

How will the lead paint regulations affect manufacturers and dealers?

Tyson Schwartz,
Vice President of Sales & Marketing,
Gorell Windows & Doors

Objectives of the Presentation:

- Overview new EPA lead paint law
- Realize effects on manufacturers, dealers and homeowners



Highlights of the New Law:

- Pre-1978 homes
- Kids under 6, pregnant women, childcare facilities
- Opt-out clause



Prep Work—Interior Window Installation

- Containment area with entry and exit
- Caution tape, cones and warning signs
- Tyvek suit, respirators
- Expensive plastic poly rolls
- HEPA vac



Prep Work—Exterior Window Installation

- Easier than interior
- 20-ft. perimeter
- Containment area with entry and exit
- Caution tape, cones, warning signs
- Tyvek suit, respirators
- Expensive plastic poly rolls
- HEPA vac



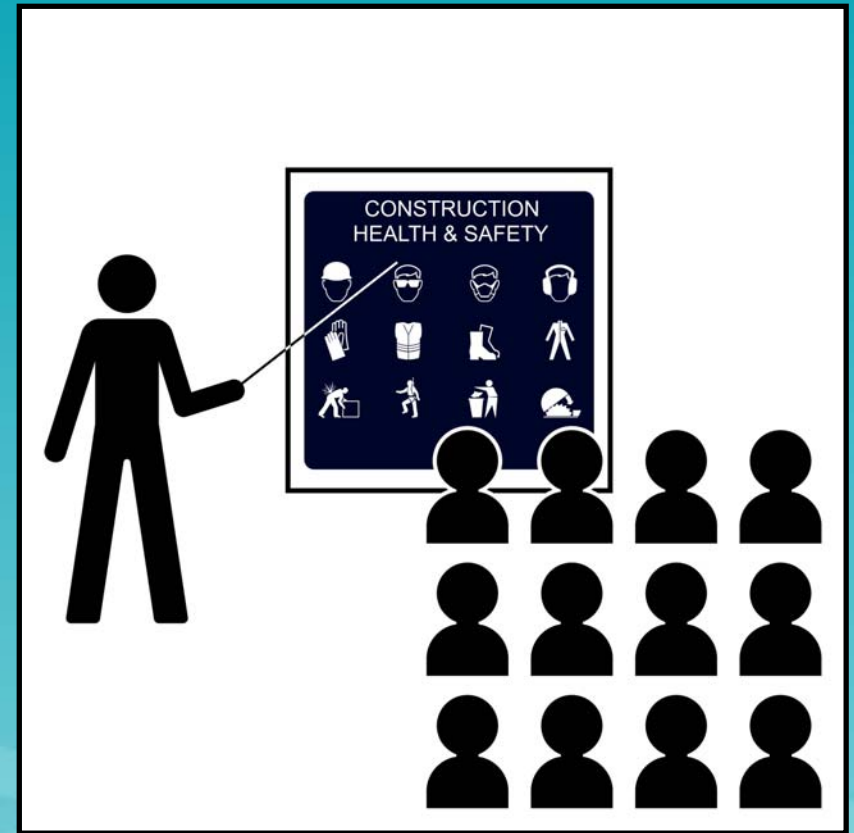
Installation Costs

- Additional materials
- Labor costs doubled



Industry Challenges

- Lack of awareness
- Training—availability and consistency
- “Underground” contractors stealing business
- Likelihood of increasing fine costs



Effects on Homeowners

- Increased project costs
- Embarrassment
- Different buying habits
- Disclosures when selling



Summary

- Evolution of lead paint laws
 - Next steps for industry
 - What you should do

Thank you for your time.

