



NIA's 62nd
Annual Convention

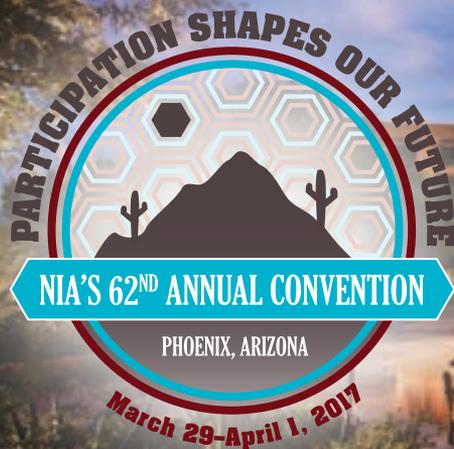
MARCH 29–APRIL 1, 2017

SHERATON GRAND AT WILD HORSE PASS, PHOENIX, ARIZONA

NIA's 62nd Annual Convention

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The National Insulation Association (NIA) invites you to join your industry colleagues in warm and sunny Phoenix, Arizona for NIA's 62nd Annual Convention!



NIA's 62nd Annual Convention will include the quality networking, educational, and entertainment events that you look forward to each year—at a NIA member favorite location that harmoniously blends luxury and nature. The Convention theme, Participation Shapes Our Future, will be brought to life by your attendance and active participation. NIA looks forward to welcoming attendees from all segments of the mechanical insulation industry to Phoenix!

Phoenix, Arizona, and the Sonoran Desert

Located in the Sonoran Desert, the Phoenix area's perpetual sunshine provides a perfect backdrop to enjoy your time at the secluded Sheraton Grand at Wild Horse Pass. Attendees will also have ample opportunities to explore Phoenix and the picturesque surrounding area.

The Visit Phoenix™ website (www.visitphoenix.com) features the Top 10 Phoenix attractions, Chef's Picks, Travel & Trail Guides, and PHX Stories from locals. Some favorites include the Phoenix Premium Outlets, Desert Botanical Garden, Camelback Mountain, HuHugam Heritage Center, Firebird International Raceway, Old Town Scottsdale, the Heard Museum, and Rawhide Western Town.

NIA's Mobile Meeting App

Everything you need to know about NIA's 62nd Annual Convention is available at your fingertips! The app can be downloaded to your smart phone or tablet, and will feature the full Convention schedule, attendee list, speaker information, spouse programs, and more. Instructions for downloading will be sent out prior to the event.



Mobile Meeting App Sponsored by:

Distribution International, Inc.



EDUCATIONAL PRESENTATIONS

The Mechanical Insulation Industry— A Contractor's Perspective Panel

Contractors representing a variety of companies, job roles, and responsibilities will share their collective expertise on topics that impact day-to-day operations and larger industry challenges. Topics include the changing supply chain, material handling on job sites, labor, spec changes, scheduling, and contractors' needs.

Panelists include:



Matt Caldwell
President,
Caldwell
Insulation, Inc.



Jeffrey DeGraaf
President,
Industrial
Construction &
Engineering Co.



Reid (Huck) Finn
President,
APi Construction
Company



John Lamberton
Eastern Region
President,
Irex Contracting
Group



John Stevens
President,
Thermal
Solutions, Inc.



Facilitated By:
Bryan Rymer, Jr.
Vice President,
Performance
Contracting Inc.

Engineers Panel Discussion

Sharing their perspectives and expertise on a wide range of topics that impact the mechanical insulation industry, engineers will discuss how specifications are chosen for jobs, education in schools, succession plans, PIP specs, and much more. Additional panelists will be added to this lineup soon—check www.insulation.org/convention/2017 for updates!

Panelists include:



Joe Bhavsar, P.E.
Sr. Engineering
Advisor,
Office of Chief
Engineer,
CB&I



David Hoffman
President,
Gipe Associates, Inc.



Facilitated By:
Kartik Patel
Application
Development and Process
Technology
Manager—
Americas,
ArmaceLL LLC

Keynote Speaker

The Psychology of Illusion

Keynote Speaker: Vinh Giang, Entrepreneur, Magician, and Coach



A businessman and entrepreneur, Vinh Giang created the online platform Encyclopedia of Magic, which now teaches magic to almost 50,000 students around the world. During his presentation, Vinh will share his insights into human psychology, business, and the wonderful art of magic. Through interactive demonstrations, Vinh will share the psychology of illusion and perspective, and emphasize how new solutions can be created through collaboration.

◆ EDUCATIONAL PRESENTATIONS

Rethinking Business and Personal Success

Peter Nielsen, Leadership and Organizational Development Consultant



Using principles originating in psychology and tested in business, Peter Nielsen will guide participants through experiential activities and engaging discussions to address challenges that confront all of us, regardless of our role in an organization. Thought-provoking topics include: business culture and results, thought processes and results, personal biases, growth and development, and increasing performance and engagement of others.

Technical Presentations

Each year, NIA's technical presentations give attendees an in-depth analysis of cutting-edge industry developments. Presentations will be delivered on Friday and Saturday, and will include a total of 4 different technical subjects.

2016 Theodore H. Brodie Distinguished Safety Award



Established in 2004, NIA's Theodore H. Brodie Distinguished Safety Award is the first and only national safety program for the mechanical insulation industry. It recognizes member companies that have established structured safety programs to ensure the well-being of their employees and create safe working environments.

Join us and help recognize and congratulate the 2016 winners! All NIA members are encouraged to apply. Applications are due January 31, 2017. Check www.insulation.org for more details.

NIA's Business Session

NIA's active members (Contractors, Distributors, Fabricators, and Laminators) should plan to attend NIA's Business Session, where they will vote on NIA's FY17-18 budget and the new members of the Board of Directors.





◆ SHERATON GRAND AT WILD HORSE PASS

The Sheraton Grand at Wild Horse Pass is located in the Sonoran Desert and is designed to be an authentic representation of the Gila River Indian Community's heritage and culture. The architecture, design, art, and legends of the Pima (Akimel O'otham) and Maricopa (Pee Posh) tribes are celebrated in every detail of the resort. Convention attendees and their families will find a variety of fun activities suitable for all ages and interests. The AAA Four Diamond resort includes:



- Kai, the only AAA Five-Diamond and Forbes Five Star award restaurant in Arizona.
- Aji Spa, Arizona's only Native American spa. The world-class retreat offers unique treatments based on ancient Pima and Maricopa traditions. NIA Convention attendees also enjoy 10% off spa services.
- Whirlwind Golf Club with two 18-hole Troon-managed golf courses—Devil's Claw and Cattail.
- Four pools with cascading waterfalls and a 111-foot waterslide modeled after the ancient Casa Grande Ruins.
- The Koli Equestrian Center, where guests can participate in riding lessons and trail rides.
- The Adventure Club, available to our younger guests, offers daily activities including exclusive cultural programming.



Transportation and Parking

Sheraton Grand at Wild Horse Pass is located 11 miles from Phoenix Sky Harbor Airport (PHX) and 15 miles from downtown Phoenix. The hotel does not offer airport shuttle service.

Self-parking is complimentary at the hotel, and valet parking is available for \$22 per day. Additionally, Enterprise Rent-A-Car offers a complimentary rental car delivery directly to the resort. A complimentary on-property resort shuttle is available to hotel guests and stops at the following locations: Aji Spa, Whirlwind Golf Club, Phoenix Premium Outlets, Rawhide Western Town, and Wild Horse Pass Hotel & Casino.



◆ HOTEL RESERVATION INFORMATION

NIA Discounted Room Rate

- \$259 single/double per night, plus state and local taxes.
- Rate includes the resort fee (*a savings of \$25 per night*).
- Third and fourth occupants of guest rooms are \$30.00 for each additional person.
- Children under age 18 stay free in room with parents.
- NIA's discounted hotel rate is available before and after Convention from March 21–April 6, 2017, based on availability.



Reservations:

Call 1-866-837-4156—mention you are with the National Insulation Association.

Reservation Deadline: March 3, 2017, by 5:00 p.m. MST

Cancellations made 3 days prior to your arrival will receive a full refund of the deposit. Cancellations requested within 3 days of arrival will be charged 1 night's room and tax. You must be a registered NIA Convention attendee to qualify for this discounted room rate.

The complimentary resort fee includes: unlimited internet access in guest rooms and lobby areas, in-room local or long distance (domestic) calls, access to the pools and Aji Spa fitness center, expanded shuttle service to the new Phoenix Premium Outlets, and tennis court access and equipment rental.

◆ NETWORKING EVENTS

NIA's Convention schedule is designed to offer a variety of events to allow attendees time to network and get to know their colleagues. NIA's 2016 Convention survey revealed that 80% of respondents made new business contacts, 97% indicated that networking with new customers met or exceeded their expectations, and 65% made new friends.

Wednesday, March 29

NIA Member Orientation

This orientation provides new members and first-time attendees the opportunity to familiarize themselves with NIA's Convention, Committees, and educational and industry programs. You'll have the opportunity to ask questions and get to know the staff members, committee chairmen, and association leaders. Invitations are required.

Convention First-Timer and VIP Reception

If this is your first NIA Convention, be sure to RSVP to this invitation-only cocktail reception! You'll get the opportunity to network with NIA leaders and staff, and have the opportunity to get to know members of NIA. Invitations are required.

Welcome Reception: 5 Cs of Arizona

NIA's Welcome Reception will kick off with tasty samplings representing the 5 Cs of Arizona, an open bar, and music by William Eaton and his custom harp guitar. Represented on the state's official seal, the 5 Cs—Climate, Cotton, Cattle, Citrus, and Copper—have played a significant role in Arizona's industry history. Don't miss this first chance for all attendees to mix and mingle.

Hosted Dessert Hospitality Suites

Immediately following the Welcome Reception is one of the highlights of NIA's Convention—the Dessert Hospitality Suites. NIA's Associate (Manufacturer) member companies will host rooms with unique and delicious treats and beverages. Truly the sweetest event of the week!

Thursday, March 30

Appreciation Night: Best of the West!

Grab your cowboy hat and boots and join us at NIA's Appreciation Night: Best of the West! Enjoy an open bar, a full meal filled with western favorites, and a variety of cowboy-inspired games. Stop by the fun photo booth or relax around one of the fire pits while you roast your own s'more.

Friday, March 31

Open Night—Enjoy Phoenix!

Saturday, April 1

President's Dinner: Casino Night!

Join us for the finale of NIA's Convention as you test your luck at your favorite Casino games—Texas Hold 'Em, Blackjack, Craps, and Roulette. The evening includes a cocktail reception, a 3-course meal with wine service, and an opportunity to celebrate our outgoing President, Steve Luse (Luse Thermal Technologies). Don't miss out on the last opportunity to network with current and future customers before heading home.





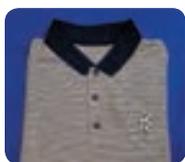
◆ NIA'S GOLF TOURNAMENT

Surrounded by spectacular mountains and managed by Troon Golf, Whirlwind Golf Club is designed to preserve the rich cultural heritage of the Gila River Indian Community. NIA's Golf Tournament on Friday, March 31, will be held at the Devil's Claw golf course located at the Sheraton Grand at Wild Horse Pass.

The 18-hole scramble will have a 12:30 p.m. shotgun start. Gather your industry colleagues and friends for an afternoon of networking and friendly competition! Preference will be given to foursomes.* Pre-registration is required and the per-player fee of \$230 includes all tournament costs, a boxed lunch, GPS golf cart, prizes, and golf-bag pickup and return on the day of the tournament. Optional club rentals, which include 6 golf balls, are available through the golf course for \$60, plus tax, and will be billed by the course to your hotel reservation the day of the tournament.

*If you wish to create your own foursome, please contact the players to ensure their willingness to participate in the foursome, and then email your request to NIA at events@insulation.org. All players must be registered for both the Convention and the golf tournament.

Golf Shirts Available



Order your Nike golf shirt with Dri-Fit technology to help you stay cool, dry, and comfortable on the golf course. The black-striped shirt features the NIA and Whirlwind Golf Club logo, and is available for \$57, plus shipping and handling.

Shirts will be shipped to you prior to Convention. The deadline to order shirts is February 3, 2017.

◆ SPOUSE EVENTS

All spouse events are included as part of your registration fee. Registration for each event will fill up quickly. Space is limited and is on a first-come, first-served basis.

Thursday, March 30

Lip Print Reading, Champagne, and Chocolate—The Ultimate Ladies Event!



Welcome to LipStory, the art and science of assessing personality characteristics and energy levels based on the shapes, lines, marks, and color of an individual's lip prints. While half of the group is learning about lip prints, the other half will be enjoying a delicious chocolate and champagne tasting.

Friday, March 31

Texas Hold 'Em Workshop



In this interactive workshop, guests will learn all of the ins, outs, rivers, and flops of Texas Hold 'Em. While mastering their best poker faces and bluffing techniques, guests will gain invaluable knowledge about how the game is played. Guests will also have time to practice their new skills to get ready for the main event the following night at the President's Dinner. Light snacks will also be served.

◆ HELPFUL TRAVEL TIPS

Weather

Phoenix's springtime weather is consistently perfect with blooming cacti and wildflowers brightening the desert. Day-time temperatures hover around 80 degrees while evenings are comfortably cool and may dip to around 50 degrees.

Attire

All Convention sessions and evening events are casual—golf shirts and resort wear are recommended during the day and casual resort wear is recommended at evening events (for example, khaki shorts for men and capris or sundresses for women). The receptions on Wednesday and Thursday evening are outdoors, and since the nights can be cooler, a light sweater or jacket is suggested. The reception on Saturday will take place indoors and casual attire is suggested.

For Thursday Evening's Appreciation Night: Best of the West!—Guests are encouraged to wear their western favorites: cowboy hats, jeans, and boots are welcomed!

2017 PRELIMINARY CONVENTION SCHEDULE

This information is subject to change. For the most current information, or to see NIA's Entertainment Policy, visit www.insulation.org/convention/2017.

TUESDAY, MARCH 28

Morning

- Registration and Bookstore
- Executive Committee Meeting*

Afternoon/Evening

- Registration and Bookstore
- Board of Directors Meeting*
- Past Presidents Reception and Dinner*
- 2018 Convention Committee Dinner*

WEDNESDAY, MARCH 29

Morning

- Registration and Bookstore
- Board of Directors and Spouse Breakfast*
- Past Presidents Advisory Council*
- Committee MeetingsⓄ

Afternoon/Evening

- Registration and Bookstore
- Committee MeetingsⓄ
- Can/AM Meeting*
- NIA Member Orientation*
- Convention First-Timer and VIP Reception*
- Welcome Reception: 5 Cs of Arizona + Ⓞ
- Hosted Dessert Hospitality Suites + Ⓞ

THURSDAY, MARCH 30

Morning

- Registration and Bookstore
- Continental Breakfast Ⓞ
- Keynote Speaker:
Vinh Giang: The Psychology of Illusion + Ⓞ
- 2016 Theodore H. Brodie Distinguished Safety Awards Presentation Ⓞ
- NIA Business Session Ⓞ
- Spouse Program: Lip Print Reading, Champagne, and Chocolate—The Ultimate Ladies Event! +
- The Mechanical Insulation Industry—A Contractor's Perspective Panel Ⓞ

Afternoon/Evening

- Registration and Bookstore
- Committee MeetingsⓄ
- Appreciation Night: Best of the West! + Ⓞ

FRIDAY, MARCH 31

Morning

- Registration and Bookstore
- Continental Breakfast
- Engineers Panel Discussion
- Spouse Program:
Texas Hold 'Em Workshop +
- Technical Presentations

Afternoon/Evening

- Registration and Bookstore
- NIA's Golf Tournament—Devil's Claw Course at the Sheraton Grand at Wild Horse Pass (SEPARATE REGISTRATION IS REQUIRED)
- Open Evening—Enjoy Phoenix!

SATURDAY, APRIL 1

Morning

- Registration and Bookstore
- Continental Breakfast Ⓞ
- Educational Session Ⓞ
- Technical Presentations Ⓞ

Afternoon/Evening

- Council of Committees and Board of Directors Lunch Meeting*
- Board of Directors Meeting*
- President's Dinner Reception + Ⓞ
- President's Dinner: Casino Night! + Ⓞ

Ⓞ Open Event

* Invitation Only

+ Spouse/Guests Are Encouraged to Attend



To register for NIA's 62nd Annual Convention, please visit www.insulation.org/convention/2017 or call 703-464-6422.

REGISTRATION FEES

Early-bird payments must be received by March 8, 2017, to take advantage of the discounted pricing.

EARLY BIRD
Payment Received by March 8

STANDARD REGISTRATION
Payment Received after March 8

	EARLY BIRD Payment Received by March 8	STANDARD REGISTRATION Payment Received after March 8
MEMBER (NIA/TIAC)		
Contractor/Distributor/Fabricator/Laminator	\$895	\$970
Manufacturer/Manufacturer's Representative/Consultant/Associate Supplier	\$1,090	\$1,185
Spouse/Guests +	\$690	\$700
Youth (Ages 3–12) (Children under the age of 3 are free.)	\$420	\$425
NON-MEMBER		
Contractor/Distributor/Fabricator/Laminator	\$1,530	\$1,645
Manufacturer/Manufacturer's Representative/Consultant/Associate Supplier	\$2,270	\$2,375
Spouse/Guests +	\$765	\$770
Youth (Ages 3–12) (Children under the age of 3 are free.)	\$500	\$505

+ A spouse/guest is defined as someone accompanying a paid registrant who does not work in the industry and will not be attending business or committee meetings.

Add \$100 per person to the standard registration rate for registrations received after March 22, including on-site registrations. Convention registration fee includes: 3 continental breakfasts, 3 full dinners (with open bars), 3 nights of entertainment, and all educational sessions, committee meetings, and spouse/guest programs.

PLEASE REGISTER ONLINE AT WWW.INSULATION.ORG/CONVENTION/2017