



**TSR VIRTUAL COFFEE BREAK**

# WELCOME!



- **Questions?** Type them in the chat or Q&A window at anytime. We'll have time at the end. For everything else, contact [Sales@TriStateRestores.com](mailto:Sales@TriStateRestores.com).
- **We are recording!** A links to view the video & PDF presentation will be shared with you tomorrow morning.
- **Starbucks Gift Cards:** Attendees can all expect a caffeinated surprise in their email inbox tomorrow!
- **After the VCB:** Please complete the post-event survey to share topics you'd like us to cover in our next VCB. *See you August 25!*
- **Want extra \$?** Post a verified review of TSR on Facebook, Google or Angie's List about this event and we'll send you an Amazon e-gift card!
- **Stay till the end** – TWO lucky attendees will win a \$50 Gift Card!





# WHO WE ARE



## **FAMILY OWNED - LOCALLY OPERATED - ESTABLISHED FIRM**

Tri State Restorations LLC® is a Washington D.C. Metropolitan-based family-owned and locally operated commercial and residential disaster recovery specialist. We specialize in the mitigation, remediation, removal, cleanup and restoration efforts of large commercial water, fire, mold, biohazard & trauma property losses.

Our company's mission is *Turning Disaster Into Peace of Mind®* because we're committed to helping ease the burden of handling your property's disaster providing you with the best customer service and remediation services available.



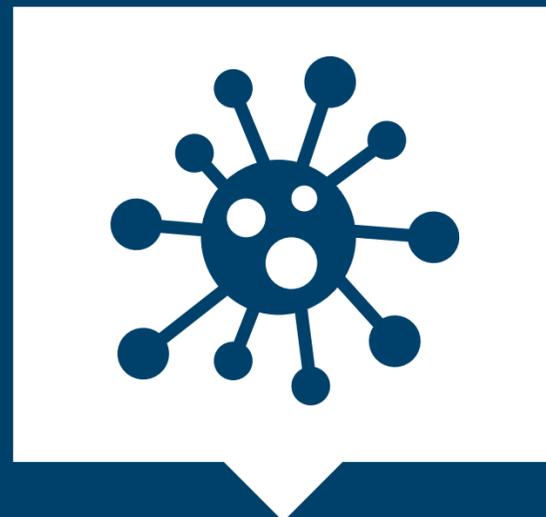


# SERVICES

We're Your Local DMV Area Commercial & Residential Disaster Recovery Experts.



Water Mitigation &  
Restoration



Mold Remediation



Fire/Smoke  
Restoration & Odor  
Control



Biohazard &  
Trauma  
Disinfection



Sewage Mitigation  
& Cleanup



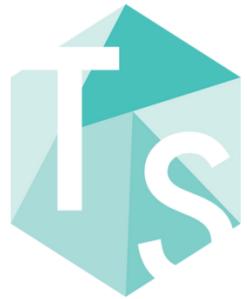
# LICENSED + INSURED + RELIABLE

- IICRC Certified Firm
- EPA Lead Safe Certified Firm
- IAQA SMART Mold Firm
- Infectious Disease Control Certified
- 5-Star Rated



AVAILABLE 24-7





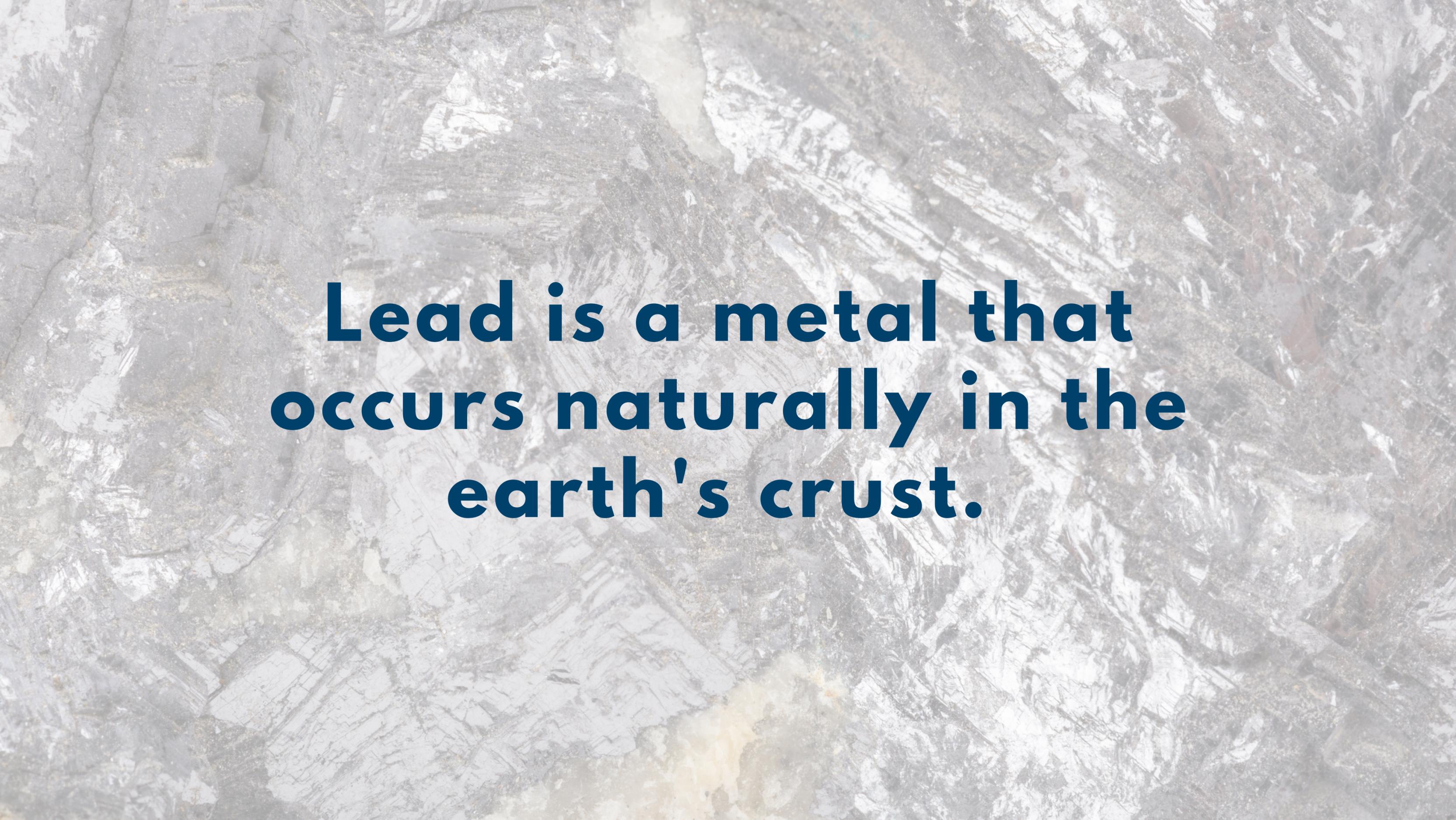
# MARK A. WILSON

## PRESIDENT/CEO

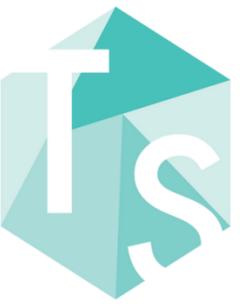
Mark has been assisting DMV area customers with their property's emergency disaster restoration and mitigation needs since 1996 - first as a technician - then as a manager - and now as an owner with his wife, Tara.

After 25+ years of doing what he enjoys most, Mark now works to pass on these valuable experiences and skills to his employees and customers through mentorship and events like this!





**Lead is a metal that occurs naturally in the earth's crust.**



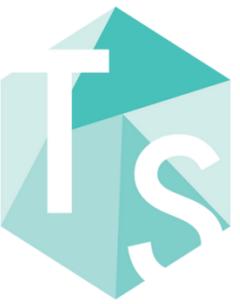
# HISTORY OF LEAD PAINT

Lead was a popular ingredient in house paint for years before scientists discovered that this element—if eaten or inhaled as dust in the air—could cause a wide range of health problems, from anemia to seizures to death, particularly in children.

**Painters LOVED Lead Paint! *Why?* Because it tends to be glossier, more lustrous, and it holds color better.**

In 1978 the federal government banned the sale of lead-based paint, giving many people the impression that homes built after that time are free and clear. *But that is not always the case.* After the ban, Painters bought up as much of this stuff as they could!





# KNOW THE SIGNS

While it is very difficult to tell just by looking at it, lead paint does have some tell tale signs. Lead-based paint is *most dangerous* when it is deteriorating—peeling, chipping, chalking, cracking, etc.

When the paint deteriorates it creates a pattern that looks like scales called "alligatoring".

While most property owners won't leave their walls peeling & cracking, you can still check for signs where painters might have overlooked a spot - check inside closets, along baseboards and window sashes.



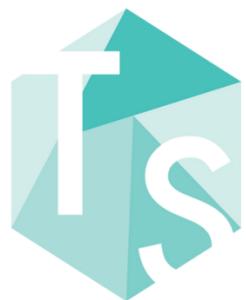


**Nearly 90%** of homes in Washington DC were built before 1978.

A 2011 study found that Maryland properties built between 1950 and 1960 have an **80%** likelihood of containing lead-based paint.

# Most Common Source of Lead Poisoning = INGESTION

Lead may enter the body through the mouth, the lungs or the skin. In industrial environments inhalation of lead fumes may play a larger role. Absorption through the skin is rare.





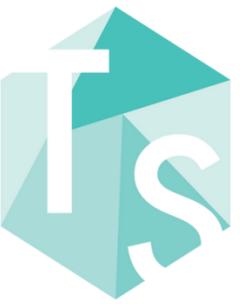
# HEALTH EFFECTS:

**Signs and symptoms of lead poisoning in children include:**

- Developmental delay / Learning difficulties
- Irritability, sluggishness and fatigue
- Loss of appetite, Weight loss & Constipation
- Abdominal pain & Vomiting
- Hearing loss
- Seizures

**Although children are primarily at risk, lead poisoning is also dangerous for adults. Symptoms can include:**

- High blood pressure
- Joint and muscle pain
- Difficulties with memory or concentration
- Headache or Abdominal pain
- Mood disorders
- Miscarriage, stillbirth or premature birth in pregnant women



# PREVENTION:

- **Before renting or buying a pre-1978 home** or apartment, federal law requires that sellers disclose known information on lead-based paint or lead-based hazards before selling a house.
- **Wash children's hands, bottles, pacifiers, and toys often.** Check toy manufacturing to be sure it wasn't produced with lead.
- **Regularly clean** floors, window sills, and other surfaces.
- **Remove shoes before entering a property.** This helps prevent the spread of hazardous substances.
- **Run cold water to remove contaminants from old pipes.**
- **Prevent children from playing on soil.**
- **Eat a healthy diet.** Especially for children, vitamin C, Calcium and iron rich diets help slow the absorption of lead into your body.
- **Keep your home well-maintained.** Always keep painted surfaces in good condition to minimize deterioration.



# EPA RENOVATION, REPAIR AND PAINTING (RRP) RULE DEFINED:



**EPA's RRP Rule requires** that firms performing renovation, repair and painting projects that disturb lead-based paint in properties **built before 1978:**

- 1. Be certified by EPA**
- 2. Use certified renovators who are trained by EPA-approved training providers**
- 3. Follow lead-safe work practices**



**BOTTOM LINE:** You must assume that all pre-1978 paint being disturbed is lead-based paint and follow the RRP Rule requirements unless you have properly tested the paint and found it does not contain lead.



Zack Academy Inc.  
dba Green Education Services  
3081 E. Commercial Blvd, Suite 202  
Ft. Lauderdale, FL 33308  
(800) 355-1751

## CERTIFICATE OF COMPLETION

THIS IS TO CERTIFY THAT

**Mark Wilson**

22530 Gateway Center Drive Suite 600, Clarkburg, MD 20871

ATTENDED & SUCCESSFULLY COMPLETED:

**Lead Renovator Initial - English**

Per 40 CFR Part 745.225

Certificate Number: R-4-74543-17-42034

Course Date: 05/28/2017  
Examination Date: 05/28/2017  
Expiration Date: 05/28/2022



  
Training Manager / Principal Instructor

05/28/2017

Date:



## OUR STANDARD OPERATING PROCEDURES

Tri State Restorations is a Lead Safe EPA Certified Firm.

All TSR technicians undergo training and hold individual EPA Lead Safe certificates.

Every affected room of a pre-1978 dwelling must be, and is tested, prior to commencement of our services.

A picture with the accompanying room information is also taken at the time the test is performed.

\*\*OSHA fines start at \$25,000 per offense and the legal ramifications can be damaging.



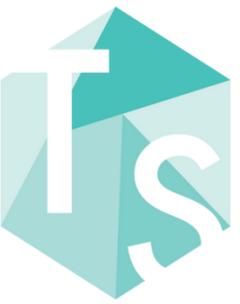
# LEAD TESTING

3M™ LeadCheck™

EPA recognizes that when used by a Certified Renovator like Tri State Restorations, the 3M™ LeadCheck™ lead test kit can reliably determine that regulated lead-based paint is not present on wood, ferrous metal (alloys that contain iron), or drywall and plaster surfaces.

**PROPERTY OWNERS RECEIVING POSITIVE TEST RESULTS RECEIVE THE EPA RENOVATE RIGHT GUIDE »**

Visit [3MLeadCheck.com](http://3MLeadCheck.com) and [EPA.gov/LEAD](http://EPA.gov/LEAD) for more info



**RED MEANS LEAD™**



# 3M is leading the way in helping to prevent lead poisoning.

Lead poisoning can cause severe health effects, including damage to the liver, kidneys, brain, nerves, bones and blood. Children are especially at high risk. Lead in dust is the most common way people are exposed, especially during renovation or repair work.

3M™ LeadCheck™ Swabs are just one of a trusted portfolio of 3M™ Lead-Safe Work Products that includes respirators, coveralls, gloves, duct tape and more. So if lead is detected, we'll make sure everyone is protected while they finish the job.

For more information, go to [www.epa.gov/lead](http://www.epa.gov/lead) or [www.3MLeadCheck.com](http://www.3MLeadCheck.com).



RED MEANS LEAD™

# Detect Lead on many surfaces – instantly!



### LEAD PAINT HAZARDS on:

#### Home exterior

- wood
- bricks
- stucco
- cement
- metal
- window frames
- shutters
- doors
- door frames
- stair railings

#### Home interior

- walls, especially the bathroom and kitchen
- plaster, drywall
- kitchen cupboards
- floors
- stairs
- handrails
- moldings

### OTHER LEAD HAZARDS:

#### Dust

- under deteriorating paint
- fabric, carpeting
- threshold

#### Polyvinyl plastics

- mini blinds
- electrical cords

#### Porcelain enameled fixtures

- bathtubs
- sinks
- toilets

#### Ceramic tile

- kitchens
- bathrooms
- hearths

#### Brass

- key rings
- inner fixtures on faucets
- inner fixtures on well pumps

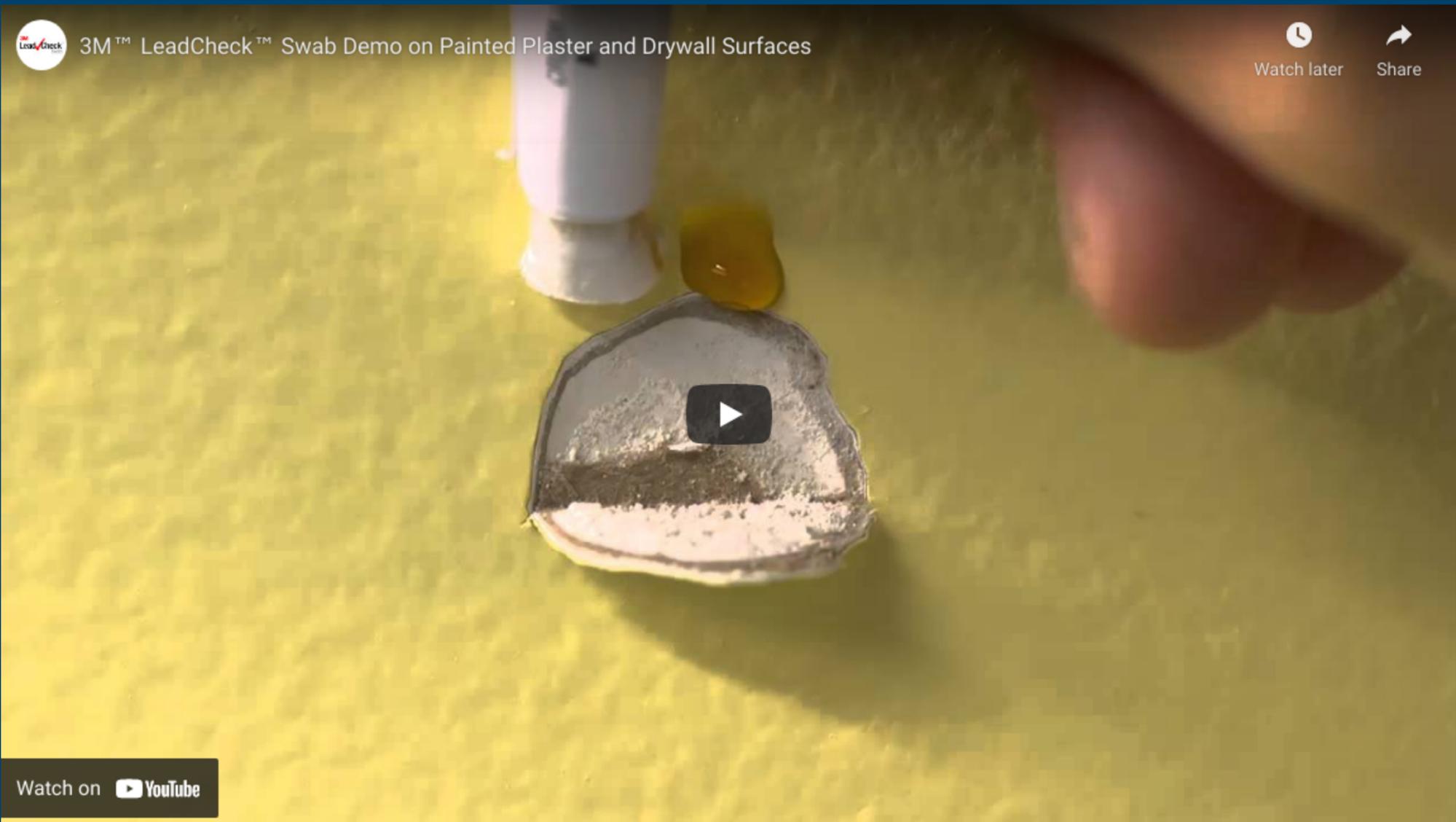
#### Solder

- copper pipes leading to tap
- stained-glass windows

# LEAD TEST DEMO

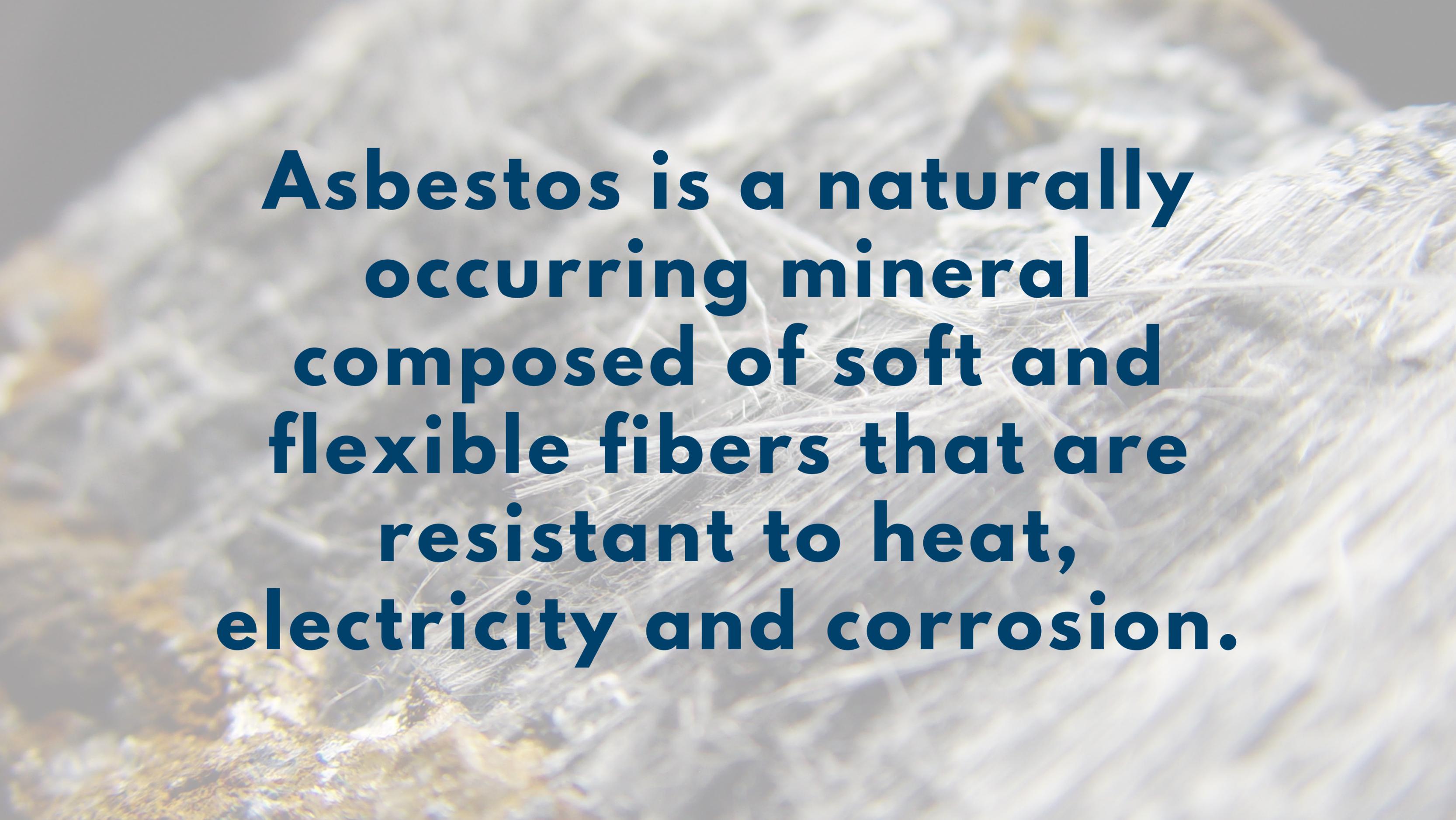


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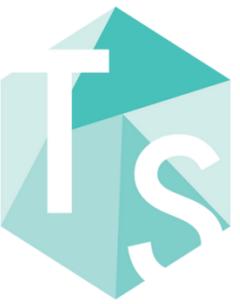




ATTENTION  
OBJET DANGEREUX  
Suivre les consignes  
de sécurité

A microscopic image showing a dense network of thin, white, fibrous structures. The fibers are intertwined and appear to have a slightly crystalline or layered texture. The background is a soft, out-of-focus greyish-white, highlighting the intricate web of fibers.

**Asbestos is a naturally occurring mineral composed of soft and flexible fibers that are resistant to heat, electricity and corrosion.**



# HISTORY OF ASBESTOS

The mineral came into popularity during the Industrial Age. Despite evidence of toxicity first arising in 1899, asbestos remained widely in use in a vast number of construction materials until the 1980s. The U.S. began regulating asbestos in the 1970s, but it has yet to ban the mineral.

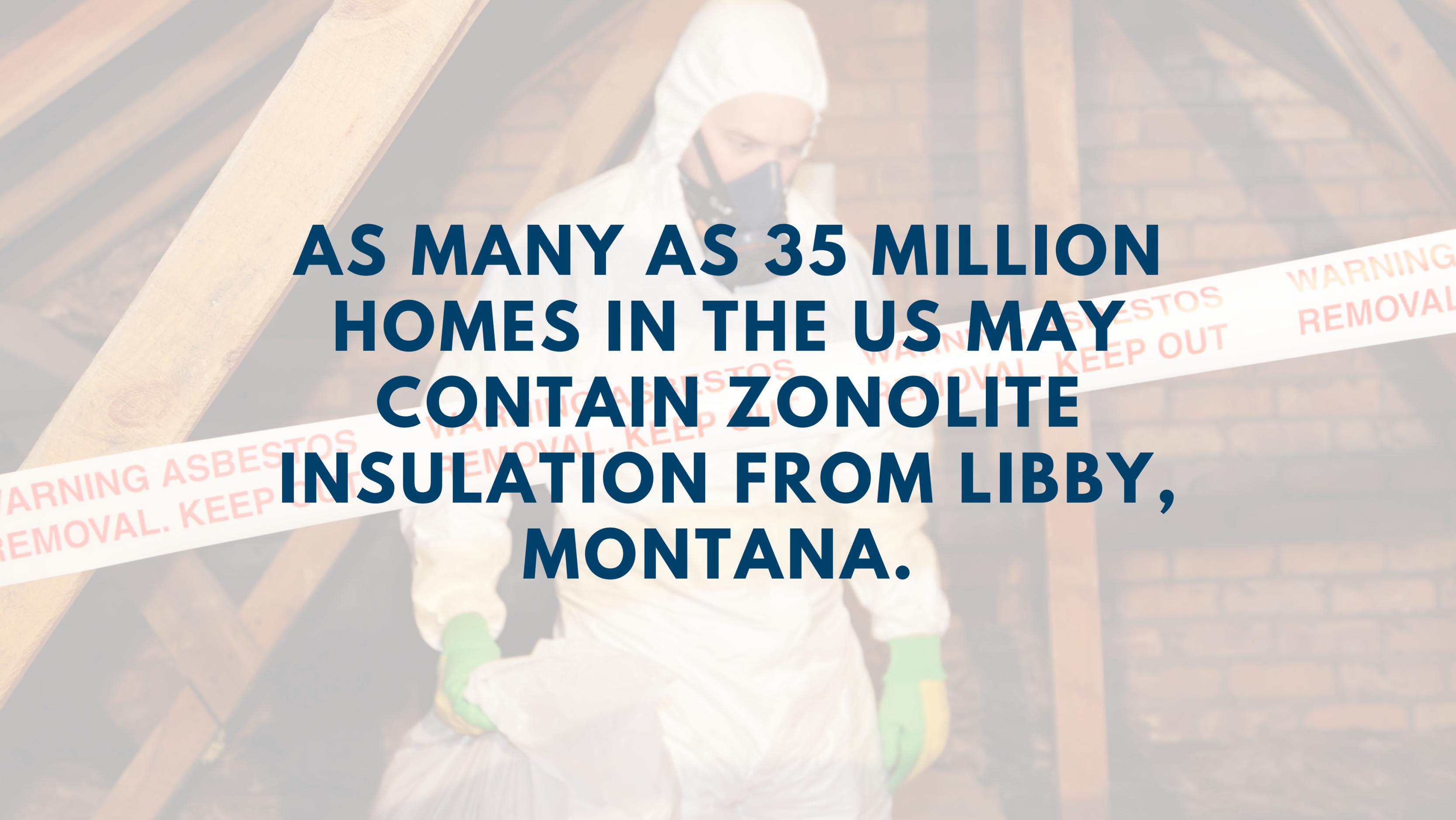
The Ford Motor Company has used asbestos-containing parts in its vehicles since it manufactured its first car in 1903.

The small town of Libby, Montana was home to the W.R. Grace mine that proudly produced over three quarters of the world's vermiculate, a substance used for insulation and as a soil conditioner, known commercially as zonolite (photo at left).

Because asbestos is heat and chemical resistant, doesn't corrode, and performs well in insulating products, it was widely used for a number of different applications - with the most popular being insulation.





A person wearing a full white protective suit, a respirator mask, and green gloves is working in an attic. The person is holding a grey bag. The background shows wooden joists and a brick wall. A white warning tape with red text is stretched across the scene. The text on the tape reads "WARNING ASBESTOS REMOVAL. KEEP OUT".

**AS MANY AS 35 MILLION  
HOMES IN THE US MAY  
CONTAIN ZONOLITE  
INSULATION FROM LIBBY,  
MONTANA.**

# JUST A FEW OF THE MAJOR U.S. BRANDS THAT USE ASBESTOS IN IT'S PRODUCTS:

3M COMPANY  
84 LUMBER  
ADVANCE AUTO PARTS, INC.  
AMERICAN HONDA MOTOR CO., INC.  
AMERICAN OPTICAL CORPORATION  
ARMSTRONG INTERNATIONAL, INC.  
AUTOZONE, INC.  
BRIDGESTONE AMERICAS, INC.  
CARQUEST AUTO PARTS  
CARRIER CORPORATION  
CARVER PUMP COMPANY  
CATERPILLAR, INC.  
CBS CORPORATION  
WESTINGHOUSE ELECTRIC CORPORATION  
CHICAGO GASKET COMPANY  
CRANE CO.  
DAIMLER TRUCKS NORTH AMERICA, LLC  
DEERE & COMPANY  
EATON CORPORATION  
FORD MOTOR COMPANY  
GENERAL ELECTRIC COMPANY  
NATIONAL AUTOMOTIVE PARTS ASSOCIATION A/K/A NAPA  
GEORGIA-PACIFIC LLC  
GOODRICH CORPORATION F/K/A THE B.F. GOODRICH COMPANY

GOODYEAR TIRE & RUBBER CO.  
GRAYBAR ELECTRIC COMPANY, INC.  
HARLEY DAVIDSON MOTOR COMPANY  
HENNESSY INDUSTRIES, INC. (AMMCO BRAKE GRINDERS)  
HONEYWELL INTERNATIONAL, INC.  
JOHN CRANE, INC.  
JOY TECHNOLOGIES, INC.  
KELLY-MOORE PAINT COMPANY, INC.  
LENNOX INDUSTRIES, INC.  
MACK TRUCKS, INC.  
NAVISTAR, INC., F/K/A INTERNATIONAL TRUCK & ENGINE CORPORATION  
RHEEM MANUFACTURING COMPANY  
SCHNEIDER ELECTRIC / SQUARE D COMPANY  
SEARS, ROEBUCK AND CO.  
THE SHERWIN-WILLIAMS COMPANY  
TAMKO ROOFING PRODUCTS, INC.  
THE PEP BOYS MANNY MOE & JACK OF CALIFORNIA, INC.  
TRANE U.S. INC. F/K/A AMERICAN STANDARD, INC.  
UNION CARBIDE CORPORATION  
UNIROYAL, INC. A/K/A UNIROYAL HOLDING, INC.  
VALVE AND PRIMER CORPORATION  
W.W. GRAINGER, INC.  
WESTERN AUTO SUPPLY CO.  
ZENITH ELECTRONICS LLC



# ASBESTOS REGULATIONS

Throughout the 1970s and 1980s, the following legislation regulating the use of asbestos was implemented.

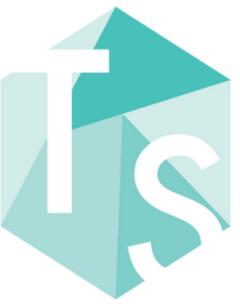
- **The Clean Air Act of 1970** classified asbestos as a hazardous air pollutant and gave the EPA the power to regulate the use and disposal of asbestos. Spray-applied asbestos products were banned.
- In 1976, the **Toxic Substances Control Act (TSCA)** provided the EPA the authority to place restrictions on certain chemicals such as asbestos, radon and lead-based paint.
- The **Asbestos Hazard Emergency Response Act of 1986 (AHERA)** made the EPA establish standards for inspecting and removing asbestos in schools.
- The EPA issued the **Asbestos Ban and Phase-Out Rule (ABPR)** in 1989, which would impose a full ban on the manufacturing, importation, processing and sale of asbestos-containing products. On Oct. 18, 1991, the Fifth Circuit Court of Appeals overturned the ban.



**MORE THAN 50 COUNTRIES, INCLUDING THE UNITED KINGDOM, AUSTRALIA HAVE BANNED THE USE OF ASBESTOS.**

**TO THIS DAY, THE U.S. CONTINUES TO IMPORT AND USE ASBESTOS.**

**ACCORDING TO THE U.S. GEOLOGICAL SURVEY, 750 METRIC TONS OF ASBESTOS WERE IMPORTED IN 2018.**



# KNOW THE SIGNS

**Vermiculite loose-fill insulation** is one of the most common household materials that contains asbestos. Rock wool is often confused with asbestos-containing insulation because of its fibrous, soft, cottony texture.

If your home was built before the mid-1980s, there's a good chance your **popcorn ceiling** has asbestos in it.

Many homes built before 1980 contain asbestos in old floor tiles, ceiling tiles, roof shingles and flashing, siding, insulation (around boilers, ducts, pipes, sheeting, fireplaces), pipe cement, and joint compound used on seams between pieces of sheetrock. Some newer houses may also contain asbestos.



# KNOWING WHERE TO LOOK:

<b>A. Exterior Surfaces</b> <ol style="list-style-type: none"> <li>1. Roof Felt and Shingles</li> <li>2. Window Putty</li> <li>3. Cement Asbestos Board Siding/Undersheeting</li> </ol>	<b>D. Interior Surfaces</b> <ol style="list-style-type: none"> <li>1. Popcorn/Sprayed-on Ceilings</li> <li>2. Textured Paint</li> </ol>	<b>G. Appliances</b> <ol style="list-style-type: none"> <li>1. Refrigerators/Freezers</li> <li>2. Range Hoods</li> <li>3. Woodstoves (Heat Reflectors)</li> <li>4. Clothes Dryers</li> </ol> <p><i>Not Shown: Dishwashers, Toasters, Slow Cookers, Portable Heaters, Hair Dryers</i></p>
<b>B. Insulation</b> <ol style="list-style-type: none"> <li>1. Vermiculite Insulation</li> <li>2. Batt Insulation</li> </ol>	<b>E. Boilers, Heating &amp; Piping</b> <ol style="list-style-type: none"> <li>1. Heat Source Covering</li> <li>2. Door Gaskets</li> <li>3. Duct Linings</li> <li>4. Wall Gaskets and Linings</li> </ol>	<b>H. Miscellaneous</b> <ol style="list-style-type: none"> <li>1. Fireplace Logs</li> </ol>
<b>C. Flooring</b> <ol style="list-style-type: none"> <li>1. Vinyl Asbestos Floor Tile</li> </ol>	<b>F. Electrical Equipment</b> <ol style="list-style-type: none"> <li>1. Recessed Lighting</li> <li>2. Wiring Insulation</li> <li>3. Fuse Boxes</li> <li>4. Outlets</li> </ol>	<b>I. Automotive</b> <ol style="list-style-type: none"> <li>1. Brake Linings, Gaskets and Clutch Facings</li> </ol>

**Asbestos.com.**  
Brought to you by The Mesothelioma Center

PRESENTATION IMAGES & CONTENT SOURCED FROM ASBESTOS.COM



# Most Common Source of Asbestos Exposure = WORKPLACE

## Top 5 At Risk:

Construction Worker  
Firefighter  
Industrial Worker  
Powerplant Worker  
Shipyard Worker



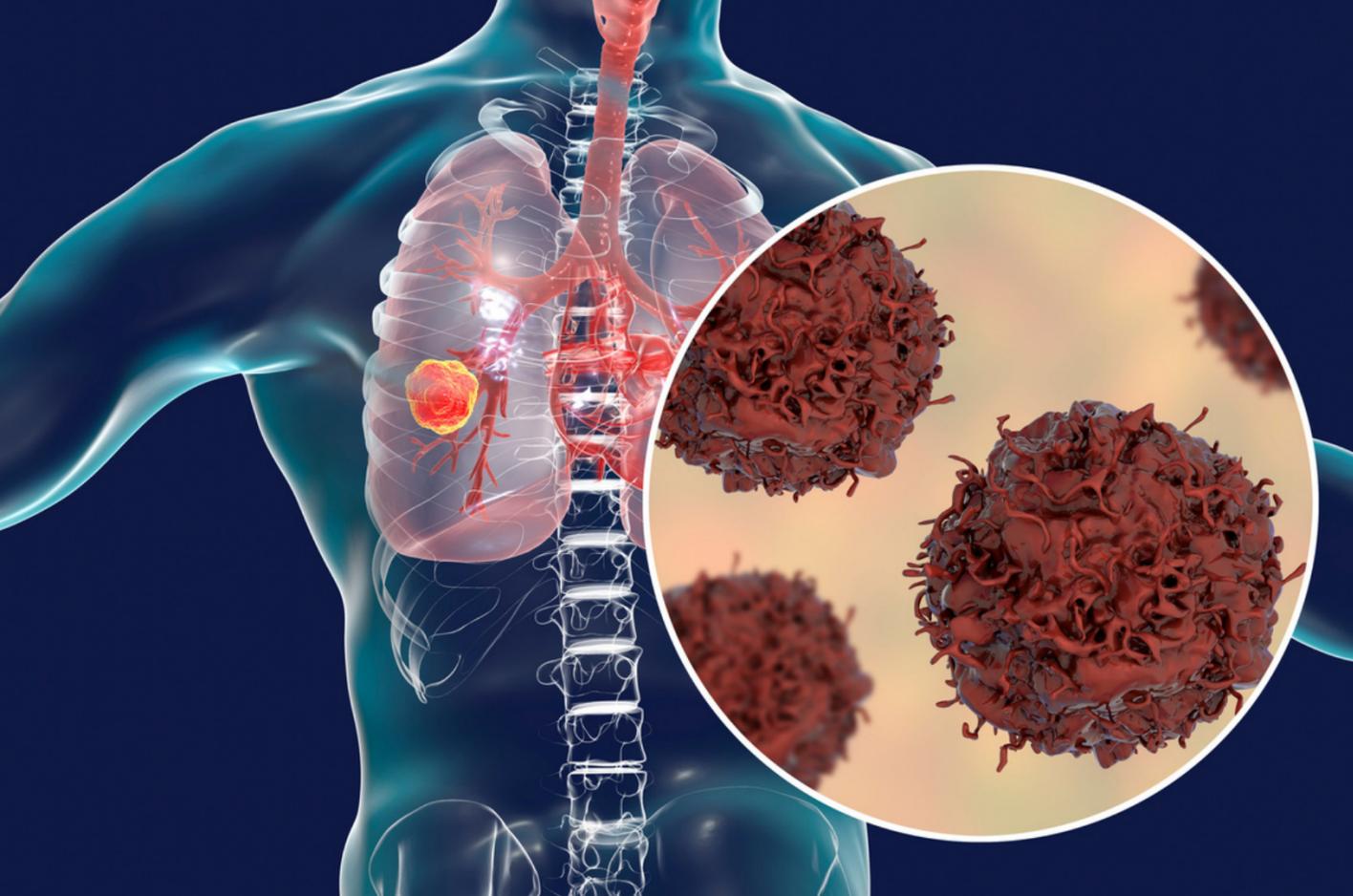


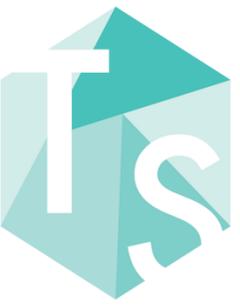
# HEALTH EFFECTS:

NOTE: Unlike Lead, it often takes many years for asbestos exposure symptoms to arise.

## Symptoms and Diseases Caused by Asbestos:

- Mesothelioma
- Lung Cancer
- Asbestosis, which causes permanent lung damage.
- Cancer of the gastrointestinal tract, kidney and throat (larynx or oropharynx).
- Scarring of the lung lining.
- Pleural effusions, when fluid collects around the lungs.





# PREVENTION:

- **Do Not Disturb Suspected Asbestos.** Avoid touching or disturbing any possible asbestos containing materials in your home.
- **Wear A Respirator.** When digging or shoveling dirt, using a leaf blower, running, hiking, bicycling, or riding off-road vehicles on unpaved surfaces or performing maintenance on your vehicle-the dust is potentially hazardous.
- **Wet the ground before gardening or playing.**
- **Drive slowly** on unpaved roads.
- **Use a wet rag to dust,** instead of a dry rag or duster.
- **Vacuum often** using a vacuum with a high efficiency HEPA filter.
- **Use doormats** and remove shoes before entering.
- Keep windows and doors closed on windy days and during nearby construction.
- **Use washable area rugs** on your floors, and wash them regularly.



## OUR STANDARD OPERATING PROCEDURES

Tri State Restorations maintains safety on jobsites in accordance with OSHA and EPA regulations to properly assess suspected asbestos material hazards and collect material samples. We are currently in the process of receiving an OSHA Certified Asbestos Inspector's license to help speed up the turnaround time for our customers dealing with suspected asbestos materials.

Every affected room of a pre-1978 dwelling is tested for asbestos containing materials prior to commencement of our services.

A picture with the accompanying room information is also taken at the time the test is performed.





## WHY WE REQUIRE TESTING:

- To keep employees safe when handling potentially hazardous materials.
- To keep you and your property's occupants safe while undergoing TSR restoration and remediation services.
- EPA & OSHA Regulatory Compliance

**DANGER**

**ASBESTOS**

**CANCER AND LUNG DISEASE**

**HAZARD**

**KEEP OUT**

**AUTHORIZED**

**PERSONNEL ONLY**

**RESPIRATORS AND  
PROTECTIVE CLOTHING**

**ARE REQUIRED IN**

**THIS AREA.**



Hazardous Materials



Watch later



Share



Watch on  YouTube



# HAZARDOUS MATERIAL SAFETY

3:12

# ASBESTOS TESTING TYPES

## Bulk Sampler

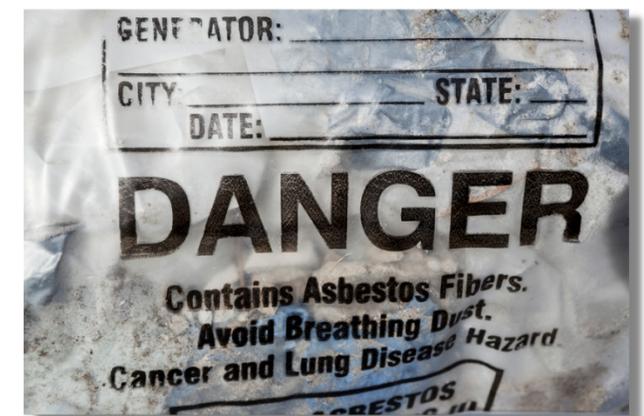
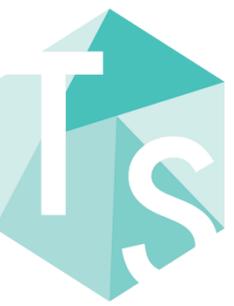
- Most Popular form of Asbestos Materials Sampling

## Air Sampling or Phase Contrast Microscopy (PCM)

- (NIOSH) Method 7400

## Microscopy

- Transmission Electron Microscopy (TEM)
- Scanning Electron Microscopy (SEM)
- Polarized Light Microscopy (PLM)



# IN CLOSING...

Following proper testing procedures and providing contaminated materials awareness training helps TSR protect our workers and our customers.

If you suspect you have a property hazard, or require our assistance, give us a call 24/7 on our emergency services line:

**866-818-1949**





**QUESTIONS?**



# **GRAND PRIZE DRAWING!**



## HELP US PLAN FOR FUTURE COFFEE BREAKS!

Let us know what you'd like for us to cover next month by completing the post-event survey!



## LIKED THIS PRESENTATION?

Review Tri State Restorations on Google, Facebook or Angi and share your attendee experience - **Once verified**, we'll send you an Amazon Gift Card!

# SEE YOU AUG 25!

LOOK OUT FOR OUR NEW PODCAST: *SOCIAL EXTRACTION* - AUGUST (TBD)!



TRI STATE RESTORATIONS  
24-HOUR EMERGENCY SERVICES  
866-818-1949



24-HOUR EMERGENCY LINE

**866-818-1949**



WEBSITE:

[TriStateRestores.com](http://TriStateRestores.com)



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