

# Cutting Edge Colors Stays Mobile with Inflatable Paint Booths from Mobile Environmental Solutions



by Autobody News Staff

As difficult as the collision repair industry can be, it can be even more challenging when the shop isn't a traditional collision repair facility, such as *Cutting Edge Colors* in Houston, TX. **Michael Blood** owns this 4000 square foot shop which services multiple franchise dealerships on a weekly basis. The nature of his business makes mobility a necessity in order to provide quality repair services in a variety of locations. To meet these needs, Blood decided to purchase several inflatable paint booths from Mobile Environmental Solutions, and he says, "I had never used anything like this in the past, but it offers solutions to problems that I and my competition have always had to deal with. It opens doors for us which means more revenue."

Blood founded *Cutting Edge Colors* in 1999 after changing careers to partner with a friend who did paintless dent repair. He completed his training at a PDR school and "the rest is history." Since then, Blood has expanded his shop's services to include minor paint and body work, alloy wheel repair, interior repair, headlight restoration, windshield repair, deodorizing, airbrush chip and scratch repair, and full details. *Cutting Edge Colors* is certified in paintless dent repair, plus they've received 6H training and interior repair certifications.

In early 2014, Blood recognized the need to use portable paint booths for his paint jobs. He explains, "We started using Tom's booths about 1.5 years ago, and since then, we have bought two more. It sets us apart from our competition, and it gives us a more professional appearance as a whole as well. A few of our customers require a booth like this, but most have never had a vendor come to their lot with one. This helps us eliminate some obvious problems with overspray and EPA regulations; it also has an effect on how our customers or potential customers view our professionalism and dedication to their industry. Mobile Environmental Solutions' portable paint booth is a powerful tool which we use to increase business with current customers and expand with new customers."



*Cutting Edge Colors* isn't your traditional body shop.

Mobile Environmental designed their portable paint booths to help mobile technicians become more efficient, profitable and EPA-compliant. In addition to increasing revenue and efficiency as well as professionalism, the portable paint booths reduce product waste to aid with EPA 6H compliance while maintaining quality work. The exclusive design and airflow technology of this product produces a clean, uncontaminated environment similar to a permanent paint booth. The materials used to construct the booth meets NFPA's 701 test, and with clean filters, the booths exceed the 98% efficiency rate required by EPA's 6H rule.

Whether on the road with one of ten complete mobile paint units, including three inflatable booths, or at the shop, *Cutting Edge Colors* complies with all 6H rules and environmental compliance guidelines. Blood describes other environmental initiatives: "We use the PPS system throughout the entire company to reduce liquid waste. We adhere to the 6H EPA regulations, and we use Southern Enterprises for our entire hazardous waste disposal. Even though we service many vehicles each month, we are still considered a small quantity hazardous waste producer because of the nature of the repairs that we complete."

At *Cutting Edge Colors*, 16 employees work on an average of 1000 vehicles each month, most of which includes paint repairs, and they spray Spies Hecker products. "At the shop, we specialize in high end

vehicles with smaller repairs," Blood states. "We usually have a 24-hour turnaround time so our customers are not without their vehicles for multiple days at a time. We offer many different services, and we also provide a concierge service that makes it much more convenient for our customers."

The portable paint booths aid *Cutting Edge Colors* in their goals to be convenient for customers with the bags inflating to a full-sized booth in mere minutes. The ease of use is also beneficial, according to Blood. "Tom helped us train our techs on proper use and care, and we were basically off and running. Some of our techs loved it, and others were not exactly happy about using something new at first, but it wasn't long before it became accepted as part of our process."

Mobile Environmental Solutions offers a one-year warranty on the material and labor, but Blood says, "We have had no problems with Tom's equipment."

In terms of current and future trends in the collision repair industry, Blood notes, "We don't do very much insurance work, but given the nature of our type of repairs, we don't see too many issues. It takes longer to get an adjuster to the shop than it does for us to get the repairs completed. From my perspective, the reimbursements have not gone up with the price in our consumable materials or labor." He also predicts, "If you're spraying coatings, expect to see a lot more regulations in the future, similar to what [shops in] California are experiencing right now."

## Cutting Edge Colors

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### Company At A Glance...

**Type:** Collision Repair

**Facility Employees:** 16

**In Business Since:** 1999

**Number of Locations:** One  
Plus 10 mobile units

**Production Space:** 4,000 square feet



Repairing vehicles at other facilities is easy with Mobile Environmental Solutions' inflatable booths.



*Cutting Edge Colors* specializes in high-end vehicles, but Mobile Environmental Solutions' inflatable booths help them deliver the quality jobs their clients expect.

### Mobile Environmental Solutions

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