

NIA's 2022 Fall Summit
Wednesday, November 2, 2022 | 10:05 a.m. – 12:00 p.m. ET
Salon B

Associates Committee Meeting Agenda

1. Anti-Trust Policy Review, Roll Call, and Introductions
2. Approval of 2022 Convention Meeting Minutes on page 5 (See list of companies eligible to vote on page 4.)
3. Speaker: Ron King—Surveys Updates
 - Mechanical Insulation Energy and Carbon Reduction Impact Study
 - Upcoming Industry Measurement Survey (January 2023)
 - Updates to Survey Methodology
4. Update on NIA Programs and Improvements
 - NIA's new association management system (AMS) with a user-friendly portal for member access
 - NIA's Education Center (www.niaeducationcenter.org)
 - The Foundation for Mechanical Insulation Education, Training, and Industry Advancement—now a separate 501(c)(3) tax-exempt organization, managed by NIA
5. *Insulation Outlook* Magazine: Content by members for engineers
 - **Editorial:** Suggest a topic or volunteer to be interviewed at editor@insulation.org.
 - **Advertising:** Sign up for your 2023 digital and print marketing plans with NIA by November 15, 2022 to avoid the 2023 price increase. The 2023 media kit and editorial calendar are available. Email ads@insulation.org to personalize your marketing program for 2023.
6. Premier Industry Manufacturer Award (See pages 9-12.)
 - Points & Participation
 - 2022 Winners
 - Armacell
 - Johns Manville
 - Knauf Insulation, Inc.
 - Owens Corning

7. Review & Update the Committee Purposes/Objectives/Actions Items

ASSOCIATES COMMITTEE**Chairman:** Sandy Shattles, Armacell**Vice Chairman:** Louis Walton, Proto Corp.**Secretary:** Vacant**Purpose:**

As manufacturers of products and services, the Associates strengthen and expand the insulation industry through education, technical assistance, and association membership growth.

Key Objectives:

- Educate NIA members and industry segments on their products and services.
- Expand the industry through the promotion of a greater use of insulation and accessory products.
- Identify and help secure new Active and Associate members for the Association.
- Work closely with each operating committee.

Actions:

1. Work with committees to ensure proper links with the NIA website and promote this resource as a benefit.
 2. Generate articles and find authors and advertisers for Insulation Outlook magazine.
Task Force to review Buyer's Guide with staff.
 3. Actively promote and solicit Associate member companies in Board-approved funding efforts for the Foundation.
 4. Continue to help refine and add to NIA's potential member list and solicit new members.
 5. Support Foundation programs and sub-committee with high priority.
8. Nominations & Election of New Secretary — One vote per company. See list of companies eligible to vote on page 4 and election policy on page 13.
9. Group Picture
10. Upcoming Events:

November 30–December 1, 2022

[NIA's Understanding Mechanical Insulation \(virtual\)](#)

Registration Deadline: November 14, 2022

November 30–December 1, 2022, and December 7–8, 2022

[NIA's Thermal Insulation Inspector Certification \(virtual\)](#)

Registration Deadline: November 14, 2022

December 5–6, 2022

[NIA's Insulation Energy Appraisal Program \(virtual\)](#)

Registration Deadline: November 14, 2022

March 15–17, 2023

[NIA's 67th Annual Convention](#)

Hyatt Regency Maui Resort & Spa, Maui, Hawaii

Hotel Reservation Deadline: February 8, 2023

Early-Bird Registration Deadline: February 13, 2023

11. Speaker for Associates & Distributor/Fabricator Session

What Does the Future of Transportation Look Like?

Transportation trends have significantly impacted the insulation industry, so what does the future of transportation look like? Alex Leslie will provide an overview on some of the current logistics and distribution challenges, including labor shortages and retention, supply chain disruption, fuel surcharges, and more. Alex will share solutions to these challenges and discuss how digitization of logistics companies may impact your business in the future.

Speaker:

Alex Leslie, Research Associate, American Transportation Research Institute

12. Buyer's Guide Category Review

13. Adjourn

Associates Committee
Voting Member Companies

Eligible for one vote per company for all committee votes. Also eligible for Associates Secretary position.

- 3M
- Access Plug Flange, Inc.
- Aeroflex USA
- Alkegen
- Alpha Engineered Composites, LLC
- Armacell
- Aspen Aerogels, Inc.
- Avery Dennison
- CertainTeed
- DUNA-USA
- Foster Products (HB Fuller Construction Products)
- Hira Industries, LLC
- HiTherm North America, LLC
- Howred Corp.
- Ideal Products of America Holdings, LLC
- Ideal Tape
- IFS Durapro Adhesives
- Integrated Marketing Group
- Integrity Products and Supplies
- Johns Manville
- K-FLEX USA, LLC
- Kingspan Insulation, LLC
- Knauf Insulation, Inc.
- Lamtec Corporation
- Lewco Specialty Products, Inc.
- Midwest Fasteners, Inc.
- Morgan Advanced Materials Thermal Ceramics
- No Sweat Valve Wraps, Inc.
- Owens Corning
- Polyguard Products, Inc.
- Promat, Inc.
- Proto Corporation
- R.P.R. Products, Inc.
- ROCKWOOL Technical Insulation
- SMC Industries, Inc.
- Standard Metal Industries, LLC
- Textiles Coated International
- T-FIT, Owned by Zotefoams, Inc.
- ULVA CUI Prevention

NIA's 66th Annual Convention
Wednesday, March 30, 2022 | 1:05 – 3:00 p.m. ET

Associates Committee Meeting Minutes

Associates Attendees:

- Chair: Jack Bittner, Johns Manville (JM)
- Vice Chair: Sandy Shattles, Armacell
- Secretary: Louis Walton, Proto Corp.
- Ron King, NIA Past President and Consultant, Speaker
- Erin Roberts, EY, Speaker
- Julie McLaughlin, NIA Staff
- Dan Aiken, Rockwool
- Eric Alley, JM
- D. Chad Andrews, Hira/Aerofoam
- Jennifer Ball, Integrated Marketing Company
- John T. Baxter, Alpha Engineered Composites
- David Benjamin, JM
- Sara Bogue, Ideal Tape
- Lance Bonin, JM
- Nate Brink, Polyguard
- Thomas Butzen, Thermal Ceramics
- Erica Collins, PCI
- Alec Cusick, Owens Corning (OC)
- Jeff Dineen, Aeroflex USA
- Rob English, OC
- Jake Erickson, Armacell
- Justin Eybs, OC
- Doug Fast, OC
- Patrick Farrell, JM
- Bobby Ferrell, OC
- Vincent Fuster, Kingspan
- Ginny Gier, Lewco
- Michael Goard, Textiles Coated International
- Bill Gregg, Promat, Inc.
- Doug Fast, OC
- Patrick Farrell, JM
- Bob Fellows, CertainTeed
- Martin Ferreira, Rockwool
- Bobby Ferrell, OC
- Michael Johnson, Ideal Products of America
- Dale Kendrick, R.P.R. Products
- David Kies, Morgan Advanced Materials
- Rich Kigar, The Kigar Co.
- Keith Klein, Ideal Tape
- Doug Knight, Alpha Engineered Composites
- Frank Kovacs, Shannon GES
- Tall Kramer, Knauf
- Claude Hartdegen, Kingspan
- Mark Horvat, DI
- John Leo, International Asbestos Removal
- Mackenzie Michalski, OC
- David Macias, T-FIT, Owned by Zotefoams, Inc.
- Tom MacKinnon, Armacell
- Bill Miller, Miller Group
- Brian Miner, OC
- Joe Mlachak, Fit Tight Covers
- Jeff Murphy, Howred
- Ralph Parrott, OC
- Matthew Pass, Promat
- Todd Price, Price Mfg
- Dianne Price, Price Mfg
- Darrell Peil, Knauf
- Lance Pendleton, Rockwool
- Charles Petty, Lamtec

- Chad Rebholz, InsulReps USA
- Larry Rice, Ideal Products of America
- Tina Sanchez, Coverflex Mfg
- Jeff Semkowski, JM
- Tim Shake, Ideal Tape
- Craig Shirley, R.P.R. Products
- David Shong, Thermal Pipe Shields
- Dave Shuey, Avery Dennison
- Brandon Stambaugh, OC
- Michael Stoner, Knauf
- Mark Sylvester, Aeroflex
- Bill Tripp, Avery Dennison
- Ben Vacula, K-Flex
- Louis Walton, Proto Corp.
- Howard Watson, Howred Corp.
- Billy Weatherspoon, Mathias Metal System
- Karen Zambrano, Polyguard Products

Minutes:

14. Anti-Trust Policy Review, Roll Call, and Introductions
It was reviewed and was signed by all attending the meeting.

15. Approval of 2021 Convention Meeting Minutes

A Motion was made to approve the Minutes as is by Dale Kenrick and seconded by Rob English. All were in favor.

- John Leo asked for help on LEED requirements on projects for contractors. He said that product EDP are frequently locked PDFs which makes it hard for contractors to submit the PDFS as part of their bid package. He asked for manufacturers to stop locking the PDFs or help contractors find an easy way to include them in bid packages.
- Mark Horvat requested help from the manufacturers on how to update project specifications for mechanical engineers.

16. Reminder: Download the Convention App to get the Agenda

17. Speaker: Ron King on NIA Projects

- He spoke with the committee about the possibility of NIA creating a National Insulation Standard as part of their long range strategic plan. Currently, there are no true industry standards.
- Insulation survey methodology to be revised and include accessories.
- He discuss a possible development approach, scope, process and asked for feedback on all aspects of it. He wanted the members feedback on whether this is a worthy, manageable endeavor for the association. It will be a major undertaking and once finished the standards will need to be updated so it will be an ongoing journey.

18. Update on NIA Programs and Resources

Julie McLaughlin updated the committee on these areas.

- Mechanical Insulation Basics: Available at www.insulation.org/basics
- New NIA's Understanding the Submittal Process Course

- For the latest updates, follow NIA on LinkedIn and all social media
 - www.linkedin.com/company/NIAinfo
 - www.twitter.com/InsulationInfo
 - www.twitter.com/NIAInfo
 - www.facebook.com/NIAinfo

19. “I am NIA” Social Media Membership Campaign

Julie McLaughlin updated the committee on this new campaign.

- Want to star in our next video? You can! We want to know why your company is a member of NIA and where you find value. We know each company is different and we are looking to find out what NIA does that is helpful and share that with others.
 - Click here for sample videos and our tips & tricks:
www.insulation.org/membership/iamnia
 - Directions: Use your cell phone to record a short video of yourself. Include the following 3 sentences:

“I am (Name) of (Company Name), and we provide (service/product) in (location). I value (one sentence on your favorite benefit or aspect of NIA). That’s why I am NIA.”

20. *Insulation Outlook* Magazine: Members’ Forum to Speak to Engineers

Julie McLaughlin updated the committee on this.

- Visit www.insulation.org/io/authors for the 2022 editorial calendar or to participate in an upcoming Q&A. Email ads@insulation.org to personalize your marketing program for 2022.

21. **Speaker: Erin Roberts, Partner and Global Engineering & Construction Leader, Ernst & Young LLP**

Topic: What’s Coming Next? Economic Forecast and Global Supply Chain Challenges

During this session, Erin Roberts from Ernst & Young asked with continuing supply chain disruptions and evolving economic forecasts, how do you prepare for what is next? He provided an updated 2022 economic outlook and the latest on supply chain challenges and materials and labor shortages, and then also how these aspects all are being impacted by inflation. The topic was a very interesting and lead to high engagement and a robust discussion.

22. Feedback on the Point Opportunities for Premier Manufacturer Award

- Award winners will be announced Thursday morning.
- The points will be reviewed by a task force or at the Fall Summit meeting.

23. Committee Purposes/Objectives/Actions Items

No changes at this time.

24. Next Meeting: Speaker Topics

The committee will think about topics and can email ideas to Julie McLaughlin.

25. Leadership Change

The committee thanked Jack Bittner for his 7 years of service to the committee. This committee leadership rolled up and it was decided to hold the vote for the Secretary position at the Fall Summit due to time. Anyone may nominate themselves between then and now.

- Chair: Sandy Shattles, Armacell
- Vice Chair: Louis Walton, Proto Corp.
- Secretary: Vacant

26. Upcoming Events:

May 10–11, 2022

NIA's Understanding Mechanical Insulation (virtual)

Registration Deadline: April 27, 2022

May 10–11, 2022 and May 16–17, 2022

NIA's Thermal Insulation Inspector Certification (virtual)

Registration Deadline: April 27, 2022

June 8–9, 2022

NIA's Insulation Energy Appraisal Program (virtual)

Registration Deadline: April 27, 2022

November 2–3, 2022

NIA's Fall Summit 2022

MGM National Harbor, National Harbor, Maryland

March 15–17, 2023

NIA's 67th Annual Convention

Hyatt Regency Maui Resort & Spa, Maui, Hawaii

27. Reminder: Complete the Speaker Survey on the App

28. Adjourn

- Motion to adjourn was made by Alec Cusick and seconded by Jake Erickson. All were in favor.

Premier Industry Manufacturer Point Opportunities



Opportunities to Earn Points

There are over 500 points available for companies to earn, and over 150 points can be earned without any cost. No-cost opportunities are noted with a (*) symbol. More opportunities will be added to this list as they are developed. Have an idea for earning points? Email training@insulation.org.

NIA Membership

- Maintain NIA Membership in Good Standing (25 Points)
- Recruit a New Member* (15 Points)
 - *Non-member company must become a member.*

Attendance at NIA Events and Trainings

- Attendance at the NIA Convention (1–3 registrants) (20 Points)
- More than 3 registrants at NIA’s Convention (10 Points)
- Attendance at the NIA Fall Summit (1–3 registrants) (15 Points)
- More than 3 registrants at NIA’s Fall Summit (7 Points)
- Attendance at a NIA IEAP Training Class with a Passing Grade (10 Points)
 - *Maximum of 2 people per company per year.*
- Attendance at NIA’s Thermal Insulation Inspector Program Training Class with a Passing Grade (10 Points)
 - *Maximum of 2 people per company per year.*
- Attend a Webinar* (2.5 Points)
 - *Points allocated per registrant, up to 5 per company per webinar.*

Participation at NIA’s Events, Trainings, and Programs

- NIA Safety Award Program Applicant (15 Points)
- Writing an Original Article for *Insulation Outlook* or *NIA News** (15 Points)
 - *To qualify, the article must be published in an issue of Insulation Outlook.*
- Submitting a Previously Published Article or Blog in *Insulation Outlook** (7 Points)
 - *To qualify, the article must be published in an issue of Insulation Outlook.*
- Participate in a NIA Committee or Task Force* (2.5 Points)
 - *One person/per company/per committee.*
- NIA Committee Leadership or Task Force Participation* (5 Points)

- *One person/per company/per committee.*
- Invite a First-Time Industry Member to Convention* (5 Points)
 - *To qualify, the individual must attend the event. Does not include spouses or guests. Applicable for up to 3 people per event.*
- Invite a First-Time Industry Member to NIA's Fall Summit* (5 Points)
 - *To qualify, the individual must attend the event. Does not include spouses or guests. Applicable for up to 3 people per event.*
- Social Media Post at Convention or Fall Summit Using the Hashtag #NIAMeets* (2.5 Points)
 - *Maximum of 1 post per event, per company.*
- Giving a Presentation or Speaking at a NIA Event* (7 Points)
- Successfully Recertify for IEAP (7 Points)
 - *One person per company.*
- Provide an Insulation Energy Appraisal Case Study for Publication* (15 Points)
 - *Case study must be published.*
- Complete the Industry Measurement Survey* (10 Points)
 - *Every other year opportunity.*
- Provide a Video Testimonial for NIA* (5 Points)
 - *Maximum of 2 videos per year, per company.*
- Link the Proud Member of NIA Logo in a Prominent Area on Your Company's Website* (2.5 Points)
- Include the Proud Member of NIA logo and Link in Your Email Signature* (2.5 Points)
 - *One person per company.*
- Include NIA Logo on Marketing Materials, Literature, and/or Data Sheets* (2.5 Points)
 - *Maximum of 2.5 points per company.*

Foundation Contributor

- \$30,000 Donor (30 Points)
- Gold Elite (20 Points)
- Gold Plus (15 Points)
- Gold (10 Points)
- Silver (7 Points)
- Bronze (5 Points)

If you are interested in participating, contributing, or serving, please contact [Kristin V. DiDomenico](#), at 703-464-4622, ext. 115.

NIA Advertising

- *Insulation Outlook Premier 12* (25 Points)
- *Insulation Outlook Preferred 7* (20 Points)
- *Insulation Outlook Select 4* (15 Points)
- Three ads or fewer in *Insulation Outlook* (7 Points)

- Buyer's-Guide-Only Advertiser (5 Points)
- Digital Website Ad (5 Points)
- Digital Email Blast Ad (1/2 Point)

If you are interested in learning more about NIA's advertising opportunities, please contact [Rob Glass](#) at 717-430-2212.

Convention Sponsor

- Sponsorship—Greater than \$5,500 (20 points)
- Sponsorship—Lower than \$5,500 (10 points)
- Dessert Hospitality Suites Sponsor (5 points)
- Golf Tournament Sponsor (2.5 points)
- Silent Auction Sponsor (10 points) *Every other year opportunity.*

Additional Sponsor Opportunities

- Host a Thermal Insulation Inspector Certification course (20 points) *Maximum of 1 class per year.*
- Host an Introduction to Mechanical Insulation course (15 points) *Maximum of 1 class per year.*
- Sponsor an IEAP course (15 points) *Maximum of 1 class per year.*
- Sponsor a NIA Webinar (10 points)
- Webinar Calendar Listing (2.5 points)
- Member Presented Webinar (10 points)
- Fall Summit Sponsor (10 points)

If you are interested in learning more NIA's sponsorship opportunities, please contact [Erin Penberthy](#) at 703-464-6422, ext. 114.

Industry Memberships

- Central States Insulation Association (CSIA) (3 points)
- Eastern States Insulation Contractors Association (ESICA) (3 points)
- Midwest Insulation Contractors Association (MICA) (3 points)
- Southeastern Insulation Contractors Association (SEICA) (3 Points)
- Southwest Insulation Contractors Association (SWICA) (3 points)
- Western Insulation Contractors Association (WICA) (3 points)
- Thermal Insulation Association of Canada (TIAC) (3 points)

Premier Industry Manufacturer Award Benefits

- Companies who achieve Premier Industry Manufacturer status during the 2022 calendar year will be recognized at NIA's 67th Annual Convention, March 15–17, 2023, at the Hyatt Regency Maui Resort & Spa, in Maui, Hawaii, through:
 - PowerPoint recognition on the scrolling slides in NIA's General sessions;
 - Recognition on NIA's Mobile Meeting App;
 - Signage at the event; and
 - Award recognition for all companies who received the designation for 2022.

- Companies will demonstrate to their customers that they are a recognized leader amongst their peers.
- Companies will have access to the Premier Industry Manufacturer logo for the year they receive the designation. The logo can be added to marketing and promotional materials, email signatures, and the company's website.
- Companies will be recognized at NIA's Fall Summit through:
 - Signage at the event.
- Companies who achieve the recognition will be promoted on NIA's website and in marketing materials. Some examples include:
 - Company name and logo listed on NIA's website and *Insulation Outlook* website;
 - Promotion in NIA emails, *NIA News*, and *Insulation Outlook* magazine;
 - Recognition in NIA's *E-News Bulletin*; and
 - Announcement in News & Updates on NIA's website.

National Insulation Association

POLICY AND PROCEDURES**TITLE:** Associate Committee Leadership**SECTION:** Committee E-3**DATE:** *June 2021***SUPERSEDES:** *April 2018*

The Associate Committee will have any annual election of individuals for the positions of committee officers, to coincide with the annual election of NIA officers. All officers are elected as individuals as opposed to company seats. The functions and rotation of these officers shall be as follows:

<i>Secretary</i>	elected to serve a two-year term.
<i>Vice Chair</i>	serves as Vice Chair for a two-year term.
<i>Chair</i>	serves as Chair and on the Convention Committee for a two-year term.

The voting process is consistent for each operating committee and is described in E-7.

In addition, the Associates Committee will also nominate a member of the committee to serve for two years as a Representative on the NIA Board of Directors.

Note: The elected Chair shall be ratified by the President, per the Bylaws, during a Board of Directors meeting. The Associate Representative for the Board of Directors must be voted on and approved by the NIA membership. This process is described in the Bylaws under Article 5, Section 2 and Article 8, Board of Directors, Section 1.

Note: Individual representatives of Associate members may not serve as chair of more than one committee during the same year.

POLICY AND PROCEDURES

TITLE: Committee Leadership Election and Term Policy
(Exempt: Associates Committee)

SECTION: Committee E-7

DATE: July 2021

SUPERSEDES: April 2018

PURPOSE: To provide guidelines for NIA Committee Leaders.

ELIGIBILITY: Members volunteering or being considered as nominees for all committee leadership positions, including committee chair, vice-chair, and secretary, should consider the following criteria. A potential committee leader should:

- Be an NIA member in good standing,
- Be an eligible member of that committee,
- Abide by NIA's Code of Conduct,
- Have at least one year's experience (2 meetings) sitting on the committee,
- Be active and participate in the committee discussion and activities, and
- Will commit the time necessary to attend all committee meetings, participate in any conference calls and committee activities during their term.
- Be willing and able to promote the entire industry in an unbiased manner.
- *Adhere to the NIA Antitrust Policy*

ELECTIONS: All elections have open nominations.

Please note that no proxy nominations can be accepted without prior consent of the nominee. Nominations and elections will be made and held during the committee meetings at the NIA Annual Convention. All elected leaders are approved by the NIA President during the Council of Committees' luncheon at the Annual Convention. New chairs, vice-chairs, and secretaries become active at the end of the Annual Convention if approved.

Elections are for individuals, not for companies. Companies may not substitute another employee for the elected individual.

TERM: *With the exception of the Associates Committee* all committee chairs, vice-chairs, and secretaries will be elected for a term of one year but may be re-elected. If an elected committee chair, vice-chair, or secretary has to resign or is unable to complete their one year term, the NIA President shall appoint a replacement for the *remaining* length of the term.

Past chairs and vice-chairs have valuable experience and are encouraged to help shape and guide committees through their continued participation after their term has ended. Past chairs may be elected to the chair position again if *nominated*.

Individual representatives of member companies may not serve as chair of more than one committee during the same year.

NOTE: *Only the Eligibility section of this policy applies to the Associates Committee, not the Election guidance, as per Policy E3.*

2023 Manufacturer Product Guide

Below are all the categories listed presently in the Resource Guide section of the *NIA Buyer's Guide: Insulation Products & Providers*. *New categories/subcategories are italicized*. **To be listed in a category your company must publish an SDS and product literature for each product, and in addition, your company name must appear on your product packaging.** Manufacturers Representatives only qualify to select the Manufacturers Representative box and should refrain from checking any product boxes. Consultants only qualify to select the Consultants box and should refrain from checking any product boxes.

- Abatement Supplies (Asbestos/Lead)**
 - Accessories
 - Bridging Encapsulants
 - Lead Paint Encapsulants
 - Lead Paint Strippers
 - Penetrating Encapsulants
 - Protective Clothing & Accessories
 - Removal Agents
 - Sealants
 - Soil Encapsulants
- Acoustical Insulation and Noise Barriers**
- Adhesives**
 - Adhesives for Cellular Insulation (Pipe or Duct)
 - Adhesives for Fibrous Insulation (Pipe or Duct)
 - Hot Melt
 - HVAC
 - Lagging
 - Laminating/Facing
 - Liquid Urethanes (Reactive)
 - Polyurethane
 - Pressure Sensitive (Butyl Rubber & Acrylic)
 - Solvent-Based Contact
 - Spray Insulation/Adhesive
 - Water-Based Contact
- Consulting**
- Duct Insulation**
 - Board
 - Liner
 - Wrap
- Fastening Systems**
 - Adhesive Backed
 - Banding/Strapping & Seals
 - Mechanical Fasteners
 - Non-welded–Stick Clip
 - Screws & Hex Netting
 - Staples
- Welded (Pin & Stud)
- Wire
- Fire Endurance Protection Systems**
 - Accessories
 - Cable Coatings/Blankets
 - Exterior Curtain Wall (ASTM E2307)
 - Fire Endurance Spray
 - Grease Duct
 - HVAC Diffuser
 - Stair-Pressurization Systems
 - Structural, Exterior Wall, Interior Wall, Ceiling, or Duct System
- Firestopping (Through Penetrations)**
 - Accessories
 - Bags, Pillows
 - Cable Coatings & Wraps
 - Composite Sheets
 - Compounds/ Caulks/Sealants
 - Insulation Blankets & Boards (withstands ASTM E119 temperatures)
 - Intumescent Coatings
 - Pipe Chokes
 - Putty & Putty Pads
 - Structural Steel Protective Wraps
 - Wrapstrips
- Fitting Covers & Fitting Insulation**
 - Insulation (Molded, Fabricated, or Blanket)
 - Metal
 - Plastic
- Heat Transfer Compounds**
- Insulated Pipe Access Plugs (Inspection Plugs)**
- Insulating Cements**
 - Alkaline Earth Silicate (AES) Fibers
 - Mineral Wool, Hydraulic Setting, Insulating, & Finishing (ASTM C449)
 - Mineral Wool Insulating (ASTM C195)
 - Refractory Ceramic Fiber (RCF)
 - Spray Applied (ASTM C720)
- Insulating Module**
 - Alkali Metal Silicate (AMS) Fibers
 - Alkaline Earth Silicate (AES) Fibers
 - Refractory Ceramic Fiber (RCF)
- Insulation Blanket/Sheets**
 - Accessories
 - Aerogel Insulation
 - Alkali Metal Silicate (AMS) Fibers
 - Alkaline Earth Silicate (AES) Fibers
 - Felted Silica
 - Fiber Glass*
 - Flexible Elastomeric Foam
 - Microporous Flexible Sheets
 - Mineral Wool
 - Reflective Insulation
 - Refractory Ceramic Fiber (RCF)
- Insulation Board & Block (Rigid / Semi-Rigid)**
 - Alkali Metal Silicate (AMS) Fibers
 - Alkaline Earth Silicate (AES) Fibers
 - Calcium Silicate
 - Cellular Glass
 - Expanded Perlite
 - Fiber Glass*
 - Mineral Wool
 - Phenolic Foam

- Polyimide Foam
- Polyisocyanurate Foam
- Polystyrene Expanded Foam
- Polystyrene Extruded Foam
- Refractory Ceramic Fiber (RCF)
- Insulation Fabrication Equipment**
- Insulation–Loose/Bulk Fibers**
 - Alkali Metal Silicate (AMS) Fibers
 - Bulk Alkaline Earth Silicate (AES)
 - Bulk/Packing Mineral Wool
 - Bulk Refractory Ceramic Fiber (RCF)
 - Cryogenic Mineral Wool
 - Microporous
- Insulation Paper**
 - Alkali Metal Silicate (AMS) Fibers
 - Alkaline Earth Silicate (AES) Fibers
 - Fiber Glass*
 - Refractory Ceramic Fiber (RCF)
- Jacketing & Flexible Facings**
 - Accessories
 - All-Service Jacket (ASJ)
 - Aluminum
 - Cloth
 - Finish
 - Foil Scrim Kraft (FSK)
 - Glass Fiber, Scrim, or Mesh
 - Glass Reinforced Plastic (GRP)
 - Laminate Protective Jacket
 - Metal Building
 - Modified Acrylic
 - Nylon
 - Plastic
 - Polyester
 - Poly Scrim Kraft (PSK)
 - Self-Adhering
 - Silica
 - Specialty Textiles
 - Stainless Steel
 - Steel
 - Vapor Retarder
 - Weather Barrier
- Manufacturer's Representative**
- Metal Building Laminated Insulation**
 - Accessories
 - Facings
 - Fiber Glass*
 - Foam Board
 - Mineral Wool Board
 - Rigid Boards
- Miscellaneous (Not Otherwise Mentioned)**
 - Brushes
 - Tools
- Perpendicular Oriented Fiber Pipe & Tank Insulation**
 - Alkaline Earth Silicate (AES) Fibers
 - Fiber Glass*
 - Mineral Wool
 - Refractory Ceramic Fiber (RCF)
- Pipe Insulation Support Systems**
 - Insulated Pipe Supports
 - Insulating Hanger Inserts
 - Insulation Shields/Saddles
 - Spacers/Stand-Off Fixtures
- Prefabricated Insulation Panels**
 - Accessories
 - Insulation
- Preformed Pipe Insulation**
 - Air Space
 - Calcium Silicate
 - Cellular Glass
 - Expanded Perlite
 - Fiber Glass*
 - Flexible Elastomeric Foam
 - Flexible Polyolefin Foam
 - Microporous
 - Mineral Wool
 - Polyimide Foam
 - Rigid Foam Plastic
- Protective Coatings**
 - Anti-microbial
 - Asphaltic
 - Condensation Control
 - Corrosion Control Coatings
 - Fire Resistive
 - Vapor Barrier (Solvent Base)
 - Vapor Barrier (Water Base)
- Vapor Retarder
- Weather Barrier (Breathing)
- Weather Barrier (Non-breathing)
- Removable/Reusable Blankets, Pads, & Covers**
 - Accessories
 - Flexible
 - Insulations
 - Rigid
- Sealants**
 - Anti-abrasion
 - Caulking
 - Cold Storage
 - Duct
 - Foam
 - Joint
- Spray Applied (Pneumatic) Insulation Systems**
 - Alkaline Earth Silicate (AES) Fibers
 - Cellulose
 - Fiber Glass*
 - Foam Plastic
 - Mineral Wool
 - Refractory Ceramic Fiber (RCF)
- Tapes**
 - All-Service Jacket (ASJ)
 - Aluminum Foil
 - Asbestos Abatement
 - Double Coated
 - Duct
 - Foil Scrim Kraft (FSK)
 - Insulation Tape
 - Metal Building Facing
 - Self-Adhesive Gasket
 - Silica
 - Specialty
 - UL 181
- Underground & Direct Burial Piping Insulation**
 - Accessories
 - Insulation Documented for Direct Burial
 - Poured-in-Place (PIP)
 - Pre-Insulated Piping Systems
 - With Compliance to U.S. Navy 96-hour Boiling Conduit Test

*Fiber Glass is defined to include faced and non-faced fiberglass, fibrous glass wool, and glass wool.