

# NIA | News

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

ISSUE 3 2025, VOL. 32

## Launch Your Fall Education Journey at Fall Summit— And Continue with New On-Demand Education Center Courses

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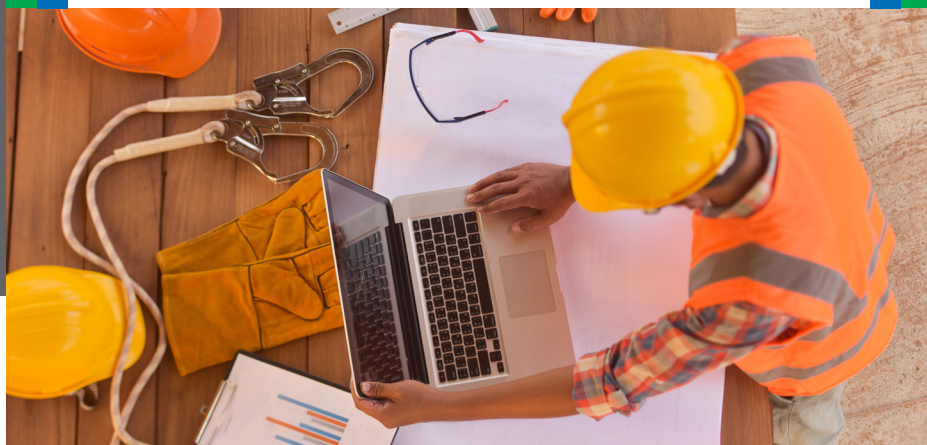
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*Fall Summit*   
EDUCATE | ENGAGE | ELEVATE *7* 2025



**NIA | EDUCATION CENTER**  
THE EDUCATION LEADER FOR THE INSULATION INDUSTRY



## EVP/CEO MESSAGE

### Your Path to Greater Impact



Your NIA membership is an invitation to action. This issue of *NIA News* isn't just information—it's your road map to deeper involvement and greater impact within our industry.

Your involvement is what transforms membership from a transaction into meaningful impact. Every committee you join, every event you attend, every course you complete doesn't just advance your business—it strengthens our entire industry.

We're thrilled to welcome three new member companies who are already diving in and contributing to President Rick Sutphin's vision of **Association Strong—70 Years!** Speaking of diving in—our Fall Summit 2025 is just weeks away (October 28–29 at the MGM National Harbor, Maryland), and advanced registration closes October 7. This members-only gathering is where connections spark innovations and collaborations that last all year.

Ready to get more involved? Here's how to start:

- **Contractor members:** Submit your project for the Insulation Project Art Gallery Showcase and Competition by October 8—showcase your expertise and inspire others (see page 9).
- **Expand your expertise:** Explore new on-demand courses in NIA's Education Center and pursue certification as a Certified Thermal Insulation Inspector™ or Certified Insulation Energy Appraiser™, now with convenient virtual options (see page 13).
- **Champion the cause:** Support the Foundation's mission to amplify mechanical insulation education industry-wide (see page 17).
- **Connect and grow:** Meet NIA's membership team, who can help you map out your path to deeper involvement within NIA (see page 3).

Thank you for not just being part of this community, but for actively building our association stronger while strengthening your own business and expertise every day.

Michele M. Jones

Executive Vice President/Chief Executive Officer

P.S. I look forward to seeing many of you at Fall Summit and next spring in Puerto Rico at our 70<sup>th</sup> Annual Convention, March 24–26, 2026 (see page 10)!

## 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—TBD

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*

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

#### 2026 Convention Planning

John Stevens, *JT THORPE*

#### Associates

Louis Walton, *Proto Corporation*

#### Distributors/Fabricators

Brian Blazek, *Specialty Products & Insulation*

#### Health and Safety

Mike Hill, *Performance Contracting, Inc.*

#### Membership

Lee Stuckenschmidt,  
*Systems Undercover, Inc.*

#### Merit Contractors

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

#### Metal Building Laminators

David Tomchak,  
*Bay Insulation Systems, Inc.*

#### Technical Information

Doug Fast, *Owens Corning*

#### Union Contractors

Rick Sutphin, *Performance Contracting, Inc.*

#### Young Professional Advisory

Thomas MacKinnon, *Armaceil*

# 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 MEMBERSHIP TEAM

### Leah Beard, Office and Operations, Assistant Manager (Part-Time)



Leah started with NIA in July 2025 and provides administrative assistance to NIA and the team. With her attention to detail and organizational skills, her primary areas of focus include day-to-day office logistics, office organization, assisting with meeting and training course preparations, data management and reporting, assisting with product orders, and other office-related tasks. Leah graduated from Liberty University with a B.S. in Business Management.

Outside the office, Leah enjoys exploring local trails, visiting Virginia wineries, traveling, and spending time with her cat, Victor.

Leah can be reached by email at [lbeard@insulation.org](mailto:lbeard@insulation.org), or by phone at 703-464-6422, ext. 124.

### Kristin V. DiDomenico, Vice President & Managing Director



Kristin's love of mechanical insulation, NIA, and its members spans nearly 22 years! Having held many roles within the organization, Kristin's main responsibilities include overseeing the membership department and its programs, operations management, serving as project manager for NIA's Standards initiative—including staffing of the joint NIA/AMPP SC 27 Mechanical Insulation Committee—and working closely with NIA's EVP/CEO, Michele M. Jones, and NIA's Executive Committee and Board of Directors. Highlights for Kristin always include NIA's annual meetings (the Convention, July Board meeting, and Fall Summit) and the opportunity they offer to catch up with members, meet new members and first timers, and engage with the committees she supports.

Kristin graduated from George Mason University with a B.A. in English.

Outside the office, Kristin spends time with Thomas, her teenage son, her husband Greg, and Bree, her rescue pup. Weekends include hiking, exploring areas around Virginia, seeing concerts, cooking, spending time with friends and family, planning vacations, and traveling to numerous soccer games and tournaments with Thomas.

Kristin welcomes any opportunity to talk with potential members and those interested in getting involved in NIA's Standards initiative. Contact Kristin by email at [kdidomenico@insulation.org](mailto:kdidomenico@insulation.org), or by phone at 703-464-6422, ext. 115.

### Rianna Gleeson, Member Engagement & Data Specialist



As the main membership contact, Rianna enjoys getting to know our members—learning about their goals, challenges, and what they value most. She takes pride in helping people connect with the resources, benefits, and networking opportunities that will make their membership experience meaningful. With her love for data, numbers, and organization, she was recently promoted to Member Engagement and Data Specialist. Rianna graduated from George Mason University with an Honors degree in Communication and Non-Profit Studies, so she is excited to use her background to better engage with our members.

Outside of work, Rianna will always be with her dog, Loki, and husband, Brian. They love exploring new areas around Rhode Island, taking trips to Florida to visit family, eating good food, and watching *Star Wars*, *Harry Potter*, and *The Lord of the Rings*.

Rianna looks forward to continuing to get to help you and your company make the most out of your membership. To share your ideas or feedback related to NIA membership, contact Rianna by email at [rgleeson@insulation.org](mailto:rgleeson@insulation.org), or by phone at 703-464-6422, ext. 113.



## Owens Corning's Ginny Gier Joins the NIA Board of Directors

Ginny Gier is the new Associates Committee Appointee, filling Louis Walton's term that expires in 2026. Ginny is the Area Sales Manager for the Gulf Coast for Owens Corning and is based in Katy, Texas. As the Vice Chair of the Associates Committee, Ginny looks forward to interfacing with the Board and bringing new initiatives, fresh ideas, and representing manufacturers. Ginny also serves on the Southwest Insulation Contractors Association Board

of Directors, where she plays a key role in guiding the organization's mission and initiatives, including the launch of Women in Insulation. A dedicated and passionate leader with more than 20 years of experience in the industrial and mechanical insulation industry, Ginny is also the proud mom of three. Ginny endeavors to be a positive influence, a mentor, and a voice that continues to move the industry forward for generations to come. With a deep-rooted belief in the work she does, Ginny often says, "I love this industry because we save lives, save money, and save energy!"



# 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](http://www.insulation.org/newmembers).



May 2025

**Chaparral Insulation Co., Inc.**

**Contractor**

\$50+ Million

Attn: David Akins

200 Factory Dr.

Waco, TX 76710-6958

(254) 756-5034

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

**Specialties:** Acoustic Products/Services, Commercial Insulation, Fire Proofing, Firestopping, Heat Tracing, HVAC Insulation, Industrial Insulation, Paintings/Coatings, Plumbing Insulation, Power, Refractory Contractor, Refrigeration Insulation, Removable Insulation, Scaffolding

## About Chaparral Insulation Co., Inc.

Chaparral Insulation has proudly served the mechanical insulation industry for more than 30 years. As a trusted partner to the HVAC and plumbing sectors, we specialize in high-performance insulation solutions across commercial sectors including health care, semiconductors, education, government, office, hospitality, retail, and industrial facilities. We are a full-service provider offering expertise in mechanical insulation, firestopping, heat trace, fire proofing, industrial coating, and scaffolding. Known for our personal, hands-on approach, we handle everything from routine installations to complex, specialized systems with flexibility, precision, and integrity.

## Why did you join NIA?

Chaparral Insulation is proud to join NIA and engage with industry professionals and advocates committed to advancing the mechanical insulation sector. We look forward to collaborating, sharing insights, and building strong relationships with industry leaders, manufacturers, and distributors through NIA events and initiatives.



ECP

July 2025

**Intertape Polymer Group**

**Associate Manufacturer**

Attn: Carey Ewanik

100 Paramount Dr.

Ste. 300

Sarasota, FL 34232-6051

(888) 898-7834

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

**Specialties:** Manufacturer's Representative, Metal Building Insulation, Tapes

## About Intertape Polymer Group

The Engineered Coated Products (ECP) Division of Intertape Polymer Group (IPG) is a leading provider of premium polyolefin-coated fabrics, expertly engineered for high-demand environments. With an unwavering commitment to quality, innovation, and customer service, our skilled team supports OEMs and end users across industries including agriculture, construction, industrial applications, storage, transportation, advertising, water management, and mining. Backed by cutting-edge, vertically integrated manufacturing facilities in North America and India, we adapt quickly to evolving market needs while maintaining exceptional product standards.

## Why did you join NIA?

IPG has chosen to join NIA to further engage in the insulation industry and its networks to increase our understanding and participation throughout the facets of the businesses. We hope that through our participation, we can bring our products and technologies forward to benefit the NIA members and the industry.



Welcome New Members, continued



July 2025

### Thermal Protective Solutions

#### Contractor

\$3–6 Million

Attn: Natalie Ester

PO Box 1054

Tomball, TX 77377

(281) 923-4795

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

**Specialties:** Commercial Insulation, Fire Proofing, Firestopping, Heat Tracing, HVAC Insulation, Industrial Insulation, Plumbing Insulation, Refrigeration Insulation, Removable Insulation

### About Thermal Protective Solutions

Thermal Protective Solutions specializes in the supply of mechanical insulation products for the commercial market. Our product line includes pipe, duct, and equipment insulation; fire-rated and acoustic insulation; metal jacketing; heat tracing; fire stopping; and custom solutions. Our services provide our customers with durable, energy-efficient insulation systems that protect their assets, improve performance, and reduce costs.

### Why did you join NIA?

Thermal Protective Solutions chose to join NIA to connect with industry leaders, stay current with insulation trends and education, and strengthen our network within the mechanical insulation community. We are excited to gain insights, build relationships, and contribute to the advancement of energy-efficient solutions.

### Do you know of a company that could benefit from becoming a member of NIA?

For more information or to refer a potential member, please call Rianna Gleeson at (703) 464-6422, ext. 113, or email [membership@insulation.org](mailto:membership@insulation.org).

# PEOPLE & PLACES

## In the News

### Specialty Products & Insulation (SPI)

#### Expands North American Operations

SPI, a global distributor of insulation solutions based in Charlotte, North Carolina, recently announced the acquisition of Dispro, which is headquartered in Montreal, Québec, Canada. Dispro is a distributor and fabricator of thermal and acoustical insulation. The company has served the mechanical, commercial, HVAC, and OEM markets since 1982.

"I am excited to welcome the Dispro team to the SPI family," said Ray Sears, SPI's CEO. "Dispro's exceptionally skilled team, advanced fabrication capabilities, and established regional presence throughout Eastern Canada strengthen SPI's reach and enhance how we serve local customers. Our organizations share a deep commitment to safety, quality, and innovation, and we are united by a

belief in the value of our people, who are the foundation of our success."

"Joining SPI marks an exciting new chapter for Dispro," said Luc Barriault, Dispro's President and CEO.

"This acquisition allows us to expand our capabilities while remaining true to what has always set us apart—technical expertise, responsive service, and trusted relationships. We look forward to the opportunities ahead as part of the SPI family." Dispro will continue to operate under its brand name and retain its locations in Montreal, Québec City, and Ottawa.

SPI has been a member of NIA since 1984. Visit [www.spi-co.com](http://www.spi-co.com) to learn more.

# Fall Summit

EDUCATE | ENGAGE | ELEVATE 7 2025

## Fall Summit 2025

### Is Where Your NIA Network Connects



#### KEY DATES AND DEADLINES

**October 7, 2025:** Fall Summit Advanced Registration and Hotel Reservation Deadline

**October 14, 2025:** Regular Registration Closes

**October 28–29, 2025:** Fall Summit 2025

**THE COUNTDOWN IS ON!** In just weeks, NIA's once-a-year, members-only Fall Summit returns to MGM National Harbor, Maryland, October 28–29.

#### Highlights Include:

- Two networking social hour events on Tuesday and Wednesday,
- Two keynote presentations on Wednesday,
- Forum-style sessions with industry-specific speakers (all on Wednesday), and
- Open time for dinner with clients on Tuesday, and lunch and dinner on Wednesday.

#### New to Committee Sessions?

Every registered member can attend open committee meetings (closed meetings are noted on the schedule). Not sure which session fits your company? Email [membership@insulation.org](mailto:membership@insulation.org), or visit NIA's Registration Desk on site. Once you attend a committee meeting, you're in—and your networking opportunities multiply.

#### Optimize Your Schedule

##### Tuesday, October 28

- Arrive by 4:00 p.m. ET
- Evening networking social hour
- Open time for client dinner events

##### Wednesday, October 29

- Networking breakfast
- Morning keynote presentation
- Industry-specific forum sessions
- Afternoon keynote presentation
- Networking social hour
- Open time for client dinner events

##### Thursday, October 30

- Most attendees can depart in the morning
- Morning meetings for NIA Board of Directors and Committee Chairs

Please visit [www.insulation.org/fallsummit2025/schedule](http://www.insulation.org/fallsummit2025/schedule) to view the full schedule of events and to plan your travels.

## Project Showcase Competition

### Contractors: This Is Your Moment

Showcase your craftsmanship, build your reputation, and win recognition by submitting your best project photos by October 8 for NIA's Insulation Project Art Gallery Showcase and Competition. There is no entry fee for members—just the opportunity to stand out from the competition. All Fall Summit attendees will have the opportunity to vote on their favorite projects. Winners are announced during the Fall Summit.

**Important Update:** After Fall Summit 2025, this competition moves to a biennial schedule. Enter now or wait until 2027.

To learn more about eligibility, judging criteria, and winner recognition, see page 9, or visit [www.insulation.org/events/niaprojectartgallery](http://www.insulation.org/events/niaprojectartgallery). If you have questions about your membership status, please contact [membership@insulation.org](mailto:membership@insulation.org).

## Build Your Brand at Fall Summit by Becoming a Sponsor

NIA has created a variety of unique options for sponsors and advertisers including on-site, digital, and print promotion opportunities. There is a choice for every budget, and all packages include pre-event, on-site, and post-event recognition for your company.

Email [events@insulation.org](mailto:events@insulation.org), or visit [www.insulation.org/fallsummit2025/sponsorship](http://www.insulation.org/fallsummit2025/sponsorship) for details.

## Education and Industry Sessions

### Economic Outlook: What's Next?

**Speaker: Chris Kuehl, Managing Director, Armada Corporate Intelligence**



Economic forecasts are constantly changing, and Chris Kuehl knows which trends to watch so that you know what to expect for 2026. Chris will share his expertise and provide a comprehensive overview of the latest data, along with his expectations for the various segments of the U.S. economy. He will focus on domestic construction industry spending for manufacturing, transportation, and the insulation sector. Chris will also share his perspective on the U.S. dollar, interest rates, real estate trends, tariffs, and more.

### Associates (Manufacturer) Session:

#### Deep Dive Economic Outlook for Manufacturers

**Speaker: Chris Kuehl, Managing Director, Armada Corporate Intelligence**

Take a deeper dive into the most important economic topics for manufacturers, including manufacturing production and capacity utilization rates, purchasing manager index, unemployment, and much more. Plus, Chris Kuehl will also share his insights and predictions on potential growth rates, sector challenges, and potential risks.

### Health and Safety Session:

#### Learning from Near Misses: A Proactive Approach to Construction Safety

This session will delve into the critical importance of identifying, reporting, and analyzing near misses on construction project sites. You will learn how a proactive approach to near misses can significantly enhance safety performance, reduce risks, and cultivate a stronger safety culture on your construction sites. Bring your questions and topics for a discussion after the presentation.

### Merit Contractors Session: Regional Roundup

**Facilitator: Mike McCowan, Committee Chair, L.C. Insulations, Inc.**

Join the Merit Contractors Committee members for a wide-ranging regional discussion led by Committee Chair Mike McCowan of L.C. Insulations, Inc., focusing on market conditions and updates from across the United States.





### Union Contractors Subcommittee Session: Roundtable Discussion

We invite you to participate in a special roundtable discussion led by the Union Contractors Subcommittee leadership. This session is designed to be collaborative and is your opportunity to lend your voice and expertise on critical issues. Updates from Board members of the National Union Insulation Contractors Alliance (NUICA) and Trustees from the Labor Management and Cooperative Trust (LMCT) will be provided. Attendees will be surveyed prior to the meeting for additional topic suggestions. Come ready to engage, bring your questions, and contribute your perspective!

This session will conclude with the Union Contractors committee meeting.

\*The Union Contractors Subcommittee is open to signatory contractors of the International Association of Heat & Frost Insulators and Allied Workers.

### Young Professional Advisory Committee Session: The Power of Building Your Network

Join your peers to build a stronger network, gain new perspectives, and find a community of like-minded young professionals dedicated to growth and success. Moderated by YPAC leadership, this informal session will help you connect with your peers in a relaxed setting. We'll dive into the questions that help us discover what drives us, what we're passionate about, and what we can learn from each other.

More sessions will be added to the Fall Summit schedule. Please check [www.insulation.org/fallsummit2025/sessions](http://www.insulation.org/fallsummit2025/sessions) for the latest details.

## The Numbers Show Why Your Peers Keep Coming Back

# 100%

plan on attending  
NIA's Fall Summit in 2025

# 98%

rated the Fall Summit as  
excellent or good

# 98%

said the program content/education  
value exceeded or met expectations

# 96%

said business networking with  
new/potential customers exceeded  
or met expectations

# 91%

learned new information

## Secure Your Spot (Time Is Running Out!)

### October 7 Advanced Registration and Hotel Discount Deadlines

- Advanced registration: \$360 (additional discount for check payments)
- Register online at [www.insulation.org/fallsummit2025/registration](http://www.insulation.org/fallsummit2025/registration).
- Discounted hotel block: \$259/night at MGM National Harbor (first come, first served)
- For online hotel reservations in NIA's discounted room block, visit [www.insulation.org/fallsummit2025/hotel](http://www.insulation.org/fallsummit2025/hotel), or call 1-844-646-6847 and mention NIA's Fall Summit.

Regular registration closes on October 14.



## Build Your NIA Community

Fall Summit 2025 isn't just about attending sessions—it's about building your business and your industry through strategic connections.

### Questions?

For the latest details on speakers, schedules, and everything related to this event, visit [www.insulation.org/fallsummit2025](http://www.insulation.org/fallsummit2025), or email [events@insulation.org](mailto:events@insulation.org).

### Thank You to Our 2025 Fall Summit Sponsors!



# Enter NIA's Insulation Project Art Gallery Showcase and Competition

## Deadline Is October 8—Next Opportunity Not Until Fall Summit 2027

NIA Contractor members: Submit photos of your most impressive projects to showcase the artistry and craftsmanship of mechanical and industrial insulation work.

### Key Competition Details

- Free for NIA Contractor members
- Submit up to four photos of one project
- Winners voted by members at Fall Summit 2025, October 28–29
- Anonymous showcase ensures fair judging
- Winners announced at Fall Summit and featured on NIA website and in communications

### How to Enter

1. Review requirements at [www.insulation.org/events/niaprojectartgallery](http://www.insulation.org/events/niaprojectartgallery).
2. Complete the electronic submission form.
3. Email photos to [events@insulation.org](mailto:events@insulation.org) by October 8, 2025.
4. Attend NIA's Fall Summit to vote and be eligible for the competition.

Visit [www.insulation.org/events/niaprojectartgallery](http://www.insulation.org/events/niaprojectartgallery) to access more information and the submission form. For questions, or to verify your company's member type or status, email [events@insulation.org](mailto:events@insulation.org).



**NIA****70<sup>th</sup> Annual Convention**  
El Conquistador Resort, Puerto Rico

# Celebrating Together in Puerto Rico:

## *Association Strong—70 Years*

Celebrate 7 decades of industry excellence at NIA's landmark 70<sup>th</sup> Annual Convention! This spring gathering is an historic milestone, bringing together every segment of the mechanical insulation industry in beautiful Puerto Rico. With President Rick Sutphin's inspiring theme of **Association Strong—70 Years**, dynamic networking opportunities, cutting-edge educational sessions, and an island paradise as your backdrop, the 2026 Convention promises to be a truly memorable event to share with your team and your family. Visit [www.insulation.org/convention2026](http://www.insulation.org/convention2026) to learn more and to register.

### Two Keynote Presentations for All Attendees

#### The Power of Significant Moments: Elevating Relationships & Performance

Discover how transforming everyday moments into significant opportunities can revolutionize your leadership, relationships, and team performance with performance expert and magician Jon Petz.

#### Complete Leadership: Navigating the New World of Work

Traditional leadership skills are becoming outdated fast. Future-of-work expert Eric Termuende delivers a research-backed blueprint for mastering "complete leadership." Start now in building unwavering trust, eliminating team friction, and preparing your organization for an unpredictable future.

### NIA's 70<sup>th</sup> Annual Convention

March 24–26, 2026

El Conquistador Resort  
Puerto Rico

### KEY DATES AND DEADLINES

#### February 26, 2026

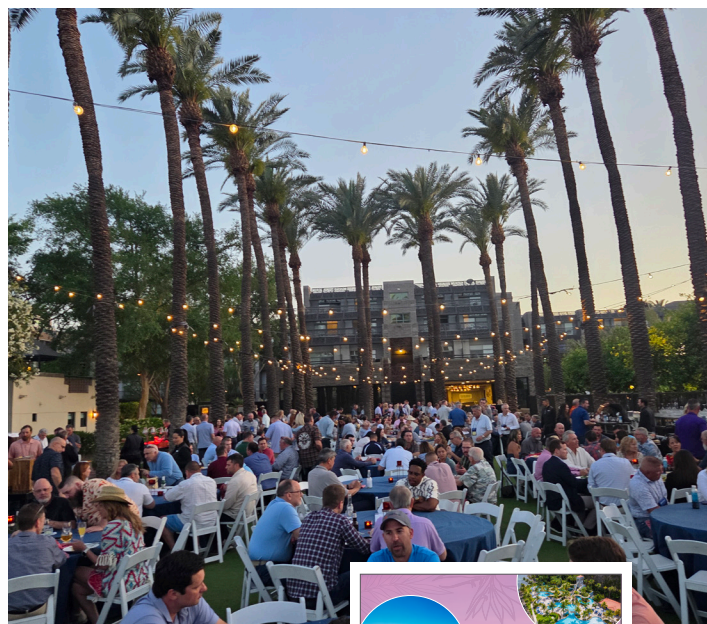
Advanced Registration, Hotel  
Reservation, and Golf Tournament  
Deadlines

#### March 9, 2026

Regular Registration Closes







### What Events and Speakers Have Your Peers Planned for 2026?

The buzz is building! NIA's Convention Planning Committee has designed a celebration worthy of our 70th anniversary. From reimagined traditional favorites to exciting new additions, here are a few highlights to help with your planning:

- The schedule has shifted to run Tuesday (March 24) to Thursday (March 26) for most attendees (Past Presidents' and Board of Directors' events take place on Sunday and Monday). We encourage most attendees to plan to arrive on Tuesday, March 24.
- NIA's Golf Tournament has moved to Tuesday at 12:00 p.m. local time. Golfers should plan to arrive by Monday, March 23.
- Welcome events for first-time attendees and new members get started on Tuesday evening, with the orientation and happy hour.
- The Welcome and Appreciation Dinner takes place on Tuesday evening and will be an island-inspired evening outdoors under the palm trees, complete with a live mural to honor our 70th Convention, along with a steel drum band, delicious cocktails, a coconut carver station, and more!
- Back this year there is an Educational Session and lunch on Thursday, after the morning committee meetings. During this session, we will also announce the recipients of the Premier Industry Manufacturer Awards.
- The Farewell Reception and Dinner is on Thursday evening, when we will honor NIA President Rick Sutphin and celebrate our strong foundation and bright future. The manufacturers' Hosted Dessert Hospitality Suites will take place directly after dinner.

Many more sessions and educational topics will be added in the coming months, so stay tuned to *NIA News* and check out the Convention website, where you can find all the latest information.

### Promote Your Brand at the Premier Insulation Industry Event

Be a part of the industry's top event of the year, as NIA brings the best in entertainment, educational sessions, and networking opportunities for all attendees. From Contractor Recognition Packages to Website Sponsorship and Digital Packages, there is an option for every budget. Visit [www.insulation.org/convention2026/networking/sponsorship](http://www.insulation.org/convention2026/networking/sponsorship) to view packages. If you are interested in becoming a sponsor at the 2026 event, please email [events@insulation.org](mailto:events@insulation.org), or call 703-464-6422.





### Book Your Puerto Rico Retreat

NIA has blocked two different room styles at the El Conquistador Resort at discounted rates of \$239 or \$289 per night, plus state and local taxes. The hotel service fee has been reduced to \$35.00 plus tax, per room, per day. Please note, when booking your hotel online, the resort fee will not reflect the discounted rate, but your final hotel invoice will. All rooms are available on a first-come, first-served basis. Take advantage of NIA's discounted rate by making your reservation before February 26, 2026. NIA's discounted room block will sell out—make your reservation early! A limited number of rooms are available before and after the event dates.

Your resort fee includes transportation to and from Palomino Island (the resort's own private island), with white sand beaches, restaurant, and lounge chairs and umbrellas. It also includes access to the fitness center, pickleball and tennis courts, entrance to Coqui Water Park and outdoor pools, and many more resort activities!

**Ready to be part of this milestone celebration?** Register today at [www.insulation.org/convention2026](http://www.insulation.org/convention2026). For questions, email [events@insulation.org](mailto:events@insulation.org).



### Secure Your Island Getaway

El Conquistador Resort is an iconic resort perched high on a 300-foot cliff overlooking the exact spot where the Caribbean and the Atlantic Ocean meet. It's enriched with history and architectural value—its early development was 60 years ago. To get a closer look at the resort experience, watch the El Conquistador Resort's promotional video here: <https://youtu.be/zXXm4ulwhig>.

### Guests and Families Welcome!

Make it a family adventure! Nearly half of our attendees bring family members and guests to experience NIA events in beautiful locations! Children 5 and younger are free, and discounted registration rates are available for kids under 18. All guests must be registered to attend and participate in the Convention functions and must not work in the industry to qualify for the guest registration rate. If your spouse or guest would like to receive Convention attendee emails specifically for guests, please send the guest's email address to [events@insulation.org](mailto:events@insulation.org).

Registered spouses and guests are also welcome to sign up for our Flavors of Puerto Rico cooking class that will take place on Wednesday, March 25th. You'll learn how to cook some authentic dishes and enjoy tropical cocktails (or mocktails) and snacks.

**Additional online resources are available on NIA's Convention website.**

Visit [www.insulation.org/convention2026](http://www.insulation.org/convention2026) and click on "Discover Puerto Rico."

# Claim Your Spot:

## The Last 3 Virtual Courses of the Year

### AVAILABLE COURSES

- **4-day Certification Course:**  
Thermal Insulation Inspector Certification™
- **2-day Certification Course:**  
Insulation Energy Appraisal Program™
- **2-day Intermediate Course:**  
Understanding Mechanical Insulation

### BENEFITS FOR YOU AND YOUR COMPANY

- Save on travel costs and learn from your office location
- Build your network and connect with industry professionals
- Gain a competitive edge and meet growing certification requirements

### WHY IT MATTERS

- More projects now require certified inspectors, especially high-value data center and LNG work
- These courses are your last virtual opportunities in 2025
- Use your NIA membership benefits to receive significant registration discounts



### 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](http://www.insulationinspectors.com).
- To find an NIA Certified Insulation Energy Appraiser, visit [www.insulationappraisers.com](http://www.insulationappraisers.com).

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



Scan to read the latest case study in *Insulation Outlook*

### Appraisal Case Study: A Replicable Framework for Energy Efficiency and ROI

Did you read “Insulation Energy Appraisal in Health-Care Facilities: A Case Study” in the September issue of *Insulation Outlook*? This case study is an excellent resource that summarizes the value of the Insulation Energy Appraisal Program process and the benefits of having a NIA Certified Insulation Energy Appraiser on your team. This real-world, in-depth example offers a framework for using an insulation appraisal approach to assess and deliver substantial energy, dollar, and emission savings to customers in the health-care setting.

According to NIA Certified Insulation Energy Appraiser Andrew Martin of Irex Energy Solutions, the reports generated from appraisals are where the shock-and-awe factor come in, noting, “You may feel the heat when you walk in a room, and look around and might not see much missing insulation, but the thermal imaging shows how all the small uninsulated areas add up.”



## LEARN MORE ABOUT EACH COURSE

### Understanding Mechanical Insulation on December 3–4: Register by November 12

#### **NIA** | Understanding **MECHANICAL INSULATION**

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.

Not ready to take the course yet? Understanding Mechanical Insulation is moving to an on-demand format in 2026. Look for details in December about how to take this course when it works best with your schedule.

### Insulation Energy Appraisal Program on November 5–6: Register by October 15



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.

3E Plus is continuing to be updated and improved based on user feedback. During the course, the instructors talk through these updates and how the software will be even more beneficial for your business.

### Thermal Insulation Inspector Certification on December 3–4 and December 10–11: Register by November 12



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.

The last few years this course has sold out, we recommend you register you and your team early to guarantee a spot!

### On Demand in January 2026: NIA's Understanding Mechanical Insulation Course

We heard you! NIA's Understanding Mechanical Insulation will be available on demand in January 2026, offering you the ability to:

- **Select the timing:** Access all course materials 24/7
- **Control the course pace:** Pause, rewind, rewatch lessons, and you can pick up right where you left off each time you log in
- **Learn from anywhere:** All you need is an internet connection

### HAVE QUESTIONS OR WANT TO BRING A COURSE TO YOUR BUSINESS?

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

To view the courses, visit [www.niaeducationcenter.org](http://www.niaeducationcenter.org). To learn more about becoming a Premier Training Subscriber, email [training@insulation.org](mailto:training@insulation.org), or visit [www.insulation.org/training-tools/niaeducationcenter](http://www.insulation.org/training-tools/niaeducationcenter).

Visit NIA's Education Center at [www.niaeducationcenter.org](http://www.niaeducationcenter.org), or contact NIA at [training@insulation.org](mailto:training@insulation.org) for more information.



# Quick, Targeted Training: What's New in NIA's Education Center

NIA's Education Center puts professional growth at your fingertips with more than 80 expert-designed courses tailored to meet your team where they are. Our on-demand platform delivers easily accessible, targeted training from a trusted industry source for every member of your team. From foundational techniques to advanced topics, our extensive course library addresses diverse learning needs across insulation-specific content and beyond.

With 24/7 access to our user-friendly platform, your team can integrate skill-building into their schedules—whether they have 5 minutes or a few hours to dedicate to advancing their expertise.

Ready to discover what's new? Explore our latest microlearning offerings and take the next step in professional development with industry-leading education you can trust.

## NEW COURSES FOR PREMIER TRAINING SUBSCRIBERS

- **Cash Basis versus Accrual Basis Accounting**

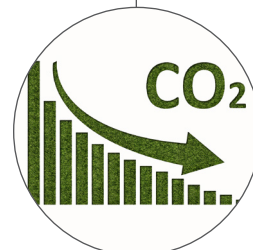
This course focuses on the critical distinction between cash and accrual basis accounting, and you will learn to differentiate between these two methods, analyze their impact on profitability, financial position, and cash flow.

- **Fundamentals of Insulation Video and Workbook**

NIA's Fundamental of Insulation is a throwback video that's filled with information that's still relevant to mechanical insulation today. This nostalgic video was developed by the NIA Joint Associates/Distribution Committee and is designed to teach new hires to deal effectively with customers.

- **Understanding Business Financing and General Accounting**

This course teaches you to evaluate financing methods, grasp fundamental accounting principles (cash vs. accrual), and prepare and interpret core financial statements.



## COMING LATER THIS MONTH:

## New Courses for Premier Training Subscribers

- **Best Practices for New People Leaders**

Learn how to transition successfully into your new role as a leader of people with these time-tested management strategies. This course focuses on building a cohesive and accountable team, managing employees with compassion, giving effective feedback, and managing your time.

- **Become a Manager Your Team Loves**

Successfully transition from a team contributor to a manager with this course designed to help you become a leader your team loves. You'll learn how to shift your mindset, overcome imposter syndrome, and build your influence. Gain the tools to lead with confidence and set your team up for success.

- **Communication Tips for Modern Business Professionals**

Boost your career with this roadmap to improved professional communication. This course provides practical strategies to enhance your skills across multiple channels, including writing, presentations, email, and virtual meetings. Learn how to communicate more effectively in groups, build stronger relationships, and master digital tools.

- **Conflict Resolution for Beginners**

Change your approach to conflict. This session provides a practical, four-step process to help you reach resolutions confidently. You'll learn to use intentional language to de-escalate situations, keep passive aggressiveness at bay, and listen for the values behind people's words. Gain the tools to navigate disagreements and guide others toward positive, lasting resolutions.

## COMING LATER THIS MONTH:

## New Courses for All NIA Members

- **How to Use NIA's Types of Sealants for Thermal Insulation Specification Chart**

This course helps you to understand the purpose and benefits of NIA's Types of Sealants for Thermal Insulation Specification Chart and how to use the document for your business.

- **How to Use NIA's Mastics and Coatings for Insulation Systems Specification Chart**

This course helps you to understand the purpose and benefits of NIA's Mastics and Coatings for Insulation Systems Specification Chart and how to use the document for your business.

- **How to Use NIA's Insulation Coverings Chart**

This course helps you to understand the purpose and benefits of NIA's Insulation Coverings chart and how to use the document for 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](http://www.insulation.org/training-tools/niaeducationcenter), or email [training@insulation.org](mailto:training@insulation.org).





# From the Foundation Board of Directors

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



**Mechanical Insulation**  
EDUCATION TRAINING ADVANCEMENT

### Ongoing Projects and Programs

#### Foundation Informational Session (Virtual)

Attention Foundation Contributors: Please join the Foundation Board of Directors on October 6 at 1:00 p.m. ET for an informational session. Learn more about how your contributions are being used to support programs to further the mission of the Foundation. Each contributing company has received an invitation to attend. For more information, please contact Program Manager Kristin V. DiDomenico at [foundation@insulation.org](mailto:foundation@insulation.org).

#### Honoring Your Legacy and Shaping Our Industry's Future

The mechanical insulation industry thrives because of dedicated families and individuals who have devoted their careers to building something lasting. Now, we invite you to extend that legacy through the Foundation's Legacy Circle Endowment Fund.

Family-owned contractors, distributors, and businesses have passed their commitment from generation to generation, and the Legacy Circle offers the new opportunity to create a meaningful, permanent contribution that will support the mechanical insulation industry for years to come.

To see current Legacy Fund contributors and learn more about making your contribution, visit [www.insulation.org/foundation/contribute/endowment](http://www.insulation.org/foundation/contribute/endowment).

### Standards Update

Recently, NIA's Contractor and Associate (Manufacturer) members and representatives of the engineering/owner community were surveyed to understand common "pain points" related to mechanical insulation challenges experienced in the field. Results of this survey are being compiled and will be shared with members at the upcoming Fall Summit and joint NIA/AMPP Standards Committee (SC) 27 meeting.

The next step is to set up working groups of NIA members to start drafting standard practices/guidelines that address the top three or four pain point issues. NIA member participation will be essential in creating standard practices and guidelines that are clear and concise. NIA's Contractor perspective will be crucial regarding actual field installation experience.

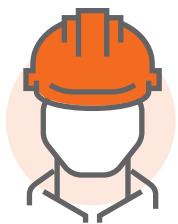
Each pain point item will be assigned to a working group to divide the load and get input from NIA members, engineers, and owners. Draft outlines will be created to start the process, and NIA will be asking for volunteers to work on fleshing out the standard practices/guidelines. There are different levels of involvement in the working groups, and each group will designate a person to record updates and changes to the drafts.

With the NIA/AMPP standards effort now underway, and with genuine collaboration across trades, the mechanical insulation industry has an unprecedented opportunity to eliminate long-standing pain points.

### Next Joint NIA/AMPP SC 27 Meeting Scheduled

The leadership of the joint NIA/AMPP SC 27 have scheduled the next meeting for Tuesday, November 4, 2:00–4:00 p.m. ET. The committee will meet virtually and an agenda will be posted on [NIA's Standards page](#), and in the SC 27 portal on the AMPP website.

If you are interested in joining SC 27 or being part of the NIA working groups, please contact Kristin V. DiDomenico at [kdidomenico@insulation.org](mailto:kdidomenico@insulation.org) for information.



# Safety Corner

Since OSHA has not made any significant changes recently, I am taking this opportunity to share a topic that is important to me: why and how *Safety Matters*.

By Gary Auman

Let's begin by asking, **DOES SAFETY MATTER TO YOU?** I ask this because as I represent companies and defend them against OSHA, and discuss safety compliance with client companies and others, I find myself asking this question of those employers. I find that in many cases, if not most cases, safety has been treated as an afterthought. This mindset must change. Safety cannot be the responsibility of just the safety department or management—it requires a strong commitment from every person in the organization, from the executive “C-suite” to the newest employee on the jobsite. When everyone takes safety seriously and views it as a shared responsibility, it becomes ingrained in the company culture, rather than treated as a burden or check-box exercise. There are several very good reasons why safety should be more important to you than it is now.

Primarily, you have a moral obligation to the people who work for your company to provide and ensure a safe working environment for them. This means more than simply having a list of safety rules, a training program, and a hierarchy in your safety department to oversee safety at the worksite. This means everyone who touches the jobsite needs to be tuned into safety. Every employee needs to look out for his or her fellow employees. Every level of supervision on the site needs to educate, observe, and enforce safe performance at all times!

Beyond the moral obligation, safety should matter to your company because of its costs and its potential impact on your



business from a quality, efficiency, and reputation standpoint. Obviously, both federal and state governments appear to take safety seriously, as they have adopted literally hundreds of standards and regulations that set requirements for your workplaces to protect your employees. And in all 50 states, when they may have overlooked regulating a task employees may be asked to perform, they utilize the General Duty Clause to judge your safety compliance.

As I review the literature and the multitude of articles about injuries in the workplace, it is obvious to me that too many employers still treat safety as a “relative they have to put up with.” This is not the right way to view safety. You, as a business

owner or company leader, need to know the status of safety in your workplace or on your jobsites. You also need to know the outcome of bids you have outstanding for new jobs, or whether sales of the product you manufacture or distribute are increasing or decreasing. I am sure that if you are unsuccessful in bidding a major project, or if sales are decreasing, you would want to know why so you could take steps to successfully bid on the next project or increase those sales. But, can you honestly say that you treat safety the same way?

Injury statistics and safety are what I consider a lagging indicator. The important information is what is happening today, at this moment, on every jobsite and/or on

every machine in the workplace. Whether you operate 1 or 100 jobsites at the same time, information should be provided to your corporate safety director confirming that employees at every one of your sites are working in full compliance with your safety rules and OSHA standards, and that they are not taking shortcuts or chances to get the job done. If you become suspicious that the information you are receiving is “sugarcoated” reality, you need to take immediate steps to remedy the situation.

This means that every safety person responsible for any jobsite(s) should get out of his/her office and visit the jobsite(s) daily, either physically or virtually, multiple times during the day. They should be able to rely on the information they receive from their site supervisor or site safety professional (if the site is large enough to have its own safety professionals assigned to it) that all safety rules are being fully complied with. You should ensure that each site supervisor can comfortably state he/she is confident that every employee under his/her supervision is working carefully and in full compliance with all safety rules and OSHA standards. They should also be able to comfortably state that they make it a point never to urge employees to take shortcuts or avoid

safety compliance in order to move the job along more quickly. A significant percentage of the cases with which I get involved, from an OSHA defense standpoint—and which have arisen because an employee was injured—occurred because the employee was, either by his/her own volition or through the direction (implied or not) of his/her supervisor, avoiding compliance with existing safety rule(s) in order to get the job completed more quickly. This practice **CANNOT** be tolerated.

When you can “safely” say that your company follows the comments outlined here, daily enforcing best practices based on OSHA, state, and ethical requirements, you can then state that safety matters to you.



**GARY AUMAN** ([www.amfd Dayton.com](http://www.amfd Dayton.com)) is a Partner in the law firm of Auman, Mahan & Furry in Dayton, Ohio. His practice focuses on counseling and defending employers in safety and health matters. He frequently works with employers and OSHA to find workable solutions to OSHA enforcement actions. He represents four national and regional trade associations in the construction industry and can be reached at [gwa@amfd Dayton.com](mailto:gwa@amfd Dayton.com).



**9th Edition available now!**

## NORTH AMERICAN COMMERCIAL & INDUSTRIAL INSULATION STANDARDS

The *North American Commercial & Industrial Insulation Standards* manual is developed by the Midwest Insulation Contractors Association (MICA) to serve as a useful resource for commercial and industrial insulation professionals. Widely accepted as industry standards, the manual is a “must-have” guide for contractors, engineers, architects, and specifiers.

This latest edition includes: updates to existing plates, several new plates, a new flashing section, and updated information for material specifications and standards. The 9th Edition is available both in printed and interactive PDF versions. The digital version includes the manual in a PDF eBook plus the 121 MICA Insulation Plates in an interactive format useful for job submittals. Each version is a one-time cost.

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Endorsed by:

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**TIAC**  **ACIT**  
Thermal Insulation Association of Canada Association Canadienne de l'Isolation Thermique

# EVENT CALENDAR



(703) 464-6422

[www.insulation.org/events/calendar](http://www.insulation.org/events/calendar)  
[events@insulation.org](mailto: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 70<sup>th</sup> Annual Convention

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

## NIA News

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## NIA EDUCATION AND TRAINING

For information about education programs and training opportunities, please visit [www.insulation.org/training-tools](http://www.insulation.org/training-tools)

## REGIONAL INSULATION MEETINGS

[www.insulation.org/events/regionalcalendar](http://www.insulation.org/events/regionalcalendar)  
[events@insulation.org](mailto:events@insulation.org)

### Central States Insulation Association (CSIA)

Contact: Rachel Pinkus  
(937) 278-0308, [www.csiaonline.org](http://www.csiaonline.org)

### CSIA Spring Labor Conference

April 27–29, 2026  
Dream Nashville  
Nashville, Tennessee

### Eastern States Insulation Contractors Association (ESICA)

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

### 2026 ESICA Spring Conference

May 6–8, 2026  
The Belgove  
West Palm Beach, Florida

### Midwest Insulation Contractors Association (MICA)

Contact: Rachel Pinkus  
(937) 278-0308, [www.micainsulation.org](http://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](http://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](http://www.swicaonline.org)

### SWICA Golf Tournament

October 22, 2025  
Blackhorse Golf Club  
Cypress, Texas

### Thermal Insulation Association of Canada (TIAC)

Contact: Tristan Bertram  
(613) 724-4834, [www.tiac.ca](http://www.tiac.ca)

### 2026 TIAC Conference

August 19–22, 2026  
Hilton Québec, Québec City, QC

### Western Insulation Contractors Association (WICA)

Contact: Robert Bergman  
(801) 364-0050, [www.wica1.com](http://www.wica1.com)

### WICA Annual Convention

September 13–15, 2026  
The Ritz-Carlton  
Santa Barbara, California

## NIA'S ONLINE RESOURCES

[www.insulation.org](http://www.insulation.org)  
[www.insulationoutlook.com](http://www.insulationoutlook.com)  
[www.niaeducationcenter.org](http://www.niaeducationcenter.org)  
[www.insulatemetalbuildings.org](http://www.insulatemetalbuildings.org)  
[www.linkedin.com/company/NIAinfo](http://www.linkedin.com/company/NIAinfo)  
[www.x.com/NIAinfo](http://www.x.com/NIAinfo)  
[www.youtube.com/NIAinfo](http://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](http://www.insulation.org/about-nia/makingthemostofyourmembership)