



# HOW TO **PRICE JOBS**

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FOR DUSTLESS BLASTING  
BUSINESS OWNERS



# PRICING TIPS & TRICKS

Learning to price jobs, manage expenses, and optimize your time as a new Dustless Blasting business owner can be challenging. While experience will make these tasks more manageable, we are here to offer guidance every step of the way. Though we can't provide exact pricing, we're happy to share valuable tips, tricks, and ballpark figures. Remember, pricing may differ across regions, so it's crucial to consider your local area when determining your rates. Below are aspects to consider when quoting a project for a client.

## Consider Your Production Rate

Your production rate is a calculation based on the amount of time it takes you to clean a surface to a specific standard. This rate is typically listed in square feet per hour. Your production rate will vary from job to job based on several factors:

- **Desired Level of Surface Cleanliness**

In the surface preparation industry, there are different levels of cleanliness to consider: white metal, near white metal, commercial, and brush off. Achieving a white metal finish will take more time compared to a brush-off finish.

- **Condition of the Coating**

Factors like the paint thickness, presence of rust, or body filler will influence your bidding.

- **Abrasive Choice**

The choice of abrasive, such as garnet or glass, impacts the speed of the job, with garnet being faster but more expensive.

- **Equipment**

Different equipment models, like the DB800® and DB500®, hold different amounts of abrasive and water in the pot. This may affect the overall efficiency of your project depending on the size.

## Conduct a Test Blast

If you're unsure about the removal rate of a certain coating, you can conduct a test blast of the surface to better estimate a job's time and price.

Depending on the size of the job, the test patch may be a 1 ft x 1 ft 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!

## Project Difficulty

If you're blasting items with different angles, shapes, or hard to reach areas, you should factor this into your quote. Blasting fences, railings, or intricate pieces vs. an open wall will impact the speed of your removal rate

## Restore vs. Replace

Say you're going to strip a complicated wrought iron fence, and the customer thinks 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, your price to restore the fence rather than replace it becomes much more attractive.

## Building Your Portfolio

It's 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'll also be able to refer to your notes to make informed bids on future 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 post-blast cleaning into your price, or allow the customer to save some money by cleaning up himself.



# REAL-LIFE PRICING EXAMPLES

## AUTOMOTIVE RESTORATION

Prepping a racing Ferrari to be repaired and repainted meant removing multiple layers of paint, grime, and rust from the car's delicate fiberglass, aluminum, and carbon fiber body. These materials need to be blasted with extreme care and finesse to avoid damage.

To protect the car's body, Official Master Strippers reduced the blast pressure on their DB225® down to 70 PSI. The team blasted with a generous standoff distance of 18-20 inches when possible. They used 40/70 crushed glass abrasive, and were able to complete the job in three hours, with an additional hour spent on masking and set up.



## GRAFFITI REMOVAL

This team made quick work of removing paint from the walls of an entire five-story building.

The operators chose to use the wet blast function of their machine to suppress dust while working in an enclosed building.

With the right media, blast pressure, and standoff distance, Dustless Blasting can strip and clean brick walls while minimizing potential damage or texturing the brick surface.

At 500 sqft. an hour, this crew was able to strip this massive five-story building in less than four weeks.



<b>EQUIPMENT</b>	DB225®
<b>JOB LENGTH:</b>	3 hours
<b>BID STRATEGY:</b>	Hourly rate
<b>OPERATING COSTS:</b>	Media: \$80 Diesel: \$24 Total: \$104
<b>TOTAL CHARGED TO CLIENT:</b>	\$800
<b>TOTAL PROFIT:</b>	\$696

<b>EQUIPMENT:</b>	DB800®
<b>JOB LENGTH:</b>	Just under 4 weeks
<b>BID STRATEGY:</b>	Daily rate
<b>OPERATING COSTS TO CONSIDER:</b>	Media Diesel Cleanup materials
<b>CHARGED TO CLIENT:</b>	\$3,000 per day



# REAL-LIFE PRICING EXAMPLES

## REMOVING LINE STRIPE

This team of Dustless Blasting operators utilized the wet blasting power of their machine to remove 18 feet of parking lot line stripe per minute. With their selected blast method, the team was able to offer their client efficient removal rates, mobility, and a safer work environment with dust suppression.

A benefit of wet blasting for this application was the savings on media. This team found they went through about 50% of the abrasive they typically use if they were dry blasting.



<b>EQUIPMENT</b>	DB500® Mobile XL
<b>JOB LENGTH:</b>	1.5 hours
<b>BID STRATEGY:</b>	Charged per foot of stripe (\$3 per)
<b>OPERATING COSTS:</b>	Media: \$60 Diesel: \$7 Cleanup Hire: <u>\$75</u> Total: \$142
<b>TOTAL CHARGED TO CLIENT:</b>	\$2,550
<b>TOTAL PROFIT:</b>	\$2,408

## STRIPPING A 54' VIKING YACHT

A common rule of thumb used when quoting boats in the marine industry is:

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



<b>EQUIPMENT</b>	DB500®
<b>JOB LENGTH:</b>	10 hours
<b>BID STRATEGY:</b>	Flat rate
<b>OPERATING COSTS:</b>	Media: \$280 Diesel: \$32 Plastic sheeting: <u>\$40</u> Total: \$352
<b>TOTAL CHARGED TO CLIENT:</b>	\$3,456
<b>TOTAL PROFIT:</b>	\$3,104



# REAL-LIFE PRICING EXAMPLES

## POOL TILE CLEANING

Northwest Mobile Blasting LLC utilized Dustless Blasting equipment to remove paint from two in-ground concrete pools totaling 6000 square feet.

Despite facing challenges such as inclement weather and unexpected bed coatings, the team completed this project in just two weeks.

Northwest Mobile Blasting was able to generate \$1,042 in daily profit AFTER operating expenses.



## MASONRY PAINT STRIPPING

Removing paint from brick, stone, or other forms of masonry can be tedious as the substrate may require extra care to preserve.

The dustless blaster made quick work of what could have been an incredibly time-consuming job with traditional methods.

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



<b>EQUIPMENT</b>	DB500® Mobile XL
<b>JOB LENGTH:</b>	14 days total
<b>BID STRATEGY:</b>	Quoted by the square foot (\$3.60 per)
<b>OPERATING COSTS:</b>	Labor: \$2,200 Media: \$3,398 Diesel: <u>\$1,462</u> Total: \$7,060
<b>TOTAL CHARGED TO CLIENT:</b>	\$21,660
<b>TOTAL PROFIT:</b>	\$14,600

<b>EQUIPMENT</b>	DB500® Mobile XL
<b>JOB LENGTH:</b>	20 hours
<b>BID STRATEGY:</b>	Quoted per square foot (\$4 per)
<b>OPERATING COSTS:</b>	Media: \$800 Diesel: <u>\$90</u> Total: \$890
<b>TOTAL CHARGED TO CLIENT:</b>	\$5,600
<b>TOTAL PROFIT:</b>	\$4,710