



The Commercial FLOORING REPORT



INFORMATION YOU NEED TO KNOW



THE QUESTION OF GROSS VERSUS NET

By: Dave Stafford

The question of what is right, correct, or “industry standard” in charging for flooring products and installation just keeps coming up. As a former dealer and flooring contractor with retail, commercial, and government work experience over 22 years, I’d like to offer an answer:

Carpet, resilient, hardwood, laminate, ceramic, stone, or other exotic manufactured products, all are made to a certain size. It is pure coincidence if that resulting size just happens to fit the space where it is intended to be installed; and you can bet that during installation minor or not so minor modifications or trimming must be done to achieve the industry standards of quality installation. In fact, most products are made with the idea that trimming must be done; an example would be the selvedge edge of broadloom carpet or cutting lengths or widths of hardwood to allow for a room that is not square. So, within the fashion industry, whether flooring, wall covering, lumber, or a brand new suit, trimming, cutting, fitting, and pattern matching must be done. That being said, when one quotes installation prices, that price must allow for the handling of a product quantity which contains a “usage or wastage factor” to allow for proper installation. It is typical when carpeting a room with a net measurement of 11’ 2” x 10’9” to end up supplying broadloom carpet 12’ x 11’ and charging installation based upon the gross amount of carpet, whether figuring by the square feet



or the square yard. The driving factor in this example is the manufacturer’s standard of 12’ wide broadloom and then allowing several inches for cutting in along a wall. In the case of hardwood, there is a further usage factor for culling out short pieces or imperfections in the wood itself. A similar situation exists with ceramic where breakage is an issue.

A professional installer must handle, trim or cut, cull out and discard some part of the product that he installs to industry standards. He has done his job and needs to be paid for what he has done. So, within the industry, so as to define what he has done, the typical standard is to look at the gross materials that are required to install the job according to the best practices of the trade and specific manufacturer’s instructions.

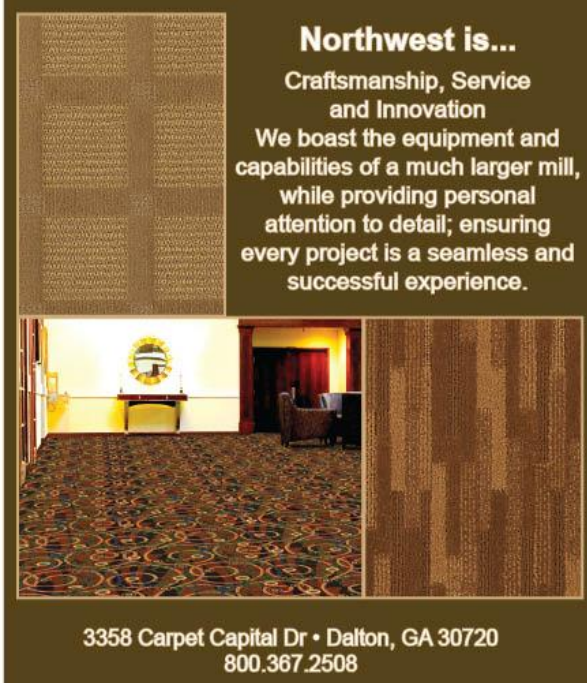
Sometimes a client will ask for extra carpet, a box of hardwood, laminate, or ceramic for "attic stock replacement." When extra materials are provided and are not part of the installation process, then no installation should be charged. However, if there is leftover carpet due to room sizes, then that is part of the installation process.

So, next time the "gross versus net basis" for installation comes up on a flooring job, show your client this article. I have talked with experts in our industry like Jon Namba of CFI, Lew Migliore of LGM Associates, and Gary Kloth of INSTALL. Their comments and my years of experience make a compelling case that "gross" is the industry standard, not "net."

(Dave Stafford is an industry consultant, former chairman of the Floor Covering Installation Board (FCIB) and vice chairman of FCICA, and is an Honorary Lifetime Member of FCICA. He may be contacted at dave@dsainfo.com). This article has been excerpted from Floor Covering News and FCICA.

Though this information may not come up on a regular basis in the commercial arena it is still important to understand. When dealing with yard goods in particular and even piece goods flooring, there is always waste involved. To put it frankly, waste in flooring should be expected as it is normal standard practice in the industry.

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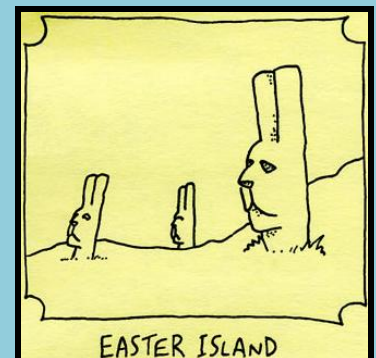
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The New Lead Regulation: Renovation Repair and Painting Program (RRP)

By: Larry Cooper

If business for restoration companies was not hard enough with the newer asbestos regulations for testing, the U.S. EPA has issued a new regulation about Lead Paint. This regulation affects all contractors who perform water damage restoration, fire damage restoration and mold remediation. If you are disturbing the structure in the course of doing your job, stirring up dust or removing components this regulation affects your company. The regulation covers setting up the job safely, minimizes the creation of dangerous lead dust and leaves the work area clean and safe for occupants after completing the restoration job. There is an exclusion for performing emergency work that states: *"It is not required to educate occupants and owners before performing emergency services. Lead safe work practices, clean-up and cleaning verification must be used for emergency work. Pre-renovation education of occupants or owner is still required before non-emergency work (reconstruction) can begin."*

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Below is a summary of the new regulations. The EPA's website is listed below for you to gather additional information. The new 8 hour certification courses are being organized across the U.S.. This new regulation is not optional for your company and it takes affect April 22, 2010. **This regulation includes the floor covering industry so it is imperative you be aware of it.**

Technical Information Regarding the U.S. Environmental Protection Agencies (EPA) Lead: Renovation Repair and Painting Program (RRP)

Summary:

The EPA issued a final rule under the authority of section 402 (c) (3) of the Toxic Substances Control Act (TSCA) to address lead-based paint hazards created by renovation, repairs, and painting activities that disturb lead-based paint in target housing and child-occupied facilities. Target housing is defined in TSCA as any housing constructed before 1978, except housing for the elderly or persons with disabilities (unless any child under age 6 resides or is expected to reside in such housing) or any 0 – bedroom dwelling.

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Under this rule, a child-occupied facility is a building, or a portion of a building, constructed prior to 1978, visited regularly by the same child, under 6 years of age, at least two different days within any week., provided that each day's visit lasts at least 3 hours and a the combined weekly visits last at least 6 hours and the combined annual visits last at least 60 hours. Child occupied facilities may be located in public or commercial buildings or in target housing. This rule establishes requirements for training, renovators, other renovation workers, and dust sampling technicians; for certifying renovators, dust sampling technicians, and renovation firms; for accrediting providers of renovation and dust sampling technician training; for renovation work practices; and for recordkeeping.

Basic Information:

- On April 22, 2010 this Federal Regulation takes effect.
- Firms working in pre-1978 homes and child-occupied facilities must be certified in lead-safe work practices during renovations.
- The RRP rule creates a distinction between firms that are allowed to:
 - Perform interim controls to temporarily reduce the likely exposure to lead based paint hazards, including specialized cleaning; or
 - Perform lead abatement.
- The New RRP Rule requires:
 - Firms must be certified
 - Each certified firm must have a Certified Renovator on each job
 - Non-certified workers must work under a Certified Renovator

RRP Certified Firms and Renovators are not qualified to perform lead abatement. Their work is limited to disturbing lead in materials incidental to the work they are performing. **(Such as installing floor covering)**

- EPA may suspend, revoke, or modify a firm's certification if the Certified Firm or Certified Renovator is non-compliant.

- Those firms found to be non-compliant may be liable for civil penalties of up to \$32,500 for each violation.
- Those firms who knowingly or willfully violate this regulation may be subject to fines up to an additional \$32,500 per violation, or imprisonment or both.
- **Health Risks of Lead**
 - Very hazardous to children
 - Brain damage
 - Decreased intelligence, reading and learning difficulties, behavioral problems, and hyperactivity.
 - Damage can be irreversible.
 - Hazardous to pregnant women.
 - Damage to the fetus.
 - Also hazardous to workers and other adults
 - High blood pressure
 - Loss of sex drive and/or capability.
 - Physical fatigue
 - Lead exposure causes permanent damage
- What is Lead-Based Paint?
 - Federal Standards define lead-based paint as:
 - Any paint or surface coatings that contain lead equal to or in excess of 1.0 milligram per square centimeter or more that 0.5 percent by weight.
 - Lead-based paint (LBP) is found in many older homes. It is the primary source of lead-contaminated dust in housing.
- Test or Assume
 - Lead-based paint was banned in 1978.
 - If information about lead-based paint is not available for a pre-1978 home: the Certified Renovator must have it tested or assume that lead-based paint is present and use lead-safe work practices.

- **Educate Owners and Residents: The Pre-Renovation Education Rule -**
 - Requires Renovation Firms to provide the Renovate Right pamphlet to owners/residents prior to renovation activities in pre-1978 housing and child occupied facilities.
 - Get confirmation of receipt of the pamphlet from owners, or evidence that the pamphlet was delivered to tenant/residents.
 - Keep all records and make them available to the EPA for at least 3 years following the job completion.

- **The RRP Rule: Exclusion:** There is an important exclusion that applies for emergency restoration.
 - It is not required to educate occupants and owners before performing emergency services
 - Pre-renovation education of occupants or owner is still required before non-emergency work (reconstruction) can begin.
 - Lead safe work practices, clean-up and cleaning verification must be used for emergency work.

- **The RRP Rule: Certified Renovator Responsibilities**
 - Perform work and direct lead-safe work practices.
 - Provide on-the-job training to non-certified workers.
 - Keep a copy of the initial and/or refresher training certificates onsite
 - Be physically present while posting signs, containing work areas, and cleaning work areas.
 - Be available by telephone when off-site.
 - Maintain the containment to keep dust and debris within the work area.
 - Implement the cleaning verification procedures.
 - Prepare and maintain required records.



- **Interior Containment: Remove or Cover Belongings**
 - Remove belongings
 - Cover immovable objects in protective sheeting, including:
 - Furniture
 - Carpet; and
 - Lamps and other fixtures
 - Seal edges and seams
- **Containment is Required**
- **Worker Protection:** Workers should be protected. This includes
 - Protective gloves.
 - Disposable protective clothing.
 - Respiratory protection.
 - Workers should wash face and hands frequently and at the end of each shift.
 - Washing helps reduce hand-to-mouth ingestion of leaded dust.
- **Cleaning During the Job;** A clean work site reduces the spread of dust and paint chips.
 - The clean work site reduces the spread of dust and paint chips. The work site is to be cleaned during the work.

- HEPA vacuum horizontal surfaces.
 - Remove debris frequently.
 - Remove paint chips as they are created.
 - As building components are removed, wrap and dispose of them immediately.
- What is Effective Cleanup?
- Keeping dust from getting back into areas already cleaned.
 - Using proper cleaning techniques.
 - Cleaning all surfaces, tools and clothing.
 - Checking the work.
 - Usually will involve performing cleaning verification.
 - Could include a clearance examination.
 - Safe and secure disposal of waste.

EPA website: www.EPA.gov/lead/pubs/steps.pdf www.EPA.gov/fedrgstr/epp-tox/2008/april/day-22/t8141.pdf (The information in this paper was gathered from the EPA website and with the assistance of Restoration Consultants)

Though this information is primarily focused on work done to the facility that directly effects surfaces covered in lead paint it also encompasses work done that may disturb walls painted with lead. Installing floor covering materials which may disturb lead painted walls, which inevitably occurs, means this law applies to floor covering contractors working on an affected project. Make sure you're aware of this and remember, "Ignorance is no excuse for the law". You're required to be aware of any law which affects a construction project. Pleading ignorance is no defense.

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*Minimum order size and other restrictions apply for custom printing

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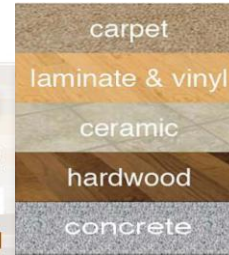
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