

NIA | News

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

ISSUE 2 2025, VOL. 32

Convention Highlights, p. 7

FEATURES

NIA Honors Eight Premier Industry Manufacturers, p. 12

Safety Stars! NIA Announces the 2024 Safety Excellence Award Winners, p. 13

NIA's Insulation Project Art Gallery Showcase and Competition is Back!, p. 15

Unlock Your Team's Potential with NIA's Education Center, p. 16

Catching Killer Clauses in Subcontracts, p. 18

Virtual Certification and Training Opportunities, p. 20

National Insulation Standard Practice Update, p. 24

Safety Resources, p. 25

DEPARTMENTS

EVP/CEO Message, p. 2

Getting to Know your NIA Team, p. 3

Welcome New Members, p. 4

People & Places, p. 6

From the Foundation Board of Directors, p. 22

Event Calendar, p. 26



NIA | 69th Annual Convention
Scottsdale, Arizona



EVP/CEO MESSAGE

Carrying forward the Convention Momentum



Our 69th Annual Convention in Scottsdale exceeded all expectations, bringing together 350 industry professionals who truly embodied 2024–2025 NIA President Jack Bittner's theme: **Strength in Numbers**. We were excited to welcome 70 first-time attendees and celebrate 7 new member companies joining our association events. At the conclusion of the event, the presidential leadership torch was passed to NIA President Rick Sutphin, whose vision for the year ahead will build on the momentum we've created with his theme of **Association Strong—70 Years**.

Seeing our industry come together—from seasoned veterans sharing wisdom to newcomers bringing fresh perspectives—reinforced why these relationships matter. The photos and highlights beginning on page 7 capture a glimpse of the connections forged over those 3 days.

Celebrating Excellence

This year, we honored 45 Safety Stars representing every sector of our industry (page 13), while our Premier Industry Manufacturer Award spotlighted eight Associate members for their outstanding leadership: Aeroflex USA, Armacell, Johns Manville, Knauf Insulation, Owens Corning, Polyguard, Proto Corporation, and ROCKWOOL Technical Insulation (page 12).

Maximize Your Membership This Summer

Now is the perfect time to leverage your NIA membership:

- Contractor members, start preparing your most impressive project photos for the Insulation Project Art Gallery Showcase and Competition. The October 8 deadline will be here before you know it (page 15).
- Invest in your team's growth through NIA's Education Center ongoing learning opportunities (page 16).
- Explore our certification courses for inspection and appraisal requirements, including new on-demand training options (page 20).
- Access our comprehensive safety resources online (page 25).
- Learn about the 10 most common killer clauses in subcontracts that could impact your bottom line (page 18).

continued on next page

NIA LEADERSHIP

Executive Leadership

President

Rick Sutphin, *Performance Contracting, Inc.*

President-Elect

John Stevens, *JT THORPE*

Secretary/Treasurer

Lee Stuckenschmidt, *Systems Undercover, Inc.*

Assistant Treasurer

Louis Walton, *Proto Corporation*

Counsel

Gary Auman, *Auman, Mahan, and Furry*

NIA Executive Vice President/Chief Executive Officer

Michele M. Jones

Board of Directors

Regional Representatives

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

ESICA—Jon Fitch, *TBN Associates, Inc.*

MICA—Matt Hymer, *Midwest Materials Company*

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

SWICA—David B. Patrick, *Specialty Products & Insulation*

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

Associates Committee Appointee

Ginny Gier, *Owens Corning*

At-Large Representatives

Mellanie Askew, *Coverflex Manufacturing, Inc.*

Rick Baptista, *Irex Contracting Group*

R. Dean Burows, *DKB, Inc.*

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

John K. Freeman, Jr., *Petrin, LLC*

Russ Huff, *Bay Insulation Supply*

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

Marc Napolitano, *Insulation Materials Corporation*

Past President Advisors

Jack Bittner, *Johns Manville*

Laura Dover, *Chaparral Insulation*

Committee Chairs

2025 Convention Planning

Rick Sutphin, *Performance Contracting, Inc.*

Associates

Louis Walton, *Proto Corporation*

Merit Contractors

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

Distributors/Fabricators

Brian Blazek, *Specialty Products & Insulation*

Metal Building Laminators

David Tomchak, *Bay Insulation Systems, Inc.*

Education and Training

R. Dean Burows, *DKB, Inc.*

Technical Information

Doug Fast, *Owens Corning*

Health and Safety

Mike Hill, *Performance Contracting, Inc.*

Union Contractors

Rick Sutphin, *Performance Contracting, Inc.*

Membership

Lee Stuckenschmidt, *Systems Undercover, Inc.*

Young Professional Advisory

Thomas MacKinnon, *Armacell*

EVP/CEO Message, continued

- Help amplify mechanical insulation education by supporting the Foundation's mission (page 22).
- Meet our publications team (page 3) and newest member companies featured in this issue (page 4).

Looking Ahead

I encourage you to maintain the momentum from Scottsdale as we head toward Fall Summit 2025 in National Harbor, October 28–29. Have a wonderful rest of your summer, and I look forward to seeing many of you very soon!



Michele M. Jones

Executive Vice President/Chief Executive Officer

Are Your Colleagues Receiving NIA Publications?

If you have colleagues who should be receiving *Insulation Outlook* magazine, email their info to circulation@insulation.org. Engineers and insulation end users qualify to receive a gift subscription to *Insulation Outlook*. Contact circulation@insulation.org for more information.

Getting to Know Your NIA Team

You may have met some of our NIA team members at events or seen their names on our website, but we thought you'd enjoy getting to know the people behind the services you rely on. In the next few issues of NIA News, we'll introduce you to each department and the staff who make NIA work for you.

NIA'S PUBLICATIONS TEAM

Leslie S. Emery, Director of Communications and Publications



Leslie enjoys connecting with members and sharing their stories about the mechanical insulation industry and NIA with our wider audiences. With 20+ years of experience in association communications and a degree in journalism from The University of Texas at

Austin, Leslie has been part of NIA's publications team for more than 10 years. Leslie recently stepped into the Director of Communications and Publications role, bringing her decade-plus of experience with NIA and her communications expertise to the expanded position. Leslie ensures members stay informed and connected through NIA's flagship publications (*Insulation Outlook* and *NIA News*), digital communications, event marketing, and social media.

Outside the office, on a nice day, you might find Leslie, her husband, and her dog hiking the trails and trying new wineries around Loudoun County or visiting their twin daughters in Boston and Asheville.

Leslie is excited to bring in new voices to expand our editorial content going forward and creating cohesive communications that connect all of NIA's audiences. To share your ideas for articles or thoughts about anything related to NIA communications, contact Leslie by email at lemery@insulation.org or by phone at 703-464-6422, ext. 120.

Ashley J. Lopez, Senior Manager of Creative Design



Ashley brings NIA's stories to life through design, making everything from *Insulation Outlook* to convention materials both beautiful and accessible to members. As Senior Manager of Creative Design, Ashley is a passionate designer with a love of typography, layout, and color. She has more than 18 years' experience as a graphic designer and specializes in editorial design (*Insulation Outlook* and *NIA News*); marketing materials (Fall Summit and Annual Convention); and concept development for new educational and training programs. Ashley is our creative guru! Ashley earned her BFA from East Carolina University.

When she's not designing, Ashley loves running half-marathons with her twin sister and enjoying pizza Fridays with her husband and 9-year-old daughter.

Keep an eye out for all the new design ideas and concepts Ashley will bring to our upcoming 70th Anniversary Convention. To share your favorite project photos or anything related to creative design, contact Ashley by email at alopez@insulation.org or by phone at 703-464-6422, ext. 117.

The NIA team looks forward to welcoming a new Digital Communications Specialist very soon. Stay tuned for more details and meet our new team member!

WELCOME NEW MEMBERS!

In this issue, we are excited to welcome the following new companies. We encourage you to read the information each company has submitted and see if they are potential new business partners for your company. To view new NIA member companies, visit www.insulation.org/newmembers.



February 2025

Niles Plant Services

Merit Contractor

\$0–1 Million

Attn: Blane Freeman

3150 Owen Rd.

Fenton, MI 48430-1838

(989) 607-6888

www.nilesplantservices.com

Specialties: Acoustic Products/Services, Commercial Insulation, HVAC Insulation, Industrial Insulation, Plumbing Insulation, Power, Refrigeration Insulation, Scaffolding

About Niles Plant Services

We are an industrial insulation company and industrial scaffolding company. Our mission is to *Unlock the Potential* and to maintain consistent growth while increasing quality and the capabilities of our people. Niles has a safety culture built on care, trust, and help to improve the lives of our customers and team members.

Why did you join NIA?

NIA membership is a great opportunity for Niles to connect with other professionals in the insulation and construction industries. People are the key to every business and Niles is dedicated and passionate about *Unlocking the Potential* of our customers, vendors, and competitors. Safety is a key for every individual that works or supports a jobsite. Niles is a safety company that just happens to perform insulation and scaffolding services, providing high-quality access and insulation to our customers and vendors.



February 2025

Traverse International, Inc.

Associate Manufacturer

Attn: Karthick Krishnamurthy

4413 Rex Rd.

Friendswood, TX 77546

(346) 558-8055

www.traverse.sg

Products: Fastening Systems, Jacketing & Flexible Facings

About Traverse International, Inc.

Traverse International has more than 18 years of experience in manufacturing and supplying insulation metal jacketing and accessories for mechanical, marine, offshore, and oil and gas industries. With a global presence in 10 countries, we serve more than 500 clients.

Why did you join NIA?

We joined NIA to stay up to date with the current insulation industry standards and to access a large network of industry leaders, manufacturers, and contractors across the insulation sector for valuable partnerships and business opportunities. Most importantly, being a member of NIA will also boost our company's credibility, signaling to customers and partners that we are committed to excellence and professionalism in the insulation field.



March 2025

Apex Energy & Environmental Products Inc.

Fabricator

\$1–3 Million

Attn: Megan Bowman

38900 W. 10 Mile Rd.

Farmington, MI 48335

(248) 478-7505

www.apexremovablecovers.com

About Apex Energy & Environmental Products, Inc.

Apex Energy & Environmental Products, Inc. was established in 2003 with one goal: to manufacture custom high-quality insulation covers. Our team designs, engineers, and manufactures custom removable/reusable insulation covers, which are union made in the USA. All insulation blankets are designed to meet and exceed ASTM specification standards in the industry and are crafted from the highest quality sustainable materials. Apex Removable Covers are smart energy sustainable blankets that will last for years.

Why did you join NIA?

We joined NIA to have an opportunity to network and grow our business.



April 2025

Autometrix

Associate (Manufacturer)

Attn: Truy Pham
12098 Charles Dr.
Grass Valley, CA 95945
(530) 477-5065
www.autometrix.com

About Autometrix

Autometrix specializes in delivering innovative automation solutions for the insulation industry, offering precision single-ply and multi-ply cutting machines paired with intuitive software. Our Pipes3D software simplifies pattern creation for inner jackets, outer jackets, and insulation, enabling effortless design of cylinders, cones, sweeps, and ports—no CAD expertise required. With more than 30 years of expertise, we provide seamless integration through expert installation, on-site training, and dedicated software support, empowering clients to boost efficiency and reduce waste.

Why did you join NIA?

We are eager to join NIA to forge partnerships with industry pioneers and broaden our professional connections. By engaging in NIA's premier Annual Conferences and leveraging its educational tools, we seek to equip insulation contractors and fabricators with cutting-edge software and precision machinery solutions, propelling the industry toward a more innovative future.



April 2025

Hexion, Inc.

Associate (Manufacturer)

Attn: Pierre Lemieux
180 E Broad St.
Columbus, OH 43215
(614) 225-4000
www.hexion.com

About Hexion, Inc.

The status quo talks a lot about radical change. But nothing speaks louder than visionary passion, relentless action, and tangible impact. Hexion is a global supplier of resins, adhesives, wax emulsions, wax suspension systems, and cutting-edge AI that delivers unmatched value to the wood panel, roofing industry. We go all-in to deliver the extraordinary and are imagining the future of our world through building materials.

Why did you join NIA?

Hexion joined NIA as it is a key organization for the building materials market and efficient building. Hexion hopes to make contacts in the industry and better understand needs and market directions.



June 2025

Mulgrave Insulation

International Affiliate

Attn: Chad Kopacz
45 Glenvale Crescent
Mulgrave, VIC 3170 AU
+61 488 100 773
www.mulgraveinsulation.com.au

About Mulgrave Insulation

Mulgrave Insulation has been providing thermal, acoustic, fabrication, and fire rating solutions to the commercial construction and industrial sectors in Australia and New Zealand for more than 38 years. Our services are provided via our dedicated in-house estimating and operations team delivered by our onsite workforce.

Why did you join NIA?

Being part of the NIA will allow us to collaborate with peers, access exclusive resources, and strengthen our commitment to excellence and innovation in our field.



April 2025

Mechanical Systems Insulation

Contractor

\$1–3 Million
Attn: Stephen Snell
110 Lexington Dr., Ste. D
Madison, MS 39110
(601) 372-9955
www.msinsulation.com

About Mechanical Systems Insulation

Mechanical Systems Insulation specializes in commercial and industrial insulation services, from basic plumbing and HVAC to industrial process piping and duct systems.

Why did you join NIA?

We want to build relationships with like-minded contractors and understand industry trends and challenges across different regions.



June 2025

Industrial Info Resources Consultant

Attn: Michael Bergen

2277 Plaza Dr.

Ste. 300

Sugar Land, TX 77479-6600

(713) 783-5147

www.industrialinfo.com

About Industrial Info Resources

Industrial Info Resources (IIR) is a provider of industrial market intelligence. Since 1983, IIR has been providing extensive research on the industrial process, manufacturing, and energy related industries. IIR's global market intelligence helps companies identify and pursue trends across multiple markets with access to real, qualified, and validated plant and project opportunities. Across the world, IIR is tracking more than 308,000 plant locations with more than 235,000 active projects worth \$24.85 trillion.

Why did you join NIA?

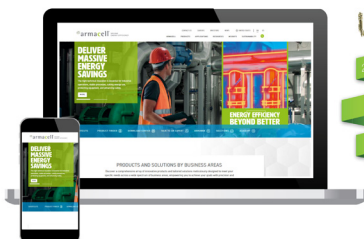
We provide market intelligence for the industrial plant population. We have clients that are part of your organization, and we feel like we could add some value to the membership by sharing the market insights we have that span across 12 different industrial markets. We hope to be able to present at one of your conferences and share our insights with your members.

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.

PEOPLE & PLACES

In the News

News from Armacell



Armacell recently announced the appointment of John Ross "JR" Turner as Vice President AMERICAS. He is based at the Chapel Hill, North Carolina, regional headquarters and joins

Armacell's Executive Management Team.

JR will drive Armacell's performance across North and South America in Advanced Insulation and Component Foams and accelerate the development in Energy and Industry. He brings more

than 7 years of experience from Chargeurs Group–Novacel, where he most recently served as Managing Director Americas. His earlier career includes key leadership roles at Avery Dennison, including Plant Manager and positions in Global Supply Chain Management.

In addition, Armacell was recently presented with a Gold Award in the website redesign category by MarCom Awards, an international creative competition for marketing and communication professionals. Armacell's new site came with several key objectives in mind, including showcasing the company's culture, its technical expertise in driving energy efficiency, as well as creating a more visitor-oriented approach to guiding users to the right products and

solutions. The modern design includes new graphics, interactive sections for product promotion, and a download center, product finder, and blog. Visit www.armacell.com for more information.

Armacell has been a member of NIA since 1956 and is headquartered in Chapel Hill, North Carolina.

News from Gribbins Insulation & Scaffolding



Gribbins Insulation & Scaffolding recently announced the opening of its new Nashville-area office in Murfreesboro, Tennessee.

This relocation from Franklin to a larger facility reflects the company's continued growth and commitment to meeting increasing customer demand in the region.



The company also announced the promotion of Grant Gribbins to Nashville Area Manager.

In his new role, Grant will oversee operations, project execution, and client relationships throughout the Nashville region, supporting continued growth and excellence in service.

Grant has been an integral part of Gribbins, previously serving as an Estimator/Project Manager. As the son of Jim Gribbins, who founded the company in 1985, Grant brings not only experience but also a personal connection to the company's mission and history.

Gribbins Insulation & Scaffolding has been a member of NIA since 1990 and is headquartered in Evansville, Indiana.

Strength in Numbers:

NIA's 69th Annual Convention Brings Together Insulation Industry Professionals in Scottsdale

Against the beautiful backdrop of the McDowell Mountains and Sonoran Desert, NIA's 69th Annual Convention demonstrated the power of industry connections. More than 350 professionals from across all sectors of the mechanical insulation industry gathered at the Grand Hyatt Scottsdale Resort, April 28–30, for 3 days of the education and networking for which NIA is known. Attendees enjoyed the new condensed schedule, which allowed them to fully participate in all of the education and networking opportunities with less time away from their office and families.

The impressive attendance—including more than 70 first-time attendees and 7 new member companies—reflected the industry's commitment to collaboration and continuous learning during a time of significant change. From artificial intelligence (AI) innovations to ongoing tariff challenges, this year's Convention addressed the important issues shaping the future of mechanical insulation while reinforcing the personal connections that have long been NIA's foundation.

Strength in Numbers, outgoing NIA President Jack Bittner's theme for 2024–2025, proved more than just a slogan, as attendees engaged in targeted education sessions, peer-to-peer discussions, and the networking opportunities that make NIA Conventions invaluable to industry professionals at every level.

TOGETHER WE ARE LIMITLESS

Attendees heard from Keynote Speaker and Blind Golf Champion Jeremy Poincenot, who set the tone for the educational component of NIA's Convention: "My hope is to provide you with a little bit of perspective this morning... Each one of you has the power to change someone's life... Are you creating enough opportunities for not only yourself but for others to not just survive but thrive?" Through the power of storytelling, Jeremy demonstrated the importance of interdependence and working together for a shared goal. Attendees described the session as *wonderful, perfect, incredible, enjoyable, beneficial, and relevant*.



100%
 of attendees would
 recommend NIA's
 Convention to a peer





99%

of attendees indicated the business networking met or exceeded expectations

Education Sessions Take Center Stage

On the educational agenda were two General Session speakers, who addressed the topic of AI. Pasha Ameli of Ankura and Kellen Shearin of Buchanan Ingersoll & Rooney PC shared their expert insights on how AI can create innovation in the construction industry as well as potential legal risks. Both Pasha and Kellen have written articles on this topic for the July issue of *Insulation Outlook* magazine.

Peer-to-peer panel discussions are always well received, and this Convention featured one on a subject that was, and continues to be, on everyone's mind: tariffs. Panelists covered material management, sourcing strategies, timelines, and other topics. As they touched on how tariffs impact project budgets and timelines, the key message was to maintain open lines of communication, internally and externally. In addition to staying flexible to be able to react to changing conditions, having good industry relationships—like the ones formed through NIA—is more important than ever in times of uncertainty.

Attendees also heard from Integrity Products & Supplies, Inc.'s Ahmad Raza Khan Rana and Owen Corning's Kevin Herreman on the technical topics of moisture's effects on thermal performance and industrial sound control. Look for future articles in *Insulation Outlook* on these important industry issues.

New this year, attendees had the chance to participate in two in-person demonstrations for the Education Center. NIA training staff discussed the latest updates to NIA's Education Center, courses, resources, and how companies can effectively engage their teams and make the most of NIA's training resources.

NIA BUSINESS MEETING AND COMMITTEE SESSION HIGHLIGHTS

On Tuesday, Jack Bittner led the NIA Business Session, where the new officers and representatives were approved. NIA's new officers for 2025–2026 are:

- **President** – Rick Sutphin, Performance Contracting, Inc.
- **President-Elect** – John Stevens, JT THORPE
- **Secretary/Treasurer** – Lee Stuckenschmidt, Systems Undercover, Inc.
- **Assistant Treasurer** – Louis Walton, Proto Corporation

For the full list of the Board of Directors and new Committee Chairs, please see page 2. For a brief interview with NIA President Rick Sutphin, turn to page 11.

At the end of Convention, newly elected Committee Chairs convened for the Council of Committees to share their meeting highlights, described below.

Associates learned more about NIA standards and how to get involved with the review process, received an update on the Industry Measurement Survey, and discussed the idea of creating a track for NIA's Education Center focused on content that would be beneficial for manufacturers. Attendees heard from Gina Miller of Arizona State University Enterprise Partners about how to use technology to improve workplace culture and hiring strategies.

The **Distributors/Fabricators** heard from Moss Adams' Brett Addis on innovative benefits and compensation trends that can maximize value for your teams and your company. As a group, committee members worked on updating several resources on the value of distribution and the fabrication process.

The **Education and Training Committee** had a full agenda, reviewing current and future course topics, which will focus more on intermediate and manager-level content. Attendees received an update about NIA's Understanding Mechanical Insulation course, which is being moved to an on-demand format. In addition, now that NIA is an American Institute of Architects (AIA) Education Provider, the committee learned about the process for submitting courses for AIA credits. Members also discussed ways to market NIA's Education Center's new courses to members and subscribers, as well as how to engage current subscribers with the platform.

The **Health and Safety Committee** received an OSHA legal and regulatory update from Attorney Adele Abrams. The committee focused their discussions on educational opportunities, changes to the Safety Excellence Award, and reviewing NIA's new Safety Resources web page.

The **Membership Committee** focused on ongoing efforts to create innovative ways to engage new members and first-time attendees, and brainstormed recruitment and retention efforts. The latest NIA membership report was reviewed, as was a list of current committee initiatives, including the review of unpaid membership dues, new member and member longevity social media posts, and the production of a new member onboarding video.

Committee members also hosted the New Member and First-Timer Orientation. First-time attendees heard from John Stevens of JT THORPE, Ginny Gier of Owens Corning, and Michele M. Jones, NIA's Executive Vice President/CEO, on how to make the most of their time at Convention and how to maximize their membership benefits.

The **Merit Contractors Committee** had an informative presentation from Brett Addis from Moss Adams on the topic of retaining talent. Members also spent time sharing regional market conditions, focusing on active bidding and some delays in projects being initiated, but reporting overall positive conditions.

The **Metal Building Laminator (MBL) Committee** focused on several key initiatives: discussing the five papers the MBL Committee will present at METALCON in October, reviewing FM 4880 liner testing, working to spotlight MBL projects in *Insulation Outlook* articles, and reaching out to potential new members.

The **Technical Information Committee (TIC)** reviewed their technical documents, reviewed potential article ideas for *Insulation Outlook* magazine, discussed technical items for review for NIA's Education Center, and heard from NIA Consultant Jeff DeGraaf, Standards Committee 27 Chair, on the joint NIA/AMPP Standard Practices initiatives and the ways in which the TIC will be involved.

The **Union Contractors** had a well-received presentation from speaker Matthew Marcellis, Attorney, Management Guidance, LLP regarding matters related to collective bargaining agreements, how to prepare for negotiations, and legal insights and practical tools for managing grievances efficiently and navigating the arbitration process successfully. They also had an informative discussion regarding matters related to, and the initiatives of, the International Association of Heat and Frost Insulators and Allied Workers with fellow signatory contractors.

The **Young Professional Advisory Committee (YPAC)** enjoyed a networking lunch and heard from the General Session AI speakers, who focused on the topic of sustainability related to AI. Attendees received updates on YPAC programs, such as the mentor program, which is currently accepting applications, as well as several task forces.

Congratulations to Michelle Travis who won the Dessert Suite Bingo Raffle!



97%

of attendees rated NIA's Convention as excellent or good



Celebrating Award Winners

Recognizing industry leaders is a highlight of Convention, and through the Safety Excellence Awards, NIA honored and acknowledged the commitment it takes to maintain a safe workplace. Turn to page 12 to see NIA's 45 Safety Stars from each sector of our industry.

With the Premier Industry Manufacturer™ Awards, NIA honored the actions of eight of our manufacturer members. Read about this year's winners—Aeroflex USA; Armacell; Johns Manville; Knauf Insulation, Inc.; Owens Corning; Polyguard Products; Proto Corporation; and ROCKWOOL Technical Insulation—on page 11.

93%

of attendees gained new knowledge or insights

Golf Winners

Closest to the Pin

Rich Cleminson

Longest Drive

Mike Pardo

1st Place

Alexander Malley, Eric Sheara, Josh Franklin, and Mitch White

2nd Place

Corey Dean, John Stevens, Gary Thompson, and Corey Knight

3rd Place

Suzy Marker, Gary Marker, Bryan Bergquist, and Chuck Law

ENCOURAGING NETWORKING & STRONG CONNECTIONS

As was emphasized during the member panel discussion, strong relationships in the insulation business are important to maintain and nourish. NIA focuses on creating networking opportunities each day of Convention, giving attendees every chance to expand their networks and reconnect with long-time industry friends. The Convention kicked off with an evening of networking on Monday, starting with the First-Timer Happy Hour, where we welcomed 70 first-time attendees and 7 new member companies, followed by the Welcome and Appreciation Dinner for all attendees. As the sun set on the mountains framing the resort, attendees reconnected and took in the big western night sky. It was an ideal night with industry friends!

On Wednesday, the final night of Convention, attendees gathered for the Farewell Reception and Dinner before four festive Dessert Hospitality Suites, hosted by Knauf Insulation, Johns Manville, Owens Corning, and ROCKWOOL Technical Insulation. We congratulate Michelle Travis of Hexion, Inc., who was the lucky Dessert Suite Bingo Raffle \$250 AMEX gift card winner.

Thank you to everyone who made the 69th Annual Convention such a success! If you were not able to attend, we hope you can join us at our next members-only event, Fall Summit 2025, October 28–29, at the MGM National Harbor in the metropolitan Washington, DC area.



THANK YOU TO OUR 2025 SPONSORS!

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Applied to Life.™

AEROFLEX

AVERY DENNISON

BAY INSULATION SUPPLY

CALDWELL INSULATION INC.
SPECIALTY CONTRACTORS THROUGHOUT THE SOUTHEAST

DI DISTRIBUTION INTERNATIONAL
Excellence Delivered.

IMC INSULATION MATERIALS CORPORATION

JM Johns Manville
A Berkshire Hathaway Company

JTTHORPE

KNAUF

OWENS CORNING

PCI
PERFORMANCE CONTRACTING INC.

PMC CANADA LTD.
CANADA
PMC CANADA LTD.

polyguard

TECHNICAL INSULATION
ROCKWOOL

spi



Registration is open early for NIA's 70th Annual Convention, March 24–26, 2026, in Puerto Rico at the El Conquistador Resort! NIA's Convention Committee is meeting in July to discuss the speakers, evening events, and festive ways to celebrate this special milestone event. Please make your plans now to attend and bring your families!



Rick Sutphin Is NIA's New President



Rick Sutphin began his term as NIA's 2025–2026 President at the closing of NIA's 69th Annual Convention. Rick is the Senior Vice President, Operations, for Performance Contracting, Inc., (PCI), which is headquartered in Lenexa, Kansas. He brings more than four decades of expertise and innovation to the insulation industry. During his term as NIA's President, his message will emphasize **Association Strong—70 Years**, highlighting the association's accomplishments over the past 70 years and building a strong foundation for future mechanical insulation industry success. As his term began, we asked Rick to share how he got involved, the changes he's seen for NIA, and his objectives for the year.

What motivated you to get involved with NIA?

PCI has been a member of NIA since 1966 and has had three NIA Past Presidents—Ken Spraeetz in 1995, Glenn Frye in 2011, and Darrel Bailey in 2018. PCI's involvement with NIA has always been part of our culture, company philosophy of giving back, and desire to be a good industry citizen. I want to continue that legacy.

Since you started your involvement with NIA, what are the biggest changes you've seen?

First is the development of the Education Center and the value this adds to members and the industry. Secondly, our partnership with the Association for Materials Protection and Performance to

develop insulation standards. And third, the Foundation becoming a separate 501(c)(3) with its own Board of Directors.

What are some of your objectives for this year?

To continue to strengthen NIA through membership growth and involvement, which is emphasized in my theme for the year, **Association Strong—70 Years**, develop the insulation standards, and expand NIA's Education Center course development. NIA is a great organization with many initiatives that we will continue to develop.

[Click here](#) for the full interview with Rick from the June issue of *Insulation Outlook* magazine.

In the next issue of *NIA News*, we will highlight two of our new Board members: Jon Fitch and Ginny Gier.

For the full list of the 2025–2026 NIA Board of Directors, turn to page 3.



2025
RECIPIENT

NATIONAL INSULATION ASSOCIATION®
**PREMIER INDUSTRY
MANUFACTURER**

NIA Honors Eight Premier Industry Manufacturers

The 2025 Premier Industry Manufacturers are:

Aeroflex USA
www.aeroflexusa.com



Armacell
www.armacell.us



Johns Manville
www.jm.com



Knauf Insulation, Inc.
www.knaufinsulation.us



Owens Corning
www.owenscorning.com



Polyguard Products, Inc.
www.polyguardproducts.com



Proto Corporation
www.protocorporation.com



ROCKWOOL Technical
Insulation
www.rockwool.com



NIA takes great pride in recognizing exemplary 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 69th Annual Convention in Scottsdale, Arizona, NIA's Executive Vice President/CEO Michele M. Jones said, "We're thrilled to recognize a record number of eight industry-leading companies this year! Each of these exceptional organizations has found innovative and impactful ways to champion the power of insulation. Their ongoing commitment to NIA and our shared objectives sets a new standard of excellence. When seeking partners who consistently deliver outstanding results, these winners represent the best of the best. We're excited to celebrate this recognition throughout 2025 and look forward to the inspiration they'll provide to others in the field."

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 these companies, visit their websites.



To learn more about this yearly award, please visit
www.insulation.org/membership/premier_manufacturer.

2024
RECIPIENTNATIONAL INSULATION ASSOCIATION®
**NIA'S SAFETY
EXCELLENCE AWARD**

Safety Stars!

NIA Announces the 2024 Safety Excellence Award Winners

NIA honored 45 companies as 2024 Safety Excellence Award winners during its 69th Annual Convention in Scottsdale, Arizona. The Safety Excellence Award is the only national award for outstanding safety performance in the mechanical insulation industry. NIA created the award program more than 20 years ago to recognize top companies that have established structured safety programs to ensure the well-being of their employees and create safe working environments.

NIA's Executive Vice President/CEO Michele M. Jones said, "Congratulations to these 45 companies that make safety a top priority every day and strive to improve their safety program each year. Of our 45 total winners, we are so proud to have 29 Platinum winners, 12 Gold winners, 3 Silver winners, and 1 Bronze winner.

Year after year, these dedicated organizations make a commitment to a culture of safety and continuous improvement. We are excited to welcome six first-time applicants to this year's program. Thank you all for your ongoing commitment to keeping your teams safe."

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.

NIA's Safety Excellence Award program honors four levels of excellence: Platinum, Gold, Silver, and Bronze for Associates (Manufacturers), Contractors, Distributors/Fabricators, and Metal Building Laminators.

Associate (Manufacturer) Category Winners:

Platinum:

Alkegen, Tonawanda, NY
Armacell, Chapel Hill, NC
Johns Manville, Denver, CO
Knauf Insulation, Inc., Shelbyville, IN
Owens Corning, Toledo, OH
Promat, Inc., Maryville, TN
Proto Corporation, Clearwater, FL

Gold:

K-FLEX USA, LLC, Youngsville, NC
ROCKWOOL Technical Insulation, Houston, TX

Silver:

Aeroflex USA, Sweetwater, TN

Contractor Category Winners:

Platinum:

Advanced Industrial Services, LLC, *Toledo, OH*
 Advanced Specialty Contractors, LLC, *Aston, PA*
 Argus Contracting, LLC, *Santa Fe Springs, CA*
 Atlantic Contracting & Specialties, LLC, *Franklin, MA*
 Cornerstone Services Group, LLC, *Omaha, NE*
 DKB, Inc., *Pasco, WA*
 F & H Insulation Sales and Services, Inc., *Kechi, KS*
 Gagnon, Inc., *St. Paul, MN*
 Gribbins Insulation & Scaffolding, *Evansville, IN*
 I&I Soft Craft Solutions, *New Orleans, LA*
 I-Star Energy Solutions, *Quarryville, PA*
 JT THORPE, *Phoenix, AZ*
 L.C. Insulations, Inc., *Lititz, PA*
 Luse Thermal Technologies, *Aurora, IL*
 Performance Contracting, Inc., *Lenexa, KS*

Gold:

Anchor Insulation, *Pawtucket, RI*
 Boyter Brothers, LLC, *Vancouver, WA*
 Brock Industrial Services, LLC, *Joliet, IL*
 Farwest Insulation Contracting, *Anaheim, CA*
 IITI Group, Inc., *Davenport, IA*
 KW Specialty Services, LLC, *St. Paul, MN*
 PK Industrial, LLC, *Corpus Christi, TX*
 QCI Thermal Systems, Inc., *Iowa City, IA*
 Rival Insulation, LLC, *Ferndale, MI*

Silver:

International Asbestos Removal, Inc., *Babylon, NY*
 TBN Associates, Inc., *Lanham, MD*

Bronze:

Kerco, Inc., *Santa Fe Springs, CA*

Distributor/Fabricator Category Winners:

Platinum:

Bay Insulation Supply, Inc., *Green Bay, WI*
 Distribution International, Inc., *Houston, TX*
 Fit Tight Covers, *Evansville, IN*
 MacArthur Co., *St. Paul, MN*
 Specialty Products & Insulation, *Charlotte, NC*

Gold:

American Mechanical Insulation Sales, Inc., *Detroit, MI*

Metal Building Laminator Category Winners:

Platinum:

Bay Insulation Systems, Inc., *Green Bay, WI*
 Silvercote, A Distribution International Company, *Greenville, SC*

Applications Now Open for the 2025 Safety Excellence Award

For more information about the NIA Safety Excellence Program, please contact the NIA office or visit www.insulation.org/membership/safety-award. Applications for the 2025 awards are now available online. An archive of past award winners is available at www.insulation.org/membership/safety-award/award-winners.



NIA's Insulation Project Art Gallery Showcase and Competition Is Back!

All NIA Contractor members are invited to submit photographs of their most impressive project for consideration in NIA's Insulation Project Art Gallery Showcase and Competition by **October 8**. The competition highlights the creativity and artistry of contractor mechanical and industrial insulation system projects. To showcase the craftsmanship of our industry, we invite all NIA insulation contractors to submit their best photographs of their projects.

About the Competition

- Only NIA Contractor members are eligible to enter.
- As a benefit of NIA membership, there is no entrance fee.
- Three winners (1st place, 2nd place, and 3rd place) will be selected by members' votes during the Fall Summit 2025 (October 28–29).
- Each project will be showcased anonymously.
- Winners will be featured in NIA's communications and website.

To Apply

- Review eligibility and submission requirements to ensure you qualify.
- [Complete the electronic submission form](#).
- Email photos (up to four) of one project to events@insulation.org by October 8, 2025.
- Attend NIA's Fall Summit, October 28–29, 2025, to vote and be eligible to compete in the competition. Even if you cannot attend the event, all participant photos will be featured on NIA's website.

Visit www.insulation.org/events/niaprojectartgallery to access more information and the submission form.

Questions? Email events@insulation.org.



Fall Summit 
EDUCATE | ENGAGE | ELEVATE

Mark your calendar!

Fall Summit 2025
October 28–29, 2025

Fall Summit 2026
October 28–29, 2026

MGM National Harbor  National Harbor, Maryland



NIA | EDUCATION CENTER
THE EDUCATION LEADER FOR THE INSULATION INDUSTRY

POWERED BY:
KNAUF



Unlock Your Team's Potential with NIA's Education Center

Have You Completed the Most Popular Courses?

Join your peers and colleagues and check out the four most popular courses on the platform:

- Mechanical Insulation Basics
- Mechanical Insulation 101 Track
- Fall Protection
- Mitigating Corrosion under Insulation

Take your professional development to the next level with NIA's comprehensive Education Center, home to over 75 expert-designed courses tailored for professionals at every career stage. From foundational techniques to advanced topics in Business Management, Workplace Safety, Human Resources, and Energy Efficiency, our extensive course library addresses the diverse learning needs. With 24/7 access to our user-friendly platform, your team can integrate skill-building into their schedules—whether they're dedicating a quick break or an extended session to advancing their expertise.

Ready to discover what's new? Explore our latest offerings and take the next step in professional development with industry-leading education from a trusted source.



INTRODUCING MECHANICAL INSULATION 102: TECHNICAL RESOURCES

Have you completed the Mechanical Insulation 101 Track? We are excited to launch the next track and continue to support your professional development.

Courses included in the track:

- Top Terms You Should Know for the Industrial Industry Segment
- How to Use NIA's Insulation Science Glossary
- Mechanical Insulation Design Guide

- How to Use NIA's Insulation Materials Specification Chart
- How to Use NIA's Guide to Insulation Product Specifications
- k-, R-, and U- Value

After going through the track, you will also receive a completion certificate.

NEW FEATURED CONTENT:

NIA'S UNDERSTANDING THE SUBMITTAL PROCESS COURSE

NIA's Understanding the Submittal Process course is now included as part of NIA's Education Center Premier Training Subscription. This course will help you identify the type and scope of submittal requirements, the components, and the importance of the submittal package. After completion of this course, you will receive a completion certificate and 3 professional development hours.

NEW COURSES FOR PREMIER TRAINING SUBSCRIBERS:

• Heat Stress

Don't underestimate the danger that heat poses to the body, from sunburn and heat rash to heat stroke and death. Whether you work outside on hot days or in a humid environment, the key to preventing excessive heat stress is knowing the hazards of working in heat and the benefits of implementing proper controls and work practices.

• Killer Contract Clauses for Contractors

As a contractor, it's important to recognize and neutralize one-sided clauses and identify potential red flags with your agreements. This module will provide you with the knowledge to identify and avoid "killer clauses" that can jeopardize your profits, expose you to undue risk, and lead to costly disputes. (Turn to page 18 to read more on this topic from Attorney James T. Dixon.)

• OSHA Inspections for Construction and Multi-Employer Worksites

When you work on a construction site that has multiple employers present, you know that communication and cooperation are important to make sure everyone stays safe. These factors are also important when OSHA performs inspections. Learn how employers can work together during site inspections and also how OSHA determines which employer to cite.

• OSHA Recordkeeping and Reporting

Accurate injury and illness recordkeeping and reporting can help your employer avoid costly fines from OSHA and can improve the information and data used to make important decisions about workplace health and safety. Take this course to learn what to record and report and how to complete OSHA Form 300, OSHA Form 301, and OSHA Form 300A.

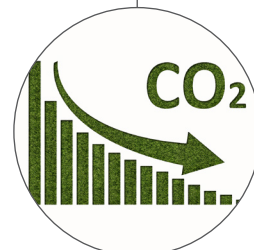
• Top Terms You Should Know for the Industrial Industry Segment

This course will help you identify important terms that are used in the mechanical/ industrial segment and understand how these terms are important for the industry and your business.



You can check out NIA's Education Center tips and tricks video to learn more about how to navigate the platform, track your courses, and download certificates.

For more information, or to become a Premier Training Subscriber, visit www.insulation.org/training-tools/niaeducationcenter, or email training@insulation.org.



Catching Killer Clauses in Subcontracts

By James T. Dixon

Subcontracts are often presented on a take-it-or-leave-it basis. And, of course, within those forms are terms that shift risk to subcontractors—sometimes fairly, often unfairly. Where subcontractors do not have significant bargaining power, the choice is a difficult one. But even in the most one-sided situations, subcontractors can take care to examine the subcontract to see if it contains the most common unfair provisions—and the software applications on your computer have made checking for them relatively easy to do. While many people have been comfortable with searching a Microsoft Word document for key phrases for years, it is almost as easy to search a PDF. The search functions make it simple to look for the killer clauses that can make it worth walking away from a project. Here are 10 such clauses and tips on how to find them.

Indemnification

In a recent case in Ohio, a contractor used an indemnification term to force a subcontractor to reimburse the contractor for the legal fees it incurred battling with the subcontractor over a claim that the subcontractor eventually won. That's right: A provision forced the prevailing party to pay the loser's attorney's fees.

To find those indemnification provisions, search your document for "indemn."

An indemnification clause is the most powerful risk-shifting device in all of contracting, in this author's opinion. The clause gains its power because it may be the least understood. And part of the reason it is not well understood is that it is typically used in extremely long and complicated sentences. Further, the term often is used throughout a document, not just in the article or section titled "Indemnification." And, yes, it is best to search the word fragment ("indemn") because catching "indemnify" is as important as catching the word "indemnification."

Of course, finding the term is just the first step, but at least it allows the reviewer to catch every instance where the other party is looking to shift risk in this fashion. The reviewer can then turn to available resources for understanding which risk is being shifted, to whom, to what extent, and for whose benefit.

Representations, Warranties, and Guarantees

A search for "represent," "warrant," and the word fragment "guarant" will reveal the locations in a document where one party is being asked to make a representation—typically regarding its capacity to handle certain work—or a "warranty" or "guaranty" regarding its work product. If you are asked to make a representa-

tion, you will be responsible if that representation turns out to be untrue. And warranties and guarantees can apply to more than quality workmanship and materials.

Waivers

Search for the word fragment "waiv" to catch "waive" and "waiver." These identify where the contract is asking one party to voluntarily relinquish one right or another. It can apply to lien waivers, claim waivers, and subrogation waivers. One well-known waiver is the mutual waiver of consequential damages that, while often mutual, can benefit one party more than the other. Watch out for terms that ask you to surrender schedule and cost impacts.

Pay-if-Paid

These terms may be the hardest to catch because each state has different requirements, and the language used to create the problem can vary. A search for "precedent" is designed to catch pay-if-paid provisions in subcontracts by looking for the phrase "condition precedent." While void in some states, other states require the use of certain key words to craft an enforceable term. For other states, the door is wide open. Also searching for the fragment "insolven" may be helpful, since it refers to the risk of owner insolvency that is shifted with a pay-if-paid provision.

Fee Shifting Provisions

Search for "attorney" or "legal" to find all the instances where the subcontract may impose an obligation to pay attorney's fees on one party or the other.



Learn More about Killer Contract Clauses

Killer Contract Clauses for Contractors is a 60-minute intermediate-level course available to Premier Training Subscribers on NIA's Education Center. This course will not only dive deeper into the clauses contract terms you need to identify, but it also will explore the consequences of these killer clauses and how to revise them so that they are more equitable for the contractor. Visit www.niaeducationcenter.org/courses/104871 or scan the QR code to view the course.

Not a Premier Training Subscriber yet?

Email training@insulation.org or visit www.insulation.org/training-tools/niaeducationcenter to learn more about the benefits of subscribing.

Incorporation by Reference

Can you identify all the documents that are a part of your subcontract agreement? Search “incorp” to have a decent idea. Terms of other documents are often “incorporated by reference” into subcontract agreements. This search will catch both “incorporate” and “incorporated” and will help identify, particularly in subcontracts, where certain rights and obligations in the prime contract flow down to the subcontractor. Make sure to obtain copies of all those documents and review them just as carefully as the subcontract.

Notice Requirements

Search for “notice” or “notify.” Contractual notice provisions are a very important project control device. In many states, a subcontractor will lose a claim for time or money if it has not provided notice of a claim at the right time, to the right person, in the right form, and with the right information and documentation. These obligations, if neglected, can often lead to loss of rights to additional time and money.

Termination

Search for “termin” to identify all the termination rights available to the parties. A search for the fragment “suspens” allows you to identify related suspension rights. Be sure to understand those rights, as well as how compensation is handled when they are exercised.

In Summary...

Searching for key words is a simple way to identify the primary risk-management terms with a high degree of certainty. While the list of search terms above is not exhaustive, it identifies the main risk-shifting clauses that can kill a project's profitability and, in worst-case scenario situations, kill a company.

JAMES T. DIXON is a Shareholder with Roetzel & Andress, LPA (www.ralaw.com). Since 1997, he has represented project developers, property owners, contractors, subcontractors, suppliers, sureties, and design professionals. His work involves contract preparation and negotiation, contract administration, and dispute resolution. James is a member of the Construction Industry Forum of the American Bar Association and the American Arbitration Association's Panel of Neutrals. He is admitted to practice in California and Ohio state courts and United States District Courts in Ohio and California. He earned a BA degree from Denison University and a JD degree from the Case Western Reserve University School of Law, where he served as Editor-in-Chief of the law review. James lectures and publishes frequently on a variety of topics. He is also a Senior Lecturer at the University of Akron, where he teaches a course on risk management to undergraduates.

Please note that this article is for general informational purposes. Seek the advice of an attorney regarding your specific situation and contract matters.

Virtual Certification and Training Opportunities

NIA virtual certification courses provide exceptional value for your company's professional development. Thermal Insulation Inspector Certification™ and Insulation Energy Appraisal Program™ courses allow your team to practice real-world techniques, interact with instructors, and build stronger professional networks with industry peers. Learn from the comfort of your office location and save money on travel expenses by taking advantage of one of the three remaining virtual course options this year.

For newcomers to the industry, the Understanding Mechanical Insulation course offers an immersive learning experience. The

interactions with experienced professionals and the ability to view materials and installation examples create a solid understanding.

More project specifications now require certified inspectors, especially for data center and liquefied natural gas projects. Companies with certified staff have a competitive edge when bidding on such high-value projects, as clients recognize that these teams have the practical expertise to handle complex inspections with confidence.

Ensure that your company stands out by investing in comprehensive certification training. NIA members receive exclusive registration discounts on all in-person courses.



Find Certified Inspectors and Appraisers

Browse the complete lists to find trained and certified professionals in your area.

- To find an NIA Certified Thermal Insulation Inspector, visit www.insulationinspectors.com.
- To find an NIA Certified Insulation Energy Appraiser, visit www.insulationappraisers.com.

Inspectors and appraisers listed under a company name denoted in green are current NIA members.



Have Questions or Interested in Hosting a Course?

For learning objectives, prequalification details, and course benefits tailored to your business, visit www.insulation.org/training-tools. If your company is interested in hosting a course for 10 or more team members, or a group of customers, special pricing is available. For more information, email training@insulation.org.

NIA | Understanding MECHANICAL INSULATION

Understanding Mechanical Insulation

Training Level: Intermediate

Course Length: 2 days

About the course: 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.

COURSE DATES

December 3–4

Registration Deadline: November 12

Virtual Course



Thermal Insulation Inspector Certification

Training Level: Certification Level

Course Length: 4 days

About the course: This certification-level course is designed for experienced insulation professionals ready to learn a new specialty, and for 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.

COURSE DATES

December 3–4 and December 10–11

Registration Deadline: November 12

Virtual Course



Insulation Energy Appraisal Program

Training Level: Certification Level

Course Length: 2 days

About the course: 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 mechanical insulation can provide.

COURSE DATES

November 5–6

Registration Deadline: October 15

Virtual Course

On Demand

UNDERSTANDING THE SUBMITTAL PROCESS

About the course: This 3-hour, intermediate-level course focuses on how to identify the type and scope of submittal requirements, the components and importance of the submittal package, and the purpose of the submittal process.

Course Overview

- Module 1: Submittal Process Overview
- Module 2: Submittal Differences by Market Segment
- Module 3: Type of Submittals
- Module 4: The Submittal Process
- Module 5: The Submittal Package

This on-demand course is now available to Premier Training Subscribers as part of NIA's Education Center.

UNDERSTANDING SPECIFICATIONS

About the course: This is a 6-hour course that focuses on how:

- A specification is developed;
- To identify challenges and opportunities created by specifications;
- Codes, standards, regulations, and guidelines are intertwined in specifications;
- Conflicting information in specifications could be problematic;
- To understand the consequences of a "bad specification;" and
- Increased knowledge of mechanical insulation and insulation inspections can improve specifications.

Course Overview

- Module 1: Specification Overview/Introduction
- Module 2: What Is a Specification
- Module 3: Codes, Standards, Regulations, Guidelines, and Drawings
- Module 4: Differences Between Commercial and Industrial Specifications
- Module 5: Examples of Mechanical Insulation Specifications
- Module 6: Consequences of a "Bad Specification"

To view the courses, visit www.niaeducationcenter.org. To learn more about becoming a Premier Training Subscriber, email training@insulation.org or visit www.insulation.org/training-tools/niaeducationcenter.

From the Foundation Board of Directors

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



Mechanical Insulation
EDUCATION TRAINING ADVANCEMENT



PRESIDENT
R. Dean Burows



TREASURER
Matt Hymer



SECRETARY
Marc Napolitano

Introducing the 2025–2026 Foundation Board of Directors

The Foundation for Mechanical Insulation, Education, Training, and Industry Advancement's (Foundation's) Board of Directors met on Tuesday, April 29, 2025, and worked through a full agenda, including the election of its new Board members.

President: R. Dean Burows, DKB, Inc.

Treasurer: Matt Hymer, Midwest Materials Co.

Secretary: Marc Napolitano, Insulation Materials Corporation

At-Large Board Members:

- Daniel Aiken, ROCKWOOL Technical Insulation
- Wally Blewitt, Knauf Insulation, Inc.
- Rob English, Owens Corning
- Jordan Farrell, Irex Contracting Group
- David Fischer, Distribution International
- Rick Sutphin, Performance Contracting, Inc. (NIA President)



AT-LARGE
Daniel Aiken



AT-LARGE
Wally Blewitt



AT-LARGE
Rob English



AT-LARGE
Jordan Farrell



AT-LARGE
David Fischer



AT-LARGE
Rick Sutphin

The Foundation Board of Directors also acknowledged NIA Past President Jack Bittner of Johns Manville and Jon Perry, who recently retired from SPI, for their dedicated service and enormous contributions to further the success of the Foundation.



Mechanical Insulation
EDUCATION TRAINING ADVANCEMENT

The Foundation's Board of Directors would like to thank all of the following contributors who make the work of the Foundation for Mechanical Insulation Education, Training, and Industry Advancement possible.

2024 CONTRIBUTORS

FOUNDING ORGANIZATION CONTRIBUTOR: National Insulation Association—\$86,000

GOLD ELITE

Annual Contribution of \$15,000

Distribution International, Inc.
Johns Manville
Knauf Insulation, Inc.
Owens Corning
Performance Contracting, Inc.
ROCKWOOL Technical Insulation
Specialty Products & Insulation

GOLD

Annual Contribution of \$5,000

Aeroflex USA
Alpha Engineered Composites, LLC
Armacell
Bay Insulation Supply
Caldwell Insulation, Inc.
Eastern States Insulation Contractors Association
Insulation Contractors Association of New York City

Insulation Materials Corporation
Irex Contracting Group
Lamtec Corporation
Thermal Insulation Association of Canada

SILVER

Annual Contribution of \$3,000

General Insulation Company, Inc.
Midwest Insulation Contractors Association
Midwest Materials Company
R.P.R. Products, Inc.
Southeastern Insulation Contractors Association
Southwest Insulation Contractors Association

BRONZE

Annual Contribution of \$1,000

Advanced Industrial Services, LLC
Advanced Specialty Contractors, LLC
Alkegen

Argus Contracting, LLC
Atlantic Contracting & Specialties, LLC
Cornerstone Services Group, LLC
Coverflex Manufacturing, Inc.
Delaware Valley Insulation and Abatement Contractors Association, Inc.
DKB, Inc.
Dover Insulation, Inc.
Geo. V. Hamilton, Inc.
Heat Frost and Thermal Insulation Education Fund
Ideal Products of America Holdings, LLC
I-Star Energy Solutions
Kennedy Insulation Systems, Inc.
K-FLEX USA, LLC
Kirby-Cundiff Insulation
Petrin, LLC
Proto Corporation
Western Insulation Contractors Association
WICA Wisconsin Insulation Advancement Fund

Don't see your company listed?

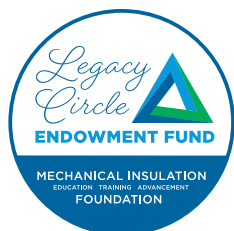
To learn more about becoming a Foundation contributor, please see a staff member, visit www.insulation.org/foundation, or email foundation@insulation.org.

Ongoing Projects and Programs

The Foundation continues its support for the development of Standards Practices (see page 24) and new course content for NIA's Education Center (see page 16). In addition, policies to guide the Foundation and a marketing campaign to promote the work of the Foundation are being developed.

If your company would like to be a Foundation contributor, please visit www.insulation.org/foundation/contribute. The full list of companies supporting the Foundation is below. If you don't see your company listed, please contact foundation@insulation.org for more information.

Legacy Circle Endowment Fund



In addition to the current annual business funding contribution levels—Platinum (\$30,000), Gold Elite (\$15,000), Gold (\$5,000), Silver (\$3,000), and Bronze (\$1,000)—the Foundation's Board of Directors created the Legacy Circle Endowment Fund as a way for anyone in the industry to leave a personal legacy donation. The Legacy Circle Endowment Fund allows donors to specify funding for individual programs or as a contribution to the general fund. Donors will be part of a unique group who want to give back to the industry and provide a permanent way to honor individual industry contributions and service. All contributions, including the Legacy Circle donations, are fully tax-deductible donations. (*Minimum contribution is \$2,000.*)

The Foundation would like to thank its newest donor for their generous support: *J. Kenneth (Kenny) and Mary Ann Freeman (NIA Past President).*

Contributions to the Legacy Circle Endowment Fund will serve as a permanent way to honor those who contribute. To learn more about this contribution opportunity, and review the full list of contributors, please visit www.insulation.org/foundation/contribute/endowment.

National Insulation Standard Practice Update

The joint NIA/AMPP Standards Committee (SC) 27, Mechanical Insulation met for the first time on April 9, 2025. The meeting was held in conjunction with AMPP's Annual Conference and Expo in Nashville, Tennessee.

SC 27 is led by Chair Jeff DeGraaf (NIA Consultant), Vice Chair Scott Sinclair (Johns Manville), and Secretary Michael Pardo (S&B Engineers and Constructors).

AMPP's Standards Practices (SP) define the requirements and recommendations for the selection, design, installation, or operation of a material or system and provide detailed descriptions of requirements for quality of a product or process that can be incorporated into a procurement document.

With more than 50 attendees, the SC 27 reviewed and discussed the following:

- AMPP Standards Committee processes and procedures,
- Development process for the Standard Practices (see *Figure 1*),
- Temperature ranges for organizing primary Standard Practices (in degrees Fahrenheit)
 - Cryogenic: -50 and below
 - Low Temp: -49 to 75

- Intermediate: 76 to 450
- High Temp: 451 to 1,500

- "Pain Points" survey to understand areas, issues, and experiences in the field with mechanical insulation systems

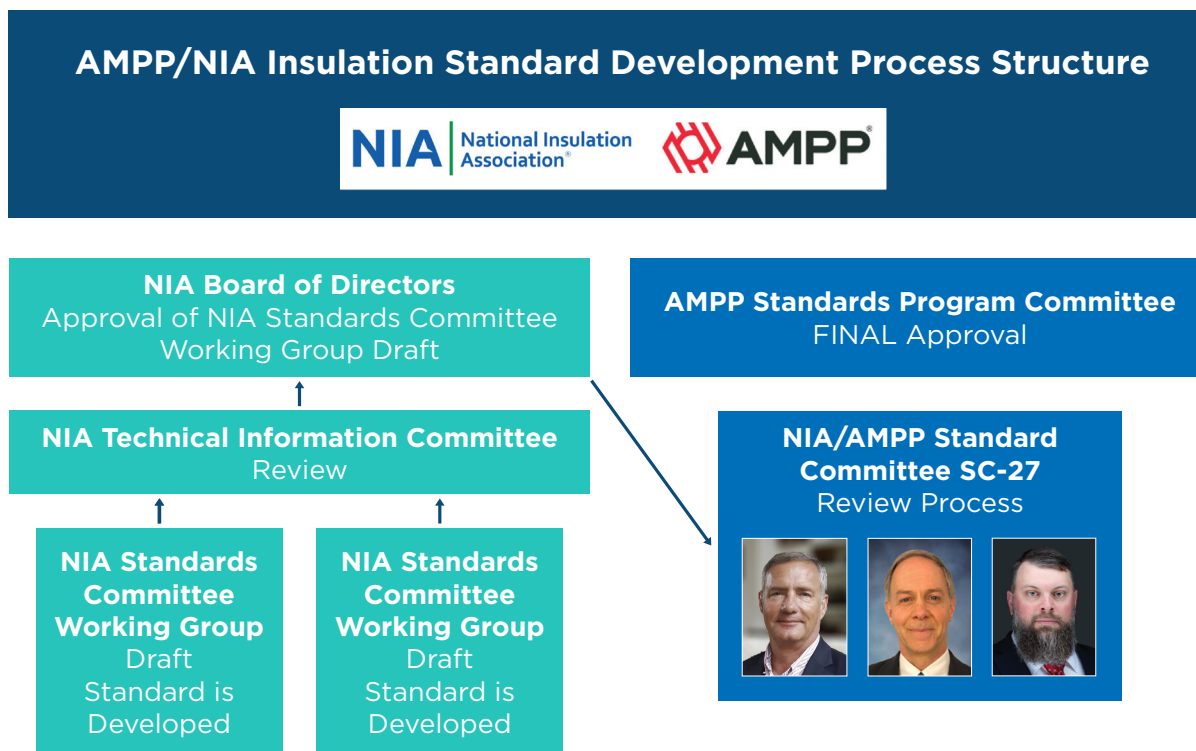
To view the April 9 meeting minutes, attendees, and presentations, visit <https://tinyurl.com/2h8ju3mz>.

To maintain clarity and usability, the intent is to keep the primary standard practices concise and focused on the full scope of actions required within each temperature range. These documents will serve as high-level guides. In parallel, "sub-standards" will be developed that provide detailed technical guidance on specific tasks within the primary standards.

For example, a sub-standard might focus exclusively on end caps—discussing the types (flat or beveled), recommended installation distances from flanges or valves and the reasoning behind them, as well as installation techniques based on pipe orientation (horizontal or vertical).

This modular structure not only supports clarity and ease of use but also allows flexibility. Companies currently using their own specifications may opt to incorporate additional depth—

Figure 1



such as detailed guidance on end caps by referencing the joint NIA/AMPP Standard Practices. This approach enhances the adaptability and market adoption of the new standards.

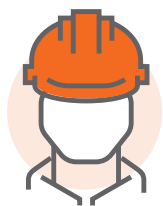
A Look Ahead

In June, NIA's Contractor members were surveyed to better understand the challenges encountered with insulation installation in the field. Associate (Manufacturer) members were also surveyed to better understand the questions or requests for clarification they frequently receive concerning installation.

Their insights will help NIA prioritize the development of standards and ensure they effectively address the real-world issues our members face.

In addition, NIA will be reaching out to engineers, owners, and EPCs (engineering, procurement, and construction firms) for their input on the areas of mechanical insulation systems or specifications that present challenges or require further clarification.

The results of these surveys will be available in a future issue of *NIA News* and other NIA communications.



Safety Resources

New Safety Web Page

NIA's new Safety Resource Web Page (www.insulation.org/resources/safety) is your go-to source for industry-specific safety guidelines, best practices, and compliance information. We are committed to promoting workplace safety across the mechanical insulation industry by providing essential tools, training materials, and regulatory updates to help businesses maintain a safe and compliant work environment.

Education and Training: 5 On-Demand Safety Courses

These five courses are available to all NIA members through NIA's Education Center:

1. Ladder Safety Awareness will help you understand the types of ladders as well as guidelines for proper ladder safety and inspection: www.niaeducationcenter.org/courses/81771
2. Fall Protection will help you identify common fall hazards, recognize the types of equipment and methods that provide fall protection, and understand the procedures designed to prevent falls: www.niaeducationcenter.org/courses/81775
3. Heat Stress will help you learn how to identify common health and safety problems associated with heat, recognize the symptoms of heat stress, and how to treat and reduce the likelihood of heat stress: www.niaeducationcenter.org/courses/104330
4. OSHA Inspections for Construction and Multi-Employer Worksites will define OSHA employer categories on multi-employer construction sites, demonstrate how OSHA determines which company to cite for violations, and show you how to identify employer responsibilities: www.niaeducationcenter.org/courses/104333

5. OSHA Recordkeeping and Reporting will guide you through the importance of sending OSHA accurate records, defining work-related injuries and illnesses, and completing OSHA Form 300, OSHA Form 301, and OSHA Form 300A: www.niaeducationcenter.org/courses/104331

Safety Handbooks

[Safety Handbook for Insulation Workers](#)

[Safety Handbook for Distributors and Fabricators](#)

These pocket-sized handbooks offers practical tips for maintaining safe environments. Each handbook contains both the English and Spanish versions. This resource is not intended to act as a complete safety program, but with an employee acknowledgement form included in each handbook, this is a great supplement to your company's existing safety program. Visit [NIA's Online Store](#) or email niainfo@insulation.org for more information.

Update on Proposed Standard on Heat Illness and Injury Prevention Programs

The OSHA proposed rule on Heat Injury and illness Prevention Plan standard has been the subject of a virtual public hearings, which began on June 16, 2025, and continued through July 2. In the previous issue of NIA News, NIA Legal Counsel Gary Auman reported on the suggestions submitted to OSHA on behalf of NIA on this proposed rule. New updates on the proposed rule will be shared in future NIA communications. For more from OSHA and the rule-making process, visit www.osha.gov/heat-exposure/rulemaking.

EVENT CALENDAR



(703) 464-6422

www.insulation.org/events/calendar
events@insulation.org

NIA MEETINGS

Fall Summit 2025

October 28–29, 2025
MGM National Harbor
National Harbor, Maryland
(just outside of Washington, DC)

NIA's 70th Annual Convention

March 24–26, 2026
El Conquistador Resort
Fajardo, Puerto Rico

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NIA EDUCATION AND TRAINING

For information about education programs and training opportunities, please visit www.insulation.org/training-tools

REGIONAL INSULATION MEETINGS

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

Central States Insulation Association (CSIA)

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

CSIA/ESICA Fall Conference

September 3–5, 2025
The Ritz-Carlton, Amelia Island
Fernandina Beach, Florida

Eastern States Insulation Contractors Association (ESICA)

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

ESICA/CSIA Fall Conference

September 3–5, 2025
The Ritz-Carlton, Amelia Island
Fernandina Beach, Florida

Midwest Insulation Contractors Association (MICA)

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

MICA 2025 Fall Business Meeting

October 7, 2025
Omaha Marriott Downtown
at the Capitol District
Omaha, Nebraska

Southeastern Insulation Contractors Association (SEICA)

Contact: Erin Penberthy
(571) 266-3129, www.seica.org

SEICA 2025 Fall Conference

October 12–14, 2025
Omni Grove Park Inn
Asheville, North Carolina

Southwest Insulation Contractors Association (SWICA)

Contact: Catie Duhon
(832) 971-5989, www.swicaonline.org

SWICA Golf Tournament

October 22, 2025
Blackhorse Golf Club
Cypress, Texas

Thermal Insulation Association of Canada (TIAC)

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

2025 TIAC Conference

August 13–16, 2025
Sternwheeler Hotel and
Conference Centre
Whitehorse, Yukon

Western Insulation Contractors Association (WICA)

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

WICA Annual Convention

September 14–16, 2025
Everline Resort & Spa
Lake Tahoe, California

NIA'S ONLINE RESOURCES

www.insulation.org
www.insulationoutlook.com
www.niaeducationcenter.org
www.insulatemetalbuildings.org
www.linkedin.com/company/NIAinfo
www.x.com/NIAinfo
www.youtube.com/NIAinfo

Instructions on how to use NIA's new membership
and educational portals are available at:

www.insulation.org/about-nia/makingthemostofyourmembership