

NOVEMBER 30, 2009

## A REASON TO BE THANKFUL

Dear Member,

Thanks to the support of NIA members and some good old shoe leather of our board members, committee chairmen, and past presidents, November was a productive month in advancing mechanical insulation on Capitol Hill.

On November 6, 16 of our board members, committee chairmen, past presidents, and NIA staff kicked off our first-ever Convergence on Capitol Hill. In just 2½ hours, we met with 34 House and Senate offices to educate congressional staff about the energy efficiency benefits of mechanical insulation and to promote tax legislation that would encourage businesses to retrofit, maintain, and install mechanical insulation. Many of these offices were ones we had never met with before.

One highlight for NIA Past President Ron King and Larry Nelles from Zampell was getting to meet Representative Deborah Halvorson (D-IL) in person to thank her for writing legislation included in the House energy bill that would create a national mechanical insulation education and awareness campaign.

J. Kenneth Freeman from Petrin Corporation in Louisiana got to meet face to face with Rep. Bill Cassidy (R-LA), who was already knowledgeable about mechanical insulation. He also met with staff from Senator Mary Landrieu's (D-LA) and Senator David Vitter's (R-LA) offices.

In addition to those meetings:

- Alec Rexroat of M&O Insulation Company and Steve Luse of Luse-Stevenson Company met with Rep. Deborah Halvorson's (D-IL) staff, as well as staff for Senator Richard Durbin (D-IL), Rep. Melissa Bean (D-IL), and Rep. Peter Roskam (R-IL).
- Roger Crawford from Low Country Insulation, Inc., met with staff from the offices of Senator Bill Nelson (D-FL), Senator George LeMieux (R-FL), and Rep. Robert Wexler (D-FL).
- Steve Brown of K-Flex USA, LLC, and Toby Torchia of Industrial Insulation Group, LLC, met with the offices of Rep. Tom Price (R-GA) and Rep. Jack Kingston (R-GA).
- Glenn Frye of Performance Contracting, Inc., met with Rep. Dennis Moore's (D-KS) staff, as well as staff for Senator Pat Roberts (R-KS) and Senator Sam Brownback (R-KS).
- Mark Reed of Zampell met with staff for Rep. Michael Michaud (D-ME) and Senator Susan Collins (R-ME).
- Kartik Patel of Armacell, LLC, met with staff for Senator Richard Burr (R-NC), Senator Kay Hagan (D-NC), and Rep. David Price (D-NC).
- NIA Past President P. Thomas Fraatz of Pacor, Inc., and John Lambertson of Atlantic Contracting & Specialties, LLC, met with the staff of Senator Arlen Specter (D-PA) and Senator Bob Casey (D-PA).
- NIA Past President Ron King and Larry Nelles of Zampell met with Senator John Cornyn's (R-TX) staff, as well as Rep. Henry Cuellar's (D-TX) staff.
- Tim Stout of Hudson Bay Insulation Company and Rick Smith of E.J. Bartells met with staff for Senator Patty Murray (D-WA), Senator Maria Cantwell (D-WA), Rep. Adam Smith (D-WA), and Rep. Jay Inslee (D-WA).
- Past President W. Paul Stonebraker of TRA Thermatech met with staff for Senator Barbara Mikulski (D-MD), Senator Ben Cardin (D-MD), Majority Leader Steny Hoyer (D-MD), and Rep. Donna Edwards (D-MD).
- I met with the offices of Senator Jim Webb (D-VA) and Rep. Jim Moran (D-VA).

Everyone we met with was receptive to our message, and I believe we generated some new champions for mechanical insulation. We will continue to follow up with these offices over the coming months to pursue our agenda. In addition, this month we continued to make progress on a tax deduction by working with key congressional offices to draft legislative language that will increase incentives for businesses to retrofit, maintain, and install mechanical insulation.

As we look ahead to December, NIA will be meeting with the Department of Energy to discuss our ideas on education and awareness for mechanical insulation. We have also scheduled additional meetings with congressional staff to discuss our tax proposal.

We've made great strides in getting our voice and the voice of our members heard. I welcome your thoughts on our efforts and future plans, so please don't hesitate to contact me.

Regards,  
Michele M. Jones, CMP  
Executive Vice President/CEO