

NIA | News

THE OFFICIAL NEWS PUBLICATION OF THE NATIONAL INSULATION ASSOCIATION® (NIA)
REPRESENTING THE MECHANICAL AND SPECIALTY INSULATION INDUSTRY

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NIA | National Insulation
Association®



**REGISTRATION
IS NOW OPEN!**

Fall Summit 
EDUCATE | ENGAGE | ELEVATE 7 2022

NOVEMBER 2-3, 2022

MGM NATIONAL HARBOR
NATIONAL HARBOR, MARYLAND



NIA | 67th Annual Convention
Maui, Hawaii

March 15–17, 2023

HYATT REGENCY MAUI
RESORT AND SPA



**Which NIA
Course Are
You Taking
This Fall?**





EVP/CEO MESSAGE

A Favorable Fall Forecast for NIA

This year, I am welcoming fall's arrival not only for its fresh beginnings, but also for our first Fall Summit taking place in the fall since 2019! I look forward to seeing familiar (and new) faces at this once-a-year, members-only meeting, November 2–3, at a familiar location: the MGM National Harbor in Maryland. We manage to pack a lot into the day and a half we spend together—20 hours of education, numerous chances to network, expert speakers, and targeted industry committee sessions. I invite you to consider bringing new members of your team to Fall Summit to invigorate them and give them a fresh perspective on the industry that will benefit your company. Read more about Fall Summit on page 4, and join us in November!

Fall also signals a return to the classroom for many, and the question you should ask yourself and your team is, "Which NIA training course should we book this fall?" Give us a call and we can help you map out your education and training for the rest of 2022, including resources from the soon-to-be launched NIA Education Center. Saving our members time and money is always top of mind, and NIA's Education Center brings those two driving forces together. Turn to page 12 to go to the head of the class and take your business to new heights!

Related to education and training, see page 10 to read an update on the new Foundation for Mechanical Insulation Education, Training, and Industry Advancement (Foundation). Regular *NIA News* readers will recall that the Foundation is now a separate 501(c)(3) nonprofit organization, and creating education and training for our industry is one of the Foundation's main priorities.

Looking ahead to spring 2023, NIA's 67th Annual Convention is in Maui! We normally have excellent discounted Convention hotel rates, but the savings for 2023 are truly outstanding. Plan now to join us March 15–17 and bring your family or a guest to make memories to last a lifetime. Get the details on page 8.

As we enter the time of year to renew your NIA membership, I encourage you to read through this issue and take advantage of everything NIA provides to grow our industry and help our members succeed. See you soon at Fall Summit!

Michele M. Jones
Executive Vice President/Chief Executive Officer

People & Places

IN THE NEWS

NIA Announces Two New Regional Members to the Board of Directors

Two new regional officers joined the NIA Board of Directors this summer. NIA is pleased to welcome Rick Baptista of Irex Contracting Group as the Eastern States Insulation Contractors Association representative, and Dan King of Bay Insulation Systems, Inc. as the Southwestern Insulation Contractors Association representative. Dan's term expires in 2024, and Rick's term expires in 2025.

"NIA is so fortunate to have dedicated and engaged members who work diligently year-round to not only provide direction and leadership to the association but also to advance our shared industry objectives. I am excited to welcome Rick and Dan as they share their regional insights with the full NIA Board," said NIA Executive Vice President/CEO Michele M. Jones.

General Insulation Company, Inc. (GIC) Announces Four New Promotions

The Malden, Massachusetts GIC branch welcomed back Scott Brown as the General Manager. Scott joined GIC in 1997 and has worked in several roles in the Malden and Auburn, Massachusetts locations.

Scott Campbell has been promoted to President of Fabrication–OEM. He started with GIC in 1983 and has held several roles, most recently as Regional Vice President.

Frank Granara II is the new Regional Vice President for GIC's Northeast locations, covering Maine, Massachusetts, New York, Connecticut, and New Jersey. Frank started his career with GIC in 2009 in Malden, Massachusetts, before serving as Regional Vice President of GIC's Florida locations.

After 10 years with GIC in four different locations across the United States, Nicholas Ring has been promoted to Regional Vice President of GIC's upstate New York and Mid-Atlantic regions.

GIC is based in Rockland, Massachusetts, and has been a member of NIA since 2008. For more information, visit www.generalinsulation.com.

WELCOME NEW MEMBERS!

5/13/22
Contractor
MCA Insulation
 Attn: Alberto Castillo
 322 E. 21st St.
 South Sioux City, NE 68776
 Phone: 712-899-4119
 Fax: Not provided
www.mcainsulation.com
 \$0–3 Million
SPECIALTIES: HVAC Insulation, Industrial Insulation, Refrigeration Insulation

5/31/22
Fabricator
Shield Industrial
 Attn: Shawn Sooley
 32 Dundee Ave.
 Mount Pearl, NL A1N 4R7
 Canada
 Phone: 877-425-1287
 Fax: Not provided
www.shield-group.ca
 \$0–3 Million
SPECIALTIES: Fabrication, Removable Insulation

6/1/22
Contractor
RC Insulation Services, Inc.
 Attn: Ramon Cotto
 P.O. Box 371635
 Cayey, PR 00737
 Phone: 787-313-9592
 Fax: Not provided
www.rcinsulationpr.com
 \$0–3 Million
SPECIALTIES: Commercial Insulation, Fabrication, HVAC Insulation, Industrial Insulation, Marine, Paintings/Coatings, Plumbing Insulation, Scaffolding

6/7/22
Contractor
MAB Insulation Service Contractor, LLC
 Attn: Susjulia Rodriguez Morales
 P.O. Box 390
 Mercedita, PR 00715-0390
 Phone: 787-290-4433
 Fax: Not provided
www.mabinsulation.com
 \$0–3 Million
SPECIALTIES: Industrial Insulation

6/17/22
Fabricator
Bunting Equipment Company
 Attn: Chad Ingram
 P.O. Box 4414
 Asheboro, NC 27204
 Phone: 336-626-7300
 Fax: 336-626-7302
 No website provided
 \$0–3 Million
SPECIALTIES: Fabrication

6/17/22
Contractor
Master Insulation
 Attn: Chad Ingram
 P.O. Box 3185
 Pensacola, FL 32516
 Phone: 850-438-5487
 Fax: Not provided
www.masterinsulation.com
 \$10–15 Million
SPECIALTIES: Cold Storage, Commercial Insulation, HVAC Insulation, Industrial Insulation, Plumbing Insulation, Refrigeration Insulation, Removable Insulation, Scaffolding

6/22/22
Contractor
Empire Insulation Specialties
 Attn: James Tremblay
 101 Agnes Ave., Ste. B
 Schenectady, NY 12303
 Phone: 518-357-0056
 Fax: Not provided
www.empireins.net
 \$0–3 Million
SPECIALTIES: Commercial Insulation, HVAC Insulation, Industrial Insulation, Plumbing Insulation, Refrigeration Insulation, Removable Insulation

6/30/22
Contractor
JC International
 Attn: Austin Joseph
 Plot 5, JC St.
 Off Peter Odili Rd.
 Trans Amadi Layout
 Port-Harcourt, Rivers State 50010
 Nigeria
 Phone: +234(0)8033108342
 Fax: Not provided
www.jcinternationalng.com
 \$10–15 Million
SPECIALTIES: Firestopping, Industrial Insulation, Marine, Paintings/Coatings, Power, Removable Insulation, Scaffolding

7/6/22
Affiliate
PTubes, Inc.
 Attn: Nicola Pilone
 84 4th St., Ste. 1
 Honesdale, PA 18431
 Phone: 570-616-7818
 Fax: 201-817-1366
www.ptubesinc.com
PRODUCTS: Line sets

7/25/22
Union Contractor
Eco Thermal Contracting, Inc.
 Attn: Cindy Peraica
 77 Glen Cove Dr.
 Glen Head, NY 11545
 Phone: 516-641-4177
 Fax: 516-759-1048
www.ecothermalcontracting.com
 \$0–3 Million
SPECIALTIES: Commercial Insulation, Firestopping, HVAC Insulation, Industrial Insulation, Plumbing Insulation, Refrigeration Insulation, Removable Insulation

7/28/22
Associate (Manufacturer)
SMC Industries, Inc.
 Attn: C.G. Chad Sproule, IV
 2260 Appelt Dr.
 Houston, TX 77015
 Phone: 281-860-9950
 Fax: Not provided
www.smcindustries.com
PRODUCTS: Fitting Covers & Fitting Insulation, Insulation Board & Block (Rigid/Semi-Rigid), Preformed Pipe Insulation, Fabrication

Do you know of a company that could benefit from becoming a member of NIA?
 For more information or to refer a potential member, please call Aimee Doyle at 703-464-6422, ext. 113, or email membership@insulation.org.

NIA LEADERSHIP

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Matt Hymer—MICA
Midwest Materials Company

Matt Caldwell—SEICA
Caldwell Insulation, Inc.

Daniel King—SWICA
Bay Insulation Systems, Inc.

Shawn Reichenbach—WICA
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HEALTH AND SAFETY
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YOUNG PROFESSIONAL ADVISORY
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NIA's Online Resources

Insulation.org InsulationOutlook.com InsulateMetalBuildings.org

NIA ON LINKEDIN
www.linkedin.com/company/NIAinfo

NIA'S VIMEO CHANNEL
www.vimeo.com/NIAinfo

NIA'S TWITTER FEEDS
www.twitter.com/NIAinfo
www.twitter.com/InsulationInfo

NIA'S FACEBOOK PAGE
www.facebook.com/NIAinfo

NIA'S YOUTUBE CHANNEL
www.youtube.com/NIAinfo

Fall Summit

EDUCATE | ENGAGE | ELEVATE *7* 2022



Counting Down to Fall Summit 2022: Connect with Your National Network

Membership has its privileges, and attending the Fall Summit is one of the benefits of belonging to NIA. This 1.5-day meeting—with 20 hours of built-in education—focuses on the work of NIA's industry-specific committees and offers attendees informational sessions on the latest industry and training topics. We invite you to bring members of your team to introduce them to NIA and to give them a new perspective on the mechanical insulation industry.

HIGHLIGHTS OF THE FALL SUMMIT INCLUDE:

- Forum-style sessions with industry-specific speakers on Wednesday,
- Luncheon and Keynote Speaker session on Wednesday,
- Networking Social Hour Wednesday evening, and
- Breakfast and Keynote Speaker session on Thursday.

WHO CAN ATTEND COMMITTEE MEETINGS?

View the schedule on page 5 and note the open committee meetings—you are encouraged to find the committee sessions that match your business' focus and add your voice to the discussions. If you are not sure which meetings to attend, email membership@insulation.org prior to Fall Summit or stop by the NIA Registration Desk when you arrive.

SPOTLIGHT ON EDUCATION: KEYNOTE AND INDUSTRY SESSIONS

Keynote Presentation and Luncheon

FMI's Economic Forecast and Construction Outlook

Customer expectations, procurement practices, and the delivery of services are all changing—some in radical ways. FMI's Paul Trombitas will share his insights on the economic forecast and construction outlook to help you gain a better understanding of current and future trends and expectations for the various segments of the broader built environment and construction spending in the United States.

Speaker: Paul Trombitas, Partner, Strategy Practice and Building Products, *FMI*

Industry Educational Sessions

Year after year, the peer-to-peer exchange of ideas is a top-ranked component of Fall Summit. All industry sessions take place on Wednesday, November 2. Member-chosen speakers for industry sessions include:

Associates and Distributors/Fabricators 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 of 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*



KEY DATES AND DEADLINES

October 17, 2022: Early-Bird Registration and Discounted Hotel Reservation Deadlines

October 24, 2022: Regular Registration Closes

November 2–3, 2022: Fall Summit 2022



Health and Safety Session:

Expert Panel Discussion: Bring Us Your Top Safety and Health Questions

Join health and safety professionals for an interactive panel discussion on your most pressing safety and health topics, such as preparing for OSHA requirements and issues, measuring safety performance, working safely at heights, prequalifying your subcontractors, and much more. Come prepared to ask the experts your questions.

Speakers: Gary Auman, NIA Legal Counsel, Director, *Auman, Mahan and Furry*; William McCaffrey, NIA Health and Safety Committee Vice Chair, Vice President, EHS, *Irex Contracting Group*

Young Professional Advisory Committee Session (open to members under 40 years of age or new to the industry): Strategic Transitions from Project Management to Team Leadership

Armacell's Thomas MacKinnon and *SPI's* Jon Perry paired up for YPAC's Mentoring Program to delve into career transitions that take you from colleague to manager to leader while helping those around you develop to their full potential. Join us and hear the highlights.

More sessions will be added soon! Check www.insulation.org/fallsummit2022/sessions for the latest information.

Schedule of Events

Note: Closed meetings are indicated in the schedule, and all other meetings are open to registered attendees. Schedule is subject to change. Please see www.insulation.org/fallsummit2022/schedule for more information.

TUESDAY, NOVEMBER 1, 2022

2:00 – 4:00 p.m.	Education and Training Committee Meeting (closed meeting)
4:00 – 5:00 p.m.	NIA's Board of Directors Meeting (closed meeting)

WEDNESDAY, NOVEMBER 2, 2022

7:00 a.m. – 4:45 p.m.	Registration
7:00 – 8:00 a.m.	Membership Committee (closed meeting)
7:00 – 8:00 a.m.	Networking Breakfast
8:00 – 9:30 a.m.	Union Contractors Subcommittee (open only to signatory contractors of the International)
8:00 – 9:30 a.m.	Distributors/Fabricators Session
8:00 – 10:00 a.m.	Merit Contractors Session
9:30 – 10:00 a.m.	Union Contractors Session
10:05 a.m. – 12:00 p.m.	Associates (Manufacturers) and Distributors/Fabricators Session
10:05 a.m. – 12:00 p.m.	Health and Safety Session
12:05 – 2:00 p.m.	Keynote Presentation and Luncheon
2:15 – 4:45 p.m.	Technical Information Session
2:15 – 4:45 p.m.	Young Professional Advisory Committee Session (open to members under 40 years of age or new to the industry)
2:15 – 4:45 p.m.	Foundation Board of Directors Meeting (closed meeting)
5:00 – 6:00 p.m.	Network Social Hour

THURSDAY, NOVEMBER 3, 2022

7:30 – 9:45 a.m.	Registration
8:00 – 9:30 a.m.	Keynote Presentation and Breakfast
9:35 a.m. – 12:45 p.m.	Executive Committee Meeting and Lunch (closed meeting)
12:45 – 1:45 p.m.	Council of Committees and Board of Directors Meeting (closed meeting)
1:45 – 3:45 p.m.	Board of Directors Meeting (closed meeting)



PLAN YOUR ITINERARY NOW

Make sure to book your travel to arrive by Tuesday evening, November 1 so that you can be ready for an early day on Wednesday! Registration opens at 7:00 a.m., and the Networking Breakfast also begins at 7:00 a.m.

Wednesday is packed with industry sessions, keynote luncheon, and a networking social hour. Wednesday evening is open for business meetings and to explore more of the MGM National Harbor, the National Harbor area, or nearby Washington, D.C. Most attendees can book their travel to depart on Thursday afternoon. See the “Schedule of Events” to plan your time.

REGISTRATION DISCOUNTS: BRING YOUR TEAM!

To encourage active participation, NIA offers discounts for member companies that register more than one attendee for Fall Summit:

- First person is \$225, second person is \$175, and additional people are \$175 (check rate); or
- First person is \$230, second person is \$180, and additional people are \$180 (regular rate).

Registration includes your attendance at all speaker presentations, meal functions, reception with open bar, and industry sessions. You can register online at www.insulation.org/fallsummit2022/registration.

BOOK YOUR STAY AT THE MGM NATIONAL HARBOR BY OCTOBER 17

The MGM National Harbor offers world-class entertainment, dining, and accommodations, with a wide variety of options for business meetings and on-site evening entertainment. Hotel amenities include:

- **Dining**—Eight restaurants and bars, including Voltaggio Brothers Steak House;
- **Casino**—A huge, on-site casino; and
- **Shopping**—Six high-end retail stores located on the property, plus a variety of boutiques and other retail shops located in the National Harbor area.

NIA has blocked rooms at the MGM National Harbor at a discounted rate of \$239 per night, plus fees and taxes. These rooms are available on a first-come, first-served basis. For online hotel reservations in NIA’s discounted room block, visit www.insulation.org/fallsummit2022/hotel or call 877-622-3140 and mention NIA’s Fall Summit.

For more information about Fall Summit 2022, please visit www.insulation.org/fallsummit2022 or email events@insulation.org.



BUILD YOUR BRAND AT FALL SUMMIT BY BECOMING A SPONSOR

NIA has created a variety of unique options for sponsors and advertisers that include on-site, digital, and print promotion opportunities. There is an option for every budget, and all packages include pre-event, on-site, and post-event recognition for your company. Email events@insulation.org for details.



Insights from NIA's Mentor Program

NIA's Young Professional Advisory Committee (YPAC) continues its unique mentoring program, pairing NIA Past President Steve Luse, who is CEO of Luse Thermal Technologies in Aurora, Illinois, with YPAC member Rudy Nigl, Vice President of L & C Insulation in La Crosse, Wisconsin. The Luse family is proud to be a fifth-generation family business. Steve and Rudy had virtual one-on-one sessions and then shared highlights of their conversations with the YPAC audience during NIA's Annual Convention in San Antonio earlier this spring. NIA's Leslie Emery interviewed Rudy to share a few lessons learned.



When the Time Is Right: Succession Planning and Leadership Transitions—a Q & A with Rudy Nigl

Q: What did you know about Steve Luse and his professional career before you were paired with him as your mentor in the NIA YPAC Mentor Program?

A: What I knew was that he had taken over his family business and that he would have so much valuable information to share in a mentorship role. What I didn't know was that he was in the midst of his transition to the next generation of the Luse family. Boy, did we have a lot in common! We are both contractors in similar family businesses. It was great timing for Steve to be able to share the multiple perspectives of working into the top leadership role and phasing out of that role.

Q: What have you implemented from your discussions?

A: First up, we have started an advisory board of experts who are outside our business but know our industry. Having this separate group—outside the family—of dedicated and invested advisors was a great piece of advice for helping our business lean into the decisions that need to be made; and the timing for doing this was great.

Q: What was affirmed that you were already doing?

A: Honestly, almost everything! Our conversations were both affirming and reassuring. It was neat to hear that the processes, events, timelines, and responsibilities that Steve successfully navigated 30 years ago were pretty similar to what we have in place now. I'll share one example that really stood out: when Steve described the process of making incremental changes, where you master one thing and little by little you take on more and more. I think both Steve and I have had thoughts at times to pick up the pace of change. But with 20/20 hindsight, Steve showed me that when he looked back, taking the time to master and understand—biting off one chunk at a time—is the responsible way to make change and move forward.

Q: What surprised and/or impressed you?

A: Even though Steve's company is much larger and encompasses other entities, I was surprised by how the process of moving into a leadership and ownership role of a much smaller company could be so similar. Even though we are so different, there was a plethora of similarities, which has helped me see my transition even more clearly.

Of course, I was impressed by the advisory board and implemented this right away. But what really impressed me throughout all of our conversations was the amount of transparency at every step, both with the company's employees and with the entire family, including those who are not involved in the business. When the entire family meets, information is shared about how it affects each person.

Q: What is your take on learning and growing professionally through mentors/advisors/industry relationships?

A: I can't over-emphasize how important it is to know that you can't do it all yourself. It is pretty much the most important lesson we all need to learn—that we can and should lean on those around us. Whether they have gone through something similar or you learn from their mistakes, or you learn what they would change if they could go back, you can use those experiences to make your business and your employees better. For sure, having these relationships doesn't mean it's all sunshine and no rainstorms, but they are vital to bettering yourself.

Q: How can the lessons learned in succession planning apply to leadership in general?

A: The tools, ideas, and practices apply no matter what business transition you are experiencing, from moving into an ownership role or moving from salesperson to the sales manager, you are bettering yourself and learning from and leaning on those around you.

NIA | 67th Annual Convention Maui, Hawaii



MEET YOU IN MAUI!

NIA's 67th Annual Convention
March 15–17, 2023

HYATT REGENCY MAUI RESORT AND SPA

Registration is open and we cannot wait to welcome attendees and their guests to paradise for NIA's 67th Annual Convention, March 15–17 at the Hyatt Regency Maui Resort and Spa. Not only will you be able to connect with your industry colleagues but you can also maximize your down time to connect with culture, explore by air, dive in the ocean, and find scenic adventures! From NIA's Convention hub on the famous Ka'anapali Beach to the nearby historic town of Whalers Village in Lahaina, to Haleakala National Park, Maui is ready to greet NIA Annual Convention attendees and their guests. NIA's Convention Committee has adjusted the typical Convention schedule to allow you even more time to explore all that Maui has to offer. Visit www.insulation.org/convention2023 to view the schedule and register.



Bring Your Family and Make Memories That Will Last a Lifetime

Enjoy Hawaiian hospitality on the 40-acre hotel property, with an astonishing array of activities, amenities, and gorgeous backdrops (see "Calculate Your Savings" to tally up your NIA discounts). Plus, enjoy easy access to all that the island of Maui is known for, such as world-famous beaches, humpback whales, and Haleakala National Park. A variety of attractions are located close to the Hyatt Regency Maui Resort and Spa, including:

- **Haleakala National Park**—a special, sacred landscape of more than 30,000 spectacular acres of volcanoes, rain forests, and coastline. Explore, hike, and take in the natural beauty, history, and culture within various microclimates.
- **Haleakala Volcano Crater**—the main attraction at Haleakala National Park. The dormant volcano last erupted in the late 1600s and today forms a spectacular crater that can be hiked, biked, or accessed from Hawaii State Road 378 for especially breathtaking views at sunrise and sunset. Reservations are required for sunrise visits.
- **The Road to Hana**—stretching 68 unforgettable miles, with more than 600 curves from Kahului to Kipahulu, the road offers views of dazzling waterfalls, rugged cliffs set against vast ocean expanses, lush rain forests, secluded black sand beaches, and historic sites.
- **Whalers Village**—enjoy a beach walk; take the Ka'anapali Trolley; or drive along Ka'anapali Parkway and find local stores, designer boutiques, fashion, art, and restaurants.
- **Lahaina**—once a thriving whaling community, the town is now home to a variety of retail stores, restaurants, and attractions.



Education and Networking

Join your colleagues for inspirational and industry-specific presentations, including Keynote Speaker and Thunderstorm Skydive Team Member Kenyon Salo's "The Bucket List Life" and an Executive Panel with manufacturers and distributors moderated by Proto Corporation's Louis Walton. View details about educational sessions (more to come!) and the schedule at www.insulation.org/convention2023.



KEY DATES AND DEADLINES

February 8:
Hotel Reservation Deadline



February 13:
Early-Bird and Golf
Tournament Deadline



March 8:
Regular Registration Closes



CALCULATE YOUR SAVINGS!

Take advantage of NIA's discounted group rates and included luau to take your family and guests on a fabulous vacation!

NIA's hotel room rates are truly incredible—save \$350–\$450 PER NIGHT off the normal rate, depending on room type



Discounted resort fee of \$20/night, instead of the typical \$40/night



Discounted self-parking overnight rates of \$15/per day, instead of the typical \$25 per day



Reserve Your Discounted Room at NIA's Convention Hotel—Book Early to Ensure Your Room Preference!

Set on 40 acres on Ka'anapali Beach, framed by panoramic Pacific Ocean views, the Hyatt Regency Maui Resort and Spa is a getaway in paradise, with six free-form pool areas, 10 on-site restaurants and lounges, a nightly luau, two adjacent golf courses, a beachfront spa, plus much more—like outdoor yoga, ocean and pool cabanas, and resident penguins!

NIA has blocked rooms at the Hyatt Regency Maui Resort and Spa at a variety of discounted rates, based on room type. All guest rooms were renovated in 2020, and NIA's discounted room rates are unbeatable! Visit www.insulation.org/convention2023/location/hotel-reservations to see the four room types, which are available on a first-come, first-served basis. Take advantage of the discounted rate by making your reservation before February 8, 2023. Mention that you are part of NIA's group to receive the discounted rate, which is available from March 11–21, unless the room block sells out.



FROM THE FOUNDATION BOARD OF DIRECTORS:

An Update on the Foundation for Mechanical Insulation Education, Training, and Industry Advancement

As announced previously in *NIA News*, the Foundation for Mechanical Insulation Education, Training, and Industry Advancement (Foundation) has a new status as an independent nonprofit organization and is under the management of NIA's professional team. The Foundation's mission is to develop and implement strategies and recommend processes to advance and expand the commercial and industrial insulation industry. This update will delve into a few of the Foundation's top projects and priorities.

Mechanical Insulation Education Support

NIA's Education Center will debut this fall and will be the go-to national source for information and tools related to the mechanical insulation industry. With a host of free resources and NIA member-exclusive content, the Education Center will also offer access to continuously updated on-demand content to members who opt into our annual Premier Training subscription package, which includes relevant, timely, and essential information for your business' operations and employee training needs. This content also will be available to non-subscribers for a separate fee for on-demand courses and modules.

The Foundation, as part of its mission, fully supports development of this training resource and has been working with industry experts, subject matter experts (SMEs), and volunteers to develop content, creating a robust list of topics and modules geared to mechanical insulation education. Here is a sneak peek at just a few of the educational modules the Foundation is helping to create.

- Pipe-Fitting Factors: What Are They and How/Why Are They Used?
- Measure through Methodology
- Work in Progress Calculations
- Hydrophobic, Hydrosopic vs. Water Resistant
- LEED Credits vs. Mechanical Insulation
- Product Density vs. Compressive Strength

These six topics represent a small sampling of what will be included, with much more to come under the categories of Contractor Focused, General Interest, and Technical Topics.

Marketing Mechanical Insulation/Industry Webinars

Extensive efforts to promote the importance of NIA's Thermal Insulation Inspector Certification™ continue, including a focus to include mechanical insulation inspection in specifications; and the development of a program for specific outreach to

industrial and commercial facilities, facility owners, and mechanical and engineering firms. In the spirit of these efforts, and in collaboration with NIA, three webinars are being held with industry partners, including the Insulation Industry Advisory Council (IIAC), the Association for Materials Protection and Performance, and the Energy Management Association. Registration and archived webinar information can be found at www.insulation.org/webinars. See page 13 for webinar details.

STAY TUNED

New Logo and Website for This Newly Structured Organization

Foundation staff are working on potential logos to visually represent the Foundation. In addition, we are redeveloping the Foundation website to ensure ease of navigation and quick access to information about the important work the Foundation is doing to further the mechanical insulation industry. Both developments will debut this fall.

New Comprehensive Study Examines Opportunities for Energy and Carbon Emissions Savings for Commercial, Industrial, and Residential Buildings and Facilities

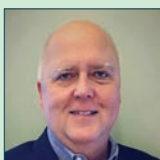
A coalition of national insulation trade associations commissioned ICF, a global consulting firm, to undertake an analysis based on a simple proposition: How much can we reduce U.S. greenhouse gas emissions by making easily achievable insulation improvements to existing commercial buildings, industrial facilities, and single-family homes? The Foundation joined NIA in its support of this study, and we look forward to sharing the results this fall.

BOARD OF DIRECTORS

The Foundation is proud to announce the full slate of Board of Directors members. The Foundation Board oversees the organization.



PRESIDENT
David J. Cox
Owens Corning



TREASURER
John Lamberton
Irex Contracting Group



Jack Bittner
Johns Manville



Wally Blewitt
Knauf Insulation



R. Dean Burows
DKB, Inc.



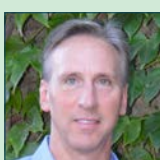
Matt Hymer
Midwest Materials Company



Joe Leo
Atlantic Contracting & Specialties, LLC



Marc Napolitano
Insulation Materials Corporation



Jon Perry
Specialty Products & Insulation

A new Secretary will be elected by the Board during its next meeting this fall.

Ready to Contribute?

With so many projects underway and on the horizon, we are excited about the future. But we can only do as much as our resources allow. We are so grateful to our legacy contributors and hope to steadily grow this list in the next few years.

If you are interested in contributing, please contact foundation@insulation.org. Multiple contribution levels are available to fit any budget. And because the Foundation is a 501(c)(3) organization, your contribution is fully tax deductible.

GOLD ELITE

Annual Contribution of \$15,000

3M

Distribution International, Inc.

Johns Manville

Knauf Insulation, Inc.

Owens Corning

Performance Contracting, Inc.

ROCKWOOL Technical Insulation

Specialty Products & Insulation

GOLD

Annual Contribution of \$5,000

Alpha Engineered Composites, LLC

Armacell

Bay Insulation Systems, Inc.

Caldwell Insulation, Inc.

Eastern States Insulation

Contractors Association

Insulation Contractors Association
of New York City

Insulation Materials Corporation

Irex Contracting Group

Lamtec Corporation

Southwest Insulation

Contractors Association

Thermal Insulation Association
of Canada

SILVER

Annual Contribution of \$3,000

Midwest Insulation

Contractors Association

R.P.R. Products, Inc.

BRONZE

Annual Contribution of \$1,000

Advanced Industrial Services, LLC

Advanced Specialty Contractors, LLC

Atlantic Contracting & Specialties, LLC

Delaware Valley Insulation and

Abatement Contractors

Association, Inc.

DKB, Inc.

Dover Insulation, Inc.

Geo. V. Hamilton, Inc.

Heat Frost and Thermal

Insulation Education Fund

Hudson Bay Insulation Company

Ideal Products of America, LP

I-Star Energy Solutions

Kennedy Insulation Systems, Inc.

K-FLEX USA, LLC

L & C Insulation, Inc.

Lewco Specialty Products, Inc.

Luse Thermal Technologies

Midwest Materials Company

Petrin, LLC

Shook & Fletcher Insulation Co.

Southeastern Insulation

Contractors Association

Western Insulation

Contractors Association

Which NIA Training Courses Do You Plan to Take in 2022?

Plan your training for the rest of 2022 with four distinct, in-person, and virtual learning programs to meet your needs—whether you are seeking the basics (introductory-level training), intermediate (understanding-level training), or certification (advanced-level training).

1. Introduction to Mechanical Insulation
2. Understanding the Submittal Process
3. Insulation Energy Appraisal Program™ (Certification)
4. Thermal Insulation Inspector Certification™ Program

For learning objectives, prequalification details, and course benefits and materials, visit www.insulation.org/training-tools.



NEED AN INSPECTOR OR AN APPRAISER ON YOUR PROJECT?

To find an NIA Certified Thermal Insulation Inspector in your state, visit www.insulation.org/findaninspector.

To find an NIA Certified Insulation Energy Appraiser in your state, visit www.insulation.org/appraiser.



6 VIRTUAL AND IN-PERSON COURSES

September 22: Understanding the Submittal Process (Virtual)

Registration Deadline: September 12
Member Registration Fee: \$205
Training Level: Intermediate
Course Length: 2.5 Hours

October 4–5: Understanding Mechanical Insulation (In-Person, Houston, Texas)

Registration Deadline: September 20
Member Registration Fee: \$1,495
Training Level: Intermediate
Course Length: 2 Days

October 4–7: Thermal Insulation Inspector Certification (In-Person, Houston, Texas)

Registration Deadline: September 20
Member Registration Fee: \$2,550
Training Level: Advanced/Certification Level
Course Length: 4 Days

November 30–December 1: Understanding Mechanical Insulation (Virtual)

Registration Deadline: November 14
Member Registration Fee: \$1,495
Training Level: Intermediate
Course Length: 2 Days

November 30–December 1 & December 7–8: Thermal Insulation Inspector Certification (Virtual)

Registration Deadline: November 14
Member Registration Fee: \$2,550
Training Level: Advanced/Certification Level
Course Length: 4 Days

December 5–6: Insulation Energy Appraisal Program (Virtual)

Registration Deadline: November 14
Member Registration Fee: \$1,235
Training Level: Advanced/Certification Level
Course Length: 2 Days

3 FREE WEBINARS—LIVE AND ON DEMAND

NIA has joined with our industry partners—the Insulation Industry Advisory Council, the Energy Management Association, and the Association for Materials Protection and Performance—to bring you three industry webinars in September. Register, learn more, and access archived webinars at www.insulation.org/webinar.

New Study: Insulation Industry Opportunity Study for Existing Residential, Commercial, and Industrial Building Sectors
September 9, 2022
2:00–3:00 p.m. ET

A new study, conducted by ICF, presents a comprehensive analysis of the climate and energy-saving benefits of making basic insulation and air sealing improvements in residential, commercial, and industrial buildings in the United States. This will be a valuable tool for the industry as the states and federal agencies develop the program guidance for disbursing nearly \$50 billion in funding to increase building energy efficiency under the Inflation Reduction Act and the Bipartisan Infrastructure Act.

PRESENTERS: Travis Michalke, *Senior Manager, ICF*. Key stakeholders from the Insulation Industry Advisory Council, including NIA, will be presenting.

The archived recording will be posted at www.insulation.org/webinar in mid-September.

Insulation Pays off—Business Case for Energy Appraisals and Inspections
September 14, 2022
2:00–3:00 p.m. ET

Properly installed and maintained mechanical insulation systems can reduce carbon and greenhouse gas emissions, while saving energy dollars and protecting workers and systems. You will learn the business case for mechanical insulation energy appraisals and inspections, and the benefits of having them performed on your systems.

PRESENTERS: Dave Cox, *NIA Immediate Past President*; Jake Jordan, *Senior Project Manager, Fit Tight Covers*

Managing CUI Risks When Moisture Lingers in Your Insulation System
September 29, 2022
2:00–3:00 p.m. ET

Corrosion under insulation (CUI) is not an unsolved mystery—we know why and how it develops. The question is, what can be done to eliminate it or minimize the spread? Presenters Kat Coronado and Ron King will delve into how moisture gets into a system, what happens when it remains, and how service temperature makes a difference.

PRESENTERS:

Kat Coronado, *Technical Support, Protective Coatings—Gulf and LAM Regions, International Paint LLC*; Ron King, *NIA Past President and Consultant/Subject Matter Expert*



**HOSTED COURSES:
 BRING NIA'S COURSES
 TO YOUR LOCATION**

You can host any of NIA's courses for your employees, members, or clients. Hosted courses are a cost-effective way to bring industry training to your team and guests. They can either be in person at your location or hosted virtually, and they can be held anywhere within the United States or Canada. Contact NIA at training@insulation.org for pricing and more information.

NIA staff members are happy to make sure you receive your member discounts! For questions, contact training@insulation.org.



**NIA'S EDUCATION CENTER:
 LAUNCHING THIS FALL!**

NIA's Education Center is coming this fall and will be the go-to national source for information and tools related to the mechanical insulation industry, offering access to members who opt into NIA's annual Premier Training subscription package to receive continuously updated, on-demand content that is relevant, timely, and essential for your business and your team.

No matter how you learn best or when you have time to squeeze the required hours of training in your busy schedule, NIA's Education Center has options for you: from more than 30 microlearning topics that are on demand and range from 15 to 60 minutes, to new human resources and safety content from experts targeted to the mechanical insulation industry. Visit www.insulation.org/training-tools/niaeducationcenter for a sneak peek, topics, tiers, and member pricing. Questions: email training@insulation.org.



SAFETY CORNER

Avoid Complacency and Give Safety the Respect it Deserves!

By Gary Auman

Several new cases concern issues that need to be brought to your attention, including the multi-employer worksite policy, the integrity of all walking and working surfaces, and the need to consistently and objectively enforce your safety program and rules. All of these topics are extremely important.

The basic safety tenet is AVOID COMPLACENCY! If I were to interview readers, all would say that no one in their company is complacent about safety, yet I am constantly contacted by new or current clients because of an accident or an OSHA inspection underway. In almost every case, citations have been issued because of safety violations that allegedly contributed to the accident or that were observed by the OSHA Compliance Officer. These safety violations usually appear to have occurred because supervisors and employees let their guard down or started taking shortcuts when it comes to safety compliance—they are no longer treating safety with the RESPECT to which it is entitled and is necessary. Usually, complacency occurs subconsciously, not intentionally, typically involving a disconnect between the corporate Safety Director (or, for a small company, the owner) and front-line supervision. Perhaps it is a case of the “assumption virus.” “I assumed that

they went through our forklift training program, but I did not confirm that fact.” Or, “I was told they received training in fall protection from their last employer or by the union.” Never be in such a hurry to get the job done that you rely on assumptions without confirming what you have been told. When it comes to safety, your supervisors NEED to KNOW, NOT ASSUME!

Next, consider the multi-employer worksite policy. Under this policy, OSHA has the ability to hold you responsible for hazards on a job site where you have employees working as a controlling, a creating, an exposing, or a correcting employer. You can be held responsible for a hazard in any one or all four of these capacities. The one that seems to create the most confusion for contractors is the concept of a *creating employer*. The key to avoiding liability as a creating employer is to be aware that, under this policy, OSHA can hold you responsible for a safety hazard created by your employees to which the employees of another contractor on the site are exposed, even if your employees are not exposed to the hazard. Often, contractors seem to feel that the policy cannot affect them unless they are the controlling employer on the site (i.e., the employer that controls all work on the job site, or at least

the work of the other contractor whose employees are exposed to the hazard). As far as OSHA is concerned, you do not need to have a contractual relationship with another contractor on a site to have responsibility as a creating employer. For example, suppose you have employees working from a scaffold without toe boards on the sections where they are working. You need to ensure that you have barricaded the area beneath the scaffold and warned other contractors of the potential hazard to avoid a potential citation as a creating employer for creating a hazard to which another contractor's employees are exposed. Be sure you document when and what you told the other contractor regarding any hazard your employees created to which their employees may be exposed. If you have not barricaded and warned the other contractor and its employees of the hazard created by your scaffold setup, you may be cited by OSHA as a creating employer. This does not mean OSHA always could make a citation of this nature stick under this scenario (you may have other defenses to the situation), but it could put you in the position of having to invest in defending a serious citation to keep it off your record. When your legal team is working on the contract language that will govern your performance on a job site, be sure they look at OSHA's multi-employer worksite doctrine from all the different angles that can create OSHA liability. Remember,

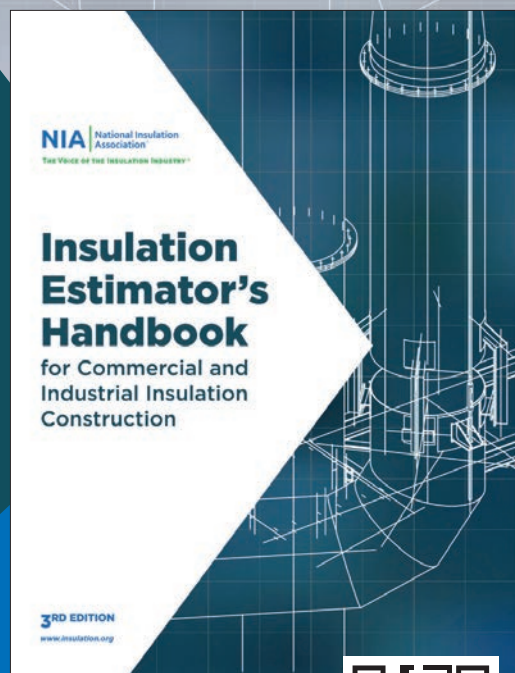
if the employee of another contractor is injured as a result of a hazard created by your employees and you receive an OSHA citation for failing in your perceived duty under the multi-employer worksite doctrine, then [INSERT MISSING TEXT]. Also, alleged failure to warn and/or protect employees of another contractor from a hazard created by your employees may come into play in any personal injury lawsuit the employee of the other contractor brings for injuries suffered.



GARY AUMAN (www.amfdayton.com) is a Partner in the law firm of Auman, Mahan & Furry in Dayton, Ohio. He graduated with an electrical engineering degree from the University of Louisville in 1969, and a law degree from The Ohio State University in 1976. Since then, his practice has focused on defending employers in workers' compensation and OSHA cases. In 2002, he was awarded the Distinguished Service to Safety Award by the National Safety Council. He has worked with OSHA in its development of safety and health standards, and he has defended OSHA cases in several federal appellate courts. He also represents four national and regional trade associations in the construction industry.

NIA's Insulation Estimator's Handbook

The classic NIA reference tool has gotten a complete update! Known throughout the industry for providing the data needed for almost every type of mechanical insulation estimate, this handbook contains valuable technical information for estimating insulation, as well as formulas and conversions, information on insulation accessories, and variables of an insulation project.



NIA | National Insulation
Association®

Visit <https://bit.ly/NIAEstimator> or email
niainfo@insulation.org for more information.



ADDRESS SERVICE REQUESTED

EVENT CALENDAR

NATIONAL INSULATION ASSOCIATION (NIA)

703-464-6422
www.insulation.org/events/calendar
events@insulation.org

NIA Meetings

NIA's Fall Summit 2022

November 2–3, 2022
MGM National Harbor
National Harbor, Maryland
(just outside of Washington, DC)

NIA's 67th Annual Convention

March 15–17, 2023
Hyatt Regency Maui Resort & Spa
Maui, Hawaii

NIA Education and Training

NIA's Understanding the Submittal Process (Virtual)

September 22, 2022 **LAST CHANCE TO REGISTER!**
1:00–3:30 p.m. CT

NIA's Understanding Mechanical Insulation

October 4–5, 2022, Houston, Texas

November 30–December 01, 2022 (Virtual)

NIA's Thermal Insulation Inspector Certification

October 4–7, 2022, Houston, Texas

November 30–December 1 & December 7–8, 2022 (Virtual)

Regional Insulation Meetings

www.insulation.org/events/regionalcalendar
events@insulation.org

Central States Insulation Association (CSIA)

Contact: Rachel Pinkus
937-278-0308
www.csiaonline.org

CSIA Spring 2023 Labor Conference
May 1–3, 2023
French Lick Springs Hotel
French Lick, Indiana

Eastern States Insulation Contractors Association (ESICA)

Contact: John F. DeLillo
516-922-7855
www.esica.org

ESICA Spring Conference
March 3–5, 2023
South Seas Island Resort
Captiva, Florida

Midwest Insulation Contractors Association (MICA)

Contact: Rachel Pinkus
937-278-0308
www.micainsulation.org

MICA Annual Fall Business Meeting
October 13–14, 2022
Omaha Marriott Downtown
Omaha, Nebraska

Southeastern Insulation Contractors Association (SEICA)

Contact: Phil Davenport
757-536-8437
www.seica.org

SEICA 2022 Fall Meeting
October 16–18, 2022
The Grove Park Inn
Asheville, North Carolina

Southwest Insulation Contractors Association (SWICA)

Contact: Linda Tracey
713-977-0909
www.swicaonline.org

SWICA Fall Golf Tournament
October 13, 2022
Kingwood Country Club
Kingwood, Texas

Thermal Insulation Association of Canada (TIAC)

Contact: Robin Baldwin
613-724-4834
www.tiac.ca

2023 TIAC Conference
August 23–26, 2023
Westin Resort and Spa
Whistler, British Columbia

Western Insulation Contractors Association (WICA)

Contact: Robert Bergman
801-364-0050
www.wica1.com

WICA 2022 Annual Convention
September 25–27, 2022
Estancia La Jolla Hotel and Spa
La Jolla, California