

Module 8



Practice Quote Sheets

The following photos of graffiti are examples of similar situations you will come across. Depending on you local market, these prices will vary. However, this is a good starting point for getting to know how to price jobs. A +/- of 15% in your prices would be considered a good quote.

Fill in the blanks. Answers found on the last pages.

1.

Surface types: _____

Products to use: **Vamoose** **Beaver Bite** **Graffiti Syrup** Paint

Describe removal procedure: _____

Quote Price: \$ _____



2.

Surface types: _____

Products to use: **Vamoose** **Beaver Bite** **Graffiti Syrup** Paint

Describe removal procedure: _____

Quote Price: \$ _____



3.

Surface types: _____

Products to use: Vamoose Beaver Bite Graffiti Syrup Paint

Describe removal procedure: _____

Quote Price: \$ _____



4.

Surface types: _____

Products to use: **Vamoose** **Beaver Bite** **Graffiti Syrup** **Paint**

Describe removal procedure: _____

Quote Price: \$ _____



5.

Surface types: _____

Products to use: **Vamoose** **Beaver Bite** **Graffiti Syrup** Paint

Describe removal procedure: _____

Quote Price: \$ _____



6.

Surface types: _____

Products to use: **Vamoose** **Beaver Bite** **Graffiti Syrup** Paint

Describe removal procedure: _____

Quote Price: \$ _____



7.

Surface types: _____

Products to use: **Vamoose** **Beaver Bite** **Graffiti Syrup** Paint

Describe removal procedure: _____

Quote Price: \$ _____



8.

Surface types: _____

Products to use: **Vamoose** **Beaver Bite** **Graffiti Syrup** Paint

Describe removal procedure: _____

Quote Price: \$ _____



9.

Surface types: _____

Products to use: **Vamoose** **Beaver Bite** **Graffiti Syrup** Paint

Describe removal procedure: _____

Quote Price: \$ _____



10.

Surface types: _____

Products to use: **Vamoose** **Beaver Bite** **Graffiti Syrup** **Paint**

Describe removal procedure: _____

Quote Price: \$ _____



11.

Surface types: _____

Products to use: **Vamoose** **Beaver Bite** **Graffiti Syrup** Paint

Describe removal procedure: _____

Quote Price: \$ _____



12.

Surface types: _____

Products to use: **Vamoose** **Beaver Bite** **Graffiti Syrup** Paint

Describe removal procedure: _____

Quote Price: \$ _____

* Note the pink spray is from a fire extinguisher 26 feet up the wall. The wall is not painted. Coloured bricks were used in the construction.



13.

Surface types: _____

Products to use: **Vamoose** **Beaver Bite** **Graffiti Syrup** Paint

Describe removal procedure: _____

Quote Price: \$ _____



14.

Surface types: _____

Products to use: **Vamoose** **Beaver Bite** **Graffiti Syrup** Paint

Describe removal procedure: _____

Quote Price: \$ _____



15.

Surface types: _____

Products to use: **Vamoose** **Beaver Bite** **Graffiti Syrup** Paint

Describe removal procedure: _____

Quote Price: \$ _____



16.

Surface types: _____

Products to use: **Vamoose** **Beaver Bite** **Graffiti Syrup** Paint

Describe removal procedure: _____

Quote Price: \$ _____



17.

Surface types: _____

Products to use: **Vamoose** **Beaver Bite** **Graffiti Syrup** Paint

Describe removal procedure: _____

Quote Price: \$ _____



18.

Surface types: _____

Products to use: **Vamoose** **Beaver Bite** **Graffiti Syrup** Paint

Describe removal procedure: _____

Quote Price: \$ _____



19.

Surface types: _____

Products to use: **Vamoose** **Beaver Bite** **Graffiti Syrup** Paint

Describe removal procedure: _____

Quote Price: \$ _____



20.

Surface types: _____

Products to use: **Vamoose** **Beaver Bite** **Graffiti Syrup** Paint

Describe removal procedure: _____

Quote Price: \$ _____



21.

Surface types: _____

Products to use: **Vamoose** **Beaver Bite** **Graffiti Syrup** **Paint**

Describe removal procedure: _____

Quote Price: \$ _____



22.

Surface types: _____

Products to use: **Vamoose** **Beaver Bite** **Graffiti Syrup** Paint

Describe removal procedure: _____

Quote Price: \$ _____



23.

Surface types: _____

Products to use: **Vamoose** **Beaver Bite** **Graffiti Syrup** Paint

Describe removal procedure: _____

Quote Price: \$ _____



24.

Surface types: _____

Products to use: **Vamoose** **Beaver Bite** **Graffiti Syrup** Paint

Describe removal procedure: _____

Quote Price: \$ _____



25.

Surface types: _____

Products to use: **Vamoose** **Beaver Bite** **Graffiti Syrup** Paint

Describe removal procedure: _____

Quote Price: \$ _____



Answers

1. Surface type(s): Concrete block

Products to use: Graffiti Syrup

Removal procedure: Apply Graffiti Syrup and let dwell until paint is liquifying and moving. Pressure wash it off.

Quote Price: \$240

2. Surface type(s): Concrete block

Products to use: Graffiti Syrup

Removal procedure: Apply Graffiti Syrup and let dwell until paint is liquifying and moving. Pressure wash it off.

Quote Price: \$220

3. Surface type(s): Painted surface + possibly factory painted metal door

Products to use: Vamoose Paint

Removal procedure: Vamoose patch test on the door if it is an oil based painted door. Apply Vamoose to a scouring pad, agitate and let sit before scouring it further. If it is removing the grey paint, then 2 colours of paint will be needed. Colour match the 2 colours and paint them both their original colours.

Quote Price: \$230-270 (depends on if 1 or 2 cans/colours of paint are needed)

4. Surface type(s): Factory painted metal

Products to use: Vamoose Beaver Bite

Removal procedure: Unless someone has painted it since it was manufactured, garbage cans have an extremely strong/durable paint on them. Soft removals should be an obvious choice on them.

Quote Price: \$200

5. Surface type(s): Exposed aggregate (concrete/stone)

Products to use: Graffiti Syrup

Removal procedure: Apply Graffiti Syrup and let dwell until paint is liquifying and moving. Pressure wash it off.

Quote Price: \$200

6. Surface type(s): Synthetic fibre wood

Products to use: Beaver Bite

Removal procedure: Apply Beaver Bite to a scouring pad and lightly agitate onto graffiti. Let product dwell, but not dry out. If steel wool doesn't scratch the surface, agitate graffiti with it. Wipe it off with a clean rag and rinse with water.

Quote Price: \$200 (or whatever your company minimum call out is)

7. Surface type(s): Exposed aggregate (concrete/stone) and metal

Products to use: Vamoose Graffiti Syrup

Removal procedure: Apply Graffiti Syrup to everything, including the chain and metal in this situation. The paint brush will allow you to get product everywhere on the metal that a scouring pad might not be able to reach. The metal in this situation is very tough and you won't notice any discolouring that you would if you were to use Graffiti Syrup on something like a stop sign. Let the product dwell and pressure wash off once it has released the binders in the paint. If you missed any of the paint on the metal in your first coating, you could use

Vamoose to touch up the job, or if you still have product on your paint brush, you could use it again. Either product will work on the metal in this situation.

Quote Price: \$235

8. Surface type(s): Painted metal garbage can, painted surface, and porous concrete brick

Products to use: Vamoose Graffiti Syrup Paint

Removal procedure: Vamoose would clean the garbage can with a scouring pad. The dark grey painted area and door would require paint. A close dark match of paint that you may already have in stock could possibly be used because all of the area in the existing colour will be painted the same colour. To paint the entire area that is already painted would take less time that it would be worth to colour match the current paint and only paint the section that has graffiti. It would also not take the full gallon of paint that you would have to purchase regardless. The removal on the remaining brick graffiti would require Graffiti Syrup to be applied and pressure washed off once the paint has started to move. The order of work would be to do the removal first, then as the painted surface is drying from the water that was on it from the removal, the garbage dumpster would be second and painting at the end.

Quote Price: \$350

9. Surface type(s): Painted door, bare metal, porous surface bricks.

Products to use: Vamoose Graffiti Syrup Paint

Removal procedure: The door would need to be painted if it doesn't have a hard factory finish on it. The pipes would be cleaned with Vamoose and a scouring pad. The brick would need Graffiti Syrup applied to it and pressure washed off once the paint binders have released. Extra dwell time or extra product is a good idea on lighter coloured bricks as they hold paint pigment harder than darker colours or older (50+ years) less porous bricks do.

Quote Price: \$390

10. Surface type(s): Brick and painted surface

Products to use: Paint

Removal procedure: Because this wall has had multiple square paint-outs over graffiti, removing any graffiti on the porous section would be useless. The main objective on this job would be to make the wall look better with a uniform paint job. This would deter graffiti more than anything else that could be done. Painting the full wall 11 bricks high from the ground, or approximately 8 feet high would be ideal. Painting high enough to a grout line would be recommended in order make the line look professional. Most people can't reach above 8 feet, so if you were to paint 6 feet high and it gets tagged again above the line you paint, you'd have to repaint the straight top line again. As long as this wall doesn't get tagged above your top paint line, future removals with the same paint will be extremely quick and easy. Colour match a paint to the colour of the brick, or a colour that the owner would like on the building. A stock concrete colour paint is a good paint to have on hand at all times as this can be a common situation. The same colour on multiple buildings (especially GPP buildings) can save you a lot of time and money. If you do ask the owner if they want a specific colour, give them some options that work for you. Light colours or paints with a gloss sheen to them won't cover over graffiti very well, so more coats of paint will be needed. This will cost you more waiting time for the paint to dry before the next coats can be applied. It will also cost you more in paint as more coats are needed.

Quote Price: \$275

11. Surface type(s): Multiple colours on a painted surface

Products to use: Paint

Removal procedure: As this building has a specific colour scheme, you should ask the manager/owner if they know what specific paint colours were used. If they don't have them

available, colour matching all 3 colours would be required. This is already bringing the cost of the job up dramatically because you will need 3 different roller sleeves, 3 paint brushes, and 3 pails of paint. Find a place on the building that has the same sunlight/UV exposure and chip off samples for the paint store to use their spectrometer on. Removing a piece of the trim that can be replaced once the colour is matched is a good idea, but not always possible. Paint will fade over a few years, so sometimes even a saved can of paint from a job could look like a wrong colour match after a few years, so make sure to find a sample and hold it against the colour you're going to paint. The north side of a building will usually give you darker sample than the south (sun facing) side will.

This would be a great building to try and get on your GPP. The removal quote would be fairly high, but once you have the 3 colours for this building, you would be able to perform a lot of removals without much additional cost. The monthly fee for your GPP would be drastically lower than what they might expect once they see your original removal quote. Painted buildings can come with a larger investment up front for GPPs, but also have a larger upside once you have those paints matched well and with you whenever you check on the building.

Quote Price: \$325

12. Surface type(s): Split faced brick.

Products to use: Graffiti Syrup

Removal procedure: This job was done by Remove My Graffiti in 2013. Spray from a fire extinguisher is typically easier than most graffiti paints because it has been diluted with water in order for it to spray. The downside is that there is a lot of overspray, which means you have to spread Graffiti Syrup over a larger area than what you see in the photo. Working in sections, start at one side and work from the bottom applying product. Once you reach a height where the bottom product is about to dry on the wall, change over to using the pressure washer. If you were to start at the top and work your way down, you might get some of the graffiti wet before you get product on it, which ends up diluting and messing up your pail of Graffiti Syrup. You can, and will, need to rinse a lot on this job, so make sure you have a lot of water accessible. Plan on this job taking a full day, but let the customer know that if the job ends up taking more than one day, the cost of renting the lift equipment for more days will be added to the invoice.

Apply Graffiti Syrup as you normally would when the wall isn't going to have sun directly on it. If it were a south facing wall, wait for a day with overcast clouds that doesn't forecast rain. Sun will heat up the wall and prevent you from applying larger areas before the product starts to dry. You will be less rushed and be able to cover more graffiti before having to start the pressure washer. 2 people are needed for this job as you should never use lift equipment alone. Always follow the safety requirements for rental equipment and be sure you know how to operate it before starting a job that requires one. You also need to have permission from the land owner that you will be operating it on. In this case, the empty lot wasn't owned by the owner of the building with graffiti, so permission was required and attained before the lift equipment was ordered and dropped off.

Quote Price: \$2,500+ & the cost of renting a rough terrain man-lift (boom lift, not scissor lift).

13. Surface type(s): Concrete brick

Products to use: Graffiti Syrup

Removal procedure: Apply Graffiti Syrup and let dwell until paint is liquifying and moving. Pressure wash it off.

Quote Price: \$295

14. Surface type(s): Metal & painted surfaces.

Products to use: Vamoose Beaver Bite Paint

Removal procedure: The slap tags on the metal box would be removed first with a straight blade and then Vamoose on a scouring pad would be applied to the graffiti and sticker residue.

After a short dwell time, the graffiti and residue will be removed with soft agitation and wiped off with a clean rag. The yellow surface is commonly, or probably, painted with hard enamel street paint. Beaver Bite (or possibly Vamoose) should be used for removing, or attempting this graffiti first. The small painted sections on the concrete might be able to be removed with Graffiti Syrup and 2 or 3 applications. Because this area appears to be in an alley, has already been painted before, and is obviously a frequently hit area with graffiti, using your stock concrete grey paint (that you had matched in Quote #10) is a good option. Paint a proper section instead of only covering the small squares that were painted the last time someone covered graffiti. Paint as high as you can on the pillar and go down to the yellow paint. Use your discretion on the main wall. If your paint colour is a great match on this concrete (not all concrete will be the same shade/colour), then you can often paint a smaller area.

If the owner wants to have the painted squares fully removed, increase your quote price, since you'll have to bring your pressure washer to the site and the removals will take more time, as you'll need multiple applications to remove the thick latex paint, then whatever graffiti that was being covered up by it.

Quote Price: \$220

15. Surface type(s): Painted surface

Products to use: Paint

Removal procedure: The sheen of your paint (glossy, eggshell, flat, semi-gloss, etcetera) is important for this job. Even though it is all black, a different sheen will make it look like you just covered graffiti. As mentioned a few quotes back, sunlight and/or UV will fade colours, so painting the whole wall, or up to the tops of the window cut outs could be required. If the paint colour match is really good, you might be able to stop at the visible line below the graffiti instead of painting all the way down to the ground. This is also a great building to try and get on your GPP. Painting large walls in an alley can sound expensive to owners, but black is a great colour to have on a building because it covered graffiti well (unlike white, yellow, or any paints with a glossy sheen).

If the black hasn't faded and you have a perfect match, only painting over graffiti would be as the lower end of quote variance. If you have to paint a large area of the wall for the paint to blend, then start with the higher quote.

Quote Price: \$220 - 360

16. Surface type(s): Painted surface

Products to use: Paint

Removal procedure: Colour match if the owner requests the colour to remain the same, otherwise consider using your stock grey concrete paint. Prepare (clean) and paint surface.

Quote Price: \$335

17. Surface type(s): Stucco and metal sign

Products to use: Vamoose Paint

Removal procedure: Colour match the paint and paint surface. Use Vamoose with a scouring pad on the yellow metal sign.

Quote Price: \$190 (or whatever your company's minimum call out/job price is)

18. Surface type(s): Brick and metal

Products to use: Vamoose Graffiti Syrup

Removal procedure: Vamoose applied to scouring pad to clean blue garbage can. Bricks would have Graffiti Syrup applied and pressure washed off once paint has started to move. Extra dwell time would be a good idea for the Graffiti Syrup, as light coloured bricks can hold pigment harder than darker coloured bricks.

Quote Price: \$275

19. Surface type(s): Metal

Products to use: Vamoose

Removal procedure: Apply Vamoose to scouring pad and apply to graffiti. Let sit for a few seconds or minutes, however much time is needed, then lightly agitate with scouring pad and wipe clean. Rinse with water if required.

Quote Price: \$190 (or whatever your company's minimum call out/job price is)

20. Surface type(s): Marble

Products to use: Vamoose

Removal procedure: Apply Vamoose to scouring pad and apply to graffiti. Let sit for a few seconds or minutes, however much time is needed, then lightly agitate with scouring pad and wipe clean. Rinse with water if required.

Quote Price: \$190 (or whatever your company's minimum call out/job price is)

21. Surface type(s): Concrete brick and fired bricks.

Products to use: Graffiti Syrup

Removal procedure: The rooftop removal is what makes this quote higher than it would be if it were all street level. Two people are required for this job and the time of day needs to be managed as well. Pedestrians below cannot have water and graffiti removal products dripping down on them, so early morning would be the best time. Sunday mornings tend to have even less foot traffic, so if it is a part of town with a high volume of foot traffic, this might be the day to consider doing this removal.

Both jobs would require Graffiti Syrup to be applied with a paint brush and let dwell until the paint has started to liquify. Once it is ready to be done and someone is watching the machine and pedestrian traffic, begin pressure washing it off. Try to angle the water towards the roof of the building you'd be standing on instead of towards the street and over the building. Once the job is completed on the roof, lightly pressure wash the building where the product would have ran down the building. The dirt on the building in that area that had gotten wet during the job would also leave dirty lines if it is left without being pressure washed. Always leave a clean the job-site when you are done.

Quote Price: \$350+ (depending on accessibility to the roof and traffic below)

22. Surface type(s): Split-face concrete block

Products to use: Graffiti Syrup

Removal procedure: Apply Graffiti Syrup to the graffiti and pressure wash off once the paint has started to liquify. This job might need to be done in a few stages in order to pressure wash it off before the product dries. This would depend on how hot it is out and how thick of a coat of Graffiti Syrup is applied. Warmer days (summer) would require this job to be done early in the morning before the sun hits the wall and warms it up to a point where product is drying quickly. This is a south face wall, but if it were a north facing wall, the time of day would be less relevant. A second (touch-up) application is assumed to be required on this job because of the multiple layers of paint that was used. Whenever graffiti is filled in and outlined, you know there will be layers of paint, which means it is thicker and could require layers to be taken off with multiple applications. The second reason a touch-up application would be needed is because split-face concrete block has a lot of pores, which makes it hard to see if you have product on every part of the graffiti. Air bubbles or missed areas on extremely porous (or bumpy) surfaces are common. This is also a good reason to work this wall in sections. Not only will the product not dry, as it will take a long time to apply product to this wall, but you will have a dry surface a the first stage when you're finished the last stage and work over it again in the same direction.

Quote Price: \$660

23. Surface type(s): Synthetic composite

Products to use: Beaver Bite

Removal procedure: Apply Beaver Bite to a scouring pad and agitate over graffiti. If product starts to dry out, apply more products and continue the dwell time. Because the surface has more pores than a metal, product may find these pores and end up spreading itself out thinner, which may cause it to dry quicker than expected. Prepare to use steel wool, or lightly use a wire brush to help reach and scratch the paint in the deeper pores. Rinse with water and wipe clean.

Quote Price: \$190 (or whatever your company's minimum call out/job price is)

24. Surface type(s): Concrete block

Products to use: Graffiti Syrup

Removal procedure: Apply Graffiti Syrup and let dwell until paint is liquifying and moving. Pressure wash it off. This is quoted lower than some other jobs because this job will take very little time and product when applying Graffiti Syrup. The smooth brick and shallow grout lines will make this job very easy.

Quote Price: \$215

25. Surface type(s): Painted surface

Products to use: Paint

Removal procedure: This job would normally require scaffolding, but setting it up for the location on the building would normally not be accepted by the owner. The cost of paint is high, so using a colour that requires 2 coats maximum is recommended. An extension pole is the best approach for this job and a ladder for some sections. A paint line cut at the top of the graffiti and a colour match on the upper roof section would be the best approach, with a medium dark colour (grey or black) used up to the black line already there. A consultation on this job with the owner should be done, as a new colour could be introduced the building. If white is the colour they want, then assume you will be doing 3 or more coats to cover the graffiti, which should reflect in the price for additional time and paint.

Quote Price: \$1,400+