



THE NATIONAL INSULATION ASSOCIATION
Representing the Mechanical and Specialty Insulation Industry

**Education.
Networking.
Best Practices.**

JOIN US!



THE VOICE OF THE INSULATION INDUSTRY SINCE 1953
NIA and its members give insulation a voice. Make your voice heard and join today.



The National Insulation Association (NIA) is a not-for-profit organization representing all facets of the mechanical insulation industry in both the commercial and industrial markets. For more than half a century (est. 1953), NIA has been the voice of the insulation industry, dedicated to keeping the commercial, industrial, and mechanical insulation industry up-to-date on the latest industry trends and technologies.

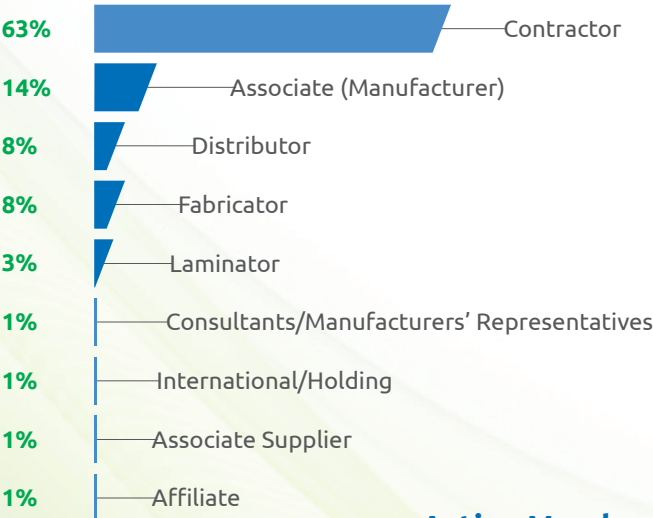
We proudly represent and support the growth and advancement of an industry whose members provide mechanical insulation, insulation accessories, and components throughout the nation. The insulation industry is committed to energy savings, safety, and enhanced productivity for their customers and for the good of our planet.

NIA’s Mission Statement

To increase the success and professionalism of its membership through:

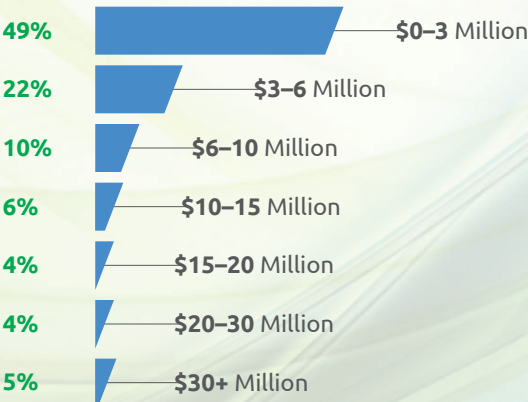
- Strengthening and developing the insulation industry;
- Elevating the image of the standards of the industry;
- Keeping our members informed of important industry-related developments;
- Providing high-quality insulation training programs; and
- Serving as an effective industry representative with outside groups such as government and labor.

Members By Type



Your company’s decision to join NIA will benefit the insulation industry. Join hundreds of other companies dedicated to promoting the value of insulation, its cost savings, and the role it plays in the future of energy conservation.

Active Members By Revenue



MEMBER BENEFITS

NIA provides services, resources, and opportunities for networking and advanced learning that enhance our members' ability to operate successful businesses.

The educational content we provide at industry events is second to none.

NIA members receive:

- Discounts on exclusive industry products, services, and training resources for your employees and customers.
- The exclusive opportunity to participate in the annual Theodore H. Brodie Distinguished Safety Award program.
- Subscriptions to *Insulation Outlook*, NIA's monthly trade magazine, and *NIA News*, NIA's members-only newsletter.
- Invitations to NIA's Fall Summit, an annual members-only meeting.
- Networking and knowledge-sharing opportunities with fellow members, industry experts, potential customers, and other industry associations.
- A listing in the annual *NIA Buyers Guide: Insulation Products and Providers* directory (print and online searchable database), which is sent to more than 10,000 end users of insulation products and services.
- Various communications to help members stay current on NIA industry and legislative activities.
- Representation on Capitol Hill and with federal and state agencies such as the Department of Energy, General Services Administration, and state energy offices.
- Discounts on advertising services in a variety of print and online communication resources.
- Access to exclusive members-only resources in the members-only section of www.insulation.org.
- Discounts on voice and data services.
- And so much more!

Please visit www.insulation.org to explore all that NIA offers and to learn more about how membership with NIA can work for your company and its employees.

VISIT US AT:



Facebook

www.facebook.com/NIAinfo



Vimeo

vimeo.com/NIAinfo/vod_pages



Twitter (NIA Information)

www.twitter.com/NIAinfo



YouTube

www.youtube.com/NIAinfo



(Mechanical Insulation Industry News)

www.twitter.com/InsulationInfo

SAVINGS FOR MEMBERS

- NIA’s Annual Convention—more than \$600
- Insulation Energy Appraisal Program (IEAP)—more than \$200
- Products and Services—significant savings (a few examples listed below)
 - *Mechanical Insulation Installation Video Series*—more than \$600 for the compilation DVD
 - NIA Insulation Sampler—more than \$75
- *Insulation Outlook*—\$100 per year
- Advertising—10 to 25% off your entire advertising package
- MTL Product Catalog—25% off your entire package
- Theodore H. Brodie Distinguished Safety Award, STAR Report—more than \$5,000 in valuable safety-program feedback

ASSOCIATION FUNDS AT WORK



NIA counts on the support of its members in order to ensure its ability to provide quality services and resources to grow and enhance our members’ businesses and the entire mechanical insulation industry.

*NIA programs contribute a small portion to the Foundation.



ANNUAL MEETINGS AND INDUSTRY EVENTS

NIA provides opportunities throughout the year for members and mechanical insulation professionals to improve their skills, develop professional networks, and grow their businesses.

NIA's Annual Convention is the premier national gathering for the mechanical insulation industry, offering valuable and unique educational sessions, networking opportunities, and entertaining evening events. Established in 1955, this 4-day event is held in the spring at various warm-weather destinations across the country and consists of keynote and educational presentations, roundtable discussions, technical presentations, committee meetings, a golf tournament, a spouse program, and more.

80%

of Convention attendees made new business contacts

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THE VOICE OF THE INSULATION INDUSTRY

85%

of Convention attendees gained new industry knowledge

NIA's Fall Summit is an annual 2-day, members-only event that includes topical speakers, open committee meetings, tailored industry sessions, and networking opportunities to develop new business relationships.

Fall Summit 

EDUCATE | ENGAGE | ELEVATE

Insulation Expo (IEX) USA is hosted by Reed Exhibitions and is the only North American international trade show for the mechanical insulation industry. IEX USA is held every other year in conjunction with NIA's Fall Summit and brings together the industry supply chain in one location and provides the opportunity for NIA members to reach engineers and mechanical insulation end users. As an added bonus, NIA members receive discounts on booth space and packages. For more information, please visit www.iexusa.com.

IEX
INSULATION EXPO USA

COMMITTEE PARTICIPATION



NIA's committees address current issues affecting all segments of the mechanical insulation industry. Your membership with NIA gives you and your company an opportunity to share industry knowledge and advance the objectives of each committee.

Associates Committee

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

Distributors/Fabricators Committee

Purpose: To promote the value of the distributor/fabricator to the mechanical insulation industry, help grow the industry, and provide ongoing education and training to the distributor/fabricator members.

Health and Safety Committee

Purpose: NIA is committed to the health, safety, and welfare of its members, customers, and the insulation industry. Through professional safety leadership, the committee will actively promote the highest standards of safety and health excellence to ensure a safe working environment.

Merit Contractors Committee

Purpose: To promote the growth of the industrial and commercial merit contractor through education, training, and network exchange.

Metal Building Laminators Committee*

Purpose: The Metal Building Laminator Committee is composed of laminators of metal building insulation who are dedicated to developing and promoting industry standards and educational programs that will help members become more professional, productive, and profitable.

**This committee also meets during MetalCon (www.metalcon.com), an annual event for metal construction products, technologies, and solutions.*

Technical Information Committee

Purposes: To serve as a forum for identifying and addressing technical issues confronting NIA members.

Union Contractors Committee

Purpose: To promote the growth of industrial and commercial union contractors through education, training, productivity enhancement, and strong union relations.

COMMITMENT TO WORKFORCE EDUCATION AND TRAINING

Insulation Energy Appraisal Program (IEAP)



The Insulation Energy Appraisal Program (IEAP) is a 2-day course that teaches students how to determine the optimal insulation thickness and corresponding energy and dollar savings for a project. The program teaches students the necessary information to give facility/energy managers a better understanding of the true dollar and performance value of their insulated systems. To give facility managers the most accurate information, students will gain skills in the following areas:

- Interviewing customers to effectively gather information;
- Conducting facility walkthroughs and energy audits;
- Utilizing heat-sensitive, infrared cameras during inspections;
- Understanding steam efficiencies;
- Using the 3E Plus® software, which is customized and recognized by the Department of Energy;
- Determining greenhouse gas emissions saved through the use of insulation;
- Analyzing and completing an appraisal spreadsheet; and
- Presenting customers with a final report outlining the potential savings and emission reductions that mechanical insulation provides.

Students who pass the certified course exam will become Certified Insulation Energy Appraisers. The certification will be valid for 3 years, after which the individual must recertify. All course attendees will receive Professional Development Hours (PDHs).

All current NIA-member certified appraisers are promoted by NIA and listed on www.insulation.org.

NIA Educational Webinar Series

Take advantage of this cost-effective educational method for you and members of your company to learn about numerous topics, including Occupational Safety and Health Administration (OSHA) updates and safety issues, updates to NIA training resources, and much more. Archived webinars are also available.

NIA | National Insulation Association

**Educational
Webinar Series**

Other Available Training Resources

- **Mechanical Insulation Installation Video Series:** vimeo.com/niainfo/vod_pages
- **Mechanical Insulation Education & Awareness E-Learning Series:** www.wbdg.org/education/niao1.php
- **Mechanical Insulation Design Guide:** www.wbdg.org/midg
- **Insulation System Simple Calculators:** www.wbdg.org/design/midg_calculators.php

DEDICATION TO SAFETY

Theodore H. Brodie Distinguished Safety Award



The Theodore H. Brodie Distinguished Safety Award is NIA's highest industry honor and the only national award for outstanding safety performance in the mechanical insulation industry. The Brodie Award is a members-only benefit, available to Contractors, Distributors, Fabricators, Laminators, and Associates (Manufacturers). Honoring safety leaders for more than a decade, NIA's Safety Award recognizes top NIA member companies that have established structured safety programs to ensure the well-being of their employees and create safe working environments.

NIA's Safety Award program strives to both recognize our members' safety programs and also to provide feedback from safety professionals to all applicants through the Safety Training Analysis Results (STAR) Report to help our members take their programs to the next level, ensuring a safe workplace for all employees. The STAR Report is prepared for each Brodie Award applicant, and it contains comments and suggestions for each of the individual questions listed on the application.

Additional benefits include:

- Demonstrating your company's commitment to safety to your most valuable assets: your employees and your customers.
- Being recognized as an industry leader by your peers at NIA's Annual Convention, as well as being promoted in *NIA News* and *Insulation Outlook*.
- Receiving a plaque or certificate for display that proudly designates your company as an award winner.
- Possibly receiving lower rates from your company's insurance provider based on your safety evaluation, as has been accomplished by past award winners.
- Promoting your company's award-winning safety record to potential customers to gain new business and possibly assist in pre-qualifying for bids, as has been accomplished by a past winner.

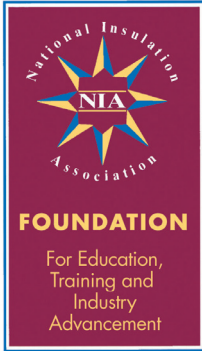


Platinum Contractor Winners Present at the Awards Presentation

"As a company deeply committed to a culture of safety, we devote significant time and resources to our safety program, and the Brodie Awards bring recognition to our efforts on a national stage. We also utilize the annual application process to evaluate our safety program and learn new safety best practices from other NIA members."

—Jim Gribbins, President, Gribbins Insulation Company

FOUNDATION FOR EDUCATION, TRAINING, AND INDUSTRY ADVANCEMENT



NIA promotes the benefits of commercial and industrial insulation to outside audiences such as specifiers, engineers, architects, energy managers, plant operators, building owners, facility managers, government agencies, building code organizations, and others through its Foundation for Education, Training, and Industry Advancement. The Foundation is a committee whose goal is to develop and implement strategies and recommend processes to advance and expand the mechanical insulation industry; it is funded primarily through voluntary contributions. Recent efforts to advance the insulation industry include:

- Development and marketing of mechanical insulation education and awareness programs that deliver quantitative data on energy savings for commercial and industrial applications through proper installation and maintenance of mechanical insulation;
- Development of educational programs such as the Insulation Energy Appraisal Program (IEAP);
- Creation of educational programs like the Mechanical Insulation Education & Awareness E-Learning Series and insulation calculators offered on the Mechanical Insulation Design Guide (MIDG) website;
- Legislative efforts to secure language in various energy bills promoting mechanical insulation;
- Collaboration with strategic industry organizations such as the National Institute of Building Sciences (NIBS), National Center for Construction Education and Research (NCCER), Associated General Contractors of America (AGC), Associated Builders and Contractors (ABC), American Society of Mechanical Engineers (ASME), American Society of Heating, Refrigerating, and Air Conditioning Engineers (ASHRAE), American Society for Testing and Materials (ASTM), and the International Code Council (ICC), among others; and
- Representation with code bodies and non-government organizations.

For more information about the Foundation, please visit www.insulation.org/foundation.

Current projects either in progress or being considered by the Foundation Steering Committee include:

- Research and possibly develop an industry career-recruitment video;
- Engage in additional outreach to facility owners, operations, and engineering personnel;
- Research on awareness opportunities for implantation of proper codes and standards;
- Additional marketing efforts to promote the Mechanical Insulation Design Guide (MIDG), Mechanical Insulation Education & Awareness E-Learning Series, Mechanical Insulation Installation Video Series, and other educational resources;
- Review and update of current insulation industry marketing pieces;
- Subject Matter Expert (SME) involvement in insulator manual revision process; and
- Research development of apps for the insulation calculators.

OUR MEMBERS SAY IT BEST



Matt Caldwell

Title: President & CEO

Company: Caldwell Insulation, Inc.

Member Since: 2000

Member Type: Contractor

"Being a part of NIA has helped to raise the overall level of professionalism in our firm. One of the many benefits we received from our participation in this association is access to the knowledge and wisdom of fellow industry colleagues. The personal relationships that have been formed inside of this association are key to our continued success."



Allen Dickey

Title: Senior Product Manager

Company: Pittsburgh Corning

Member Since: 1956

Member Type: Associate (Manufacturer)

"NIA offers a presence in the marketplace that would be difficult if not impossible to maintain independently. Being a member of NIA increases the likelihood that our products will be used properly for the right applications."



Pete Gauchel

Title: President

Company: L & C Insulation, Inc.

Member Since: 1995

Member Type: Contractor

"Our NIA membership has aided in our company's growth and development and has allowed us to learn from experts in all of the fields that affect our business."



Todd Hamilton

Title: Regional Manager

Company: Distribution International, Inc.

Member Since: 1998

Member Type: Laminator

"Our membership in NIA is mission critical. Not only does NIA provide a platform to promote the insulation industry, but it also provides us opportunities to improve our companies. Involvement and participation in NIA is the 'right' thing to do."



Jason Heath

Title: Director of Safety & Loss Control

Company: Zampell Companies

Member Since: 2000

Member Type: Contractor

"The relationships we have developed over the years with NIA staff and with our industry peers have been invaluable and have definitely made us better leaders and stewards of our industry."



Ed Mahoney

Title: President

Company: Regal Insulation Corp.

Member Since: 1991

Member Type: Contractor

"I know my involvement projects a positive image of my business. I know that strengthening and advancing our industry is better for my business. The benefits are many; the value is huge. I am proud to be a participating member of NIA."



Brian Willett

Title: Executive Vice President

Company: Gribbins Insulation Company, Inc.

Member Since: 1990

Member Type: Contractor

"Through my participation in NIA's events over the years, I have met numerous colleagues who I can rely on for support and expertise when I encounter a new challenge. The educational experiences at the events have broadened my overall knowledge of our industry, making me a better leader. I would like to encourage all NIA members to stay engaged in the organization and take advantage of what our organization has to offer."



Dana Vlk

Title: Vice President of Marketing

Company: Distribution International, Inc.

Member Since: 1998

Member Type: Distributor

"Outstanding educational tools such as NIA's Specification Guide, Insulation Energy Appraisal Program, and the Mechanical Insulation Installation Video Series serve as an asset to those within our industry. And being a NIA member, you have the advantage of utilizing these tools, many of which have no cost or are available at a deep discount with membership, which is truly invaluable. NIA's Health and Safety Committee provides oversight of OSHA updates and can serve as a useful resource for evaluating and improving company safety programs through its members only annual safety award program and evaluation. There are also many communication platforms used today by NIA, including social media to relay information in real-time; this is an incredible benefit now and for future generations."



Join NIA and connect with industry peers, strengthen your business and safety practices, and grow with the industry.



The National Insulation Association (NIA) is the source for information related to mechanical insulation. As a professional association, our strength in advocating for the increased use of mechanical insulation, and promoting the many benefits of mechanical insulation, is augmented by the support of each and every single member we have the privilege to represent.

Visit www.Insulation.org/join and become a member today.
Questions? Contact membership@insulation.org.