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January 20, 2010

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RRP Classes Offered by Chapter

February 2, 2010 and March 8, 2010

The University of Cincinnati will instruct Ohio Valley NARI's two Repair, Renovate and Painting (RRP) classes to be held on the U.C. campus. EPA's Renovation, Repair and Painting Final Rule (40 CFR 745) requires that renovations conducted for compensation, must be performed by Certified Firms using Certified Renovators. Renovation firms that wish to work in pre-1978 homes and child-occupied facilities must apply to the EPA and pay a fee in order to become certified. Renovators seeking to become Certified Renovators must successfully complete an EPA-accredited renovator course or a course accredited by an EPA authorized State or Tribe. This course is the EPA model course for Certified Renovators and as such meets all requirements in 40 CFR 745.90. This class will be conducted on the University of Cincinnati campus at 2180 East Galbraith Road, Building A, 3rd Floor. The cost for this program is \$179 per person for members and \$229 per person for non-member companies. Note that additional classes will be scheduled as needed. Register at www.naricincinnati.org or call (800) 498-NARI and RSVP today!



Sandler Seminar Offered to Members

Ohio Valley NARI along with Roth & Associates will be presenting a Sandler Seminar Sales Training program on February 10, 2010 from 8:00 AM until 4:00 PM. The Seminar will be held at 4357 Ferguson Drive, Suite 190 in Cincinnati and lunch will be included. The highlights include: Why salespeople fail and what to do about it, How traditional sales practices turn salespeople into unpaid consultants, How to get to the real decision maker, How to touch 100% of your desirable opportunities 100% of the time, Why everyone looks busy, but sales remain low, Do your salespeople have what it takes to succeed in today's volatile economy and marketplace, and Is your sales management strategy and structure optimized to produce the results YOU need to succeed? The cost is \$250 per person with limited seating offered - so reserve your seat today! For more information or to register, visit www.naricincinnati.org or call (800) 498-NARI.

Temporary Heat

The Situation

Construction projects (Builder's Risk) will often use temporary heating devices to allow or enhance temperature-critical work. Temporary heating devices are essential if construction work is to be carried out in cold weather while maintaining work on schedule. However, temporary heaters are and can be dangerous if improperly selected for the intended specific purpose or if

improperly operated.

Explanation of the dangers

The National Fire Protection Association (NFPA) maintains that each year injuries and damaging fires occur each year. NFPA also reports that approximately 60 %* of those fire losses to buildings under construction were caused by:

- Portable heaters ~ 25%

(with "Hot Work", i.e., cutting, welding and plumbers' torches accounting for an additional 20% of the fires and matches/smoking attributing to another 15% of all reported) These temporary heating devices are inherently very dangerous because they can be:

- Improperly operated
- Portable (and often unstable)
- Movable and have nearby fuel tanks
- Often exhausting (combustion process) into the space being heated

Typical Hazards

Temporary heat if not applied per the manufacturer's recommendations can ignite nearby materials, flooring, combustibles stored too close and also be misused by personnel leading to burns, fires, explosions, carbon monoxide poisoning while creating an atmosphere in the workplace that is oxygen deficient.

Types of Temporary Heaters

Heaters can be fired either directly or indirectly. *Indirect fired heaters are recommended preferred practice by Philadelphia Insurance Companies Loss Control. Heaters can also be powered by electricity or fueled by several sources;

●**Electric powered (resistance heat) temporary heaters**

Electric heaters are not as common as fuel or gas-fired devices. Electric heaters are useful for heating closed spaces with limited fresh air.

●**Gas fired heaters - LPG - liquefied petroleum gas (propane)**

Gas fired heaters are economical and often used. Equipment is also lightweight and makes movement easy on site. The dangers involve highly flammable and explosive nature of these gases when storing, handling or using gas.

●**Liquid fueled heaters (kerosene, fuel oil, coal oil, and some diesel oils)**

Liquid fueled heaters are economical to operate. The downside is the need for large onsite storage tanks to maintain the constant fuel supply.

●**Solid fueled heaters (cut wood, wood engineered wood pellets, coal, coke, etc)**

Impractical for most temporary heating needs due to restrictive industry safety requirements/standards.

Best Practices

Indirect-fired heaters

PHLY loss control preferred arrangement is an indirect-fired heater (see figure 1 below) versus a direct-fired heater when the objective is to heat enclosed spaces (such as inside construction projects, etc)

Indirect-fired heaters

Indirect-fired heaters vent potentially dangerous combustion by-products OUTDOORS while directing heated comfort air through ducting into the enclosed space.

Direct Heaters or Direct fired Heaters

Electric heaters

Electric resistance type heaters are generally considered the safest of temporary heating devices. The downside to electric versions; the heaters require heavy conductors and power supplies which are not always available at desired locations when temporary heat is

needed. As a result, these are generally not used.

Propane fueled heaters

Propane offers a cleaner combustion operation over Oil-fired temporary heaters.

Oil-fired Heaters

Oil-fired heaters **should be avoided unless:**

- **Vented directly to atmosphere (the building's exterior) or**
- **Placed in a completely open space of a building that is of non-combustible construction**

Solid Fuel Heaters

Solid Fuel heaters ARE NOT RECOMMENDED.

Solid fuel heaters are the most uncontrollable; that is why solid fuel heater safety requirements make the use of these devices impractical. **Solid fuel heaters CANNOT be used or operated indoors!** Out of doors placement requires the device clearance to any building or structure to be a minimum of 25 feet in all directions.

Heater Controls and Safety Tips Checklist

The following are 20 best practice recommendations to minimize risk of using temporary heaters:

Follow any and all manufacturer's instructions.

Do not operate without knowing the recommended procedures for use, handling, refueling or shutdown. Inspect (daily) all heaters used on-site

Require "competent/qualified workers" to operate construction heaters

Do not block openings designed for ventilation

Test heated air areas for the presence of CO - Carbon Monoxide

Maintain and provide "make up" or fresh air to aid safe operation and to reduce buildup of poisonous CO gas.

Heater Controls and Safety Tips Checklist

NEVER use solid fuel heaters indoors!

Maintain a distance of 10 feet (10') from the fuel cylinder connected to a heater

NEVER store empty, used or extra LPG containers inside.

Only the cylinder in use.

Secure all cylinders in the upright position and do not allow the cylinder to fall over.

Protect from damage.

NEVER manifold more than three (3) 100 pound LPG cylinders for operational use.

NEVER use LPG BELOW GRADE LEVEL!!

LPG is a heavier than air gas and susceptible to spark or flame

ignition of the concentration of gases pooling in lower levels

Do not use any heaters within 10 feet (10') of any material or structure; such as construction tarpaulins, plastic sheeting, combustible or flammable materials and any debris pile especially "fueled" heaters.

Place heaters on firm, level and non combustible surfaces to reduce tip over.

Maintain and direct the flame end away from any cylinder and any flammable materials. Materials can ignite well past the end of the burner due to the massive heat throw capacity.

Maintain a fire Extinguisher within 25 feet of the operating heater.

NEVER leave heaters unattended while operating

NEVER use temporary heaters in confined spaces

Allow ample time for the heater to cool to the touch prior to attempting to refuel heaters.

ALWAYS check to be sure the gas supply is turned OFF when the heater is not in use.

Sources:

National Fire Protection Assoc.

This website put out by the National Fire Protection Association gives various facts on NFPA 31 - Standard for Oil Burning

Equipment <http://www.npfa.org>
U.S. Consumer Product Safety Commission
US Occupational Safety and Health Administration (OSHA)

OSHA Booklet Outlines Chromium Standards

The U.S. Occupational Safety and Health Administration (OSHA) recently published [Hexavalent Chromium](#), a booklet outlining industry standards for protecting painters, welders, and other workers who might be exposed to the toxic chemical. Hexavalent chromium is used in pigments, metal finishing, wood preservatives, and fungicides.

"Hexavalent chromium is a powerful lung carcinogen and exposure to this chemical must be minimized," said Assistant Secretary of Labor for OSHA David Michaels. Exposure to the chemical can also lead to damage to the nose, throat and respiratory system. In addition, inhaling the chemical's fumes can cause allergic reactions or asthmatic symptoms, such as wheezing and shortness of breath.

The booklet explains OSHA's hexavalent chromium standards in a reader-friendly format and is a companion document to the Small Entity Compliance Guide for the Hexavalent Chromium Standards published in 2006. Requirements for exposure limits, exposure monitoring and determination, protective work clothing and equipment, medical surveillance, communication of hexavalent chromium hazards and recordkeeping are described.

'Qualifications' Top 'Low Bid' in Study

Public agencies save money and have greater satisfaction when procuring certain subcontractors on a "qualifications" basis, rather than the lowest bid, a new study concludes.

Construction costs are lower, taxpayer dollars are used more efficiently, and construction satisfaction is higher when federal and state agencies procure design and engineering services when contractors are selected for their qualifications, reports *An Analysis of Issues Pertaining to Qualifications-Based Selection*, conducted jointly by the University of Colorado and Georgia Institute of Technology, and co-sponsored by the American Council of Engineering Companies (ACEC) and the American Public Works Association (APWA).

Researchers drew from a database of about 200 public and private construction projects in 23 states. The sample included transportation, water, commercial, and industrial projects, ranging in size from relatively small projects to those costing hundreds of millions dollars.

The study compared various procurement methods, including Qualifications-Based Selection (QBS), Best Value, Low Bid and Sole Source, with such factors as total project cost, projected life-cycle cost, construction schedule and project quality outcome.

Results show that using QBS to procure the design component of a construction project consistently meant lower overall construction costs, reduced change orders, better project results and more

satisfied owners than in other procurement methods.

Since 1972, with passage of the Brooks Act, federal law has required QBS for procuring engineering and design services for federally funded projects. Most states and many municipalities follow the federal model in adopting QBS in their procurement policies.

Under QBS, the public agency evaluates and "short-lists" design firms based on qualifications. Negotiations are held with the top-ranked firm to secure a fair and reasonable price for design and engineering services based on the scope of the project. If the agency and firm cannot agree on a price, the agency opens negotiations with the second-ranked firm.

By using QBS to procure architectural and engineering (A/E) services, agencies were "better able to control construction costs and achieve a consistently high degree of project satisfaction" than those using other procurement methods, researchers said.

Consulting Adds Profit, Potential for More Work

By Morgan Zenner

Small business owners who are struggling through the recession may find themselves wearing multiple hats around the office lately. That is what Atlanta NARI member, Jay Glenn, GCP, owner of House Handy Consulting has realized, but he doesn't mind it one bit. In fact, Glenn answers to remodeler, handyman, consultant, marketer, project manager and owner each day he shows up for work.

Glenn started his remodeling company three years ago. "At first I planned to be a remodeling company, but after the market crashed, I wanted to bring in different strings of income, and the most natural way to bring in money was to do handyman work," Glenn says.

At the same time he decided to pull in extra handyman work, he also reduced his overhead by running his business out of his home office. "As a new company, we didn't want to compete with the big businesses, so we figured it was smarter to go small and build up the client base," Glenn says.

Being a former TV producer on ESPN, Glenn easily meshed his media and marketing background with his love for remodeling and created the brand and marketing plan for his company.

"I was able to utilize my creative skills in production and consumer marketing in my own company," Glenn says. He created his company Web site, logo, brand, brochures, promotional e-mails, business cards, PowerPoint presentations and other marketing materials.

"It takes time to do my own marketing, but it saves me money and allows me to express my vision," he says. Glenn is very particular about his company's brochures and e-mails because he believes that most business owners get lost by using too many words, while in contrast his materials are colorful and visually stimulating.

Glenn recently added consulting to his repertoire, allowing homeowners to hire him to assess their homes and be advised on smart improvements and ways to save money.

"The consulting part of my business is of great value to people who want the greatest value out of their home," Glenn explains. "For

example, I am a firm believer in fixing instead of replacing-for one thing it is greener to fix something that can be fixed rather than spending money on replacing what you have with something new."

Glenn gives homeowners advice about incorporating green products into their homes and the importance of the handyman repair work to keep up the home's value. His consulting starts with a home assessment and a conversation with the homeowner to gauge where their needs are.

Then Glenn presents his clients with three to four different options of how to satisfy their home's needs the most economical and comfortable way possible. From there, if the homeowner decides to follow Glenn's recommendations, they can choose to have House Handy Consulting make the improvements as well.

"Whether its handyman repairs or consulting, the main point is that I get my foot in the door and make a good impression by showing up on time and cleaning up after myself," Glenn says. "I know that hanging a picture will not help my bottom line, but it may lead to bigger work or referrals which will help my bottom line."

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