

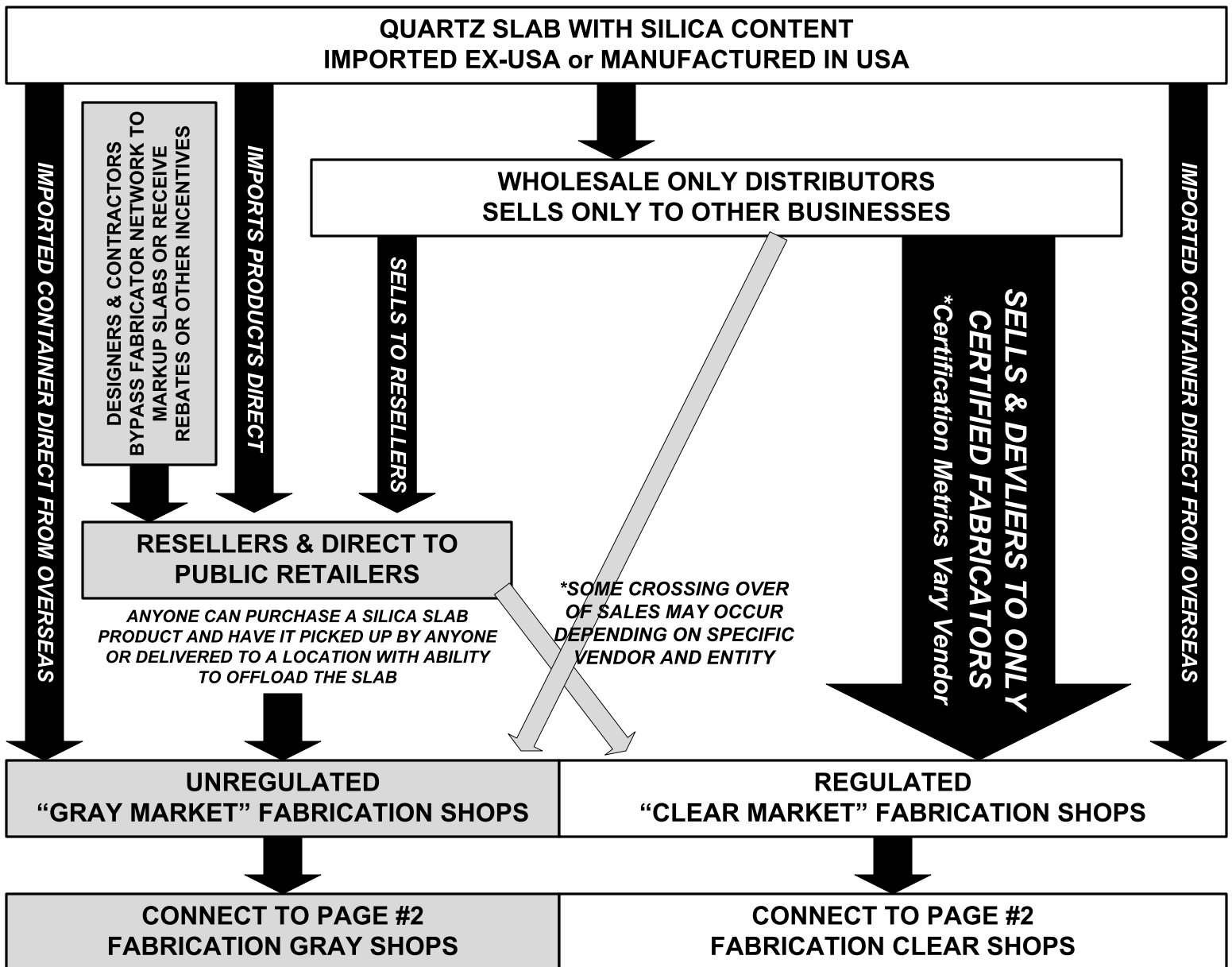
**SILICA PRODUCTS IN THE SF BAY AREA COUNTERTOP MARKET
WHAT ARE THE ROOT CAUSES OF THIS PROBLEM THAT HAS DEVELOPED**

PROBLEM CAUSE #1: MANY PRODUCTS HAVE HIGH SILICA CONTENT
SOLUTION1-1: SOME MANUFACTURES ALREADY WORKING ON LOWERING SILICA CONTENT LEVELS
SOLUTION1-2: SOME PRODUCTS ALREADY CONTAIN LOW SILICA LEVELS SUCH AS PORCELAIN SLABS, ETC...

PROBLEM CAUSE #2: LACK OF ENFORCEMENT: THE “GRAY MARKET” IS EXTREMELY LUCRATIVE
SOLUTION 2-1: VISIT AND CERTIFY SHOPS THAT MEET REQUIREMENTS
SOLUTION 2-2: CLOSE SHOPS THAT ARE UNLICENSED, NAIL SALON, GHOST, OR MOBILE TYPE.

PROBLEM CAUSE #3: NO DISTRIBUTION CONTROLS: PRODUCT CAN BE PURCHASED AND PICKED UP BY ANYONE
SOLUTION 2-1: ENACT SOME FORM OF LICENSING IN ORDER TO MAKE SURE SILICA PRODUCTS ARE PURCHASED BY A CAL-SAFE SILICA CERTIFIED ENTITY & FABRICATED BY A CAL-SAFE SILICA CERTIFIED ENTITY

**A VISUAL MAPPING OF SILICA IN THE SF BAY AREA COUNTERTOP MARKET
“THE DISTRIBUTION NETWORK” PAGE 1 OF 2**



THESE DIAGRAMS ARE ONLY OPINIONS FROM ONE WORKERS EXPERIENCE OVER THE LAST 18 YEARS IN THE SAN FRANCISCO BAY AREA STONE MARKET. THESE AND OTHER DIAGRAMS ARE NOT TO BE USED AS EVIDENCE, REFERED TO AS FACT, OR REFERENCED WHATSOEVER WITHOUT CONSENT OF UNITED MARBLE & GRANITE INC. THESE ARE ONLY OPINIONS. [REV 8-9-2023]

**CONNECT TO PAGE #1
FABRICATION GRAY SHOPS**

**CONNECT TO PAGE #1
FABRICATION CLEAR SHOPS**

DESCRIPTION	UNREGULATED "GRAY MARKET" SHOPS			REGULATED "CLEAR MARKET" SHOPS			
	SIDEJOBERS "MOBILE" SHOPS	MODULAR "NAIL SALON" SHOPS	OWNER ONLY "GHOST" SHOPS	FAB ONLY "HYBRID" SHOPS	WORKING "LEARNING" SHOPS	WORKING "LARGER" SHOPS	FUTURE "CAL SAFE" SHOPS
WORKERS THAT RUN COMPANY OUT OF A TRUCK MAY WORK FOR UPSTREAM PROVIDERS ON WEEKDAYS		OWNER ONLY RENTS SPACES OUT AND WORKERS ARE SIMILAR TO SUBCRACTORS AND ARE TEMP	OWNER CLAIMS NO EMPLOYEES TO AVOID WORKERS COMP PAYMENTS BUT GUYS WORKING IN BACK	SHOPS THAT SUBCONTRACT INSTALL TO AVOID COSTS RELATED TO INSTALLERS UBER MODEL	SMALL SHOPS THAT NEED TO INVEST IN BEING COMPLIANT TO CURRENT REGULATIONS	SHOPS THAT ARE MOSTLY COMPLIANT TO CURRENT REGULATIONS	FUTURE IDEAL CAL SAFE CERTIFIED STONE SHOPS
HAS PHYSICAL LOCATION? TRACABLE?							
HOLDS CSLB LICENSE?							
PAYS WORKERS COMP?							
NO TRACABILITY CASH ONLY?			?	?			
AVOIDS REGS WITH SUBS UBER MODEL	N/A	Rent Out Spaces	N/A				
WOULD REGISTER WITH STATE?			Undetectable Operating Stealth Mode				
GENERAL SAFETY LEVEL			?	Shop Ok? Installers? Pass the bag.			
CURRENT SILICA SAFETY LEVEL				Shop Ok? Installers? Pass the bag.			
COST TO OPERATE							?
PROFITABILITY & MARGINS							?

WORKERS ARE MOVING TO THE UNSAFE UNREGULATED GRAY PART OF OUR MARKET BY MOVING TO THE UNREGULATED SIDE OF THE MARKET WORKERS GET ALL CASH OR REPORT ONLY MINIMUM WAGE AND GAIN ACCESS TO GOVERNMENT ASSISTANCE PROGRAMS BY REPORTING LOWER INCOMES AND THEREFORE HEY CAN AVOID TAXES, GET STATE BENEFITS BEYOND WHAT THE FREE MARKET CAN PROVIDE TO ATTRACT WORKERS. MANY OF OUR "WORKING LEARNING SHOPS" HAVE CLOSED ALREADY.

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