



**Progress through Unity**

I'd first like to thank my best friend and wife, Dorothy, along with my family for their love and support. And thanks to my colleagues at Atlantic Contracting and IREX for allowing me the time and opportunity to work, learn, and grow in our field. It is an honor for me to serve as NIA's President, particularly at this pivotal time in history. As the world faces economic, health, and environmental challenges no one could have predicted just a few years ago, NIA members are in a unique position to offer solutions. Through my predecessor Dave Cox's efforts, we have all learned how easy it can be to explain that mechanical insulation is a proven method for companies to reach carbon reduction goals. The benefits extend well beyond recognized return-on-investment cost savings to include helping companies decrease their carbon footprint and reach greenhouse gas reduction goals. Put simply, our products and services help businesses run more efficiently and cost-effectively, make indoor environments safer and more comfortable, and can help save the planet. How fortunate are we to be part of an association and industry able to focus on progress like that?

So, the first word in the theme for my tenure is *progress*, and it branches out in several directions: progress in growing and diversifying NIA membership; progress in promoting mechanical insulation as a go-to strategy for carbon reduction; and progress for each and every member of NIA as they advance their knowledge base, skills, and business.

Our association has always been filled with dedicated, caring people, and we need to actively recruit the next generation to keep the organization filled with energy and new ideas to ensure future success. Throughout my career, I have seen that for any group—whether it be at the corporate level, a local office, a jobsite, or an association—if the group's team members are not united in pursuing their shared goals and direction, there can be no progress for the entity. So, to grow our association, which in turn will grow our industry and our companies, we need to be united. In his inaugural Industry Message, Dave Cox observed how the foundation of relationship-building NIA provides helped members and our industry weather the early months of the pandemic. Now, I look forward to building on that foundation, asking my fellow NIA members to help spread the message about the value of our association, as well as insulation itself.

Joe Leo  
President  
National Insulation Association



**Joseph P. Leo, Jr.**

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Atlantic Contracting & Specialties**

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**CONGRATULATIONS JOE!  
NIA President, 2022-23**

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