



TIP OF THE MONTH



## Seven Steps you must take before you hire an Asbestos Contractor

1. **Establish a business relationship** with a licensed asbestos consultant: Prompt response, professional expertise, and earned trust is the key to solving your asbestos problems. Work is normally completed after business hours, weekends and holidays. You must be able to pick up the phone and get immediate advice including an on-site inspection at your facility in less than 24 hours.
2. **Plan for questions and have the answers** regarding suspect asbestos containing materials (ACM) for facility renovations, repairs and demolition projects: Maintaining an accurate inventory of ACM avoids “emergency” surveys and potential uncontrolled disturbance. Have the building surveyed and samples collected by a licensed asbestos professional with analysis performed by an NVLAP accredited laboratory. Plan through “worse case” expectations along with “what if” scenarios regarding suspect ACM which may be concealed behind walls, above ceilings, etc. Work stoppage and disturbance to previously unidentified ACM will drive up project costs as well as creating a potential asbestos hazard and a public relations nightmare.
3. **Know your responsibilities** under federal law, state and city/local asbestos regulations: Specific notifications, licenses, fees and submittals are required and vary according to your locale. Failure to follow the rules can lead to regulatory action including fines and result in time delays.
4. **Develop a scope of work** for your project that maximizes the use of your finances: It is your facility, set specific goals and time tables for completion. Encompass a broad scope to effectively perform the amount of removal and cleanup which can be completed in a single mobilization within your allotted time frame.
5. **Procure a detailed “fixed fee” cost** to complete the asbestos work. The contractor’s cost proposal must adhere to the scope of work and identify any agreed upon changes or additions which are being implemented. The cost proposal must also include the specific manpower provided, a work schedule including daily start/end times and a total time for project completion.
6. **Evaluate the contractor’s cost proposal for credits and add-ons:** Clarify any restrictions & limitations within the contractor’s proposal language which could result in added costs. Change orders must be agreed to by all parties, clearly describe the work and be approved in writing.
7. **Confirm contractor’s credentials, licenses, insurance and track record:** Hiring the least expensive contractor is not always the best solution.

**About our organization:** AET has over 28 years of asbestos contracting/consulting/laboratory experience totalling tens of thousands of asbestos projects. A single phone call brings to you, our client, each of the necessary steps described herein to ensure cost effective, on-time, on-budget resolution to your asbestos problems.

**Want to save money on your next Asbestos Project?** Email Roy Mosaicant, CIH at [r.mosaicant@aetinc.biz](mailto:r.mosaicant@aetinc.biz) or Call AET at 610-891-0114 or 1-800-9696-AET. We provide nationwide services; phone consultations are free. Check out the full range of asbestos consulting and contracting services AET provides at our website at [www.aetinc.biz](http://www.aetinc.biz)

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