

# The PSI Difference

The most important question that we need to answer for you is "**Why would you choose Piping Systems, Inc. (PSI) over any other company?**"

At the risk of sounding corn-ball, You are the Center of our Universe! We are all about solving your piping headaches. That about sums it up. To help you be reassured that we truly make You the Center of our Universe, take a minute to go through this checklist to compare us to another Piping Contractor.

	Existing Contractor		Piping Systems, Inc.	
	YES	NO	Yes!	NO
Easy to do business with?	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Is 24/7 emergency service provided?	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Do they have the proper trade licenses (i.e., Piping, Plumbing, Gas fitting, Fire System installation, Hoisting?) If yes, can you see them? Are they current?	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Been in business for at least 40 years?	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Do they do the design and construction with their own crews?	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Will they run interference for you with the local Inspectors?	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Are they willing and able to design and make changes "on the fly"?	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Do they offer a 2-year warranty on new piping installations? Five years on new Fire Sprinkler System installations?	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Are they multi-disciplinary – i.e., able to provide a wide variety of services?	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Do they really understand your needs?	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Will they make time for you, especially if all you need is advice?	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Will they leave their work area (your facility) neater than when they found it?	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Do they have adequate General Liability and Excess Liability Insurance? Marine coverage for goods in transit to your facility?	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>

Will they supply credit references from their vendors?	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Are they aware of and will they install the project to all City and State Building Codes?	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
What does their safety program look like? Will they provide you with a copy?	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Do their technicians have CPR training?	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Can you leave them alone? (i.e., Will they require much "baby-sitting"?)	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Do they have a 100% completely satisfied guarantee?	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Do they know how to specify the right product for your application?	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Do they hold regular meetings with their employees to discuss customer-related situations and concerns that come up in the field?	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Will they perform the warranty repairs rather than require you to depend on the manufacturer to handle the problem?	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>

## Results

So, how did we do? Are you ready to make a change and receive the service and attention that you deserve? Call us today at (508) 644-2221.