



NIA's 63rd Annual Convention

April 18–20, 2018

HYATT REGENCY GRAND CYPRESS, ORLANDO, FLORIDA



NEW Wednesday–Friday schedule: April 18–20, 2018

- NEW Updates for 2018:**
- Adding a Second High-Caliber Keynote Speaker
 - Moving Dessert Hospitality Suites and Silent Auction to Friday, April 20
 - Offering Multiple-Registrant Discounts

NIA | National Insulation Association®

NIA's 63RD ANNUAL CONVENTION

APRIL 18–20, 2018



The National Insulation Association® (NIA) invites you to join your industry colleagues April 18–20, 2018, at the Hyatt Regency Grand Cypress. The Convention theme—Learn, Lead, Share—will become a reality through education and networking in Orlando and will be paid forward to your business and the industry for years to come. NIA looks forward to welcoming attendees from all segments of the mechanical insulation industry to Orlando!

Keynote Presentations



Get It On! What It Means to Lead the Way Keni Thomas, Ranger in the “Blackhawk Down” Mission

The Army Ranger motto is: *Rangers Lead the Way*. Keni Thomas, a Task Force Ranger in the “Blackhawk Down” operation, will share the core skills developed and needed by a Ranger: leadership, training, and planning. Keni will also share extraordinary stories of leadership and teamwork from his missions as a Ranger, and the importance of always striving to improve yourself and to create a positive impact on those around you.



Delivering World-Class Customer Service—Lessons from the Mouse Dennis Snow, Former Walt Disney World Manager, Service Excellence Expert

In today's market, customers have more choices than ever, so what can an organization do to stand out from the crowd? Based on his 20 years with Walt Disney World, Dennis Snow will provide strategic tools that you can use to wow your customers, move your employees to an experience mindset, design your organization's processes through the “lens of the customer,” and more.





The Mechanical Insulation Industry Perspective Panel

During NIA's 63rd Annual Convention, individuals from a variety of industry segments will share their collective expertise on topics that impact day-to-day operations and larger industry challenges. Attendee questions are encouraged during this session. If you have specific questions for the panelists, please email events@insulation.org.

Panelists

- Wally Blewitt, Sales Director, Commercial & Industrial, Knauf Insulation, Inc.
- Kenny Freeman, President, Petrin, LLC
- Jim Gribbins, President, Gribbins Insulation Company, Inc.
- Ray Sears, Senior Vice President, Mechanical Insulation, FBM-SPI

Facilitated By
Garry Caudill,
Business Development Leader,
Johns Manville



WALLY BLEWITT
Knauf Insulation, Inc.



KENNY FREEMAN
Petrin, LLC



JIM GRIBBINS
Gribbins Insulation
Company, Inc.



RAY SEARS
FBM-SPI



GARRY CAUDILL
Johns Manville

ADDITIONAL PANELISTS, INCLUDING A COMMERCIAL AND INDUSTRIAL ENGINEER, WILL BE ADDED TO THE DISCUSSION—CHECK WWW.INSULATION.ORG/CONVENTION2018 FOR MORE DETAILS



Educational Presentations



Update from Helmets to Hardhats

Darrell Roberts, Executive Director, Helmets to Hardhats

Helmets to Hardhats is a national, non-profit program that connects National Guard, Reserve, retired, and transitioning active-duty military service members to skilled training and quality career opportunities in the construction industry. Helmets to Hardhats Executive Director Darrell Roberts will provide an overview of the program, training and recruitment strategies, and 2018 updates and outcomes.



Thermal Insulation Inspector Program (TIIP) Overview

Ron King, Consultant, Honorary Member, Past President, NIA

NIA is developing a **NEW** program that will offer certified mechanical insulation inspector courses for commercial, industrial, and cryogenic applications. During this session, Ron King, NIA Past President and Consultant, will provide an overview of the program, discuss the benefits of the certification, and ask for comments on the various program components.

Educational Presentations, CONTINUED

Technical Presentations

The technical presentations will give attendees an in-depth global analysis of cutting-edge industry developments.

2017 Theodore H. Brodie Distinguished Safety Award™ Presentation

NIA's Theodore H. Brodie 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 suggests ways to create safe working environments. All NIA members are encouraged to apply and applications are due January 31, 2018.

Check www.insulation.org/safety for more details.

NIA's Business Session

NIA's Contractors, Distributors, Fabricators, and Laminators attend and will vote on NIA's FY18-19 budget and the new members of the Board of Directors.

Committee Forums

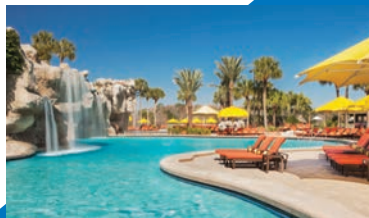
Committee Forums feature industry-specific speakers based on topic suggestions from members for sharing industry knowledge and encouraging peer-to-peer learning.



Hyatt Regency Grand Cypress

The Hyatt Regency Grand Cypress is located minutes from world-class theme parks and offers activities for every member of the family. The hotel offers a variety of on-site activities, including:

- Half-acre pool with 12 waterfalls, multiple slides, and sundeck;
- Private white sand beach and 21-acre Lake Windsong with access to watersports;
- Six bars and restaurants;
- Four Jack Nicklaus Signature designed golf courses;
- Grand Cypress Tennis & Racquet Club;
- Marilyn Monroe Spa;
- Camp Hyatt kids program, offering on-property activities for children 3-12 years old; and
- A complimentary resort shuttle service is available to the nearby Universal Orlando, Walt Disney World, Sea World, and other attractions.



Hotel Reservation Information

Reservation Deadline: March 26, 2018

NIA Discounted Room Rate

- \$254 single/double per night, plus state and local taxes.
- Hotel Service Fee: \$25 plus tax per room, per day.
- NIA's discounted hotel rate is available before and after Convention from April 11-26, 2018, based on availability.

Reservations:

Call 1-888-421-1442 and mention you are with the National Insulation Association.

Travel Scam Notification

Several NIA members have received a phone solicitation from at least one third-party company attempting to encourage members to make hotel reservations through them. This is an illegitimate scam and should be ignored. We encourage you to make your reservation directly through the hotel for the best price and for security reasons.

Introducing a NEW Wednesday— Friday Schedule

Our members have spoken and we've listened. NIA is debuting a Wednesday–Friday schedule, which gives attendees the option to stay in Orlando for some personal time or head home to get back to their families and businesses sooner. Please plan to arrive on Tuesday, April 17, so that you can take full advantage of the educational and networking programs scheduled on Wednesday morning.

To register for NIA's
63rd Annual Convention,
please visit
[www.insulation.org/
convention2018](http://www.insulation.org/convention2018)

2018 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/convention2018. 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.

◀ Open Event * Invitation Only + Spouse/Guests Are Encouraged to Attend

Monday, April 16

12:30–4:30 p.m.
1:00–5:00 p.m.
6:00–9:00 p.m.

(Meetings for closed groups)

Registration and Bookstore
Executive Committee Meeting *
Past Presidents Reception and Dinner *

Tuesday, April 17

8:00 a.m.–4:30 p.m.
8:30–9:55 a.m.
10:00–11:30 a.m.
11:45 a.m.–5:00 p.m.
4:00–4:30 p.m.
4:15–5:30 p.m.
6:00–8:30 p.m.

(Meetings for closed groups)

Registration and Bookstore
Board of Directors and Spouse Breakfast *
Past President Advisory Council *
Board of Directors Meeting and Lunch *
Silent Auction Task Force *
Regional/National Committee *
2019 Convention Committee Dinner *

Wednesday, April 18

7:30 a.m.–4:30 p.m.
7:30–9:30 a.m.
7:45–8:55 a.m.
9:00–9:30 a.m.
9:35–11:35 a.m.
9:35–11:35 a.m.
9:35–11:35 a.m.
11:40 a.m.–1:00 p.m.
1:05–3:00 p.m.
1:05–3:00 p.m.

Registration and Bookstore
Continental Breakfast ▶
Membership Committee *
NIA Member Orientation and Refreshments *
Technical Information Committee ▶
Foundation Steering Committee *
Health and Safety Forum and Committee ▶
General Session and Luncheon ▶
Merit Contractors Forum and Committee ▶
Union Contractors Subcommittee *

(OPEN ONLY TO SIGNATORY CONTRACTORS OF THE INTERNATIONAL)

1:05–3:30 p.m.
1:05–3:30 p.m.
3:05–3:50 p.m.
3:55–5:40 p.m.
3:55–5:40 p.m.
5:45–6:30 p.m.
6:30–9:00 p.m.

Associates Forum and Committee ▶
Distributors/Fabricators Forum and Committee ▶
Joint Union/Merit Contractors Meeting ▶
Young Professional Advisory Committee *
Metal Building Laminators Committee ▶
Convention First-Timer and VIP Reception *
Welcome Reception: Calling All Superheroes! ▶ +

Thursday, April 19

7:00–11:45 a.m.
7:30–8:00 a.m.
8:00–9:15 a.m.
9:15–9:30 a.m.
9:30–10:00 a.m.
9:30–11:30 a.m.
10:00–10:15 a.m.
10:15–10:45 a.m.
10:45 a.m.–12:00 p.m.
12:30–5:30 p.m.

Registration and Bookstore
Networking Breakfast ▶ +
General Session: Welcome Remarks and Keynote Speaker ▶ +
NIA Business Session ▶
2017 Theodore H. Brodie Distinguished Safety Awards Presentation ▶
Spouse Program ▶ +
Coffee Break ▶
General Session: Thermal Insulation Inspector Program (TIIP) Overview ▶
Technical Presentations ▶
NIA's Golf Tournament +
(SEPARATE REGISTRATION IS REQUIRED)
Enjoy Orlando!

Open Networking Evening

Friday, April 20

8:00 a.m.–12:00 p.m.
8:30–9:45 a.m.
9:45–10:00 a.m.
10:00 a.m.–12:00 p.m.
12:00–5:00 p.m.
12:15–2:15 p.m.
2:30–3:45 p.m.
5:00–5:30 p.m.
5:30–7:00 p.m.
7:00–10:00 p.m.
7:30–8:30 p.m.

Registration and Bookstore
General Session: Keynote Presentation and Breakfast ▶ +
Coffee Break ▶
General Session: Mechanical Insulation Industry Perspective Panel ▶
Open Time for Individual Member Meetings
Council of Committees and Board of Directors Lunch Meeting *
Can/AM Meeting *
Farewell Reception ▶ +
Farewell Dinner ▶ +
Hosted Dessert Hospitality Suites ▶ +
Silent Auction ▶ +



Networking Events

Wednesday, April 18



NIA Member Orientation

This orientation provides new members and first-time attendees with the opportunity to determine which committee meetings and educational and industry programs to attend. It also offers a chance to get to know the staff members, committee chairmen, and association leaders, allowing you to maximize the event's value for your company. If this is your first Convention, please indicate so during registration. If you have any questions, please email membership@insulation.org.



Convention First-Timer and VIP Reception

If this is your first NIA Convention, be sure to RSVP to this invitation-only outdoor cocktail reception where you'll have the opportunity to network with NIA leadership and industry leaders, and enjoy getting to know members of NIA.



Welcome and Appreciation Evening: Calling All Superheroes!

Embrace your inner superhero and join your fellow Convention attendees as you mix and mingle with familiar faces and new friends! Come dressed in your favorite superhero costume or t-shirt! Regular civilians can don casual resort wear. The evening will feature a full meal, open bar, a green-screen photo booth, and special activities for kids—including face painting! The event will conclude with NIA's first private firework show. Don't miss out on this family-friendly evening!

Thursday, April 19

Open Networking Evening—Enjoy Orlando!



NIA's Convention schedule is designed to offer networking time, a variety of evening events and entertainment, and open time to allow attendees the opportunity to schedule their own meetings. NIA's 2016 Convention survey revealed:

89% of attendees indicated networking with new customers met or exceeded expectations

71% made new business contacts



Friday, April 20

Farewell Reception and Dinner

Join us for the finale of NIA's Convention! The evening includes a cocktail reception, a full meal with wine service, and an opportunity to celebrate our outgoing President, Darrel Bailey (Performance Contracting, Inc.). A representative from Operation Homefront, the charity organization NIA is partnering with for this year's Silent Auction, will provide an update on current projects. Attendees will also have an opportunity during the reception and Silent Auction to write personalized messages of support to military veterans, which will be distributed by Operation Homefront after the event. After dinner, the evening's festivities continue at the Dessert Hospitality Suites and Silent Auction. The reception and dinner will take place indoors and casual attire is suggested.

Hosted Dessert Hospitality Suites—New Date: Final Evening of Convention

Immediately following the Farewell Dinner, participating Associate (Manufacturer) member companies will tempt you with various desserts and a hosted bar. **NEW** this year, attendees who plan to visit each dessert suite will have the opportunity to be entered into a special raffle that evening. Don't miss the last opportunity to network with industry friends during the sweetest event of the week.



NIA's Golf Tournament

The New Course is Jack Nicklaus's tribute to the famed Old Course at St. Andrews, Scotland. This Scottish links masterpiece is complete with double greens, stone bridges, and very few trees. The course is located on property, and is a 6–8 minute drive from the hotel. The hotel provides a complimentary resort shuttle to/from the hotel to the golf course.

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 \$245 includes all tournament costs, a boxed lunch, golf cart, prizes, and golf-bag pickup and return on the day of the tournament. Optional club rentals are available through the golf course for \$65, plus tax, and will be billed by the course to your hotel reservation the day of the tournament. NIA's Golf Tournament is very popular and spaces are limited, so we encourage you to sign up early.

*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.

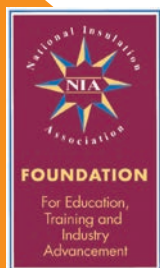
Golf Shirts Available

NEW this year, golf shirts are available in men's and women's styles. Order your Nike golf shirt with Dri-Fit technology to help you stay cool, dry, and comfortable on the golf course. The crimson shirt features the NIA and Cypress Golf course 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 March 14, 2018.

NIA's Silent Auction

NEW this year, the Silent Auction will take place on Friday, April 20, the final night of Convention, which allows attendees plenty of time to familiarize themselves with the available prizes! This popular biennial event offers a raffle and a variety of extravagant donations. Net proceeds will benefit Operation Homefront, supporting American's Military families, and NIA's Foundation for Education, Training, and Industry Advancement.

The 2018 Silent Auction Co-Chairs: John Lamberton of Irex Contracting Group and Dana Vlk of Distribution International Inc., and the rest of the Silent Auction Task Force, are actively seeking donations. Some of the past donations have included designer handbags, tickets to sporting events or Broadway shows, jewelry, vacations, sports equipment, and fine wine and spirits. If you would like to donate or would like more information, please contact Aimee Doyle at events@insulation.org or 703-464-6422.



Spouse Event

Thursday, April 18

Spouse Event: Floral Design with a Purpose Support the Salvation Army's Women and Children's Shelter in Orlando

This hands-on floral activity will be led by an instructor who will teach guests about the flowers and tips on how to create a unique arrangement.

NEW this year, all centerpieces created during the program will help pay it forward and be delivered to the Salvation Army's Women and Children's Shelter in Orlando, whose facility provides a warm and safe environment to women and children in need of emergency shelter, or a transition from homelessness to stable housing. Guests will divide into teams to create a tropical floral arrangement and to write a note of support. During this session light snacks and refreshments will be served.

THERE IS NO ADDITIONAL CHARGE FOR THIS EVENT; HOWEVER, SPACE IS LIMITED AND WILL FILL UP QUICKLY.



Visit Orlando—A Family-Friendly Destination

A year-round destination with sunny and mild temperatures, Orlando offers visitors diverse dining and entertainment districts, distinctive shopping, and world-famous theme parks.

Family activities available at the Hyatt Regency Grand Cypress as part of the hotel's resort fee include:

- Half-acre pool with 12 waterfalls, multiple slides, and sundeck;
- All water sports, including non-motorized boats (Hydro bikes, sail boats, paddle boats, kayaks, and canoes);
- 9-hole Pitch & Putt course and golf driving range access;
- Court time at the Racquet Club for individual guest play on a walk-on basis only;
- Basketball, volleyball, rock-climbing wall; and
- Resort bicycles and quadriceps.

The Orlando Convention and Visitors Bureau created a specialized website for NIA's Annual Convention attendees so you can explore the Orlando area and receive special discounts and tickets to make the most of your visit to sunny Florida. For more information please visit www.nia18.orlandomeetinginfo.com.

NIA's Mobile Meeting App



Everything you need to know about NIA's 63rd Annual Convention is available at your fingertips! The Convention App can be downloaded to your smart phone or tablet, and will feature the full Convention schedule, attendee list, speaker information, attendee messaging, ability to add events to your calendar, resource section, and more. Instructions for downloading the App will be posted online and emailed prior to the event.



NEW for NIA's 63rd Annual Convention—Member Registration Discounts Available!

NIA member companies who send more than 2 industry attendees to the Convention will receive a \$100 discount on additional company registrants. (Children, spouses, and guests are not eligible for this discount.) If you have any questions regarding the special discounted pricing, or to determine eligibility for the discount, please email events@insulation.org or call 703-464-6422.

Early-bird payments must be received by March 23, 2018, to take advantage of the discounted pricing.

	EARLY BIRD Payment Received by March 23	STANDARD REGISTRATION Payment Received after March 23
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 April 11, including on-site registrations. The Convention registration fee includes: 2 continental and 1 full breakfast, 1 lunch, 2 full dinners (with open bars), 2 nights of entertainment, and all educational sessions, committee meetings, and spouse/guest programs.

Please register online at www.insulation.org/convention2018