

**NIA's 67<sup>th</sup> Annual Convention**  
**Friday, March 17, 2023 | 10:15 a.m. – 12:15 p.m.**  
**Meeting Room Monarchy 5**

**Distributors/Fabricators Committee Meeting Agenda**

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1. Anti-Trust Policy Review, Roll Call, and Introductions
2. Approval of 2022 Fall Summit Meeting Minutes
3. Download the Convention App to Receive the Meeting Materials
4. Nominations and Elections
5. Update on NIA Programs and Resources
  - Reminder: If you haven't already, please register for your new username and password to access NIA's new member portal:  
<https://nia.users.membersuite.com/auth/portal-login>
  - NIA's Education Center: Available at [www.niaeducationcenter.org](http://www.niaeducationcenter.org)
  - For the latest updates, follow NIA on LinkedIn and all social media
    - [www.linkedin.com/company/NIAinfo](http://www.linkedin.com/company/NIAinfo)
    - [www.twitter.com/InsulationInfo](http://www.twitter.com/InsulationInfo)
6. *Insulation Outlook* Magazine: Members' Forum to Speak to Engineers
  - We are offering a number of free member sections this year. The next one will be on the technical and product solutions that member companies offer to end users for free.
  - Read the bimonthly *E-News Bulletin* for the latest member news.
  - Visit [www.insulation.org/io/authors](http://www.insulation.org/io/authors) for the 2023 editorial calendar or to participate in an upcoming Q&A. Email [ads@insulation.org](mailto:ads@insulation.org) to personalize your marketing program for 2023.
7. Committee Purposes/Objectives/Actions Items

**DISTRIBUTOR/FABRICATOR COMMITTEE**

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

Key Objectives:

- Partner with the manufacturers, contractors, and others to strengthen the use of distribution/fabrication for the sale of mechanical insulation products and services.
- Research the latest distribution technology, sales, and business methods and disseminate that information to the mechanical insulation industry.
- Target and attract new distributor/fabricator members.
- Incorporate the NIA Strategic Plan into the committee's activities.
- Educate Distributor/Fabricator members about the safety best practices.

Actions:

1. Submit articles to *NIA News* concerning the issues of the insulation industry.
2. Motivate non-members to join the NIA either at a tradeshow or by inviting them to a Distributor/Fabricator Committee meeting.
3. Expand the area of the NIA website dedicated to the Distributors.
4. Schedule a guest speaker for the next committee meeting to speak on a generic topic related to Distribution or Fabrication.
5. Market the Distributor/Fabricator Safety Handbook.

**8. Speaker: Stephen Sasaki, President and Owner, SACK Defense LLC  
Topic: Building an Effective Team**

With decades of experience in construction, engineering, information technology, and other trades, Stephen Sasaki will share experiences and strategies—with a touch of ALOHA—for building and leading teams, including:

- Strategic plans for recruitment and retention,
- Generational differences in the workplace, and
- Emotional intelligence and how it impacts your team.

9. Next Meeting: Suggestions for Speaker and Topics

10. Upcoming Events:

April 24–25, 2023

**NIA's Understanding Mechanical Insulation (virtual)**

Registration Deadline: April 5, 2023

April 24–25, 2023 and May 1–2, 2023

**NIA's Thermal Insulation Inspector Certification (virtual)**

Registration Deadline: April 5, 2023

June 13–14, 2023

**NIA's Insulation Energy Appraisal Program (virtual)**

Registration Deadline: May 25, 2023

October 25–26, 2023

**NIA's Fall Summit 2023**

MGM National Harbor, National Harbor, Maryland

April 17–19, 2024

**NIA's 68<sup>th</sup> Annual Convention**

Naples Grande Beach Resort, Naples, Florida

11. Complete the Speaker Survey on the App

12. Adjourn

**NIA's 2022 Fall Summit**  
**Wednesday, November 2, 2022 | 8:00 a.m. – 9:30 a.m. ET**  
**Salon B**

**Distributor/Fabricator Committee Meeting Agenda**

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**Attendees:**

- **Chairman: Matthew Calmeyn, Fabrication Specialties, Inc.**
- **Vice Chairman: Josh Murphy, Distributors International**
- **NIA Staff: Julie McLaughlin**
- **Alex Leslie, American Transportation Research Institute, Speaker (Virtual)**
- **Ron King, NIA, Speaker**
- **Rob Glass, YGS, Speaker**
- William Brannan, Distributors International
- Nate Brink, Polyguard
- John Brooks, Distributors International
- Sean Burnham, SPI
- Thomas Butzen, Thermal Ceramics
- Jake Carrigan, CertainTeed
- Caroline Copeland, Distributors International
- Jarrod Evans, Distributors International
- Bill Gregg, Promat
- Margot Hart, SPI
- Elyse Inglese, CertainTeed
- Michael Irlbacher, Extol of Ohio
- Ernie Iulianetti, SPI
- Josh Klemmensen, Bay Insulation Systems
- Nate Leadbetter, Bostik
- Bob Lee, SPI
- Kevin Marvel, Insulation Components
- Chance Mercure, SPI
- Brett McCormick, McCormick Insulation Supply
- Tim Morgan, SPI
- Bradley Perrier, SPI
- Jon Perry, SPI
- Wayne Shaw, CertainTeed
- David Shong, Thermal Pipe Shields
- Darryl Schmidt, PoIR Enterprises
- Craig Shirley, RPR Products
- Megan Orum, Distributors International

- Joey Viselli, Top Build
- Ke’Nia Washington, Distributors International
- Jessica Zahn, Morgan Thermal Ceramics

## Agendas

1. Anti-Trust Policy Review, Roll Call, and Introductions
2. Approval of 2022 Convention Meeting Minutes  
A Motion was made by Dave Shaw and was seconded by John Brooks.
1. Update on NIA Programs and Improvements
  - Julie McLaughlin shared the following updates with the membership.
  - NIA’s new association management system (AMS) with a user-friendly portal for member access
  - NIA’s Education Center ([www.niaeducationcenter.org](http://www.niaeducationcenter.org)) has over 30 topics and courses.
  - The Foundation for Mechanical Insulation Education, Training, and Industry Advancement is now a separate 501(c)(3) tax-exempt organization, managed by NIA.
2. *Insulation Outlook* Magazine: Content by members for engineers
  - Julie McLaughlin shared the following educational and marketing opportunities.
  - **Editorial:** Suggest a topic or volunteer to be interviewed at [editor@insulation.org](mailto:editor@insulation.org).
  - **Advertising:** Sign up for your 2023 digital and print marketing plans with NIA by November 15, 2022 to avoid the 2023 price increase. The 2023 media kit and editorial calendar are available. Email [ads@insulation.org](mailto:ads@insulation.org) to personalize your marketing program for 2023.
3. Committee Purposes/Objectives/Actions Items
  - No changes were made to these.

### **DISTRIBUTOR/FABRICATOR COMMITTEE**

**Chairman: Matthew Calmeyn, Fabrication Specialties, Inc.**

**Vice Chairman: Josh Murphy, Distributors International**

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

#### Key Objectives:

- Partner with the manufacturers, contractors, and others to strengthen the use of distribution/fabrication for the sale of mechanical insulation products and services.
- Research the latest distribution technology, sales, and business methods and disseminate that information to the mechanical insulation industry.

- Target and attract new distributor/fabricator members.
- Incorporate the NIA Strategic Plan into the committee's activities.
- Educate Distributor/Fabricator members about the safety best practices.

Actions:

1. Submit articles to *NIA News* concerning the issues of the insulation industry.
  2. Motivate non-members to join the NIA either at a tradeshow or by inviting them to a Distributor/Fabricator Committee meeting.
  3. Expand the area of the NIA website dedicated to the Distributors.
  4. Schedule a guest speaker for the next committee meeting to speak on a generic topic related to Distribution or Fabrication.
  5. Market the Distributor/Fabricator Safety Handbook.
4. Discussion of speaker topics and projects for future meetings
- A committee member suggested that speaker talk on MICA's standards manual can be used in the submittal process. Another attendee discussed the need for 3D drawings as a submittal tool.

5. Upcoming Events:

November 30–December 1, 2022

[\*\*NIA's Understanding Mechanical Insulation \(virtual\)\*\*](#)

Registration Deadline: November 14, 2022

November 30–December 1, 2022, and December 7–8, 2022

[\*\*NIA's Thermal Insulation Inspector Certification \(virtual\)\*\*](#)

Registration Deadline: November 14, 2022

December 5–6, 2022

[\*\*NIA's Insulation Energy Appraisal Program \(virtual\)\*\*](#)

Registration Deadline: November 14, 2022

March 15–17, 2023

[\*\*NIA's 67<sup>th</sup> Annual Convention\*\*](#)

Hyatt Regency Maui Resort & Spa, Maui, Hawaii

Hotel Reservation Deadline: February 8, 2023

Early-Bird Registration Deadline: February 13, 2023

8. Group Picture

9. **Speaker for Associates & Distributor/Fabricator Session What Does the Future of Transportation Look Like?**

Transportation trends have significantly impacted the insulation industry, so what does the future of transportation look like? Alex Leslie will provide an overview on some of the current logistics and distribution challenges, including labor shortages and retention, supply chain disruption, fuel surcharges, and more. Alex will share solutions to these

challenges and discuss how digitization of logistics companies may impact your business in the future.

Speaker moved to item 4 spot.

Spoke on analysis of trucker operations cost report and driver and carrier sentiment analysis. Spoke for 45 minutes on industry on topics of cost, driver retention, congestion, training and safety.

**Speaker:**

Alex Leslie, Research Associate, American Transportation Research Institute

10. Adjourn

- A Motion to adjourn was made by Bill Gregg and seconded by Tom Butzen. The voted unanimously to adjourn.

## **Distributor/Fabricator Committee**

### **Voting Member Companies**

- 4-State Supply •
- Adrian Scott Industries, Inc.
- Allied Insulation Supply
- American Mechanical Insulation Sales, Inc.
- Atlantech Distribution, Inc.
- Bay Insulation Supply, Inc.
- Bradco Supply Company
- Bunting Equipment Company
- Chase Manufacturing, Inc. dba Thermal Pipe Shields
- Corick Valve Covers, Inc.
- Coverflex Manufacturing, Inc.
- Distribution International, Inc.
- Eagle Insulation Distribution
- Extol of Ohio, Inc.
- Fabrication Specialties, Inc.
- FGH Fabricators, Inc.
- Firwin Corp.
- Fit Tight Covers
- General Insulation Company, Inc.
- GFI Solutions, Inc.
- GIS, Inc.
- Homans Associates, LLC
- Industrial & Commercial Insulation, Inc.
- Insulation Components, Inc.
- Insulation Materials Corporation
- Insul-Therm International, Inc.
- LTK Insulation Technologies
- Mathias Metal Systems, LLC/Tru-Fit Products, LLC
- MC&I, Inc. - RIDGLOK®
- McCormick Insulation Supply, Inc.
- NDT Seals, Inc.
- Newcon Caribbean, Inc.
- Orange County Thermal Industries, Inc.
- PMC Canada Ltd.
- PTF Insulation Fabricators
- QUSA Thermal, Inc.
- Shannon Global Energy Solutions, Inc.
- Shelter Materials and Systems
- Shield Industrial
- Shook & Fletcher Insulation Co.
- Sioux City Insulation & Supply
- Specialty Products & Insulation
- Tani Division, B.D. Schiffler, Inc.
- Thermal Energy Products, Inc.
- Tregoning Industries, Inc.



**Election Ballot  
Distributors/Fabricators Committee  
Annual Convention 2023**

**Current Leadership:**

**Chair:** Matt Calmeyn, *Fabrication Specialties*  
**Vice Chair:** Josh Murphy, *Distribution International*

**Are there additional nominations for the Chair and Vice Chair positions?**

**Please mark your ballot with a nominee for Chair:**

\_\_\_\_\_ Nominee presented prior to committee meeting: **Matt Calmeyn, *Fabrication Specialties*\***

\_\_\_\_\_ Nominee presented during committee meeting: \_\_\_\_\_

**Please mark your ballot with a nominee for Vice Chair: Josh Murphy, *Distribution International*\***

\_\_\_\_\_ Nominee presented prior to committee meeting: \_\_\_\_\_

\_\_\_\_\_ Nominee presented during committee meeting: \_\_\_\_\_

**\*Have notified NIA of their interest.**

**ONE VOTE PER NIA MEMBER COMPANY**

**NIA MEMBER COMPANY NAME as required by NIA Policy Committee E-1, Section 3:**

\_\_\_\_\_

**All votes are kept confidential.**

This election/re-election is required to take place annually, at the NIA Convention, as outlined in NIA Policy Committee E-7, Committee Leadership Election and Term Policy (Exempt: Associates Committee). The NIA President must approve all committee leadership. The committee's selection will be presented for approval by the NIA President at the March 17, 2023, Council of Committees meeting.