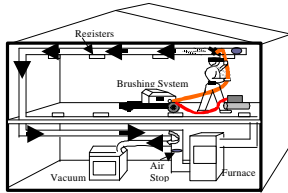


# Duct Cleaning

## DCM-600 Variable Speed

The DCM-600 is our heavy-duty machine made for cleaning deposits in flex, insulated, steel, round, and rectangular ductwork. It features a sturdy steel cabinet, 1/2hp. motor, 15' Handheld Power Controller, Heavy Duty Air Solenoid (for air flushing at brush head). The variable speed control gives the operator more control in cleaning various ducts: slower speeds for flex/dryer/insulated ducts and high speed for steel or commercial ducts.

A single operator can easily clean ducts thoroughly and transport from building to building. *The Best in the business!*



### Contractor's Package: Part Number-DCM601

- 1 DCM-600 Brushing Machine w/cart
  - 1 Flexible Shaft 35' (FS535)
  - 1 12" Duct Nylon Brush
  - 2 14" Duct Nylon Brush
  - 1 18" Duct Nylon Brushes
  - 1 Shaft Lubricator
  - 4 Lubricating Fluid 8oz.
  - 1 Repair Crimping Block
  - 4 Tool Repair Coupling
  - 4 Drive Repair Coupling
  - 1 Commercial HEPA 230CFM Vacuum 110v.
  - 1 Vacuum Tools set
  - 2 Inflatable Duct bags
  - 1 Literature Set
- Price: \$5,063.30



Leasing  
\$192.00 Month!  
(DCM-601)



### FEATURES:

- 1/2HP reversible Motor:** efficient cleaning.
- High Torque:** Powerful unit spin large brushes
- 15' Handswitch:**
  - activates shaft rotation and air flushing
  - controls on/off and forward/reverse
- Variable Speed control:** 0-862.5rpm.

### SPECIFICATIONS

- Horsepower:** 1/2HP, Belt driven, forward/reversible
- Power:** Single Ph, 115v 60HZ, 8.6 amps
- Service Factor:** 1.15
- Flexible Shaft Speed:** 0-862.5 rpm
- Weight(dry):**44 lbs cab. 22 lbs frame/dolly
- Dimensions:** 19"x15.5"x 10.75" Cab. 46"x 21"x17"frame/dolly

**Unit Price:**  
**\$1,950.00**

# F A Q s

## Frequently Asked Questions

### How do I sell this service?

One of the easiest ways to sell duct-cleaning service is to show the potential client the interior of their ductwork with the debris inside. You can either open the ductwork or use an Infrared Inspection camera.

### What are the advantages of GI Industries System?

**First**, our system is designed to thoroughly scrub the walls of the ductwork (360 degrees). The *brushing action breaks the static cling* of the particles and compressed air (**AIR FLUSHING**) comes out at brush head to push debris to the vacuum. **High CFM Vacuum alone will not remove dust and particles.**

**Second**, we do not need a tremendous amount of CFM to remove the debris because our system pushes it to the vacuum.

**Third**, the unit is small and portable. It can be used in homes or commercial buildings. Your equipment is right where you are working.

**Fourth**, the DCM-600 version can be used on steel, insulated or flex ducts. The variable speed controls the brush rotation from **slower speeds for dryer, insulated or flex ducts and high speed for steel ducts.**

**Fifth**, the vacuum can be used for many tasks. Duct cleaning removal, blower cleaning, coil cleaning, hazardous waste removal or general shop cleaning.

### I am just starting out. Is there any material to help me set up my business?

Yes, we provide you with:  
General Duct Cleaning Contract & Worksheets  
Mail/Print Advertisement  
Leasing Programs  
Duct Cleaning Brochure with your company's name, address and telephone number.

### Why is brushing important?

Brushing breaks the static cling of particles on the ducts. This action spins the brush thoroughly and wipes the entire wall. Also, the open bristles on the brush do not get caught on sheet metal screws or flanges .

**GI INDUSTRIES**

THE NEXT GENERATION

**2005**  
**DUCT CLEANING**

**GI INDUSTRIES HAS CREATED THIS DOCUMENT TO ANSWER QUESTIONS ABOUT DUCT CLEANING.**



**CALL TOLL FREE:**  
**1-800-724-1944**

Residential/  
Commercial

**GI Industries** manufactures the next generation of high quality, high performance maintenance equipment .

### CALL FOR MORE INFORMATION!

GI INDUSTRIES INC.  
525 Fan Hill Rd.  
MONROE, CT 06468

PHONE: (203) 452-1944  
TOLL FREE: (800) 724-1944  
FAX: (203) 451-1943

Rev. 205

**Toll Free: (800) 724-1944**

**www.GIIND.com**

# Who needs Duct Cleaning?

- Hospitals
- Universities
- Schools
- Hotels
- Building Owners
- HVAC Contractors (sub-contracting)
- Cleaning Services Contractors (sub-contracting)
- Corporate Maintenance Dept.
- Municipal Building
- Residential HVAC Contractors (sub-contracting)
- Cruise Ships
- Manufacturing Plants
- Food Processing Plants
- Textile Plants
- Office Building
- Museums
- Large Machining Plant/Centers
- Residential Homes



# How Much do I charge?

## Duct Cleaning Revenues

Here are the typical sales in a metropolitan city:

## National: Professional Duct Cleaning Cost/Charges

\$350 to \$500 a house  
or  
\$10 a ft. for duct  
or  
\$15 a vent

## Residential Market

### Description

<u>Average Price</u>	<u>Jobs Per Day</u>	<u>Revenue</u>
2,200 sq. ft. \$350-\$500	2	\$700-\$1,000
Home		
or \$10 a ft.		

X 5 days a week  
\$3,500-\$5,000

X 48 weeks average  
**\$168,000-\$240,000**

### Estimate Total Revenue:

*Note: You will want to sign customers up for a repeat cleaning very 12-18 months.*

## Commercial Duct Cleaning Market

It depends on a number of factors.

Here are some.

- 1) Access to Duct work (note: do ceilings need to be removed? Is ladder or scaffolding needed? Do walls need to be open to get access? etc.)
- 2) Work hours (note: can work be performed during regular work hours? weekends?)
- 3) Timing (note: is the air quality critical/is it emergency cleaning?)
- 4) Debris being removed (note: is it standard debris or highly hazardous?)

**Potential Customers** would be other Service Companies that do not offer this service (subcontracting), Building Owners, Management Companies, Municipalities, Hotels, Entertainment Complexes, Military Bases, Navy Ships, Airports, and Residential Homes

*This page is for informational use only.*

# How do I clean Ducts?

Duct cleaning is relevantly simple if you have a good plan. In order to do a professional job, you must understand the customers' expectations and explain thoroughly the cleaning process and results.

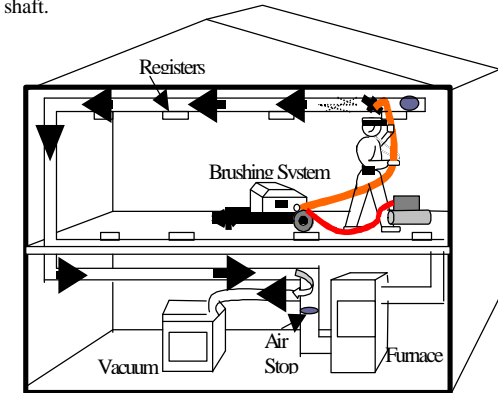
**First** make a layout of the house or building with all the areas to be cleaned. Note the condition of the ductwork and problem areas. Report it to customer before beginning.

**Second**, close off the section/room that you are going to be cleaning.

**Third**, turn off furnace/air conditioning system and close all HVAC vents. Cut an opening (using rotozip saw or similar - suggest 8" dia.) in the ductwork for flexible shaft (with poly brush) to enter and DCM-2230 (vacuum) or similar for recovering debris.

**Fourth**, before you attach the DCM-2230 to the ductwork, block the return at the furnace and all registers. To block the return at the furnace, simply remove the HVAC filters and wrap them in plastic bags or sheets, or use bladder bags. To use bladder bag, have an opening large enough to insert deflated bag. To block registers, close them or seal with light plastic sheets (vacuum will seal the plastic to the surface)

**Fifth**, Connect duct brush to flexible shaft and tighten locknut so brush does not come out or loosen from shaft. Connect flexible shaft to machine. Connect compressor to DCM600 fitting and turn on compressor (Max. 110psi.). Connect DCM-2230 to duct work and turn on. Insert flexible shaft into cutout of duct (**see below**). Turn handswitch to forward rotation. Compressed air will come out of the flexible shaft and brush will rotate clockwise cleaning the right side of the ductwork. Hand feed flexible shaft until it reaches vacuum source (**it is recommended to clean 25'-35' of duct at a time**). To clean the left side, switch the handswitch to reverse (counter clockwise rotation) and slowly retract flexible shaft.



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