



HOW TO PRICE JOBS

FOR DUSTLESS BLASTING
BUSINESS OWNERS



PRICING TIPS & TRICKS

Starting out with your business, you will learn how to price your services, balance your costs and expenses, and manage your time. All of this will get easier with experience, but in the meantime, we are always happy to help.

Though we can't give you exact pricing, we can share tips, tricks, and ballpark numbers. Remember, prices will vary across the country, so it's important to base your prices on YOUR area.

Consider Your Production Rate

Your production rate indicates how much time it takes to clean a surface according to specifications. It is expressed as square feet per hour. Your production rate will vary from job to job based on several factors:

1.) Desired level of surface cleanliness

For example, taking the surface to a *white metal* finish will take longer than a *brush off* finish.

2.) Condition of the coating

For example, the thickness of paint, or the presence of rust or body filler will influence your bidding.

3.) Abrasive choice

For example, using garnet will be faster than glass, but it is more expensive.

4.) Equipment

For example, the DB800 will complete an equivalent job more quickly than the DB500.

Test It Out

Blasting a test patch can tell you what your production rate will be, so you can estimate how long a job will take, and price accordingly. Depending on the size of the job, this might be a 1ft x 1ft square, or you might use an entire bag of glass to see how far it gets you. As a bonus, this also demonstrates the capabilities of your machine to your potential customer!

Twists and Turns

If you are blasting something with different angles and shapes, or hard to reach areas, your production rate will decrease. Be sure to factor this in. Some examples would be fences, railings, or spoked wheels.

Restore vs. Replace

Say you are going to strip a complicated wrought iron fence, and the customer argues that your rate of \$10 / linear foot is way too high. When compared to the cost of replacing the fence, which might be \$25 / linear foot, blasting does not seem that expensive anymore!

Building Your Portfolio

It is good practice to take notes and before & after pictures of each job. Write down what the job entailed, how long it took, what kind of media you used, etc. Not only will you have a portfolio of work to show customers, but you also can refer to this later to make informed bids on jobs. In no time at all, you'll be a pro at estimating prices.

Cleanup is a Negotiable Tool

Almost every job requires cleanup, which you can use to your advantage. You can choose to build this into your price, or allow the customer to save some money by cleaning up himself.

Still have questions? We're here to help. Call us at **713-869-2227**



REAL-LIFE PRICING EXAMPLES

Automotive Applications

The value of auto stripping varies across the country, but we have compiled a ballpark price list that we've found to be about average. Our blasting systems can remove paint, primer, rust, body filler, under coating and powder coating in one step. This is extremely valuable to your potential customers, and helps differentiate you from the competition.



Outside Body	\$850
Inside Body	\$300
Outside Panels	\$75
Inside & Outside Panels	\$125
Hood Outside	\$125
Hood Inside	\$75
Trunk Outside	\$100
Trunk Inside	\$75
Door Jamb	\$250
Disassembled Car	\$1,350
Wheel	\$35

Graffiti Removal

We recommend charging between \$3.50 - \$5 per square foot, with a minimum of \$200 - \$300. This price range also works for removing paint from masonry and concrete.



1 Bag of Media	\$10
Diesel	\$5
Actual Blast Time	8 Minutes
(1 Hour Minimum Charge)	\$300
Billed to Customer	\$300
Total Material Cost	\$15

Gross Profit **\$285**

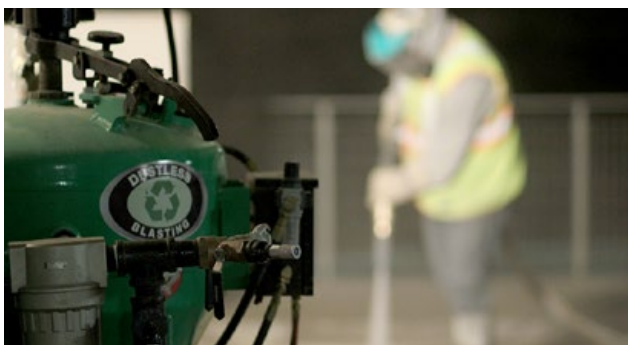
Calculations are based on the DB500 Mobile S or DB500 Mobile XL, which consumes ~1.5 gallons of fuel per hour. Assumes a diesel price of \$3/gallon.



REAL-LIFE PRICING EXAMPLES

Removing Line Stripe

This job is generally charged by linear foot. It varies, but \$3 / linear foot is a good ballpark figure.



850 Linear Feet x \$3/foot

6 Bags of Media	\$60
Diesel	\$7
Actual Blast Time	1.5 Hours
Billed to Customer	\$2,550
Total Material Cost	\$67
Street Sweeper Fee	\$75
Gross Profit	\$2,408

Calculations are based on the DB500 Mobile S or DB500 Mobile XL, which consumes ~1.5 gallons of fuel per hour. Assumes a diesel price of \$3/gallon.

Stripping a 54' Viking Yacht

For boats < 35 feet long: Charge \$35 per linear foot.

For boats > 35 feet long: Charge the length of the boat in feet times itself.

For example, if a boat is 45 feet long you would charge \$45 x 45. If the boat is 70 feet long you would charge \$70 x 70.

If you are required to contain and dispose of all blasting products, you may want to add \$10 per linear foot to that amount.



54 Linear Feet x \$54/foot + \$10/foot for cleanup

28 Bags of Media	\$280
Plastic for easy cleanup	\$40
Diesel	\$32
Actual Blast Time	7 Hours
Billed to Customer	\$3,456
Total Expenses	\$352
Gross Profit	\$3,104

Calculations are based on the DB500 Mobile S or DB500 Mobile XL, which consumes ~1.5 gallons of fuel per hour. Assumes a diesel price of \$3/gallon.



REAL-LIFE PRICING EXAMPLES

Pool Tile Cleaning

Calcium deposits are not only unsightly, but they detract from the value of a pool and can even damage expensive filtration equipment. The Dustless Blaster takes care of even the toughest calcium scale buildup in no time. In addition, nearby neighbors who see you blasting might want your services for their own pools!

We recommend charging up to about \$7 / linear foot for this service.



185 Linear Feet x \$7/foot

4 Bags of #7 Glass Beads	\$160
Diesel	\$12
Actual Blast Time	2.5 Hours
Billed to Customer	\$1,295
Total Material Cost	\$172
Gross Profit	\$1,123

Calculations are based on the DB500 Mobile S or DB500 Mobile XL, which consumes ~1.5 gallons of fuel per hour. Assumes a diesel price of \$3/gallon.

Masonry Paint Stripping

For cleaning a patio, or the side of a building, you might charge \$2 - \$4 per square foot, depending if cleanup is included.



1,400 Square Feet x \$4/square foot

80 Bags of 40/70 Glass	\$800
Diesel	\$90
Actual Blast Time	20 Hours
Billed to Customer	\$5,600
Total Material Cost	\$890
Gross Profit	\$4,710

Calculations are based on the DB500 Mobile S or DB500 Mobile XL, which consumes ~1.5 gallons of fuel per hour. Assumes a diesel price of \$3/gallon.