



# EasyCAM

Valuable Service  
to Clients!

American Made

Profitable Service to  
Home Inspectors!

2 Year Warranty

EasyCAM Sewer and Drain Inspection Cameras Model M5200

## Sewer and Drain Line Inspections

**Easy To Learn   Easy To Operate   Easy to Profit!**

The EasyCAM M5200 delivers real value to your home buyers, potentially saving them thousands of dollars in unforeseen drain system repairs. **Repair and replacement of sewer systems cost an average of \$7500.** Half or more of your clients will opt to have a sewer/septic drain inspection performed at the time of their home inspection because of the peace of mind it will afford them. **Prove it to yourself, just ask them!**

Value Added Services Make You A Hero to Your Clients. **Sewer line inspections earn you \$200 (average) more per inspection while providing your clients greater peace of mind.** Typical drain inspection takes 15-20 minutes to perform and generally is no more than a footnote in the home inspection report. **Your expected ROI is just 3-6 months!**

EasyCAM has been a proven leader since 2007. Designed by a plumber with 30+ years of drain experience, built in America, durable, easy to use, with powerful capabilities providing excellent visual images and video identifying exactly where an issue is found.

**Continue Building Your Professional Reputation!** It's easy to ask your client if they want the sewer inspection. The information it provides absolutely will give them greater confidence as they move forward with the largest purchase most will ever make.

## Home Inspector Questions Q&A

Please provide the answer you would explain to a prospective EasyCAM home inspector client of the M5200. This will be helpful for us and also something we can use on the website & handouts (answers in red below are from EasyCAM founder & President Rick Joy)

1. how to I use this / is it hard to operate / how long does it take  
EasyCAM is intuitive, simple on/of switch, rotational switch for dimmer
2. is there any training I can or should take? (online/ website?)  
I will produce a video to forward to your customers
3. what is the best way to keep my customer's home clean while doing the inspection?  
Place a door mat from Wal-Mart beneath the camera while doing the inspection to catch water drips from the wet cable. Also use a rag to wipe the cable while placing it back into the reel. Occasionally wipe down with Lysol.
4. what type of protective gear do I need to wear?  
Disposable surgical gloves purchased at Costco \$12.00 for 100 pairs
5. what's my liability doing this, can I cause a problem or break by pushing this into a line?  
Virtually impossible to brake a PVC or cast iron pipe using a camera. The camera will show a defect in the pipe prior to arriving at the defect because the camera lens is set to focus at about 16 inches
6. what do I provide to my customer by way of pictures or video?  
SD card of the video can be shared
7. should I include pictures or mention in my home inspection report?  
I think including a photo of an abnormality in the drain system is a good idea
8. what am I likely to see / find?  
Root intrusion, a broken pipe, belly in the pipe which will hold water
9. what do I need to do if I find something in the line?  
Show the abnormality to your client. It will be obvious
10. if I find an issue how can I tell my customer where the issue is?  
Use our EC-DR5 locator which will pinpoint the location and depth of the camera head
11. if something happens (to the sewer line) after the sale closes and I didn't find anything when I checked it am I open to any liability? (more of an insurance question)  
If there is something wrong with the pipe being inspected you will obviously see it on the monitor. Plain as night and day.
12. how much does it weigh? does it roll? how to transport & store it?  
The M5200 camera weighs about 33 lbs. Size is 24 inches round about 12 inches high
13. what if there is no electricity, how long does the battery last?  
Battery operated, lasts about 12 hours usually enough to do 15-20 inspections before recharging
14. how do I clean the 150-200 feet of push rod?  
Use a rag to wipe the cable while placing it back into the reel. EasyCAM is also water proof, spray with cleaning solution, lightly hose it off
15. doesn't it start smelling after you use it several times? (smell up my SUV or truck?)

Lysol, Pinesol will solve the issue. EasyCAM has an open reel for easy cleaning

16. is it durable? can it get stuck or if it does then what do I do?

Very durable, to avoid getting stuck do not proceed with the inspection if roots or a break is found in the pipe.

17. what do I do if the light doesn't work or the display? Customer support?

Haven't had any issue, if one shows up call us at 239-260-2056

18. what's the warranty and what does it cover and not cover?

Two year warranty, does not cover obvious abuse

19. how much does a plumber charge for the same inspection?

Normally a minimum of \$375, but I recently heard of someone being charged as much as \$1000!

20. how much can I / do other home inspectors charge for doing a sewer line scan?

\$150-\$250, I suggest keeping the cost to less than 50% of the cost of home inspection

21. why would one of my customers want me to offer a sewer line inspection?

Sewer repair/replacements are very expensive and messy. If there is a problem your customer will want it addressed and repaired before they move in

22. how often do homeowners have sewer problems that might be found this way?

As a plumber, I would guess 10 to 15 % of the time a defect is found. Companies like Roto Rooter, Mr. Rooter, Rescue Rooter, and Ben Franklin are national companies whose main business is sewer cleaning and repair. They all use sewer cameras.

23. what are the three competitive advantages the EasyCam has over its competition?

Ridgid & General are the main competitors. EasyCAM is less expensive, made in America and owner repairable. Our competitors are expensive to repair and can take as long as 30 days. Our customer service is excellent, we will FedEx out replacement parts same day as long as we are notified in time to make them to make the pick up.

24. how much does the EasyCAM M5200 displayed cost?

\$6495 complete. The locator wand was just retooled and is \$1695

25. what kind of ROI am I really likely to have?

Ask the client if he would want a sewer/drain inspection to avoid possible excavation issues after they move in. Most customers will ask the price. Priced at less than 50% of the home inspection and generally half or less than what a plumber would charge you can expect 1/3 to 1/2 of your customers to opt for the service. Having photos of issues identified by a sewer camera inspection plus photos of a home having a sewer repair in progress will help paint the picture for your clients.

26. Another vendor told me about a Wohler unit which is smaller and seems to do the same thing as the EasyCAM?

I would guess Wohler has less than 1% of the market. Plumbers just don't use them. They are light duty machines, if plumbers don't use them home inspectors shouldn't either.

27. if I buy today when will I receive it?

Normally within a week

28. do you provide any financing (we have 3rd party lease providers on our website we can point people towards; most home inspectors, though, pay up front) We have a lease

company we use. We offer 0% financing and other short term loans at reasonable rates.