

Biography

My name is Dan Zurcher and I own American Striping Co. I've been striping parking lots for 16 years and I've accomplished most of it alone. Parking lots with 50 cars...malls with 1000 cars, playgrounds, small airports, 60,000' indoors...I've done it all. So now?...I wrote this book. Why? Because...I want to teach you how to stripe. And I want you to know everything.

Introduction

Striping parking lots is always listed as a "best business start up". I agree. Striping has it all. It's an easy business to start and maintain. And...it's easy to learn. In my book I'll teach you the only (3) jobs in striping; Re-stripe, Re-stripe Over Seal and Layout. I'll share with you how to stencil so that everything is lined up, pretty and quick. You'll also need to know how to stripe playground games...I'll tell you that too. And their pricing.

And...since I own both types of parking lot line striping machines...I compare them. I also compare their glass bead dispensers and how to spray curbs and curves with each machine.

You'll need to know pricing and profit. I give a breakdown in the book. I give prices per foot for lines and curb. I include stencils and games and why they're sometimes expensive.

I give advice on trucks...trailers...paint types...where to get your first job...where to store your equipment...and why. There's also a final exam.

If you're looking for a great business...easy to start...easy to run...easy to maintain...limited competition...almost economy proof...then my book is a must...why? Because I want you to know everything. I want you to do well and I want you to get home. I wish I had this book when I started.

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First...what I wear;

Yes...my clothing... White painter shorts. You'll be walking and bending over, in Summer. Every striper I know works in shorts. So do I. However, I do carry a pair of long, white painter's pants in my truck. There are jobs that require long pants = city streets = new construction = I'll forget and show up in shorts. Carry a pair of long pants. I live in shorts...even in Winter. I also wear a white tee shirt. I cut off the sleeves = cooler...and I've been known to cut off *just* the collar = cooler *and* lighter. Boots...I wear 6" leather boots. Some people wear tennis shoes. You decide...I can feel the heat of the new asphalt through tennis shoes. I'll say more later. Buy some kind of a hat to shade your eyes. I wear a hard hat. I know...sounds silly. I carried one for "street" jobs and new construction jobs...now I just wear it...besides...I'm hard on baseball hats. Baseball hats get filthy = covered in chalk and they're hot. Hard hats have a sweat band in them and the hat actually sits up off your head = cooler. Sun glasses...I wear them...some people don't...I wouldn't be able to see. I've also gotten into the habit of wearing brown jersey gloves. I started wearing them in cold weather...and when Summer came, I just kept wearing them. Besides, my hands stay nicer. Last...I have an orange reflective vest...sometimes they're required on city streets and inside warehouses. I especially wear one when I'm "piecing" together a parking lot in "open traffic". This differentiates me from a guy who's *walking* in the parking lot, to a guy who's *working* in the parking lot...keep your eyes open.

Costs? Painter shorts...\$15.00. Boots...\$89.00. You'll wear them out in 9 months...\$130.00 boots do not last any longer and \$29.00 boots will hurt you all the way to your shoulders. So ... get good boots...not ridiculous, but good. Hard hat...\$8.00. Sunglasses...\$10.00. Gloves...\$1.00. Vest...\$10.00. That's it...for now.

Next...what I also “wear” ...A tool belt...around my waist. I’ve worn everything from a carpenter’s apron to a nail bag. What I wear now...and have been wearing...is a 2” leather belt with a contractor’s side pouch *and* another small side pouch specifically for a measuring tape.

The belt has two rows of holes and a double buckle thing. It slips through the 2 individual pouches. I wear the contractor’s pouch on my right side and the small pouch...just for the tape measure...on my left side. Next...let’s talk about small tools inside the contractor’s pouch.

My contractor’s pouch has 3 sections. Inside the biggest section is my phone...(and candy). The other 2 compartments are smaller...inside one is chalk...(I’ll say more in a minute). The 3rd compartment has a small pocket knife and one of those razor blade knives. That’s all you need *and* you do not want any more weight.

The **chalk**, by the way, is Dixon railroad chalk. Railroad chalk is like children’s driveway chalk, but slightly softer. It’s 3” or 4” long and about 1” in diameter. I get white...not yellow...it’s easier on my hands and yes I can even see it on concrete...unless yellow is all they have...it’s hard to find. Buy a gross = 144 pieces...should last you all season...unless you’re busy. You’ll use it 2 ways. I’ll say how, later. So...that’s it...phone...chalk...knives = pointy and sharp.

Now...on my left side is my small pouch made for a tape measure. **Buy a 30’ tape...not a 25’ tape.** (1) You’ll be working with 9’ dimensions = stall width = every once in a while you’ll pull your tape measure out 27’...and...(2) you’ll be working with 24’ dimensions = drive lanes...therefore a 25’ tape is either too short or too stretched. Buy a 30’ tape measure. I own 2.

Costs? Belt...\$10.00. Contractor’s Pouch...\$20.00. Tape Measure Pouch...\$5.00. Phone?...candy?...I don’t know. Chalk...\$40.00 or less. (From my site...I ship Free.) Knife...\$5.00 each. 30’ tape measure...\$12.00. That’s it. Quick recap. So far, you know “what I wear” = clothes, tool belt and (2) pouches. You also know what tools I have...at least the little ones.