

## 2023 NIA Membership Application

Check all boxes that apply and send your completed form with the appropriate payment to NIA, 516 Herndon Parkway, Suite D, Herndon, VA 20170; Phone: (703) 464-6422; Fax: (703) 464-5896; Email: [membership@insulation.org](mailto:membership@insulation.org)

**50% Off (6-month) Membership Special!**  
 Join NIA now and receive 50% off membership dues rates. (Branch locations excluded.) With approved application and dues payment your membership will be valid from July–December 31, 2023.  
**This promotion is valid for first-time members only.**  
**This offer expires on July 21, 2023.** This application will be reviewed for prior membership status with NIA.

**\*\*Verification of Member Type**

All membership applications are subject to the review and approval of NIA’s Executive Committee. Information submitted on your application is submitted on a monthly report for review and approval. Documentation may be requested to support your member type request and will be used for informational purposes only. According to NIA Bylaws, Section Administration A-1, Article V: Membership, Section 10: Admission to Membership, when an applicant is engaged in multiple business activities that would result in eligibility for more than one class of membership, the applicant shall be classified based upon its primary type of business activity in the commercial and industrial insulation market. A full version of the NIA Bylaws is available on the Members Only side of [www.insulation.org](http://www.insulation.org).

**Dues payment must accompany application.**  
**Regular rates are in black and cash/check discount rates are in green throughout.**

### STEP 1: Member Type Selection

**Active Member\*\***  
 Contractor, Distributor, Fabricator, or Laminator. Any person, firm, partnership, corporation, or legal entity, a part of whose business is the contracting, distributing, fabricating, or laminating of commercial or industrial insulation, fire proofing, or firestopping, and/or environmental remediation products or services, shall be eligible to become an Active Member of the Association. Annual dues are based upon the total revenue generated by such business. If you have more than one location you may add them to the Branch Location section below.

**Check the appropriate Active Member type (check one):**  
 Contractor     Distributor     Fabricator     Laminator

**Check your labor type:**  
 Merit     Union     Both     Not Applicable

**Check the appropriate dues category:**

Revenue (\$ millions)	Annual Dues	Revenue (\$ millions)	Annual Dues	Revenue (\$ millions)	Annual Dues	The dues category you select will reflect the amount of dues you pay each year for renewal and the revenue category that will appear with your company's listing in the Membership Directory & Resource Guide.
<input type="checkbox"/> 0–1	<del>\$960</del> / <del>\$925</del> <b>\$480 / \$462.50</b>	<input type="checkbox"/> 6+–10	<del>\$2,510</del> / <del>\$2,415</del> <b>\$1,255 / \$1,207.50</b>	<input type="checkbox"/> 20+–30	<del>\$7,860</del> / <del>\$7,560</del> <b>\$3,930 / \$3,780</b>	
<input type="checkbox"/> 1+–3	<del>\$1,125</del> / <del>\$1,080</del> <b>\$562.50 / \$540</b>	<input type="checkbox"/> 10+–15	<del>\$3,940</del> / <del>\$3,790</del> <b>\$1,970 / \$1,895</b>	<input type="checkbox"/> 30+–50	<del>\$12,610</del> / <del>\$12,125</del> <b>\$6,305 / \$6,062.50</b>	
<input type="checkbox"/> 3+–6	<del>\$1,470</del> / <del>\$1,415</del> <b>\$735 / \$707.50</b>	<input type="checkbox"/> 15+–20	<del>\$5,510</del> / <del>\$5,295</del> <b>\$2,755 / \$2,647.50</b>	<input type="checkbox"/> 50+	<del>\$16,275</del> / <del>\$15,650</del> <b>\$8,137.50 / \$7,825</b>	

**Check your company's area of expertise:**

<input type="checkbox"/> Acoustic Products/Services	<input type="checkbox"/> Commercial Insulation	<input type="checkbox"/> Firestopping	<input type="checkbox"/> Marine	<input type="checkbox"/> Plumbing Insulation	<input type="checkbox"/> Removable Insulation
<input type="checkbox"/> Asbestos Abatement	<input type="checkbox"/> Distribution	<input type="checkbox"/> Heat Tracing	<input type="checkbox"/> Metal Building Insulation Laminator	<input type="checkbox"/> Power	<input type="checkbox"/> Scaffolding
<input type="checkbox"/> Building Envelope	<input type="checkbox"/> Fabrication	<input type="checkbox"/> HVAC Insulation	<input type="checkbox"/> Paintings/Coatings	<input type="checkbox"/> Refractory	<input type="checkbox"/> Refrigeration Insulation
<input type="checkbox"/> Cold Storage	<input type="checkbox"/> Fire Proofing	<input type="checkbox"/> Industrial Insulation			

**Associate Manufacturer Member\*\* (Dues ~~\$4,290~~ \$2,145 / ~~\$4,125~~ \$2,062.50) (Non-Voting) Request the Manufacturers' Buyers Guide sheet.**

Any person, firm, partnership, corporation, or legal entity, a part of whose business is the manufacture and sale of materials, products, equipment, or services for the commercial or industrial insulation and/or environmental remediation industries, is limited to becoming an Associate Member of the Association. Associate Members shall not be entitled to vote or hold office in the Association, but with the approval of the Board of Directors may attend meetings and participate in discussions and programs.

**Branch Locations (Additional locations for Active and Associate members \$155 / \$150) (Non-Voting)**

Active or Associate members may list additional locations under the branch membership category. Branch locations must have the same federal identification number as the parent company. (If the branch location does have their own federal identification number, then they must apply for separate membership). All membership privileges (except voting) shall extend to all branches or additional locations. Branches ARE NOT eligible for separate membership. Dues \$155/\$150 per branch \_\_\_ # of locations @ \$155/\$150 each = \$ \_\_\_ Total Amount. (Add amount to your appropriate dues level.) Send branch information, including company name, address, phone, and fax and the contact information for the branch manager on a separate page.

**Associate Supplier Member\*\* (Dues ~~\$1,875~~ \$937.50 / ~~\$1,805~~ \$902.50) (Non-Voting)**

Any person, partnership, firm, or corporation, whose business is in the manufacture and sale of materials, products, equipment, or services only for or to Associate Members of the NIA to be used in the manufacture and sale of materials, products, equipment, or services for the commercial or industrial insulation and/or environmental remediation industries is eligible to become an Associate Supplier Member of the Association. Supplier members shall not be entitled to vote or hold office in the Association, but with the approval of the Board of Directors may attend meetings and participate in discussions and programs.

**Affiliate Member\*\* (Dues ~~\$1,380~~ \$690 / ~~\$1,325~~ \$662.50) (Non-Voting)**

Any association or group that represents industries that either use the services of the Active members of the NIA or design or specify systems or components of systems that use the services of Active Members of the NIA or materials manufactured by Associate members of the NIA may be admitted as an Affiliate Member of the NIA. An Affiliate Member of the NIA shall not be entitled to vote or hold office in the NIA, but, with approval of the NIA Board of Directors, staff members of the affiliate may attend meetings and participate in discussions. While NIA publications may be sent to a staff representative of the Affiliate Member, no other NIA member benefit will be provided to the affiliate member without approval of the NIA Board of Directors.

**Holding Company Member\*\* (Dues ~~\$1,045~~ \$522.50 / ~~\$1,005~~ \$502.50) (Non-Voting)**

Any firm, partnership, corporation, or legal entity that owns all or part of at least one Active Member shall be eligible to become a Holding Company Member. Holding Company Members shall not be entitled to vote or hold office in the Association, but with approval of the Board of Directors may attend meetings and participate in discussions and programs.  
Active member names \_\_\_\_\_

**International Affiliate Member\*\* (Dues ~~\$1,955~~ \$977.50 / ~~\$1,880~~ \$940) (Non-Voting)**

This membership is available to any person, firm, partnership, corporation, or legal entity, a part of whose business is the contracting, distributing, fabricating, laminating, or manufacturing of commercial or industrial insulation and/or environmental remediation products or services. Such entities shall be eligible to become an international member of the Association, provided that NO business is currently conducted within the United States of America. If an International member begins conducting business within the United States of America, its membership within the Association would automatically be reclassified under Article V, Section 1 or Section 2 of these Bylaws.

**Manufacturer Representative\*\* (Dues ~~\$1,875~~ \$937.50 / ~~\$1,805~~ \$902.50) (Non-Voting)**

Any person, firm, partnership, corporation, or legal entity whose primary business is the independent representation of multiple product lines, including materials, products, equipment, or services for the commercial or industrial insulation and/or environmental remediation industries, shall be eligible to become a Manufacturers Representative Member of the Association. Manufacturers Representative Members shall not be entitled to vote or hold office in the Association but with the approval of the Board of Directors may attend meetings and participate in discussions and programs.

**Consultant\*\* (Dues ~~\$1,875~~ \$937.50 / ~~\$1,805~~ \$902.50) (Non-Voting)**

Any person, firm, partnership, corporation, or legal entity, whose primary business is to provide advice related to materials, products, equipment, or services for the commercial or industrial insulation and/or environmental remediation industries shall be eligible to become a Consultant Member of the Association. Consultant Members shall not be entitled to vote or hold office in the Association, but with the approval of the Board of Directors may attend meetings and participate in discussions and programs.

## STEP 2: NIA's Premier Education Center Subscription (Optional)

NIA's Education Center is a members-only resource that offers training and education for the insulation industry to meet the growing need for easily accessible, on-demand training from a trusted industry source. With more than 50 topics available, and content added throughout the year, it is the go-to national resource for information and training tools specifically designed for anyone who is involved in the mechanical insulation industry. For information on free member resources and subscription options for Premier Content, please visit <https://insulation.org/training-tools/naeducationcenter>.

Subscription access will run through December 31, 2023 and will be available to anyone within your company. To subscribe, the primary representative, designated above, can sign up for this service by choosing the corresponding rate below to the membership type/level that you are applying for under Step 1. For questions, please email [membership@insulation.org](mailto:membership@insulation.org).

Active Member's Revenue (in millions)	Premier Training Subscription Package Pricing (renews annually) (Regular Rate/Check Discount)
0-1	\$520/\$500
1+ -3	\$520/\$500
3+ -6	\$780/\$750
6+ -10	\$1300/\$1,250
10+ -15	\$1,820/\$1,750
15+ -20	\$2,600/\$2,500
20+ -30	\$3,120/\$3,000
30+ -50	\$3,900/\$3,750
50+	\$5,200/\$5,000
<b>Associate Members (Manufacturers)</b>	\$5,200/\$5,000
<b>Associate Supplier</b>	\$2,600/\$2,500
<b>International Affiliate</b>	\$2,600/\$2,500
<b>Consultant/Manufacturer Rep</b>	\$2,600/\$2,500

### STEP 3: Company and Representative Contact Information

Company \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Phone \_\_\_\_\_ Fax \_\_\_\_\_ Website \_\_\_\_\_

\*Primary Rep. Name \_\_\_\_\_ Title \_\_\_\_\_ Email \_\_\_\_\_

Preferred Mailing Address \_\_\_\_\_

(or check here if same as company address)

Rep. Name \_\_\_\_\_ Title \_\_\_\_\_ Email \_\_\_\_\_

Preferred Mailing Address \_\_\_\_\_

(or check here if same as company address)

Rep. Name \_\_\_\_\_ Title \_\_\_\_\_ Email \_\_\_\_\_

Preferred Mailing Address \_\_\_\_\_

(or check here if same as company address)

Safety Program Management Rep. Name \_\_\_\_\_ Title \_\_\_\_\_ Email \_\_\_\_\_

Preferred Mailing Address \_\_\_\_\_

(or check here if same as company address)

Marketing Rep. Name \_\_\_\_\_ Title \_\_\_\_\_ Email \_\_\_\_\_

Preferred Mailing Address \_\_\_\_\_

(or check here if same as company address)

Training Rep. Name \_\_\_\_\_ Title \_\_\_\_\_ Email \_\_\_\_\_

Preferred Mailing Address \_\_\_\_\_

(or check here if same as company address)

Insurance Purchases Rep. Name \_\_\_\_\_ Title \_\_\_\_\_ Email \_\_\_\_\_

Preferred Mailing Address \_\_\_\_\_

(or check here if same as company address)

Technical Information Rep. Name \_\_\_\_\_ Title \_\_\_\_\_ Email \_\_\_\_\_

Preferred Mailing Address \_\_\_\_\_

(or check here if same as company address)

Accounts Payable/Receivable Rep. Name \_\_\_\_\_ Title \_\_\_\_\_ Email \_\_\_\_\_

Preferred Mailing Address \_\_\_\_\_

(or check here if same as company address)

Legislative/Advocacy Rep. Name \_\_\_\_\_ Title \_\_\_\_\_ Email \_\_\_\_\_

Preferred Mailing Address \_\_\_\_\_

(or check here if same as company address)

*\* The first representative is considered to be the primary contact for NIA and receives membership dues invoices and fax broadcasts. All representatives will receive Insulation Outlook, NIA News, the Membership Directory & Resource Guide, and all association communications and mailings. Active Member representatives ONLY are authorized to vote upon any matter submitted to a vote of the members. Each Active Member is entitled to one vote. Submit changes in address or representative names/titles by faxing, mailing, or emailing membership@insulation.org. This ensures continued receipt of association communications and correct listings of print and online directories. To add additional Representatives, please email membership@insulation.org.*

## STEP 4: Payment

Membership dues amount \$ \_\_\_\_\_ + Branch dues \$ \_\_\_\_\_ + Premier Education Center Subscription (Optional) \$ \_\_\_\_\_ = Total \$ \_\_\_\_\_

Check enclosed       VISA       MasterCard       Amex

Acct # \_\_\_\_\_ Exp. date \_\_\_\_\_ CVV \_\_\_\_\_

Billing address \_\_\_\_\_

Signature \_\_\_\_\_ Date \_\_\_\_\_

### Tax Deductions for Association Dues

Annual membership dues are tax-deductible for most members as an ordinary and necessary business expense but ARE NOT deductible as charitable contributions. A portion of your dues will pay for your subscriptions to *Insulation Outlook* magazine and *NIA News*.

Compliance with the Tax Reform Act of 1993 requires that the portion of dues attributable to lobbying and political activities at the state and federal levels of government be considered non-deductible for income tax purposes. This non-deductible portion must be disclosed to members on their dues invoice each year. For 2023, 1% or less of your membership dues is projected to be allocated to advocacy/lobbying efforts and is nondeductible for federal income tax purposes as an ordinary and necessary business expense.

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In accordance with the GDPR, the information provided to us by you or your company will be used to provide membership services. We retain our records of these activities to better serve you and to be able to verify your participation in events or educational activities. NIA does not sell membership information to third parties. The NIA believes in transparency and will provide your stored information upon request. For UE companies, please opt in by providing or verifying your information.



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