



CASE STUDY

Coronavirus Disinfection Services



Objective: Apply disinfectant vapor to high-touch areas, so essential personnel can work safely



Location: Brighton, Michigan



Client: Manufacturing company



This Michigan business owner saw an opportunity to help his community in the wake of COVID-19.

He started out offering free disinfecting services for first responders' vehicles, but demand grew quickly and turned into a recurring revenue stream.

A local manufacturing facility, deemed essential, is using his disinfection services to keep their workers safe. He uses the Dustless Blasting® Vapor Adapter and his DB800 Mobile to apply a hospital-grade disinfectant that doesn't leave a film or residue, quickly covering tens of thousands of square feet.

"What people like about this product is that it **doesn't smell**. They don't want to come in on Monday morning and have the place smell like bleach."

Kevin B., Motor City Disinfection



Technical Details

EQUIPMENT:

DB800 Mobile & Vapor Adapter

SURFACE AREA:

60,000 sq ft

DISINFECTANT:

FQE Bacteria Kill I

TIME:

9 hours

APPLICATION METHOD:

Cold Vapor

CREW SIZE:

1 man



Pricing Breakdown

RUN TIME

9 HR

CHARGED TO CUSTOMER

\$3,134

45 OZ DISINFECTANT

(FQE Bacteria Kill I Disinfectant Concentrate)

\$20

7 GALLONS OF DIESEL

(based on idling the compressor, and average fuel prices as of 2020)

\$14

TOTAL PROFIT

\$3,100

EVERY OTHER WEEK

"So I have a 30 gallon pot. **I think I only used about 10 gallons.**"

Kevin B., Motor City Disinfection