

EAGA Business Builder

eaganm.com

January 17, 2023

Today's speaker was JW Biava—AirWell



Mr. Biava is the CEO of AirWell New Mexico. But before discussing that, JW gave us a little glimpse into a more important part of his world. He and his wife have six children, and he is very proud of his family. Their eldest daughter is starting to figure out her own future now, but JW managed to get a current photo of the entire clan when the young lady returned home for a brief visit. They live in a rural area near Gallup where the youngsters can acquire a good work ethic and get an understanding what it is to care for other people and creatures of their world. JW grew up in Gallup and the Biava family has a long, long history in the Gallup area. The current AirWell company is actually the successor of a business that JW's Dad (John) and Uncle (Bill) started back in the 1980s. That original company was a mining service lab that provided various types of testing for exploration and mining industries. Later it added services to include drug testing for horses. One of JW's first, and more memorable (in a nightmarish sort of way), jobs as a youngster had to do with managing and transporting horse urine. Mr. Biava has progressed far up the ladder from that work though, and with all that he has learned along the way about destroying bacteria, mold, etc., it is probably safe to shake his hand these days. Within just a few years, the company had evolved into "a full-service, accredited environmental analysis laboratory focused on indoor air quality and industrial hygiene". Most people spend about 90% of their time indoors. And about 70% of that is at home. The Environmental Protection Agency says that indoor pollution is two to five times higher than is outdoor pollution. Much of the problem with indoor air quality is that the air is not exchanged for fresh air on a regular enough basis. The situation was made worse in the 1970s and 80s when the Department Of Energy changed rules and policies requiring better sealing of buildings in order to conserve energy. But, most often, creating more energy efficient facilities was done without proper consideration for the need to regularly replace bad air with good air in the facility. Limiting air exchange promotes bad air quality. By the 1990s the term "sick building" was common. People were becoming ill without anyone being able to determine a specific cause. It was, however, apparent that in very many cases the person's living environment had something to do with it. An additional complication is the fact that people react differently when exposed to various particulates within their habitat. Lifestyle and genetic makeup are very important contributing factors in an individual's tolerance of potentially harmful particulates in the air that they breathe. One person will have a very serious reaction when inhaling things like dust, smoke, bacteria or mold; yet another person will have little, or no reaction at all, to the same exposure. Mr. Biava and his team provide services that pertain to the most common contaminants in a living environment. They test for, and suggest remediation of, things like asbestos, lead, radon, bacteria, VOC (volatile organic compounds) and mold. Lets focus on mold since it is probably the most common, and possibly the most serious, cause for poor health related to a person's living environment. Research indicates that 60% to 65% of human health problems are caused by mold. People are not only affected by the mold itself, but mold spores have been known to produce chemical sensitivities too. Mold can be anywhere/everywhere. One in three water leaks result in mold to some degree. JW and his company can help you figure out if mold exists within your facilities (home or business). His team offers certified, on-site inspections as well as remote assessments that are almost as accurate and thorough as if the inspector has been physically at the location. The remote assessments are done by phone and only take about 15 minutes. Mr. Biava's company also offers lower cost options for determining existence of mold. Gravity plates (petri dish sort of things) that are placed around the facility to collect whatever falls on them. The results can be analyzed by the user, or sent to the lab for formal determination of what is there. The plates are only \$3 each, and the professional analysis (with an official report and suggested remediation actions, if necessary) are only \$33 each. In addition to the plates, Mr. Biava's group has swabs and lift-tape options for collecting contaminates. The results from those processes are also analyzed by their lab to determine pollution levels and plans of action. If large amounts of mold are discovered, the next step is to determine its source, then the 'three Rs'. Rip; Remove; Replace. The only way to get rid of a mold infestation is to get rid of the source and any residual mold. There are additional steps to make sure that the mold has been reduced to a tolerable level. Fogging with a recommended solution will 'clean' a large area, while misting with the solution can be used for surfaces within a smaller area. Your best plan should be to contact Mr. Biava (phone number 505-379-9584) and explain your specific situation/concerns. He can help you figure out the best way to proceed. JW not only has the AirWell services option, but he can also provide you with assistance via one, or more, of his other related corporations that offer contributing products or services. Their websites are: AirWellNow.com [working to improve the indoor air of homes and work areas]; ImmunoLytics.com [primarily mold related issues]; BioBalanceNow.com [treatments, processes and products]; CitriSafe.com [dietary, supplemental, cleaning and other personal health related products]. JW has also been kind enough to provide EAGA members with a discount code to use should you purchase any products or services from their websites. Code EAGA23 will get you a very generous 25% discount.

Contact information for Executive Director: Mario Hernandez

Phone: 505-239-0259 email: eagaed@gmail.com

8100 Wyoming Blvd NE; Suite M-4 #35 Albuquerque, NM 87113

Leads, Reciprocity & Notes:

THANK YOU! To John Costen—Rich Ford for my new F-150 pickup. Fantastic service / fantastic truck. John was great through the whole ordering process.

- John Menicucci

- ◆ We need speakers for the last three Tuesdays in February, and for all of March. Please take the opportunity to advertise your business to the 100+ members of our organization. This group is not only in need of products and services for themselves and their companies, but EAGA members are quite well known and influential in the Albuquerque area. They are often asked for referrals by their customers and acquaintances. It would be a very good thing for you to make sure that the other members have a good understanding of the services and products you can provide. A short presentation at breakfast would help accomplish that.
- ◆ The new EAGA directory is attached to this bulletin email. Please download the directory and keep it electronically handy in your computer and/or phone.
- ◆ EAGA is always interested in adding new QUALITY members to our group. If you know of a business that you think could be a good fit for the organization, please contact Membership Committee Chairman, Jack Zipper (jdzipper@comcast.net or 505-259-5959) to make sure that there would not be a conflict with an existing member. Jack can also provide advice about how to proceed with invitations to breakfast and the formal process for application to membership in EAGA.
- ◆ As you slide down the banister of life, may the splinters never point in the wrong direction.

Badge Board Greeters

Jan 24 th	John Woods—Phocus Real Estate
Jan 31 st	Jack Bonsignore—Jump 4 Fun
Feb 07 th	David Rodriguez—Computer Solutions Group
Feb 14 th	Lonnie Correathers—1st Service Team
Feb 21 st	Mark Abramson— Los Ranchos Gun Shop
Feb 28 th	
Mar 07 th	Larry Sonntag—New Mexico Business Coalition
Mar 14 th	Bill McConnell—Window Fashions
Mar 21 st	
Mar 28 th	

Upcoming Speakers

Jan 24 th	Paul Jew—Mogi Studios
Jan 31 st	Dr. Nate Roybal—Retina Consultants of New Mexico
Feb 07 th	Herman Mitchell—Southwest Mail Center
Feb 14 th	
Feb 21 st	
Feb 28 th	
Mar 07 th	
Mar 14 th	
Mar 21 st	
Mar 28 th	

Contact information for Executive Director: Mario Hernandez

Phone: 505-239-0259 email: eagaed@gmail.com

8100 Wyoming Blvd NE; Suite M-4 #35 Albuquerque, NM 87113