

# NIA | News

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

VOL. 30, 2023, ISSUE 2

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March 15–17, 2023 Progress through Unity

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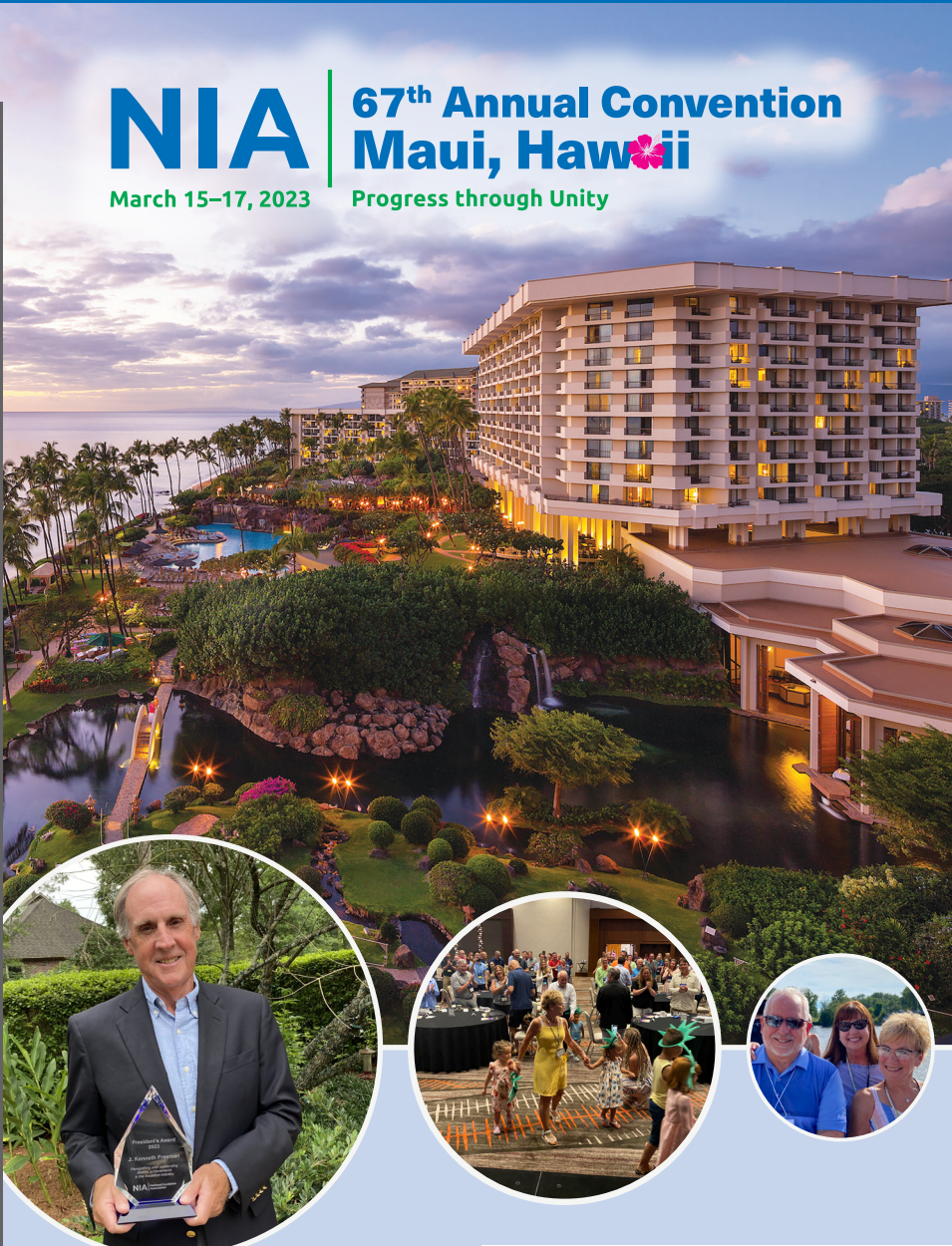
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## EVP/CEO MESSAGE

### The Magic of Maui



Hawaii does not disappoint. After a 14-year absence from holding our Convention in Hawaii, we were thrilled to welcome 125 spouses and 49 first-timers among the more than 375 who made the worthwhile journey to paradise! The kindness of the Hawaiian people, the lush tropics, and the soft breezes of Maui instantly put you in a relaxed state of mind. These elements, along with a perfectly constructed

Convention agenda, were the ideal recipe for camaraderie and industry networking.

I want to give a shout-out to the Convention Planning Committee, led by Laura Dover of Dover Insulation, as they wisely modified the schedule to balance the education and networking opportunities that our members expect and receive with the desire to incorporate more free time to network, hold individual meetings, relax by the pool or beach, or even do a bit of whale watching. Not an easy task, but they did an incredible job! Thank you to Dorothy Leo, Ashley Luse DeBoer of Luse Thermal Technologies, Sandy Shattles of Armacell, John and Donna Stevens of Thermal Solutions, Inc., and Louis Walton of Proto Corp.

The magic of Maui brings out the best in everything and everyone. One high point was outgoing President Joe Leo's recognition of Kenny Freeman, who received the NIA President's Award (page 5). Turn to page 6 to read more about events in Maui and check out the photos.

Recognizing our industry leaders is always a highlight of our time together at Convention. Turn to page 18 to see NIA's Safety Stars from each sector of our industry. And with our Premier Industry Manufacturer Awards, we spotlight five of our manufacturer members—Armacell, Johns Manville, Knauf Insulation, Owens Corning, and ROCKWOOL Technical Insulation—on page 20.

You can find our dedicated NIA Committee Chairs and Board leadership listed on this page. In People & Places, on page 3, I invite you to read more about our new NIA President Laura Dover and meet NIA's newest staff members, Ashley Bartley and Rianna Gleeson.

Explore this entire issue of *NIA News* to maximize your industry network, whether it is finding out how our new Education Center can help you with your new hires (page 10), how our certification courses can help you meet the emerging requirements for having

## NIA LEADERSHIP

### Executive Leadership

President

Laura Dover, *Dover Insulation, Inc.*

President-Elect

Jack Bittner, *Johns Manville*

Secretary/Treasurer

Rick Sutphin, *Performance Contracting, Inc.*

Assistant Treasurer

John Stevens, *Thermal Solutions, Inc.*

Immediate Past President

Joseph P. Leo, Jr., *Atlantic Contracting & Specialties, LLC*

Counsel

Gary Auman, *Auman, Mahan & Furry*

NIA Executive Vice President/Chief Executive Officer

Michele M. Jones

### Board of Directors

Regional Representatives

CSIA—Brian Willett, *Gribbins Insulation Company, Inc.*

ESICA—Rick Baptista, *Irex Contracting Group*

MICA—Matt Hymer, *Midwest Materials Company*

SEICA—Matt Caldwell, *Caldwell Insulation, Inc.*

SWICA—David B. Patrick, *Apache Industrial Services, Inc.*

WICA—Shawn Reichenbach, *Performance Contracting, Inc.*

Associates' Committee Appointee

Louis Walton, *Proto Corporation*

At-Large Representatives

Mellanie Askew, *Coverflex Manufacturing, Inc.*

R. Dean Burows, *DKB, Inc.*

Rob Elsey (Associate), *Cornerstone Sales, Inc.*

John K. Freeman, *Petrin, LLC*

Mike McCowan, *L.C. Insulations, Inc.*

Marc Napolitano, *Insulation Materials Corporation*

Jon Perry, *Specialty Products & Insulation*

Past President Advisors

David J. Cox, *Owens Corning*

Dana VlK, *Retired*

### Committee Chairs

2024 Convention Planning

Jack Bittner, *Johns Manville*

Membership

Rick Sutphin, *Performance Contracting, Inc.*

Associates

Sandy Shattles, *Armacell*

Merit Contractors

Mike McCowan, *L.C. Insulations, Inc.*

Distributors/Fabricators

Matt Calmeyn,  
*Fabrication Specialties, Inc.*

Metal Building Laminators

David Tomchak,  
*Bay Insulation Systems, Inc.*

Education and Training

R. Dean Burows, *DKB, Inc.*

Technical Information

Bill Gregg, *Promat, Inc.*

Fall Summit

John Stevens, *Thermal Solutions, Inc.*

Union Contractors

John Lamberton,  
*Irex Contracting Group*

Health and Safety

Mike Hill, *Performance Contracting, Inc.*

Young Professional Advisory

Collin Smith, *Owens Corning*

*EVP/CEO Message, continued*

a Certified Inspector (page 11), or hearing from our legal counsel about OSHA's latest developments regarding heat illness (page 15). I also urge you to make a plan now (before spring turns to summer and fall is here!) to join your NIA membership community at our annual members-only Fall Summit. We have made some updates to the typical Fall Summit schedule, so please turn to page 13 and get the latest. I hope to see you at the MGM National Harbor, October 25–26.



Michele M. Jones  
Executive Vice President/Chief Executive Officer

## PEOPLE & PLACES IN THE NEWS

### Laura Dover Is NIA's New President



Laura Dover has begun her term as NIA's 2023–2024 President. She is the first female contractor President of NIA, and the second female NIA President. Laura is President of Dover Insulation, Inc., which is based in Marion, North Carolina. She is a third-generation mechanical

insulation contractor who took over the family business in 2004. As President of Dover Insulation, with her team, Laura has advanced the company's mission, which was established in 1965, to do first-class work on schedule and to deliver exceptional value and customer service, regardless of the size or scope of the job.

During her term as NIA's President, Laura will emphasize how we as an industry and association are **Better Together**, a theme that delivers the core message of mechanical insulation: Work Hard, Work Smart, Work Together. Throughout the year, she will work to elevate awareness of the value of the industry and all mechanical insulation professionals. Her term concludes at NIA's 68th Annual Convention, April 17–19, 2024, at the Naples Grande Beach Resort in Naples, Florida.

*continued on next page*

## WELCOME NEW MEMBERS

1/17/23

Merit Contractor

**Brunswick Insulation, Inc.**

Attn: Barbara Gowdy

P.O. Box 3311

Wilmington, NC 28406

Phone: 910-452-7335

**Specialties:** Commercial Insulation, HVAC Insulation, Industrial Insulation, Plumbing Insulation, Removable Insulation

1/30/23

Merit Contractor

**Guaranteed Insulation**

Attn: Garrett Lanier Moss

580 Newton Bridge Rd.

Athens, GA 30607

Phone: 706-202-5778

[www.guaranteedinsulation.com](http://www.guaranteedinsulation.com)

**Specialties:** Commercial Insulation, HVAC Insulation, Industrial Insulation, Plumbing Insulation, Removable Insulation

1/30/23

Merit Contractor

**PK Industrial, LLC**

Attn: Kennedy Nesler

1641 Goldston Rd.

Corpus Christi, TX 78409

Phone: 361-452-0487

[www.pksti.com](http://www.pksti.com)

**Specialties:** Commercial Insulation, HVAC Insulation, Industrial Insulation, Plumbing Insulation, Removable Insulation

2/7/23

Merit Contractor

**Alleghany Industrial Insulation Co.**

Attn: Danielle Brinsky

48 Buck Rd.

Lewis Run, PA 16738

Phone: 814-368-6960

[www.alleghanyinsulation.com](http://www.alleghanyinsulation.com)

**Specialties:** Commercial Insulation, HVAC Insulation, Industrial Insulation, Plumbing Insulation, Refrigeration Insulation

2/8/23

Union Contractor

**Kim Industries, Inc.**

Attn: Mirek Przecioska

3 Morse Rd.

Unit 2D

Oxford, CT 06478

Phone: 203-778-5000

[www.kimindustries.com](http://www.kimindustries.com)

**Specialties:** Commercial Insulation, Fabrication, Firestopping, HVAC Insulation, Industrial Insulation, Marine, Plumbing Insulation, Power, Refractory Contractor, Refrigeration Insulation, Removable Insulation

*continued on next page*



People & Places, continued

### NIA Welcomes Ashley Bartley and Rianna Gleeson to the Team

On March 27, NIA welcomed two new staff members to the team: Ashley Bartley and Rianna Gleeson.



As Coordinator of Education and Events, Ashley's main responsibilities will be assisting with NIA's Education Center and certification-level courses, as well as helping plan and promote NIA's Annual Convention and Fall Summit. Prior to joining NIA, she was a Business Entrepreneurship and Business Technology High School Teacher and worked in

event planning and marketing for several organizations, including Shell Oil and Gas. She holds a bachelor's degree in marketing from Schreiner University in Kerrville, Texas. Based in the Houston, Texas area, Ashley can be reached at [abartley@insulation.org](mailto:abartley@insulation.org) or 703-464-6422, ext. 118.



In her role as Coordinator of Membership and Programs, Rianna's areas of responsibility focus on membership support, including NIA's new Association Management System, the annual *Buyer's Guide: Insulation Products & Providers*, and products and services. She will also support event and education registration and promotion, as well

member programs such as the Safety Excellence Awards and Premier Industry Manufacturer Awards. Prior to joining NIA, Rianna was a Volunteer Manager and Grant Administrator in the animal welfare and veterinarian mental health arenas. She holds a bachelor's degree in communications from George Mason University in Fairfax, Virginia. Based in the Miami, Florida area, Rianna can be reached at [rgleeson@insulation.org](mailto:rgleeson@insulation.org) or 703-464-6422, ext. 113.

## WELCOME NEW MEMBERS

continued

2/27/23

Affiliate

**REA JET**

Attn: Nicole Richie  
7307 Young Dr.  
Walton Hills, OH 44146  
Phone: 440-232-0555  
[www.reajet.com](http://www.reajet.com)

2/28/23

Associate (Manufacturer)

**ACS Industries, Inc.**

Attn: Emma Rodriguez  
11811 East Fwy., Ste. 235  
Houston, TX 77536  
Phone: 346-308-6642  
Fax: 713-456-2117  
[www.acsindustries.com](http://www.acsindustries.com)

**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 Rianna Gleeson at 703-464-6422, ext. 113, or email [membership@insulation.org](mailto:membership@insulation.org).



**NIA has training for every  
level along an insulation  
professional's career.**

Visit [www.insulation.org](http://www.insulation.org) to learn about  
online and in-person learning programs.

**NIA** | National Insulation  
Association®



# NIA Past President Kenny Freeman Honored

## with the Prestigious NIA President's Award by Outgoing President Joe Leo



In conjunction with NIA's recent Annual Convention in Maui, 2022–2023 NIA President Joe Leo surprised NIA Past President Kenny Freeman of Petrin, LLC by presenting him with the NIA President's Award. This high honor is not an annual award, but rather is given at the discretion of the NIA President to an individual who has demonstrated outstanding service and dedication to NIA, resulting in accomplishments that have tremendous benefits for the association and the industry.

### Deep NIA and Industry Roots

Kenny served as NIA President from 2015 to 2016, having been a member of NIA's Board of Directors for many years. He was one of Joe Leo's Past President Advisors, offering his counsel and insights to Joe as well as several other NIA Presidents. A member of NIA's Long-Range Planning Committee, Kenny has also been a leader and member of the Merit Contractors Committee and a Founding Member of the Foundation for Mechanical Insulation Education, Training, and Industry Advancement. He took a key role in helping launch the Young Professional Advisory Committee and was instrumental in updating NIA's insulation installation video series and upgrading the NIA website. In addition, Kenny served as President of the South-west Insulation Contractors Association (SWICA) from 2002 to 2004 and received the SWICA President's Legacy Award in 2018.

In presenting the NIA President's Award on March 16, 2023, Joe noted, "I have watched and admired this man throughout my involvement with NIA. He is a well-respected contractor and just an amazing human being. The more I got to know him, the more I respected his work ethic and dedication to all he does. He is a role model to so many and has dedicated his life to helping others."

Kenny graduated from Louisiana State University (LSU) in 1980 and went to work for an industrial construction firm from 1980 to 1984. In 1984, he began working for Petrin, LLC. He started as a timekeeper at one of the industrial plants and, over the years, he worked his way up through the ranks and eventually purchased the company, which he owned until it was sold in 2015.

### Industry and Community Engagement

A few of Kenny's myriad accomplishments and activities include:

- Past President of Associated Builders & Contractors, Pelican Chapter, and current chapter member;
- Former Board of Directors member currently active in the Greater Baton Rouge Industry Alliance Council;
- Founding Member currently serving on the Board of Directors for the LSU Construction Industry Advisory Council;
- President of The Palms of Perdido Homeowners Association in Florida since 2019;
- Coach, along with his son John, of the Catholic High School (CHS) 8th grade basketball team for 21 years—the longest running span of any coach in the league;
- Official clock operator for all CHS varsity home basketball games for 15 years;
- Member of the Louisiana Chemical Industry Alliance;
- Host of his own podcast, *The Freeman Report*, an uncensored discussion on various topics and individuals that are making a difference; and
- LSU football season ticket holder since 1980.

In accepting the honor, Kenny shared, "I just love this industry... the better it becomes, the better we become. You get out of it—truly—what you put into it. I've gotten a tremendous, tremendous return on being part of NIA, and this award is truly an honor."

Kenny joins a prestigious group of NIA leaders who have made incredible and lasting contributions to their communities, to NIA, and to the mechanical insulation industry. To see a complete list of NIA President's Award winners, visit [www.insulation.org/about-nia/presidents-award](http://www.insulation.org/about-nia/presidents-award).

# NIA | 67<sup>th</sup> Annual Convention Maui, Hawaii

March 15–17, 2023 Progress through Unity

## MAKING MEMORIES IN MAUI: NIA's 2023 Annual Convention



With a Hawaiian island paradise as the perfect backdrop and NIA's 2022–2023 President Joe Leo's theme of *Progress through Unity* as an overarching message, more than 375 attendees—including 49 first-timers—from almost 90 companies gathered together at NIA's recent Annual Convention in Maui for education and insights from 14 speakers, as well as more than 13 hours of dedicated time to network and reconnect with longtime industry friends and branch out to make new acquaintances. This Convention truly had something for everyone, especially for all the family members who were welcomed into the NIA community.

### Ample Time for Island-Style Networking

"For us at Thermal Pipe Shields, attending NIA events is a great way to not only build our network but also support the industry. What stands out to me is the amount of industry-wide face-to-face time that was available during and after meetings—industry connections were easy to find. You can't put a price tag on the value you get making friends from across the industry," said Jesse Revesz, Vice President of Sales for Thermal Pipe Shields.

Even with the time change, reconnecting was the first order of business for most Convention attendees at the kick-off bonus Cocktail Reception on Tuesday evening, where they had the chance to mingle before the first day of sessions on Wednesday.





## NETWORKING: 92%

of those surveyed indicated networking with new/potential customers met or exceeded expectations.

The Tropical Street Party Welcome and Appreciation Evening was a great chance to say *aloha* to industry friends from across the country. There was so much networking in action that attendees needed a reminder to eat the full meal that was also part of this event! Attendees fanned out to explore Maui during open afternoons and on Thursday evening's open night. To close out Convention, Friday's incredible Drums of the Pacific Luau brought the industry community together to honor President Joe Leo, and it was a spectacular end to an incredible 3 days! But there was one more event that no one wanted to miss: the Hosted Dessert Hospitality Suites, which were the busiest they have been at recent events, with everyone wanting to taste-test all the fabulous dessert options. Congratulations to Jordan Farrell of Irex Contracting Group, who was the lucky winner of the \$250 American Express gift card.

### First-Class, First-Person Industry Education

The Convention also featured a motivating and informative keynote presentation from Skydiver Kenyon Salo, who demonstrated how his high-flying adventures can lead to a more fulfilling life. Another highlight for attendees was hearing from Johns Manville's Scott Sinclair in his education session, Reaching Sustainability Goals: Insulation for Industrial Facilities. He focused on return-



on-investment payback periods of under 1 year, taking attendees on a path that starts with setting goals and ends with the real-world benefits of mechanical insulation.

One of the most highly anticipated and well-received sessions highlighted the importance of peer-to-peer exchange of industry insights and information at the Executive Panel: Understanding the Manufacturer-Distributor Relationship—You Can't Learn This on TikTok. NIA was fortunate to have a stellar lineup, with:

- Jose Canovas, Vice President and General Manager, North America Technical Insulation, Owens Corning;
- Mark Coletta, President, Mid-Atlantic Division, Homans Associates, LLC;



- Jo Anne Janney, General Manager, Performance Materials, Johns Manville;
- Joey Viselli, Chief Operating Officer, TopBuild/Distribution International; and
- Facilitator Louis Walton, Senior Vice President, Proto Corporation.

Discussions centered on the unique partnership between manufacturers and distributors with the rest of the insulation industry supply chain, touching on a wide range of topics from lead times to product trends, economic impacts, and energy-efficiency goals. Panelists also shared how they have seen their sectors evolve, adapt, and thrive.





### Congratulations to All the Winners of NIA's Golf Tournament

**Closest to the Pin:** Yuki Du

**Longest Drive:** Jeff Semkowski

**1<sup>st</sup> Place:** Matt Calemyrn, Jeff Semkowski,  
Jamie Karubas, and Kenneth Cole

**2<sup>nd</sup> Place:** Jory Kovacs, Rich Sobiech, and Caleb Longpre

**3<sup>rd</sup> Place:** Scotty Burnette, Steve Gorman,  
Rob Elsey, and Rob English

### Honoring Our Achievements

Taking time to recognize industry leaders is always a highlight of our time together at Convention. Through the Safety Excellence Awards, NIA honored and acknowledged the commitment it takes to maintain a safe workplace. Turn to page 18 to see NIA's Safety Stars from each sector of our industry.

With the Premier Industry Manufacturer™ awards, NIA spotlights the actions of five manufacturer members. Read about this year's winners—Armacell, Johns Manville, Knauf Insulation, Owens Corning, and ROCKWOOL Technical Insulation—on page 20.

In one of the surprises during Convention, NIA President Joe Leo awarded the NIA President's Award to Kenny Freeman for his outstanding individual contributions to the industry and to NIA. The award is presented only when merited, and attendees got to hear just a few examples of not only Kenny's dedication to and passion for the insulation industry and NIA, but also his community endeavors and variety of leadership roles. (Read more on page 5.)

Congratulations to all of NIA's award winners!

### NIA Business Meeting and Committee Session Highlights

On Thursday, 2023–2024 NIA President-Elect Laura Dover led the NIA Business Session, where the new officers and representatives were approved. NIA's new officers for 2023–2024 are:

- President – Laura Dover, Dover Insulation, Inc.
- President-Elect – Jack Bittner, Johns Manville
- Secretary/Treasurer – Rick Sutphin, Performance Contracting, Inc.
- Assistant Treasurer – John C. Stevens, Thermal Solutions, Inc.
- Immediate Past President – Joseph P. Leo, Jr., Atlantic Contracting & Specialties, LLC

For the current list of the Board of Directors and Committee Chairs, please see page 2.

The **Associates Committee** welcomed a panel of engineers for an Ask-an-Engineer session with Jason Harris, CTC, Coatings/Insulation/Refractory, Chevron; and Michael Pardo, Non-Metallic Engineering Specialist, Coatings, Insulation, & Fireproofing Subject Matter Expert, S&B Engineers and Constructors. Johns Manville's Scott Sinclair moderated the session, which generated a great dialogue among attendees and presenters. The committee reviewed and discussed the Premier Industry Manufacturer Award to determine if any opportunities needed to be eliminated or added, and the Chair challenged all companies to sign up to participate in this free program. Turn to page 20 to see the five winning companies for this year.

The **Distributors/Fabricators Committee** attendees heard from Stephen Sasaki, President and Owner, SACK Defense LLC, on the topic of Building an Effective Team.

The **Education and Training Committee** discussed future courses and topics for NIA's Education Center, as well as possible new sponsorship opportunities for the microlearning platform. The committee received an update on hosted courses and partner presentations for the Thermal Insulation Inspector Certification™ Program.

The **Health and Safety Committee** heard from Bradley Shields from the Hawaii Occupational Safety and Health Division Department of Labor and Industrial Relations on the latest OSHA heat stress regulations and more health and safety matters coming down the pipeline. NIA Legal Counsel Gary Auman provided an overview of OSHA updates on various topics, including egregious violations policy, instance-by-instance inspections, recordkeeping, and heat stress. The committee discussed updates to the Safety Excellence Awards for the coming year, as well as potential topics for the Fall Summit meeting such as fall protection, helmet demonstrations, and personal protective equipment.

The **Membership Committee** focused on efforts to create innovative ways to engage new members and first-time attendees, brainstormed recruitment and retention efforts, and considered how to address the needs of small contractors.

## Thank You to Our Sponsors!



The **Merit Contractors Committee** spent time in a roundtable discussion on regional updates regarding backlogs, expedited projects, delayed projects, and staffing issues. In addition, attendees discussed the value a new safety manual could bring to contractors. The group welcomed Stephen Sasaki of SACK Defense LLC, who shared insights on building effective teams.

The **Metal Building Laminators Committee** has completed its update to the NIA Certified Faced Insulation Standard 404.1-2022. A downloadable PDF of the new standard has also been finalized and is available at <https://tinyurl.com/2knbjbyx>. In response to a request by the Technical Information Committee, the committee will be working on a jacketing specifications chart.

The **Technical Information Committee (TIC)** continued its work on two new specification charts for jacketing and sealants/mastics. The committee determined that staff will create web pages for the *Guide to Insulation Product Specifications*. The glossary is already available. All of the documents the TIC regularly updates will continue to be PDFs available online. The committee created a new granular definition with subcategories for rigid and flexible materials, and this update will be made on the product specifications chart and in the Design Guide. TIC members also volunteered to review any new educational courses created over the spring and summer.

The **Union Contractors** were pleased to welcome leadership from the International Association of Heat and Frost Insulators and Allied Workers General President Terrence M. Larkin and General Secretary Treasurer Robert W. Reap for extremely productive and interactive discussions.

The **Young Professional Advisory Committee (YPAC)** heard a presentation on negotiating without fear from Dr. Victoria Medvec. Attendees received updates on the latest NIA Board initiatives, as well as from each of the YPAC's three task forces, including diversity and inclusion, the mentor program, and outreach to engineering students.

### Creating Community among the Insulation Industry

First-time attendee Melissa Smith is Vice President of Training and Development for General Insulation, and she plans to attend future NIA Conventions. In addition to meeting her goals to meet incoming NIA President Laura Dover and learn more about NIA training programs, she saw how "important it is to stay in touch with your community and industry." She added, "I was encouraged to see so many insulation industry leaders and see all the different roles and positions represented."

### Thanks to Our Attendees!

NIA thanks everyone who made the 67<sup>th</sup> Annual Convention such a fabulous gathering! If you were not able to attend this year in Maui, please consider joining us in 2024 at the Naples Grande Beach Resort in Naples, Florida, April 17–19, 2024.



## LOOKING AHEAD:

# 91%

of surveyed attendees indicated they will attend the 68<sup>th</sup> Annual Convention in 2024.

# NIA's Education Center Takes Off

With more than 45 microlearning topics and 800+ users from almost 50 companies, NIA's new Education Center is creating positive buzz in the industry! NIA's new on-demand concept in training and education for the insulation industry is accessible at [www.niaeducationcenter.org](http://www.niaeducationcenter.org). Whether you are new to the industry, are more experienced and want to sharpen your skills and increase your knowledge base, or perhaps you work in a construction-related field, NIA's Education Center has informative content that will help you and your team. "NIA's Education Center is a great visual tool to share valuable industry knowledge and gain new perspectives, especially for our employees who don't normally see the job sites in person," said Jamey Fieler, CEO of PCS Insulation in Sidney, Montana.

## Explore the Continuously Updated Content

We encourage you to explore the new courses that are added throughout the year in the areas of insulation materials, health and safety, general business, energy saving, and human resources.

## Just Added and Available Now

- 9 Most Critical IT Security Protections
- 21<sup>st</sup> Century Prospecting
- Critical Steps to Secure Your Company's Data
- FMI's Economic Forecast—South Region

## New Topics Coming Later This Year

- 5 Keys to Selling Success
- Fitting Factors—What Are They and How Are They Used?
- FMI's Economic Forecast—West Region
- k-, R-, and U-Values
- How to Identify Spam Emails
- Insulation Product Categories
- Measure through Methodology
- Mechanical Insulation Financial Calculator
- Password Security for Your Business
- Scaffold Safety Tips for Your Business
- Weather Barriers, Vapor Retarders, and Condensate Barriers—What Are the Differences?
- What Small Companies Need to Know about Cybersecurity



## Customizing Your Training Experience for Employees

In addition to being a flexible way to train employees, companies can create a custom training package to help streamline their company's education needs. A custom package includes pre-selected courses, the option to customize a unique landing page and add quiz questions, and more. To learn more about this add-on opportunity, contact Erin Penberthy at [training@insulation.org](mailto:training@insulation.org).



## Add Your Content to NIA's Education Center

You now can sponsor an on-demand webinar that allows you to discuss your latest products or services. For this option, the topic and description must be reviewed and approved by NIA. To learn more, please contact Erin Penberthy at [training@insulation.org](mailto:training@insulation.org).

The goal of NIA's Education Center is to meet the growing needs of the insulation industry for easily accessible, on-demand training from a trusted industry source. To learn more about NIA's Education Center, visit [www.insulation.org/educationcenter](http://www.insulation.org/educationcenter). To explore the on-demand platform, visit [www.niaeducationcenter.org](http://www.niaeducationcenter.org). For a 3-minute video demo, go to <https://youtu.be/seNKPI-fhrw>.

NIA Director of Meetings and Education Erin Penberthy is happy to answer any questions; contact her at [training@insulation.org](mailto:training@insulation.org).

Let us know if you have questions, comments, or ideas for new courses by emailing [training@insulation.org](mailto:training@insulation.org).

## Education Center FAQs

**Is there free content for NIA members?** Yes! On the Explore Courses page, you can now browse by selecting "Free for NIA members" to show the courses that are included as part of your NIA membership.

**How do I log in?** Visit [www.niaeducationcenter.org](http://www.niaeducationcenter.org) and click "Sign In" in the upper right corner of the page. Use your email that is used to receive NIA communications. Enter your password to access the portal.

**Can you start a course a finish later?** Yes! You can start and stop a course as needed. You can also replay a course you have already seen.

**If I subscribe, how many people at my company will have access to NIA's Education Center?** Everyone at your company would have unlimited access to all of the courses as part of NIA's Education Center subscription.

**How do I subscribe?** Subscriptions are through your company. The primary representative of each company can subscribe via the subscription page at <https://tinyurl.com/22cbd9fa>. After signing up, your company and every employee will have access to the Premier Training Subscription service through December 2023.

# Maximize Your NIA Membership with a New Certification

Whether you are looking to add another revenue stream to your business, cross-train your current staff and new hires, or inform your end-user clients about inspections and appraisals, NIA has virtual and in-person options to obtain two different certifications for the insulation industry: the Thermal Insulation Inspector Certification™ and the Insulation Energy Appraisal Program™. Plus, for anyone newer to the industry, NIA offers the option to take only Understanding Mechanical Insulation, which is covered in the first 2 days of the full 4-day Thermal Insulation Inspector Certification course. As always, NIA members receive significant registration discounts.

NIA is starting to see Certified Inspector requirements in specifications for projects. We recommend getting someone from your team certified as soon as possible to ensure your business is ready to bid new projects as they arise.

For learning objectives, prequalification details, and course benefits based on your business type, visit [www.insulation.org/training-tools](http://www.insulation.org/training-tools).

## Bring NIA's Courses to Your Clients at Your Location (or Virtually)

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, providing an avenue for your company's end-user and engineer clients to learn more about the value of appraisals and inspections. Each course can be presented in person at your location or hosted virtually, and they can be held anywhere within the United States or Canada. NIA staff members are happy to make sure you receive your member discounts. Contact NIA at [training@insulation.org](mailto:training@insulation.org) for pricing and more information.



### Thermal Insulation Inspector Certification

This certification-level course is designed for experienced insulation professionals ready to learn a new specialty, and companies ready to add insulation system inspection as part of their services. Who should take this course? Anyone who has responsibility for contracts, maintenance, business development, quality assurance/quality control, project oversight, safety, inspections, estimating, management, product development, mechanical insulation system design, and specification development.

**Training Level:** Advanced/Certification Level

**Course Length:** 4 days

#### Upcoming Course Dates

September 18–21

Registration Deadline: August 30

Location: Houston, Texas

December 5–6 and December 12–13 (virtual course)

Registration Deadline: November 13



### Understanding Mechanical Insulation

This course is excellent training for new employees to gain an overview of the mechanical insulation industry and products, focusing on a review of industry market segments; the need for and importance of inspection; the purpose of mechanical insulation systems and why that is important to the inspection process; primary insulation materials and protective coverings; the importance of Safety Data Sheets; and codes, standards, regulations, and guidelines, and how they are intertwined.

**Training Level:** Intermediate

**Course Length:** 2 days

#### Upcoming Course Dates

September 18–19

Registration Deadline: August 30

Location: Houston, Texas

December 5–6 (virtual course)

Registration Deadline: November 13



### Insulation Energy Appraisal Program

This certification-level course teaches students how to determine the optimal insulation thickness and corresponding energy and dollar savings for a project. Learn how to conduct a facility walkthrough, use the 3E Plus® software, utilize infrared cameras during inspections, understand steam efficiencies, analyze and complete an appraisal spreadsheet, and present your customer with a final report that outlines the potential savings and emission reductions that mechanical insulation can provide.

**Training Level:** Advanced/Certification Level

**Course Length:** 2 days

#### Upcoming Course Dates

June 13–14 (virtual course)

Registration Deadline: May 25\*

October 4–5 (virtual course)

Registration Deadline: September 12

\*The June Insulation Energy Appraisal course has limited availability. Please register ASAP to ensure your spot.

## Coming this Fall to NIA's Education Center: Specification and Submittal On-Demand Courses



NIA is converting our Understanding Specifications and Understanding the Submittal Process courses to an on-demand format. These courses will be available early this fall. Email [training@insulation.org](mailto:training@insulation.org) for more information.

# Registration Is Open for Fall Summit 2023— NIA'S ANNUAL MEMBERS-ONLY MEETING

*Fall Summit*  
EDUCATE | ENGAGE | ELEVATE

## KEY DATES AND DEADLINES

**October 2, 2023:** Fall Summit Early-Bird Registration and Hotel Reservation Deadline

**October 16, 2023:** Regular Registration Closes

**October 25–26, 2023:** Fall Summit 2023

NIA's Fall Summit 2023 is open to all NIA members and is the next chance to gather to continue learning, networking, and advancing the industry. Registration is now open, and we invite you to make the most of your NIA membership by engaging with your peers from across the United States.

### The Fall Summit Schedule Has Been Revamped

Schedule highlights include:

- Two Networking Social Hour events on Wednesday and Thursday,
- Forum-style sessions with industry-specific speakers (all on Thursday), and
- Open time for lunch and dinner with clients on Thursday.

If you attend Fall Summit every year, or if this will be your first, please note that the typical Fall Summit schedule has been reconfigured to maximize networking and industry sessions. In addition, Fall Summit 2023 is taking place earlier than usual to avoid scheduling conflicts with other industry meetings. To fully

participate, plan to arrive no later than 4:00 p.m. ET on Wednesday, October 25. Thursday offers a full day of education and networking opportunities. Most attendees can plan to depart on Friday morning. Committee Chairs and the Board of Directors have several meetings Friday morning. Please see the “Updated Schedule-at-a-Glance” on the next page to plan your travel and make arrangements to book client meetings.

### Open Committee Meetings at NIA's Fall Summit

The heart of the members-only Fall Summit meeting is the active participation by attendees in highly targeted industry forums and committee meeting for each sector of the mechanical insulation industry. If you have never attended a NIA committee meeting, we encourage you to start by selecting the one that matches your company's member type. Once you attend a committee meeting, your name will be added to the list of participants, and you will have the chance to get as involved with the committee as you would like and benefit from the opportunities to connect with your peers.





## Updated Schedule-at-a-Glance

### \* WEDNESDAY, OCTOBER 25, 2023

2:30–5:15 p.m.	Registration
12:00–3:00 p.m.	Executive Committee Meeting and Lunch (closed meeting)
3:00–5:00 p.m.	NIA’s Board of Directors Meeting (closed meeting)
5:30–6:30 p.m.	Networking Social Hour

### \* THURSDAY, OCTOBER 26, 2023

7:00 a.m.–4:00 p.m.	Registration
7:00–8:00 a.m.	Membership Committee (closed meeting)
8:00–9:30 a.m.	Networking Breakfast and Keynote Presentation
9:35–11:05 a.m.	Union Contractors Subcommittee (open only to signatory contractors of the International)
9:35–11:35 a.m.	Distributors/Fabricators Session
9:35–11:35 a.m.	Merit Contractors Session
9:35–11:35 a.m.	Associates (Manufacturers) Session
11:05–11:35 a.m.	Union Contractors Session
11:45 a.m.–1:45 p.m.	Open Time for Lunch with Clients
11:45 a.m.–1:45 p.m.	Foundation Board of Directors Meeting and Lunch (closed meeting)
11:45 a.m.–1:45 p.m.	Young Professional Advisory Committee and Lunch (open to members under 40 years of age or new to the industry)
1:45–3:45 p.m.	Health & Safety Session
1:45–3:45 p.m.	Technical Information Session
3:50–5:00 p.m.	Keynote Presentation
5:00–6:00 p.m.	Networking Social Hour
	Open Time for Dinner with Clients

### \* FRIDAY, OCTOBER 27, 2023

8:00–9:00 a.m.	Council of Committees and Board of Directors Meeting and Breakfast (closed meeting)
9:00–10:00 a.m.	Board of Directors Meeting (closed meeting)

## HOW DID YOUR PEERS RATE FALL SUMMIT 2022?

**97%** rated Fall Summit as excellent or good.

**95%** indicated the program content/education met or exceeded expectations.

**92%** learned new information.

### Early Birds Save: Register Today!

The affordable event registration package enables you to bring your team and take advantage of NIA’s member-focused meeting, which includes a keynote speaker presentation, networking breakfast, receptions with open bar, and industry sessions. Register by October 2 to receive the \$310 early-bird registration rate. An additional discount is available for check payments. You can register online at [www.insulation.org/fallsummit2023/registration](http://www.insulation.org/fallsummit2023/registration).

### NIA’s Fall Summit Offers Members:

- **Value**—16 hours of education, one networking keynote breakfast, and two networking receptions are included with your registration.
- **Flexibility**—Minimizing members’ time out of the office is a priority, so all events take place over 1.5 days.
- **Convenience**—All events are at one location: the MGM National Harbor, a 23-acre resort destination with access to three airports.

### MGM National Harbor

The MGM National Harbor offers:

- **Dining**—Eight restaurants and bars, including Voltaggio Brothers Steak House;
- **Casino**—A huge, on-site casino; and
- **Shopping**—Seven 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 \$249 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/fallsummit2023/hotel](http://www.insulation.org/fallsummit2023/hotel), or call 877-646-6847 and mention NIA's Fall Summit.

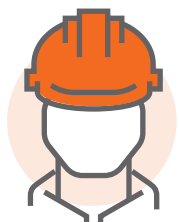
### Much More to Come

NIA's Fall Summit Committee is working with staff to develop the educational programming for the event. The committee includes members from all industry segments to ensure the program meets the needs of all members.

For more information about Fall Summit 2023, please visit [www.insulation.org/fallsummit2023](http://www.insulation.org/fallsummit2023) or email [events@insulation.org](mailto: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](mailto:events@insulation.org) for details.



## Safety Corner

### New OSHA Developments Regarding Heat Illness Prevention and Instance-by-Instance Penalties

By Gary Auman

When narrowing down the topics for this column, I had three ideas on what to cover. Then, as often happens in the area of safety and safety compliance, the Occupational Safety and Health Review Commission (OSHRC) issued a decision in five cases against the United States Postal Service (USPS) alleging General Duty Clause violations involving heat illness prevention. Since we are heading into the warmer summer season in most of the country, I felt that the OSHRC decision needed to be communicated to NIA's members.

The General Duty Clause requires employers to provide a place of employment for their employees that is free from recognized hazards that cause or are likely to cause death or serious physical harm to their employees. As most of you are aware, the General Duty

Clause is currently used by OSHA to ensure that employees are protected from the adverse effects of working in a high heat index environment while the agency is working to develop a standard to set out specific rules to accomplish this mission. For the last several years, employers have had to do the best they can and guess what OSHA expects them to do to protect their employees. I say "guess" at what OSHA expects because without a standard, we have no firm requirements or guidelines as to what must be done.

Over the years, primarily through litigation, the OSHRC and the federal appellate courts have indicated that employers must take feasible steps to protect their employees as stated by the

General Duty Clause. Part of the problem here is that there is no real “set” definition of what is considered to be feasible. Quite a few years ago, OSHA indicated that any steps that would be technically feasible need to be taken, and that economic feasibility does not enter into the equation. Several interesting points have come out of this recent decision by the OSHRC that may challenge the feasibility consideration.

First, understand that the term “feasible” does not appear anywhere in the General Duty Clause. Therefore, the feasibility issue is something created by OSHA and reviewed and further defined by the OSHRC in the federal appellate courts in the five cases before the OSHRC Administrative Law Judge (ALJ). ALJ Sharon D. Calhoun heard the cases separately and vacated the General Duty Clause violations in all five cases. ALJ Calhoun rendered a separate decision in each case. The OSHRC combined all five cases—each one arising in a different geographic area of the country—and affirmed ALJ Calhoun’s decision in the five cases, but also affirmed the citation in one case. The decision of the OSHRC gets into substantial detail in analyzing ALJ Calhoun’s decision. There was a considerable amount of discussion as to whether OSHA had or had not proved that the employees in all five cases were exposed to an excessive heat hazard. I will save the opportunity to elaborate on that discussion by the OSHRC for a future article. What I would like to do here is comment on the reason the OSHRC vacated the General Duty Clause citation in the five cases.

To summarize the decision of the OSHRC in just a few words, it appears that the OSHRC looked at both technical and economic feasibility with regards to the steps OSHA felt the USPS should take to protect employees from the high heat index exposure hazards. In light of this OSHRC decision, from the employer perspective, I feel that you still have received very little guidance from OSHA that you can rely on when developing your heat illness prevention program. I also feel that the OSHRC decision provides an indication that, until we see a specific standard, we cannot operate on a one-size-fits-all approach for heat illness prevention. Contractors are aware of the impact a serious OSHA citation may have on their ability to bid work. There is case law that indicates that a General Duty Clause citation must be cited as serious and cannot be negotiated to a lesser classification, such as Other Than Serious, in any effort to settle out the citation. Therefore, the best approach is to take whatever steps are necessary to develop a solid heat illness prevention program that will stand the feasibility test against which it might be measured by OSHA.

Another interesting OSHA development in recent months arises from a memorandum to Regional Administrators dated January 26, 2023, from Kimberly A. Stille, the Director of Enforcement Programs. This memorandum was designed to provide guidance to Regional and Area Offices “when issuing instance-by-instance (IBI) citations for high-gravity serious violations of OSHA standards specific to

falls, trenching, machine guarding, respiratory protection, permit-required confined spaces, lockout tagout, and other-than-serious violations of OSHA standards specific to recordkeeping.” The original policy for IBI citations originated in 1990. It has become known as citations for egregious violations. These citations were issued only when the Area Director determined that the employer should be cited for a willful violation. Stille’s memorandum is intended to expand the IBI policy to “incentivize employers to proactively prevent workplace fatalities and injuries and provide OSHA another tool to use on its mission to ensure safe and healthful working conditions for America’s workforce.”

The original IBI policy was used as indicated and resulted in separate violations or citations issued to employers for each employee exposed to the hazard created by the willful violation. If the IBI policy is now applied beyond willful violations to serious violations of the hazards identified above, it appears that employers will be exposed to separate violations for each employee who was exposed to a serious violation in any of the areas identified above. For NIA’s contractor members, this would appear to focus on fall protection, permit-required confined space compliance, and respiratory protection issues. In addition, some contractors may also find themselves confronted with trenching, machine guarding, and lockout tagout compliance issues, as well as potential other-than-serious citations for recordkeeping violations.

I pass this information on to urge you to review your current programs in the areas impacted by this memorandum and to be sure that the programs you have in these areas establish solid requirements for your employees to follow to protect themselves from the identified hazards. Also, you MUST be sure you are able to demonstrate that you are taking all available steps to ensure that your employees are complying with the rules you have established. The new OSHA policy outlined in the January 26 memo is now in effect.



**GARY AUMAN** ([www.amfd Dayton.com](http://www.amfd Dayton.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.



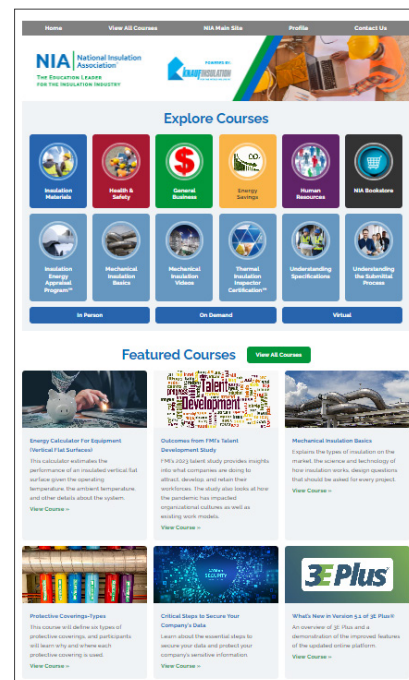


# NIA's Education Center

On-Demand Training and Education for the Mechanical Insulation Industry

## Benefits of NIA's Premier Training Subscription

- **Cost Savings:** For one low annual fee, all company employees receive access to custom insulation industry-specific training on an annual basis.
- **Variety:** Training is available to increase skills for every professional on your team.
- **Convenience:** Content is offered on demand and in short videos that easily fit into your schedule.
- **Complimentary Access to Popular NIA Training Programs:** NIA's Mechanical Insulation Basics course and NIA's Mechanical Insulation Installation Video Series are included as part of the subscription fee.



## Education Topics

Browse course topics—in the areas of Health and Safety, Insulation Materials, General Business, Energy Savings, and Human Resources—by visiting [www.NIAeducationcenter.org](http://www.NIAeducationcenter.org). Check back often, as new courses will be continually created and added throughout 2023 for you and your team.

## Subscribe Now

Visit [www.insulation.org/NIAeducationcenter](http://www.insulation.org/NIAeducationcenter) to subscribe and for more information, including pricing. For questions, please email [training@insulation.org](mailto:training@insulation.org).

### Sponsorship Opportunities for NIA's Education Center

Host a pre-recorded webinar  
 (can be product focused)

Create a custom training bundle to  
 streamline your company's training needs

For more information about sponsorship, please email Erin Penberthy at [training@insulation.org](mailto:training@insulation.org)

# Safety Excellence Award Winners Honored at Maui Convention

NIA's Safety Excellence Award honors member companies with our highest industry honor for outstanding safety performance in the mechanical insulation industry. Guided by NIA's Health and Safety Committee, the program honors four levels of excellence: Platinum, Gold, Silver, and Bronze for Associates (Manufacturers), Contractors, Distributors/Fabricators, and Metal Building Laminators. 2022 Safety Excellence Award winners were announced during our 67<sup>th</sup> Annual Convention in Maui. In honoring the winners, NIA's Executive Vice President/CEO Michele M. Jones said, "We are pleased to honor our member companies that not only make safety a top priority but also put in the work every day to make continuous improvements to their safety programs."

## ASSOCIATE (MANUFACTURER) CATEGORY WINNERS ARE:

### Platinum:

Armcell, *Chapel Hill, NC*

CertainTeed, *Malvern, PA*

Knauf Insulation, Inc., *Shelbyville, IN*

Owens Corning, *Toledo, OH*

Proto Corporation, *Clearwater, FL*

ROCKWOOL Technical Insulation, *Houston, TX*

### Gold:

Alkegen, *Tonawanda, NY*

Ideal Tape, *Lowell, MA*

Johns Manville, *Denver, CO*

Promat, Inc., *Maryville, TN*

I-Star Energy Solutions, *Quarryville, PA*

JTThorpe Industrial, Inc., *Phoenix, AZ*

Performance Contracting, Inc. (PCI), *Lenexa, KS*

Summit Contracting, LLC, *Portland, OR*

Thermal Solutions, Inc., *Proctorville, OH*

### Gold:

Farwest Insulation Contracting, *Anaheim, CA*

Geo. V. Hamilton, Inc., *McKees Rocks, PA*

International Asbestos Removal, Inc., *Babylon, NY*

Luse Thermal Technologies, *Aurora, IL*

Pro Insulation, *Fort Smith, AR*

TBN Associates, Inc., *Lanham, MD*

### Silver:

F & H Insulation Sales and Services, Inc., *Kechi, KS*

## CONTRACTOR CATEGORY WINNERS ARE:

### Platinum:

Advanced Industrial Services, LLC, *Toledo, OH*

Advanced Nuclear, LLC, *Aston, PA*

Advanced Specialty Contractors, LLC, *Aston, PA*

Apache Industrial Services, Inc., *Houston, TX*

API Construction Co., *New Brighton, MN*

Argus Contracting, LLC, *Santa Fe Springs, CA*

Atlantic Contracting & Specialties, LLC, *Hicksville, NY*

Cornerstone Services Group, LLC, *Omaha, NE*

DKB, Inc., *Pasco, WA*

Gribbins Insulation Company, Inc., *Evansville, IN*

Hawkeye Insulation Specialists, Inc., *Cedar Rapids, IA*

## DISTRIBUTOR/FABRICATOR CATEGORY WINNERS ARE:

### Platinum:

American Mechanical Insulation Sales, Inc., *Farmington Hills, MI*

Specialty Products & Insulation, *Charlotte, NC*

### Gold:

Bay Insulation Supply, Inc., *Green Bay, WI*

Coverflex Manufacturing, Inc., *Houston, TX*

Geo. V. Hamilton, Inc., *McKees Rocks, PA*

## METAL BUILDING LAMINATOR CATEGORY WINNERS ARE:

### Gold:

Bay Insulation Systems, Inc., *Green Bay, WI*

**2022**  
RECIPIENT

NATIONAL INSULATION ASSOCIATION®  
**NIA'S SAFETY  
EXCELLENCE AWARD**



**Armacell Platinum Winners:**

Sandy Shattles, *Director of Marketing*, John Steber, *Safety Coordinator*, and Jeff Lippy, *Plant Manager*



**Performance Contracting, Inc. Platinum Winners:**

Rick Sutphin, *Senior Vice President of Operations*, and Mike Hill, *Senior Manager of Corporate Safety*

Thank you to our members who sent photos with their awards!

Send your photos with your award and your team to [editor@insulation.org](mailto:editor@insulation.org) so that we can celebrate with you!

## 2023 Safety Excellence Awards and Schedule

Applications for the 2023 Safety Excellence Award will be available in May on NIA's website at [www.insulation.org/membership/safety-award](http://www.insulation.org/membership/safety-award). Award applications are due on September 1, 2023.

NIA created the award program nearly 20 years ago to recognize top NIA member companies that have established structured safety programs to ensure the well-being of their employees and create safe working environments. To promote continuous safety improvement, all applicant companies receive an individualized and detailed Safety Training Analysis Results (STAR) Report™. The STAR Report includes personalized recommendations based on each applicant's answers to the application questions.

If your company has never applied before, we offer first-time applicants a 50% discount on the application fee to encourage member participation.

### **SAFETY EXCELLENCE AWARD APPLICATIONS DUE:**

September 1, 2023

### **WINNERS ANNOUNCED:**

NIA's 68<sup>th</sup> Annual Convention

April 17–19, 2024

Naples Grande Beach Resort

Naples, Florida

For more information, email [membership@insulation.org](mailto:membership@insulation.org).



# NIA Honors Five Premier Industry Manufacturers

NIA takes great pride in recognizing exemplary member companies that take actions to advance the mechanical insulation industry. Through NIA's Premier Industry Manufacturer™ awards, companies demonstrate to their customers, employees, and peers that they are industry advocates and leaders.

In announcing the winners during NIA's 67<sup>th</sup> Annual Convention in Maui, Hawaii, on March 17, NIA's Executive Vice President/CEO Michele M. Jones said, "Each year, I am impressed by the way these NIA member companies find new, innovative, and tangible ways to amplify the message about the power of insulation and their commitment to NIA. These manufacturers are setting themselves apart from the pack by demonstrating the importance of involvement and leadership."

## Leading the Way for the Industry and NIA

First presented in 2019, this award is available exclusively to NIA member companies to reward their leadership, commitment, and support to the mechanical insulation industry and NIA. Each of the winning companies participated in activities and actions that support NIA and the industry.

To learn more about this yearly award, visit the Premier Industry Manufacturer Award web page at [www.insulation.org/membership/premier\\_manufacturer](http://www.insulation.org/membership/premier_manufacturer).



## The 2023 Premier Industry Manufacturers are:



MAKING A DIFFERENCE AROUND THE WORLD

Armacell  
[www.armacell.us](http://www.armacell.us)



Johns Manville  
[www.jm.com](http://www.jm.com)



Knauf Insulation, Inc.  
[www.knaufinsulation.us](http://www.knaufinsulation.us)



Owens Corning  
[www.owenscorning.com](http://www.owenscorning.com)



ROCKWOOL Technical Insulation  
[www.rockwool.com](http://www.rockwool.com)

## 2024 Premier Industry Manufacturer Program Key Dates

### APPLICATION DEADLINE:

November 11, 2023

### MEMBER POINT TRACK FORM DUE:

December 20, 2023

### WINNERS ANNOUNCED:

NIA's 68<sup>th</sup> Annual Convention

April 17–19, 2024

Naples Grande Beach Resort, Naples, Florida

# From the Foundation Board of Directors

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



**Mechanical Insulation**  
EDUCATION TRAINING ADVANCEMENT

The Foundation's Board of Directors met in March and discussed a long list of initiatives planned for 2023, as well as ideas for securing support to ensure the Foundation's success in the future.

Currently, the Foundation is funded primarily by voluntary contributions from more than 50 member companies, regional associations, and industry organizations that support the Foundation's mission and believe in its ability to advance the industry. It is important for contributors to understand how their contributions are being used to support the Foundation's mission; and to that end, the Board of Directors is looking into the development of several outreach initiatives. One option would be a town hall-type stakeholder meeting to discuss current and future initiatives and engage with current contributors on the needs of the industry. A second meeting would focus on sharing the importance of Foundation endeavors to companies and individuals who are not yet Foundation contributors. With the Foundation's emphasis on education and information sharing, the Board is looking to widen the net of active participants.

Additional areas of support being researched are grant funding opportunities and the potential for establishing an endowment program. An endowment is a donation of money or property to a nonprofit organization that uses the resulting investment income for a specific purpose. These types of programs will help sustain the Foundation financially and ensure its ability to carry out its mission for years to come.

Finally, concept development continues for a national insulation standard.

### Educational Resource Development

NIA launched its Education Center and is pleased to report that almost 50 companies have subscribed. The Foundation continues to support the creation of new content and is currently working on a variety of microlearning topics, including What Small Companies Need to Know about Cybersecurity, Scaffold Safety Tips for Your Business, 5 Keys to Selling Success, plus many more. To see the list of new topics coming later this year, turn to page 10.

Foundation Board member Dean Burows of DKB, Inc. noted, "By investing in a training package through NIA's Education Center, you are ensuring your education dollars will help produce the knowledge and skills—through real-life, current, and practical business models—that your employees need, creating a tangible ROI and positive impact on your bottom line. With superior training directly related to our industry, we can begin to develop the future of our businesses and our workforce to keep our industry moving forward."

### Welcome New Contributors

The Foundation extends its sincerest thanks to its newest contributors for their support:

- Argus Contracting
- Cornerstone Services Group

For a full list of contributors, please visit [www.insulation.org/foundation/contributors](http://www.insulation.org/foundation/contributors).

**We would love to welcome your company as a contributor! For answers to questions, please contact Kristin V. DiDomenico, Program Manager, [kdidomenico@insulation.org](mailto:kdidomenico@insulation.org).**

Instructions on how to use NIA's new membership and educational portals are available at:  
<https://insulation.org/about-nia/makingthemostofyourmembership>

## NIA'S ONLINE RESOURCES

[Insulation.org](https://insulation.org)  
[InsulationOutlook.com](https://insulation.org/InsulationOutlook.com)

[www.niaeducationcenter.org](https://www.niaeducationcenter.org)  
[InsulateMetalBuildings.org](https://InsulateMetalBuildings.org)

[www.linkedin.com/company/NIAinfo](https://www.linkedin.com/company/NIAinfo)  
[www.youtube.com/NIAinfo](https://www.youtube.com/NIAinfo)

## EVENT CALENDAR



703-464-6422

[www.insulation.org/events/calendar](https://www.insulation.org/events/calendar)

[events@insulation.org](mailto:events@insulation.org)

### NIA MEETINGS

#### NIA's Fall Summit 2023

October 25–26, 2023

MGM National Harbor

National Harbor, Maryland

#### NIA's 68<sup>th</sup> Annual Convention

April 17–19, 2024

Naples Grande Beach Resort

Naples, Florida

### NIA EDUCATION AND TRAINING

For information about education programs and training opportunities, please visit

[www.insulation.org/training-tools](https://www.insulation.org/training-tools)

### REGIONAL INSULATION MEETINGS

[www.insulation.org/events/regionalcalendar](https://www.insulation.org/events/regionalcalendar)

[events@insulation.org](mailto:events@insulation.org)

#### Central States Insulation

##### Association (CSIA)

Contact: Rachel Pinkus

937-278-0308, [www.csiaonline.org](https://www.csiaonline.org)

##### CSIA/ESICA 2023 Fall Conference

September 6–8, 2023

The Ritz-Carlton

Naples, Florida

#### Eastern States Insulation

##### Contractors Association (ESICA)

Contact: John F. DeLillo

516-922-7855, [www.esica.org](https://www.esica.org)

##### ESICA/CSIA 2023 Fall Conference

September 6–8, 2023

The Ritz-Carlton

Naples, Florida

#### Midwest Insulation Contractors

##### Association (MICA)

Contact: Rachel Pinkus

937-278-0308, [www.micainsulation.org](https://www.micainsulation.org)

##### MICA 66<sup>th</sup> Annual Conference

June 18–22, 2023

Cheyenne Mountain Resort

Colorado Springs, Colorado

#### Southeastern Insulation Contractors

##### Association (SEICA)

Contact: Erin Penberthy

[Director@seica.org](mailto:Director@seica.org), [www.seica.org](https://www.seica.org)

##### SEICA 2023 Spring Meeting

June 25–27, 2023

The Grand Hotel Golf Resort & Spa

Point Clear, Alabama

#### Southwest Insulation Contractors

##### Association (SWICA)

Contact: Linda Tracey

713-977-0909, [www.swicaonline.org](https://www.swicaonline.org)

##### SWICA 65<sup>th</sup> Anniversary Conference

June 3–6, 2023

Shangri-La Resort

Monkey Island, Oklahoma

### NIA News

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### Thermal Insulation Association of Canada (TIAC)

Contact: Robin Baldwin

613-724-4834, [www.tiac.ca](https://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](https://www.wica1.com)

#### WICA Annual Convention

September 10–12, 2023

Big Sky Resort

Big Sky, Montana