



DRAINAGE CONTRACTORS ARE EQUIPPED FOR GROWTH

ADD DRAINAGE TO YOUR SERVICES
AND WATCH NEW BUSINESS
OPPORTUNITIES FLOW



 **SiteOne**
LANDSCAPE SUPPLY

IMPROVING YOUR *FLOW*

Stormwater management and drainage are profitable additions to the service portfolio of any contractor who's motivated to take their business to the next level. You already have the crew and the tools you need to install drainage. If you know what to look for, you can develop new business and keep the crew busy. And we're here to help.

SiteOne® and NDS have all the tools and resources you need to succeed as a drainage contractor. Here are answers to a few questions you may have as you begin your journey.

Adding installing drainage to my business sounds solid, but where do I start?

Step one is to contact your local SiteOne Branch for the best advice in beginning a drainage installation. If you are currently doing irrigation or hardscaping work, you already have the tools you need to install drainage and add more profitability to your projects. It's likely that you also have the leads to get started, because almost every homeowner can benefit from stormwater management. Remember, adding this service to almost any type of landscaping project can grow your business, keep your crews busy and maximize profit potential.

With so many manufacturers offering so many different drainage products, which ones are best?

Drainage options from NDS and ADS are proven time-and-labor savers that protect landscapes and foundations, maximize usability of outdoor spaces, and prevent problems downstream. The key is installing the right solution for your customer, and that's where SiteOne can help.

How long should I estimate a drainage project to take?

The installation of a drainage solution will likely take only a few hours. But projects can vary depending on the products used, the length of the pipe runs, depth, soil type or other factors.



"As a newcomer, what are the biggest challenges or concerns I'm going to face?"

There are three common problem areas you will likely encounter. The good news is they are easy to identify and deal with if you know what to look for.

The well-crafted installation of a drainage system has a way of improving things.

- Improving your bottom line
- Improving the amount of services your business offers
- Improving property and environment with reduction in runoff, erosion, and pollution
- Improving your crew's workload

1

DOWNSPOUT RUNOFF

Problem:

- May wash out landscape beds if untreated
- May cause serious foundational problems — wet crawlspace and flooded basements
- Many installed “solutions” like splash blocks and aprons don’t move water far enough away from foundations

Solution:

- For areas where no trees overhang the roof or there are leaf guards, downspout adapters are ideal for connecting gutter to drainage pipe to move water away from the home
- Where trees overhang, catch basins or low-profile adapters with grates, and basin filters, block debris and collect discharge
- These products move water away from the foundation to a safe area downstream



2

WATER IN LAWN

Problem:

- Water collecting in low areas causes soil saturation or ponding
- Heavy rain makes the area muddy, unusable
- Creates mosquito breeding ground
- Can drown lawn turf or promote the establishment of lawn diseases

Solution:

- A catch basin or low profile adapter installed at the low point and connected to a discharge pipe will prevent water collection
- Grates block large debris from entering drainage pipe
- Catch basins with sumps allow smaller debris to settle and be removed
- Products connected to drainage pipe move water from problem area to a safer discharge location



3

WATER IN LANDSCAPE BEDS OR NATURAL AREAS

Problem:

- Landscape beds and natural areas that become flooded can compromise landscape plantings and cause foundation problems when runoff is adjacent to a building or other structure
- Signs of pooling water in landscape beds or natural areas include yellowing or dying plants
- Pervasive fungus and disease problems causing musty, unpleasant smells. And persistent standing water more than a day after a rain event

Solution:

- Using domed atrium grates as a pipe inlet or with a catch basin or low-profile adapter will help solve this problem
- Atrium grates are suited for landscape beds and natural areas, as they drain runoff flows containing mulch and other debris better than flat grates
- NDS filters in a catch basin provide protection for the drainage system by preventing smaller debris from entering the downstream piping



Grates, basins or low-profile adapters connected to a drainage pipe move water to the safe area. Pop-up emitters are a good choice at the point of discharge.

"I see the benefits of installing drainage and now I have a pretty good idea how to diagnose most drainage problems. So, where do we go next?"

SiteOne® has partnered with NDS and ADS to offer the tools and resources you need to enter this profitable new category

- SiteOne University Training
- NDS Professional Drainage Contractor Certification
- Technical and Design Support

And, of course, the SiteOne Drainage Pros trained in stormwater and drainage best practices will become your go-to resource for simple answers to complex questions.



SiteOne and NDS can help equip your business for growth. No question.

When you feel it's time to see your business grow even more by becoming a drainage contractor, the tools and resources are ready.

SiteOne.com/EquippedForDrainage

