



THE EXPERIENCE

• CONVENTION AND TRADE SHOW •

SEPTEMBER 9 – 11
2026 PARIS LAS VEGAS



As your signature indicates you are an IICRC Approved Instructor, I believe the reason we are currently in impasse is that I sought to apply **IICRC water mitigation standards** to the best of my ability to my Xactimate estimate.....



...Our work together was further compounded by HOW we would derive our pricing. If there were unique items for which **standardized pricing** did not exist (e.g. repairing an antique Tiffany Lamp would generally require a bid) I think that would be a more understandable reason for deviating from **standardized Xactimate pricing**.





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Xactware Solutions, Inc. License Agreement



13.3. We do not warrant the accuracy of pricing information in the Price Data. Price Data is intended to represent historical information and should be used as a baseline or place to begin creation of an estimate. We provide Price Data for informational purposes only. We may not update every price every month.



You must ensure that estimates include pricing consistent with actual materials, equipment, labor pricing, etc. You acknowledge and understand that the Price Data provided as part of the Services is intended to target the most representative price of the various price points collected relevant to the specific line item in question. Having this single representative price per line item computed from all valid price points researched in the market means that some market price data is higher and some market price data is lower than that which is reported.



YOU agree not to prohibit or preclude deviations from the Price Data where contractor requirements, market conditions, demand, or any other factors warrant the use of a different line item price in a specific situation.



9.2.1 Time Keeping Documentation

Projects can be invoiced on a measured-estimate or bid basis, a time-and-material basis, a unit cost basis, or a cost-plus-overhead and profit basis. When applicable to the billing method, restorers should record the time worked by personnel involved in the project. Individual timesheets, either written or electronic, might be required for billing purposes. Individual time records can include, but are not be limited to:



The IICRC Disclaims All Express or Implied Warranties Associated with the S500.

While the information contained in the S500 is provided in good faith, the IICRC makes no representations, warranties, or guarantees as to the accuracy or completeness of any information contained in the Standard, or that the S500 will result in compliance with any applicable laws, rules, or regulations, or in the safe, satisfactory, or complete performance of a water damage restoration project. **ALL WARRANTIES, EXPRESS OR IMPLIED, ARE DISCLAIMED, INCLUDING WITHOUT LIMITATION, ANY AND ALL WARRANTIES CONCERNING THE ACCURACY OR COMPLETENESS OF THE INFORMATION IN THE STANDARD, ITS FITNESS OR APPROPRIATENESS FOR A PARTICULAR PURPOSE OR USE, ITS MERCHANTABILITY, ITS NON-INFRINGEMENT OF ANY INTELLECTUAL PROPERTY RIGHTS, OR ANY OTHER MATTER.**





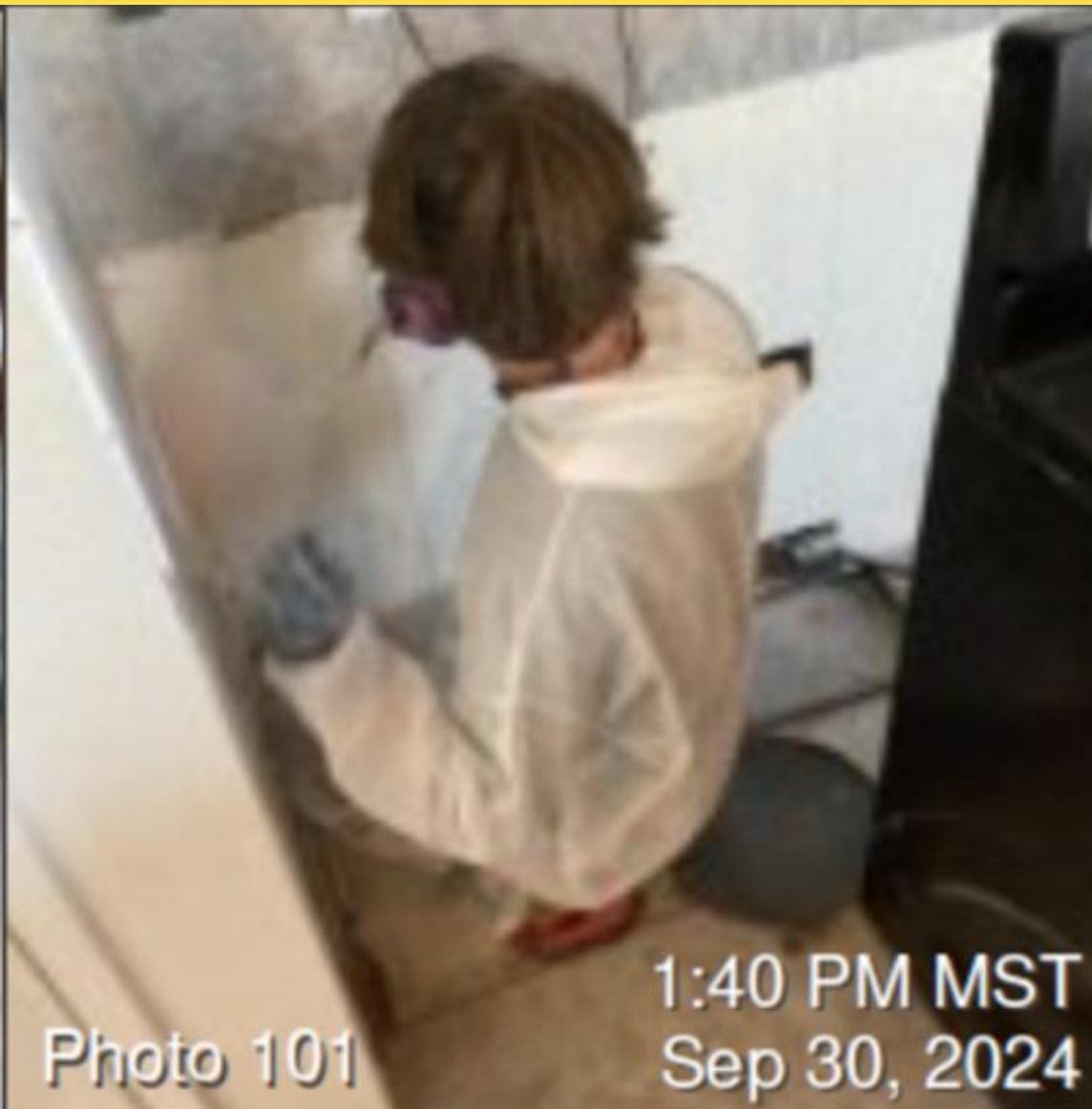
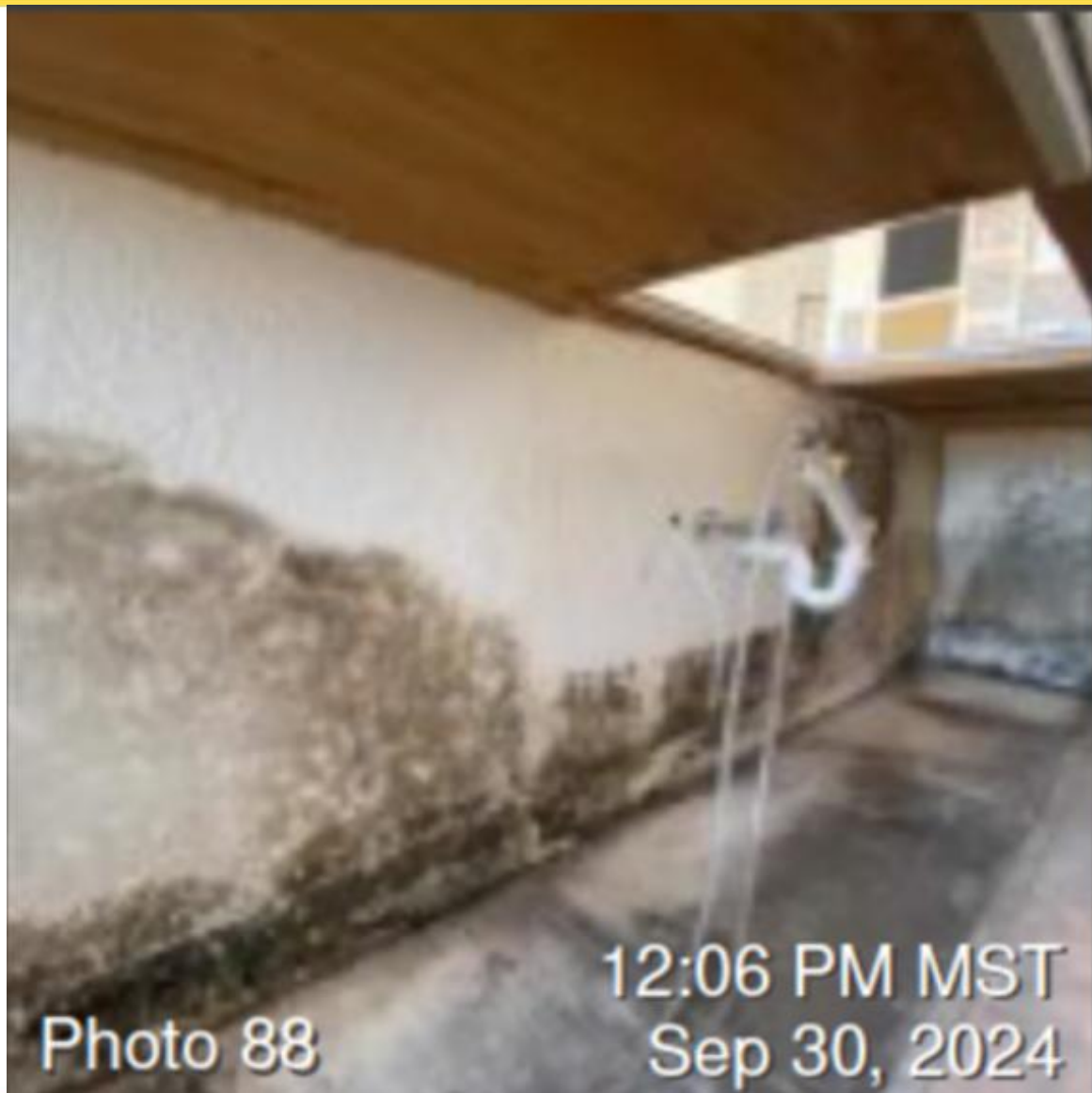
PRICE FIXING, BID RIGGING, AND MARKET ALLOCATION SCHEMES: WHAT THEY ARE AND WHAT TO LOOK FOR





American consumers have the right to expect the benefits of free and open competition — the best goods and services at the lowest prices. Public and private organizations often rely on a competitive bidding process to achieve that end. The competitive process only works, however, when competitors set prices honestly and independently.







S500

ANSI/IICRC S500-2021

STANDARD FOR PROFESSIONAL WATER DAMAGE RESTORATION

Fifth Edition



7.1 Antimicrobial (biocide) Use in Water Damage Projects

Many antimicrobials (biocides) are deactivated by organic matter in water or on surfaces; therefore, pre-cleaning is an essential first step. **In all cases, antimicrobials (biocides) shall be applied consistent with their label directions.**



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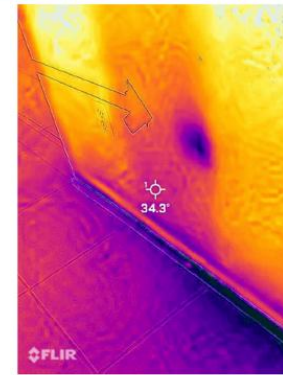
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A proprietary formulation made from botanical essential oils.
Part of our botanical cleaning & disinfection solution.

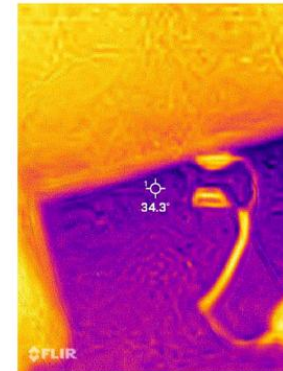
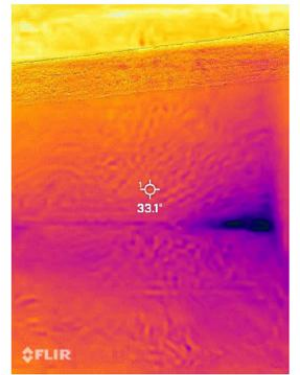
DIRECTIONS FOR USE: It is a violation of Federal law to use this product in a manner inconsistent with its labeling. For heavily soiled or greasy areas, pre-cleaning is required.



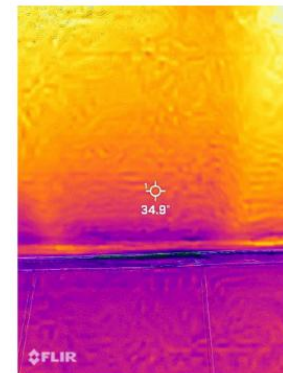
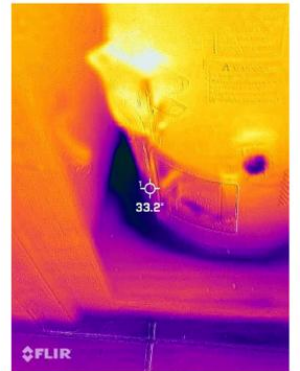




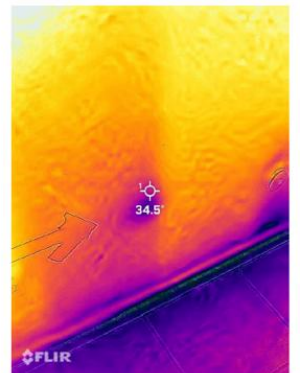
2



4



6



While thermal imaging **CAN** be a useful tool during the inspection, thermal imaging does not indicate water damage, only surface temperature differentials. There were no photos of any moisture meters verifying any thermal pictures. The following excerpt is from the 2021 version of the IICRC S500 for use of thermal imaging:



10.6.3 Extent of Water Migration

The amount of surface area to inspect within a building can make it inefficient to detect moisture using moisture meters alone...



10.6.3 Extent of Water Migration

Thermal imaging cameras can be used to show possible water flow patterns in a building in hard-to-reach places, increasing the efficiency of documenting affected areas and water migration.



10.6.3 Extent of Water Migration

Thermal imaging cameras can be useful as they show apparent surface temperature variations commonly associated with moisture, but **should always be verified by a moisture meter.**





Non-invasive Normal Moisture Level

115 Points



Invasive Normal WME % Dry Standard

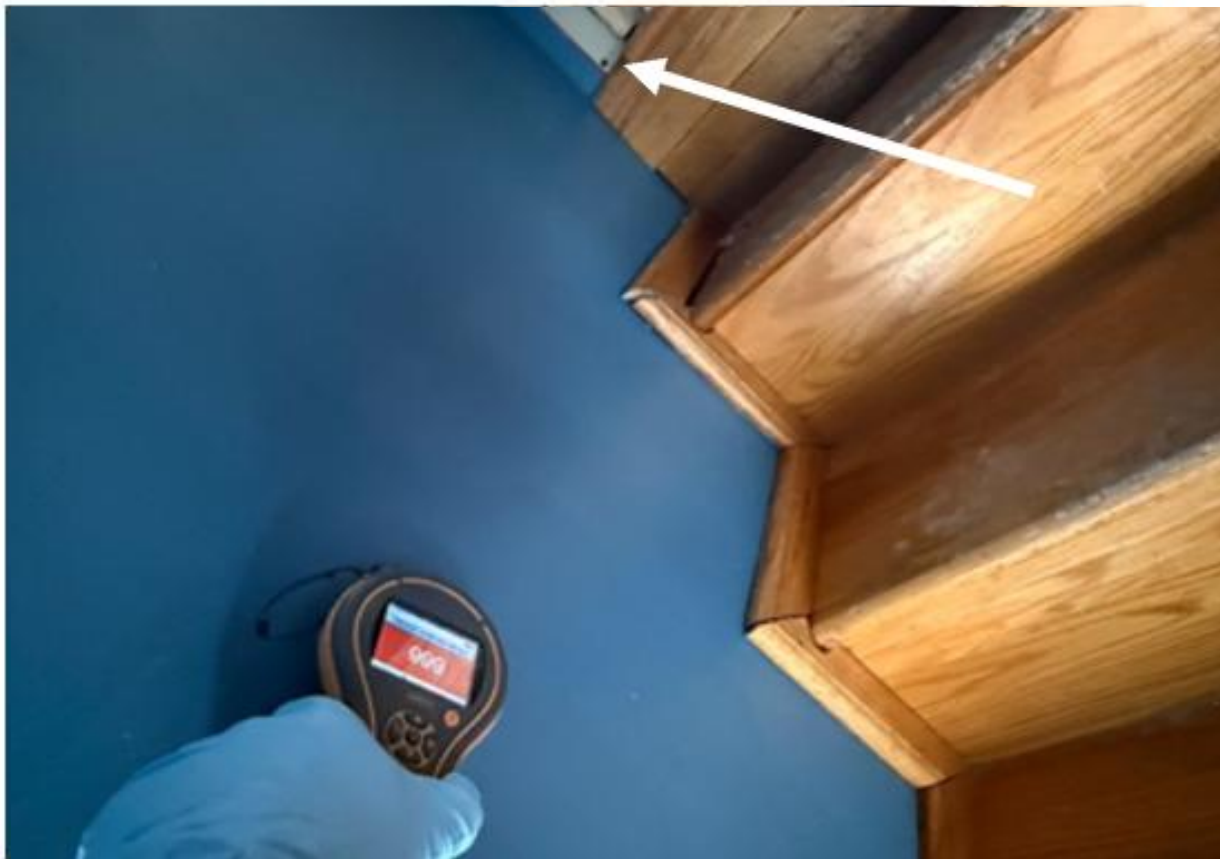
8.0%





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Non-invasive affected Moisture Level

999 Points



Invasive Affected WME % Dry Standard

100.0%



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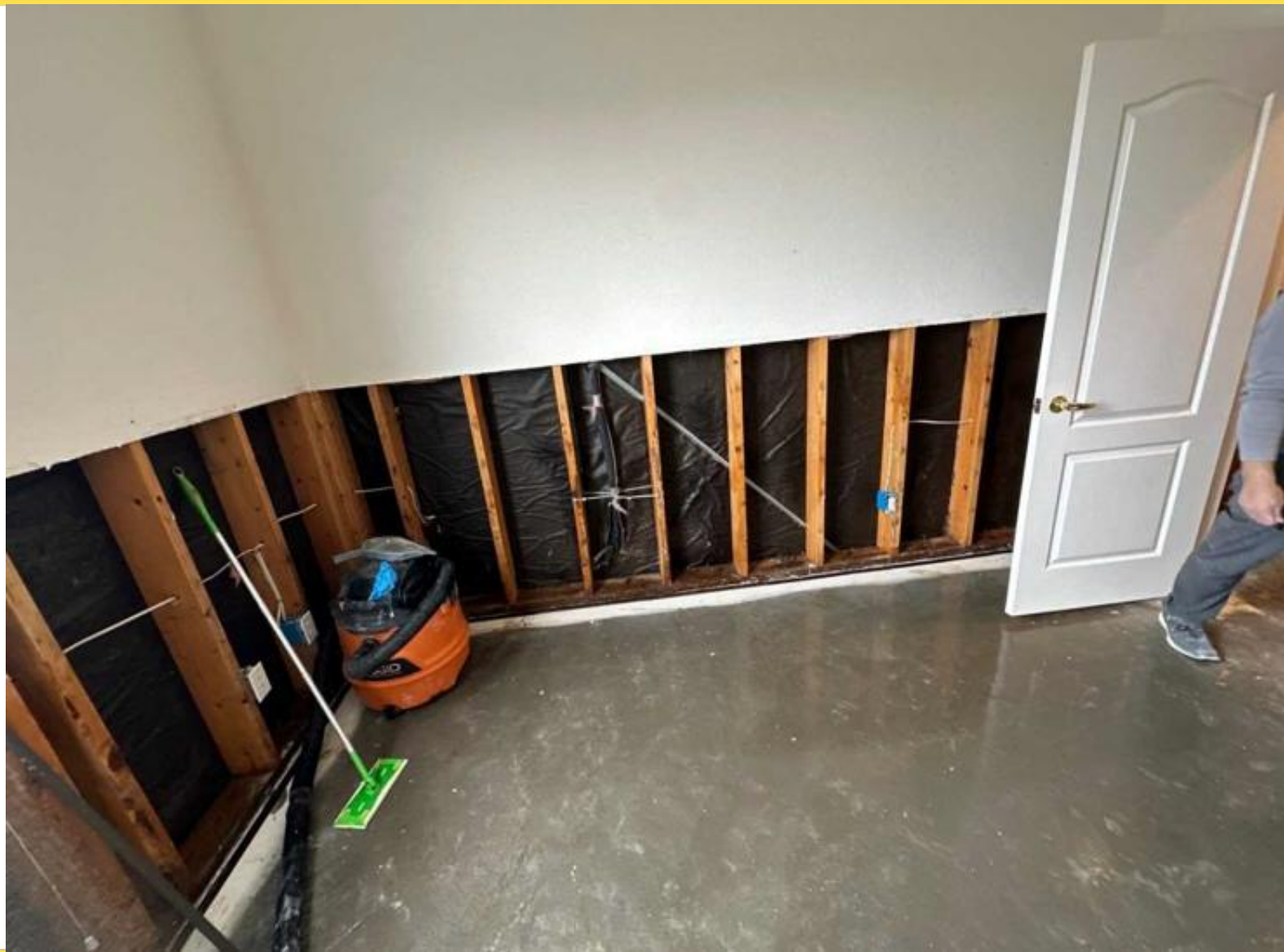
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HEPA Vacuuming - Detailed - 1.39
(PER SF)

Invoiced - 3,180.59 sq. ft. = \$4,421.02







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"I see you've charge for an XL dehumidifier, but the calculations call for 57.8 ppd., which equates to a regular size. Please adjust this on your invoice to reflect the correct 'required' size."

"Required? What do you mean? What calculations are you talking about?"

"The standard calculations from the IICRC, from the S500"



12.5.2 Using Mechanical Dehumidification to Promote Drying

When a closed or combination system is planned and mechanical dehumidification is not already in use, restorers **should determine** an **initial** dehumidification capacity to establish humidity control for the anticipated evaporation load after considering project conditions and requirements. **Dehumidification capacity MAY be modified at any point after setup based on psychrometric readings** to achieve or maintain the targeted conditions in the drying plan.



**After the initial installation,
appropriate adjustments (e.g.,
increase, decrease, reposition)
in dehumidification capacity
SHOULD be made based on
psychrometric readings**



NOTES: WHAT HAPPENED?

Supply line burst under kitchen sink affecting whole house. RH higher than dew point, resulting in ceiling & insulation.



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HYGROMETER READINGS

DAY 2	RH	TEMP	GPP
AFFECTED	63	64	56
NON	—	—	—
OUTDOORS	39	68	39
DEHU IN	63	64	56
DEHU OUT	40	81	63



DAY 3	RH	TEMP	GPP
AFFECTED	44	58	31
NON	—	—	—
OUTDOORS	42	65	28
DEHU IN	44	58	31
DEHU OUT	38	74	36

DAY 4	RH	TEMP	GPP
AFFECTED	40	65	36
NON	—	—	—
OUTDOORS	38	54	23
DEHU IN	40	65	36
DEHU OUT	41	82	64



Living Room Atmospheric Readings –

7	Oct 1, 2:54 PM	14%	-4503.2 gpp	1010°F	4552 gpp
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Room	Living Room								DryMax XL		Liv. Room		CFM	300
Reading	Air Temp	RH	Average Surface Temp	Liquid VP	Air VP in kPa	Dew Point	GPP	VPD	Temp	RH	VP	GPP	GD	PPD
Inspection	76	79	74	2.87	2.42	69	107	0.45	0	0				
After Setup	80	73	77	3.17	2.55	71	112	0.62	94	30	1.64	71	41	173
24 Hr	94	35	91	4.97	1.91	62	84	3.06	110	21	1.85	81	3	93
48 Hr	88	27	90	4.81	1.22	50	53	3.59	102	15	1.04	45	8	22
72 Hr	80	25	82	3.73	0.87	41	38	2.86	91	16	0.79	34	3	24



2	Oct 6, 1:46 PM	Delmhorst Scan 300	24.5	This non-invasive meter only detects moisture levels up to about 3/4 " deep. Meaning, this meter was not detecting moisture on the bottom. Also the reading to the right on the meter, is different than the 24.5 listed to the left.	
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This meter is not a
Delmhorst Scan 300
as listed below.

Oct 6, 1:46 PM

Delmhorst Scan 300



24.5



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3 Oct 7, 4:21 PM

This meter is not a
Delmhorst Scan 300
as listed below.

Delmhorst Scan 300

22.5

Same as above, except this is a
Surveymaster, which is a different
mater than the one used the day
prior.



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This meter is not a
Delmhorst Scan 300
as listed below.

Oct 7, 4:21 PM

Delmhorst Scan 300



Same as above, except this is a Surveymaster, which is a different mater than the one used the day prior.

22.5



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This meter is not a
Delmhorst Scan 300
as listed below.

Oct 11, 11:53 AM

Delmhorst Scan 300



Back to using the MMS and the reading on the meter to the right is different than what is documented. Its showing 27.4%, but what was documented was 17 points



This meter is not a
Delmhorst Scan 300
as listed below.

Oct 12, 11:26 AM

Delmhorst Scan 300



16.5

Back to using the Surveymaster and the reading on the meter to the right is different than what is documented. Not only that, but the reading to the right is HIGHER than the day before! The meter is showing 43.7%, but what was documented was 16.5 points on a scan meter that won't show a decimal.





16.5

Back to using the Surveymaster and the reading on the meter to the right is different than what is documented. Not only that, but the reading to the right is HIGHER than the day before! The meter is showing 43.7%, but what was documented was 16.5 points on a scan meter that won't show a decimal.





REETS
DRYING ACADEMY

Thank You!

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