



Winning a **\$1.6M** DOT Project in 30 Days

How DeBrino Expanded from Leak Sealing into Large-Scale 2-Component Infrastructure Work

The Challenge

DeBrino was an established contractor with a strong foundation in leak sealing work.

They saw a clear opportunity:

Expand into 2-component chemical grout applications.

At the time, they were working with another manufacturer and made an initial investment to enter the space:

- Purchased a cart rig
- Acquired 2-component material
- Began expanding into a new category of work

As they evaluated larger opportunities—particularly DOT and commercial projects—they recognized a key constraint:

The cart rig limited their ability to pursue **higher-volume, large-scale work**.

At the same time, expanding into more complex applications required a higher level of technical alignment and support.

They had made the right move into 2-component—

The next step was scaling it up.

What They Discovered

The opportunity was clear.

So was the path forward.

Larger infrastructure and commercial projects require:

- Production-level equipment
- Precise application techniques
- Strong technical positioning

DeBrino recognized that to compete at that level, they needed to elevate both equipment and **execution strategy**.

This wasn't about changing direction.

It was about **stepping up to the level of work they were targeting**.



The Shift

After connecting with Alchatek, DeBrino aligned their operation with that next level.

They:

- Upgraded from a cart rig to a full production rig
- Received hands-on application and product training for the new rig
- Got guidance on positioning and pursuing larger opportunities

This wasn't just a supplier change.

It was a **smart, strategic upgrade in capability, equipment, and support.**

The Impact

The results were immediate.

With the upgraded rig and support in place, DeBrino moved quickly into larger opportunities.

Within **30 days**, they secured a:

\$1.6 million DOT project

At the same time, they reduced their **2-component material costs**, improving margins as they scaled into higher-value work.

This wasn't incremental growth.

It was rapid entry into a new tier of projects.

What Changed

The decision to enter 2-component work had already been made.

What changed was how they executed it.

They moved from:

- Mid-level capability → To operating at an infrastructure-ready level

With the right equipment and support, they were able to:

- Pursue larger projects
- Compete more effectively
- Execute large projects with confidence

The Takeaway

This wasn't about trying something new.

It was about doing it at scale.

DeBrino made the right move early.

With the right equipment and support behind it, they turned that decision into:

A \$1.6 million DOT project in 30 days.

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