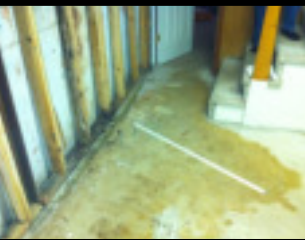




## Waterproofing Nightmares

What you need to know...

CASE STUDY JANUARY 2013



United Structural Systems Ltd., Inc. quoted a waterproofing system in June of last year. USS Ltd. was approximately \$2,500 dollars more than the company contracted. This was a significant savings, if it works!

The customer had assumed they made a good choice because “*The company had a commercial on TV*”.

### The Cheaper Fix, will cost more!

#### Shortly after contracting things began to go south:

- Scheduling Issues
- Empty promises
- Installation Issues
- Lack of professionalism
- No service



During installation the customer had expressed concern about vibration to the Representative, that never visited the site, his response was “*why didn't you tell them to just use one jackhammer?*” When the Representative finally came to the job site, to collect, and witnessed the damages caused by excessive vibration, He told the customer: “*you had a “mini-earthquake” under your house!*”

Yes, True story!

#### Their “System”

- A cut 3” pvc drain tile, made on site, actual caused major damage to the structure due to installation procedures:
- An existing foundation drain was found in good condition during installation, but abandoned.
- The discharge from the systems was not sloped and actually ran up hill.
- The basin was not recessed to allow surface water to drain properly.
- The concrete patch was less than 2” and not floated back to the foundation walls.
- The vapor barrier was turned up and attached to the drywall, leaving an open system under the stud walls.

United Structural Systems Ltd., Inc. was called back and corrected all of the above...

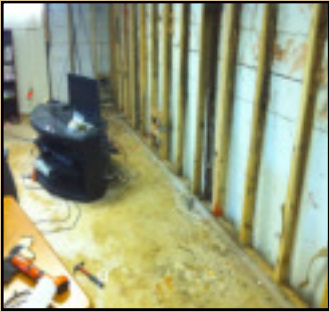


#### How can you avoid this? Ask questions:

- What systems do you offer, what are the differences in yours and others?
- How are you going to install the system? (We work for you don't be shy) be sure to express concerns and understand what you are buying.
- Research referrals: BBB Attorney General Office, Angie's List, Customer Referrals are just a few resource's.
- Doing business as? Same owners since established? Local Company, long history?
- Safety program, Drug Testing, Maintenance Program, Uniformed Trained Employees?
- Will I see you during the job?
- Testing and research?



### A quick cheap fix can sound appealing to anyone;



however the cost involved in correcting that cheaper system can be astronomical. Out of all the mistakes made potentially the worst is not floating concrete under the stud walls. This promotes mold and water intrusion behind the wall and WILL have to be replaced. Here is a picture of a cheaper system left uncorrected.

Thanks for reading, if you found this useful let us know and for making it this far we would like to send you some free stuff. Just email us back and add Like it to the subject line...

### Testing and research

The 4 Gallon Test

Here are four common systems and their flow rates.

The Hydraway system we use outperforms them all. In fact we often install double runs as a safety factor. Giving us close to 30 times the flow of the “system” installed at this customers home.

#### Hydraway

21.8 Gallons per. Min.



#### Channel Patent System

10.4 Gallons per. Min.



#### 4” Perforated Pipe

8.8 Gallons per. Min.



#### 3” pvc saw cut on bottom

1.5 Gallons per. Min.



**NOTE:** This is what the customer paid for and it has the lowest flow rate!

#### United Structural Systems

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