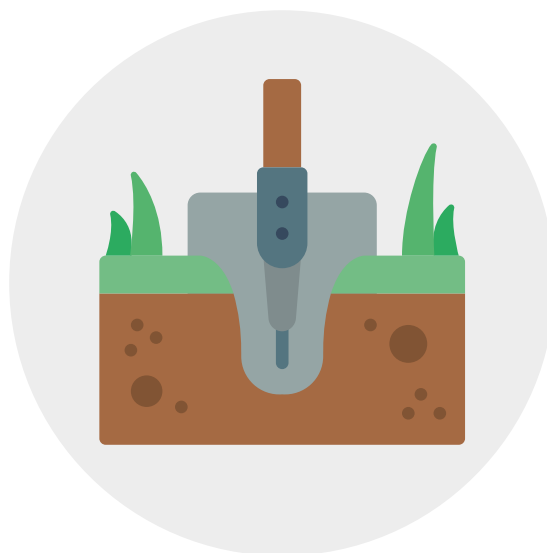


### **Don't know the depth of pipework?**

If the plumber who quoted your work was using a locator they will be able to tell you the depth. Some unscrupulous companies will tell you it's much deeper than what it actually is, so if you don't believe them or would like a second opinion, we are more than happy to check the depth and show you in person for free. Book a free inspection here.

## Not sure on the soil type?

We can also check this for free if you want. But to give you a quick idea good soil is easy to dig up. Bad soil is when it is difficult, like clay soil for example.



## What if it turns out best to dig up and replace pipes?

We have you covered! We have found that there are many plumbing/pipe relining companies quoting property owners for Pipe Relining when it's really not necessary. So to combat this we have a Traditional Pipe Replacement Team (Dig Up team) and a Pipe Relining Team. Our Dig up team is replacing pipes 5 days per week that would have otherwise been relined by other companies.

## Here is a list of scenarios when Pipe Relining is a much better option than the digging up:

### The damaged pipework:

- ✓ Is below a concrete slab like your driveway, footpath (one you care about) or patio.
- ✓ Is below a beautiful landscaped garden that you don't want to destroy.
- ✓ Is below a building.
- ✓ Is below a heritage tree.
- ✓ Is below a pool or pond.
- ✓ Is below or close to a structural fence or retaining wall.
- ✓ Is extremely deep and would be a difficult or risky dig up.
- ✓ Is below something that would cost far more to dig up and destroy than the job is worth.
- ✓ Is below the street and you would need to pay a road closing fee and have traffic control.
- ✓ Is on a steep block of land.
- ✓ Is a deep boundary trap or shaft.

## Other reasons

- ✓ The job is time-sensitive, if you want it done fast whilst causing little to no disruption to your family, staff or neighbors. Eg If it's a strata job at an apartment block or townhouse complex. Too many people will be affected by digging up. It may take weeks, there will be trenches and piles of dirt everywhere, possibly footpaths and driveways cut open or blocked off and many people being unable to use their sewer line. We do strata jobs on a weekly basis as it saves a lot of disruption to all occupants.



**If you have already had a quote from another company, at the bottom of this report I will leave a free template with questions you can email them to help you determine if pipe relining or digging up is a better option. Now that you have a little more knowledge on this topic it will help with your decision making.**

## #3 CUTTING CORNERS!

Investing in pipe relining at your property is only worthwhile if the job is done strictly to the Australian Standard. There are many companies that will cut corners to reduce their price, just to win a quote.



The most common one is not installing junction patches. If inversion pipe relining is required on your mainline, every junction that was relined over will need to be cut out and reinstated. If the junction was tree root affected, then a junction patch must be installed. If it is not installed, not only will tree roots grow back into the line around the junction cut, it will also be an illegal installation and will not meet Australian standards.

Another common tactic is to only reline the mainline leaving the branch lines un-relined even with the knowledge that they too are affected by tree roots. They bank on this to try and get another sale in the near future when it blocks up again. This point is not illegal but worth mentioning.

These are just some of the ways dodgy companies will try to cut corners to win a job, so I have added questions in the template at the bottom of the report to ask the company that has quoted the job. "Are there tree roots around the junctions?"- If their answer is yes (or you know there are) and they have not included Junction Patches in their quote, you will know this is a dodgy company and that the blockages will return if you proceed with their quote. The other question I'll add at bottom of the report is: "Are the branch lines affected by tree roots?".

For a free copy of the Australian Standard, [download it here](#).



## #4 Have you had an ongoing problem with your drains?

If you have never had a blocked drain before or haven't had one for years then there is a chance that pipe relining is not 100% necessary... UNLESS your pipes are at risk of collapsing, caused sewerage flood damage or if you think blocked drains are completely disgusting and you never want to see sewer overflowing on your property again.



Some companies will try and sell a pipe relining job with scare tactics on every single blocked drain they fix. Even if your drains are in satisfactory condition. They will convince you that your drains are completely destroyed and will collapse at any minute which will cost far more to fix once this happens. It will be the same pushy salesman holding a contract in your face.

So before accepting a quote, don't just trust what the plumber tells you, make sure you have seen live footage or a recording of your drains and make sure it was actually at your property! If you have a recording but don't understand the problem or would like a second opinion, feel free to email it to [info@revolutionpiperelining.com.au](mailto:info@revolutionpiperelining.com.au). If you don't have a recording, [book a free inspection with our team](#)

### **Now on the other hand...**

If you have a regular ongoing issue with your drains blocking and you have a plumber coming out to clear the blockage annually (or even more) then this problem is not going to go away, in fact, it's only going to get worse. So in this situation pipe relining is generally the best option for you.

## #5 Their Guarantee

This is a big one. Just like any other physical investment you make, the warranty is a very important factor and can not be overlooked.

There are many companies that only offer a 10-25 year guarantee on their work. If you ask me, this does not boast much confidence in their workmanship or the products they use.



Revolution Pipe Relining Guarantee their Pipe Relining work for LIFE! Yes, you read correctly **LIFETIME WARRANTY!!**

In the unlikely event, that any of our relined sections fail, it will be fixed for FREE!

If a lifetime warranty appeals to you, [Book a free inspection with our team.](#)

## #6 Will they monitor their work?

If the company is not going to monitor their work, it will not instill much confidence in you that the problem is not going to come back. It will always be a thought in the back of your mind... Was it worth it?? Are the tree roots growing back into my drain??

At Revolution Pipe Relining we take pride in our work and go to extreme lengths to ensure our customers have peace of mind.

After a pipe relining job has been completed, an annual inspection will be scheduled to check our work is still in perfect working order. If in the unlikely case there are any issues with the work we have done, it will be fixed under warranty for free.

This annual service will give you peace of mind knowing your drains will be monitored and always be in a perfect working condition.



**Here is another question you can ask the company that has quoted, I will add it to the list below! "Do you monitor your work annually, free of charge?"**

## #7 Who is doing the work?

Many large plumbing or pipe relining companies will send out a young team with little pipe relining experience. They give them a quick crash course and then throw them into the wild! Pipe Relining is a skill that needs to be mastered from years of experience.



Revolution Pipe Relining is a family-owned business. Our pipe relining team consists of Chris (Co-Owner), Darrell (Co-Owner) and Daniel (highly skilled tradesman) that do all of the work. So you can rest assured your pipes will be relined by true professionals.

**Another question you can ask the quoting company is: “Will the business owners be performing the work? If not who will be? What is their age and experience?”**

If you notice any of the suspicious behaviors mentioned above or your gut feeling does not feel right... RUN FOR THE HILLS.... And when you return contact Revolution Pipe Relining for a Free, honest and affordable permanent solution plan.

[CLICK HERE](#) to leave your details, we will be in touch.

P.S. Don't forget our free email template below...

## FREE EMAIL TEMPLATE:

It's best to ask these simple questions and we can cross-check their answers for you if you please.

Once you receive a quote that you may be unsure on, you can send the following draft email to the company, make sure you adjust to suit your property or situation:

Hello "Plumbers Name",

Thank you for your quote, however, I have a few questions that will help me with decision making.

- Where are the pipes that need relining positioned on my property?
- Are they mainly under the "Grass/driveway/footpath/ patio/ garden/wall"?
- What depth is the pipe/s?
- How many years of warranty do you give for the relined sections?
- Will you be patch relining or inversion relining?
- Are there tree roots around the junctions?
- Are the branch lines affected by tree roots?
- Do you monitor your work annually, free of charge?
- Will the business owners be performing the work? If not, who will be?
- What is their age and experience?

Regards,  
"Your Name"