



SUBTECH VISION TECHNOLOGY
DESIGN & MANUFACTURING INC.
For Over 30 Years



Stop Subbing It Out - Start Cashing In



**Welcome to the Subtech Vision Technology
May Newsletter**

This month, we're focusing on putting more money in your pocket by taking control of your sewer inspections. Stop subbing out easy profits - and start building your business, your reputation, and your bottom line.



What should you charge for a sewer scope?

Let's Talk Money - and Missed Opportunity

If you're subbing out sewer camera inspections, you're not just paying someone else - you're losing revenue, control, and customer trust.

When you outsource:

- You wait on someone else's schedule
- You give up hundreds in profit per job
- And worst of all - you risk the competition making a pitch to YOUR customer

When you do it yourself:

- You pocket the full inspection fee
- You build trust and authority
- You control the timeline and service quality

"I used to pay another guy \$350 to scope for me. Now I do it myself with the Junior—it paid for itself in less than 3 months." — Licensed Plumber, Florida

PLUMBERS: Charge More Than Just a Scope

Scenario	Typical Price
Basic scope through cleanout	\$300 – \$450
Scope via toilet (no cleanout)	\$400 – \$600
Scope + spot repair bid	\$450 – \$750
Emergency call-out	\$600 – \$900
Add-on to jetting/cleaning	+\$150 – \$300

Retrieval (lost ring, toy, etc.)	\$100 – \$250
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HOME INSPECTORS: Add Easy Revenue Without Extra Time

Service Model	What to Charge
Sewer scope as part of inspection	+\$125 – \$250
Standalone scope	\$250 – \$400
Fast video report (same day)	+\$50 – \$100
Crawlspace/rooftop access fees	+\$50 – \$150

Subbing Out Hurts More Than Your Wallet

Let's say you pay \$325 to an outside company to scope for you. They show up with their own branded van, hand the client their own report, and may leave a business card behind. You just opened the door for them to poach future service, undercut your work, and get credit for your client win. That's not a partnership. That's a threat.

How Much Can You Really Make?

Let's say you do 4 scopes/week at \$300 each. That's \$1,200/week or \$62,400/year. Even at half that pace, your camera system pays for itself in weeks, not years.

Bonus: The Psychology of Doing It Yourself

When you own the inspection: you appear more competent, clients feel you're more trustworthy, and you become their go-to problem-solver. This builds repeat business and referrals - not just for scopes, but for repairs, replacements, and maintenance.

Ready to Take Control? The Junior System Is Built for Pros Like You

• Up to 180 ft. pushable distance
• 10mm heavy-duty rod for real reach
• Record & playback onsite
• Backpack straps for roof & crawlspace jobs
• Field-repairable - no downtime — maintain a stock of readily available spare parts for immediate on-site repairs

- Backed by real people who understand the job

Let's Wrap It Up

Stop giving away easy profit. Control your service, schedule, and success. Own your tools—and your reputation. This month, make a move that grows your business. Call us or visit Subtech to get started.



Our Commitment to You

- **Rapid Repairs:** Our repair center boasts an average turnaround time of just 2 days, often completing repairs so swiftly that your equipment spends more time in transit than in our facility.
- **Responsive Technical Support:** Our dedicated technical support team is readily available to assist you, ensuring swift and effective resolutions to any challenges you may encounter.

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PRODUCTS

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