



NIA | National Insulation Association™

NIA's 61st Annual Convention and WIACO

April 20–23, 2016

Boca Raton Resort and Club • Boca Raton, Florida



Thermal Insulation:
MAKING A GLOBAL DIFFERENCE

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NIA'S 61ST ANNUAL CONVENTION AND WIACO APRIL 20–23, 2016

The National Insulation Association (NIA) invites you to join your industry colleagues from around the world in the beautiful coastal city of Boca Raton, Florida, for NIA's 61st Annual Convention and WIACO!

Once every 8 years, NIA has the privilege of hosting WIACO in the United States and welcoming the members of the European Federation of Associations of Insulation Contractors (FESI) to come together for 4 days with our members from across the United States to learn the latest global industry trends, network with colleagues from around the world, and take home indispensable industry knowledge.

NIA's 61st Annual Convention and WIACO will include the networking, educational, and entertainment events that attendees look forward to each year—incorporating the casual and festive influences of South Florida with the backdrop of the Boca Raton Resort and Club, an iconic Waldorf Astoria property.

The 2016 Convention theme, Thermal Insulation: Making a Global Difference, will demonstrate that through education and the collective participation of individuals, member companies, and industry associations, we can make a difference in our industry worldwide. NIA looks forward to welcoming attendees from all segments of the mechanical insulation industry to Boca Raton!

Boca Raton and South Florida

Located on the Atlantic coast just north of Miami, Boca Raton offers a fantastic year-round climate, golden sandy beaches, scenic Intra-coastal Waterways, and a bustling downtown with unique shopping, dining, and entertainment opportunities. Want to venture out and discover some unique South Florida destinations? Do not miss the beautiful and subtropical landscape of the Everglades and the Ten Thousand Islands, or swim with the dolphins at the Miami Seaquarium's Dolphin Odyssey. From golf and tennis to boating, deep-sea fishing, and shopping, there is something in Boca Raton for everyone!

NIA's Mobile Meeting App



NIA's Mobile Meeting App will again be available at the 61st Annual Convention and WIACO. The app can be downloaded to your smart phone or tablet, and will feature the full Convention schedule, attendee list, speaker information, spouse programs, Silent Auction information, and more. Instructions and more details will be sent out prior to the event.

Mobile Meeting App Sponsored by:
Distribution International





MANUFACTURERS VIP PANELISTS

Ted Berglund
PRESIDENT AND CEO
DYPLAST PRODUCTS, LLC



Jens Birgersson
PRESIDENT AND CEO
ROCKWOOL GROUP



Marta Brozzi
PRESIDENT AND CEO
DUNA-GROUP



James (Jim) Kane
CHAIRMAN, PRESIDENT, AND CEO
PITTSBURGH CORNING



Thies Knauf
GROUP CEO
KNAUF INSULATION, INC.



Patrick Mathieu
PRESIDENT AND CEO
ARMACELL



Emmanuel Normant
PRESIDENT OF INSULATION ACTIVITY
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Fred Stephan
SENIOR VICE PRESIDENT AND GENERAL
MANAGER OF INSULATION SYSTEMS
JOHNS MANVILLE



Mike Thaman
CHAIRMAN OF THE BOARD AND CEO
OWENS CORNING



Dr. Pawat Vitoorapakorn
CEO AND VICE CHAIRMAN, EASTERN POLYMER GROUP
AEROFLEX USA, INC.
(SUBSIDIARY OF EASTERN POLYMER GROUP)



Donald (Don) Young
PRESIDENT AND CEO
ASPEN AEROGELS, INC.



Manufacturers VIP Educational Panels

The Mechanical Insulation Industry—A Global Perspective

During NIA's 61st Annual Convention and WIACO, CEOs and executives from global manufacturing companies will discuss the opportunities and challenges within the industry. Panel discussions will take place on Thursday, April 21, and Friday, April 22. Each panelist will have a brief opening statement followed by questions from the moderator and the audience. Topics will include:

- Projected industry growth over the next 5 years;
- Supply versus demand;
- Globalization of the industry;
- Industry consolidation within various industry segments;
- Value of continued and increased focus on energy conservation and the environment;
- Life-cycle analysis;
- Prescriptive versus holistic code development (sustainable design); and
- Strategic initiatives that industry participants should be focused upon in the ever-changing mechanical insulation industry.

Keynote Speaker

The Levity Effect: Why It Pays to Lighten Up

Scott Christopher, Author, Actor, Humorist, and Host



Based on his book *The Levity Effect*, Scott Christopher uses extensive research to reveal the remarkable power of humor and fun in business: that entertaining workplaces have more loyal employees and customers; that leaders who are lighthearted earn more on average than their peers; and that

employees who are considered humorous are vastly more likely to get promoted—especially to senior-level jobs. *The Levity Effect* was co-authored with Adrian Gostick and is based on research by the Great Place to Work Institute as well as case studies from some of the world's most successful organizations, including Boeing, Nike, and Southwest Airlines. Mr. Christopher's humor will keep you laughing and entertained as he demonstrates how to kick-start levity in your own workplace, and shows you how lightening up can create larger profits for your business. Check out the exclusive video at www.YouTube.com/NIAinfo.



○ EDUCATIONAL PRESENTATIONS

2016 U.S. Election Preview and Its Effects on the Global Economy

Matt Keelen, Founder and President, The Keelen Group



NIA's legislative champion, Matt Keelen, Founder and President of The Keelen Group, will provide a clear and concise update on the 2016 national political election cycle. Mr. Keelen will highlight statewide races to watch that could have national implications, including how candidates differ on their approaches to the economy and foreign relations. Since 2011, Mr. Keelen and his team have assisted NIA in navigating the complexities of Capitol Hill and helped us strengthen our legislative presence. With 20 years of experience, Mr. Keelen also serves as a special political correspondent to *Fox News*, and his commentary has been published in *The Washington Post*, *The New York Times*, and *The Wall Street Journal*.

2015 Theodore H. Brodie Distinguished Safety Award



Join us as we congratulate the 2015 winners of the Theodore H. Brodie Distinguished Safety Award, NIA's highest safety honor recognizing top companies that have established structured safety programs to ensure the well-being of their employees and create safe working environments. The program honors 4 levels of excellence: Platinum, Gold, Silver, and Bronze, for Associates (Manufacturers), Contractors, Distributor/Fabricators, and new for 2015: Metal Building Laminators. As part of the program, all applicants receive a tailored Safety Training Analysis Results (STAR) Report, which contains valuable feedback to improve the applicant's safety program and culture. The application process will begin in November 2015, and will close in January 2016. All NIA members in good standing are encouraged to apply. Check www.insulation.org for more details.

Technical Presentations

The technical presentations will give attendees an in-depth global analysis of cutting-edge industry developments. Presentations will be delivered on Friday and Saturday, and will include a total of 4 different subjects. Topics being considered include:

- Below ambient and cryogenic thermal testing;
- Testing methods for corrosion under insulation (CUI);
- TIPCHECK experience and success stories in Europe and abroad; and
- Industrial insulation in the European Union.

Update on the National Commercial & Industrial Insulation Standards (MICA Manual), 8th Edition

Pete Gauchel, President/CEO, L&C Insulation



First published in 1979 by the Midwest Insulation Contractors Association (MICA), the *National Commercial & Industrial Insulation Standards*, also known as the MICA Manual, has received wide acceptance throughout the United States and other countries. It has established standardized guidelines for methods of designing, specifying, and installing thermal insulation products. The new edition of this manual continues to be the national source of technical information for the design, specification, and installation of commercial and industrial insulation. This updated edition includes a new section on cryogenic applications.

NIA's Business Session

All NIA active members (contractors, distributors, fabricators, and laminators) should plan to attend NIA's Business Session, where they will vote on the budget and the new members of the Board of Directors.

BOCA RATON RESORT AND CLUB

The Boca Raton Resort and Club, a Waldorf Astoria Resort, is situated on 356 acres in Boca Raton, Florida. This stunning and historic property is located just steps away from the south Florida coastline and the Atlantic Ocean, and has been an icon of elegance for more than 80 years, complete with today's modern comforts and indulgences. Convention attendees and their families will find a variety of fun activities suitable for all ages and interests. Here is a sampling of what is available on the hotel property:

Family Fun and Kids Programs—Relax at any of the 4 pools on property, or indulge in a private cabana rental at the Boca Beach Club, then cool off with a refreshing or sweet treat from Serendipity, the on-property old-fashioned ice cream parlor. Take advantage of one of the 150 activities planned per month, including Quest Club, the daily kid's camp; Mizner's quest, a resort-wide scavenger hunt; or Quest Rooftop, featuring an open sports court.

Water Activities—Explore the resort's half-mile private beach access, featuring a variety of water-sport activities for guests, including paddle boarding, snorkeling, boating, skim boarding, jet-skiing, parasailing, fishing, and scuba diving. Interested in surfing? Check out the all-new FlowRider®, a dual-sided wave simulator.

Spa and Wellness—Unwind at Spa Palazzo, a Waldorf Astoria Spa, which was named the number 1 Spa in the World by Conde Nast Traveler's Readers' Choice Awards in 2014. The 50,000 square foot oasis offers over 44 treatment rooms, beautiful gardens, and a private lounge and pool area.

Golf and Tennis—Enjoy the outdoors at the hotel's 2 highly-ranked championship golf courses and top-rated Tennis Center.

Dining and Shopping—Satisfy your culinary curiosity at 12 dining venues and take time to browse the fine shops and boutiques.

Transportation and Parking

The resort is located within driving distance from 3 major airports.

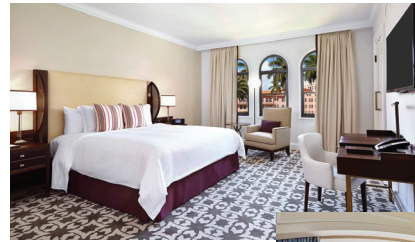
- **Palm Beach International Airport (PBI)**
Located 29 miles (approximately 35 minutes) from the hotel.
- **Fort Lauderdale/Hollywood International Airport (FLL)**
Located 24 miles (approximately 45 minutes) from the hotel.
- **Miami International Airport (MIA)**
Located 45 miles (approximately 1 hour 15 minutes) from the hotel.

The hotel does not offer airport shuttle service. NIA attendees receive a special 20% discount on valet parking rates at the Boca Raton Resort and Club. Valet parking is available at a discounted rate of \$28 per day; self-parking is not available on property. Additionally, Hertz has a car rental office on the hotel property.

HOTEL RESERVATION INFORMATION

NIA Discounted Room Rates

NIA's discounted room block at the Boca Raton Resort and Club offers Convention attendees the opportunity to select from 3 unique room types:



LUXURY CLOISTER ESTATE
NIA Rate: \$279 per night
(A savings of around \$375/night)



YACHT CLUB WATERWAY VIEW
NIA Rate: \$299 per night
(A savings of around \$500/night)



BOCA BEACH CLUB, OCEAN VISTA ROOM
NIA Rate: \$319 per night
(A savings of around \$175/night)
Located at the Beach Club, a few minutes by shuttle or ferry from the main resort.

All room types have limited quantities. Rates include the resort fee (a savings of \$27 per night), and are based on single or double occupancy, plus state and local taxes. NIA's discounted hotel rates are available before and after Convention from April 15–25, 2016 based on availability. You must be a registered NIA Convention attendee to qualify for this discount.

- **Reservations:** 1-888-557-6375—mention you are with the National Insulation Association.
- **Reservation Deadline:** March 23, 2016
One night's deposit and tax is required to hold your reservation.

The complimentary resort fee includes: bellman gratuities for arrival and departure; water taxi to the beach; resort shuttle; free local and U.S. long-distance telephone calls; in-room high speed Internet; newspaper (Monday–Saturday); chairs and umbrellas on the beach; driving-range use; access to the resort's fitness centers; and golf-bag storage.



Wednesday, April 20

NIA Member Orientation

NIA members are paramount to the success and future of our organization, and it is important that first-time Convention attendees and new members are current on the benefits afforded to them through NIA membership. This invitation-only orientation includes an overview of how NIA serves its members and the mechanical insulation industry, and also introduces new members and first-time attendees to NIA’s staff, committee members, and association leaders. If you are a first-time Convention attendee, be sure to indicate that this is your first Convention when you register.

NIA and FESI President’s Reception

This invitation-only reception will gather VIPs from across the globe to kick-off the start of NIA’s 61st Annual Convention and WIACO. Hosted by NIA President Kenny Freeman, leaders from NIA and FESI will have the opportunity to network and celebrate the many years of global collaboration that have made our organizations, and the industry, successful.

Welcome Reception: Welcome to Florida!

Join your fellow Convention attendees in the Sunshine state at NIA’s Welcome Reception. Bright colors and flamingos, along with a steel drum and guitar duo, will greet you as you mix and mingle with familiar faces and meet new friends. Enjoy an open bar and full meal of tasty samplings from 4 of the on-site restaurants at this colorful and flavorful event as we kick-off our time together.

Hosted Dessert Hospitality Suites

Immediately following the Welcome Reception comes one of the highlights of NIA’s Convention—the Dessert Hospitality Suites. NIA’s (Associate) manufacturer member companies will host a room with delicious treats and beverages. Plan to take advantage of this opportunity to extend your time networking with industry friends while enjoying the sweetest event of the week.

Silent Auction

NIA will host its 3rd Silent Auction during this year’s 61st Annual Convention and WIACO. This very popular biennial event offers an evening of competitive bidding and fundraising for NIA’s Foundation for Education, Training, and Industry Advancement, along with a selected charitable organization. The 2016 Silent Auction Co-Chairs Dan Bofinger (Winroc-SPI) and John Lamberton (IREX Contracting Group), and the rest of the Silent Auction Task Force are actively seeking donations. If you would like to donate, please contact NIA at 703-464-6422 or events@insulation.org.

Thursday, April 21

Appreciation Night: Game On!

Spend an evening near the ocean at the Boca Beach Club pool area at NIA’s Appreciation Night and enjoy a full meal filled with gourmet tailgate treats and an open bar. Represent your favorite sport team by wearing their colors or jersey. Guests can enjoy some friendly rivalry and show off their soccer, football, basketball, and hockey skills with sport-themed games and activities. Want something more relaxed? Enjoy the beach and take in the beautiful views of the Atlantic Ocean, play a friendly game of beanbag toss, or gather your friends for a fun, sports-themed photo.

Friday, April 22

Open Night—Enjoy Boca Raton!

Saturday, April 23

President’s Dinner and Dance

The finale of NIA’s Convention is the President’s Dinner and Dance. Join us for live entertainment by the band, Private Stock, in addition to a cocktail reception, dinner, and dancing. Connect with friends and business colleagues one last time before heading home as we celebrate our outgoing NIA President Kenny Freeman. The attire for this adults-only event is resort casual wear (for example, khaki pants for men, and capris or sundresses for women).

Boca Attractions and Excursions

The Boca Raton Resort and Club concierge staff members are happy to assist NIA Convention attendees in discovering and scheduling activities in Boca Raton and the surrounding area. Contact the hotel’s concierge staff before or during your stay at 561-447-3700.



NIA'S GOLF TOURNAMENT

The Boca Raton Resort and Club is home to 2 of the finest and most renowned golf courses in South Florida: the Country Club Course and the Resort Course. NIA's Golf Tournament on Friday, April 22, will be held at the Resort Course, which is adjacent to the Boca Raton Resort and Club. The Resort Course was built in 1926 and enjoys world fame and acknowledgement as one of Florida's golden-age courses. The course was dedicated to golf champions Tommy Armour and Sam Snead, who both served as golf professionals at the resort.

The 18-hole scramble will have a 12:30 p.m. shotgun start. Gather your industry colleagues and friends for an afternoon of networking and friendly competition! Preference will be given to foursomes.* Pre-registration is required and the per-player fee of \$260 includes all tournament costs, a boxed lunch, GPS golf cart, prizes, and golf-bag pickup and return on the day of the tournament. Optional club rentals are available through the golf course for \$90, plus tax (includes 2 sleeves of golf balls), and will be billed by the course to your hotel reservation the day of the tournament. NIA's Golf Tournament is very popular and spaces are limited, so we encourage you to sign up early.

*If you wish to create your own foursome, please contact the players to ensure their willingness to participate in the foursome, and then email NIA at events@insulation.org to confirm that all players are registered for both the Convention and the golf tournament.



NIA 61st Annual Convention and WIACO Apparel Items

NIA will have a 2016 golf shirt and new apparel pieces available in honor of the WIACO meeting. Additional details will be available on the Convention website at www.insulation.org/convention/2016. Advanced purchase is encouraged. Items will be shipped to you prior to the Convention and a very limited number will be available for purchase on-site.

HELPFUL TRAVEL TIPS

Weather

Boca Raton has daily high temperatures in the mid-80s (27° C), and low temperatures in the upper 60s to lower 70s (20° C).

Attire

One of the goals of this year's Convention Planning Committee is to emphasize casual attire, making it easier for Convention guests to plan and pack. All Convention sessions and evening events are casual—golf shirts and resort wear are recommended. The receptions on Wednesday and Thursday evening are outdoors, and since the nights can be cooler, a light sweater or jacket is suggested.

Wednesday Evening's Welcome Reception: Welcome to Florida!

Casual resort wear is encouraged (for example, khaki shorts for men, and capris or sundresses for women).

Thursday Evening's Appreciation Night: Game On!

Guests are encouraged to wear jerseys or colors that represent their favorite professional, college, or local sports team.

Saturday Evening's President's Dinner and Dance

Casual resort wear is encouraged (for example, khaki pants for men, and capris or sundresses for women).

SPOUSE EVENTS

All spouse events are included as part of your registration fee. Registration for each event will fill up quickly, so register early!

Thursday, April 21

Sip and Paint Class



Let your creative side come alive and paint your own masterpiece! Guests can enjoy a glass of wine or another beverage as they follow step-by-step instructions from professional painting instructors to re-create a featured Florida themed painting. Do not worry—no artistic skill is required! All painting supplies will be provided, and guests can take home their 16x20 canvas as a memento of their time in Boca Raton. Light snacks will also be served. Please register early; space is limited and is on a first-come, first-served basis.

Friday, April 22

Aromatherapy Workshop



Naturally blended scented oils are designed to empower love, business success, relaxation, and well-being. An aromatherapy expert will discuss the history and benefits of aromatherapy. After learning about the different properties, guests will be able to create either a bottle of unique essential oils or aromatherapy candles to take home and enjoy! Light snacks and refreshments will be served. Please register early; space is limited and is on a first-come, first-served basis.

2016 PRELIMINARY CONVENTION SCHEDULE

This information is subject to change. For the most current information, or to see NIA's Entertainment Policy, visit www.insulation.org/convention/2016.

Tuesday, April 19

Morning

- Registration and Bookstore
- Executive Committee Meeting*

Afternoon/Evening

- Registration and Bookstore
- Board of Directors Meeting*
- Silent Auction Task Force*
- Past Presidents Reception and Dinner*
- 2017 Convention Committee Dinner*

Wednesday, April 20

Morning

- Registration and Bookstore
- Committee Meetings
- Board of Directors and Spouse Breakfast*
- Past Presidents Advisory Council*

Afternoon/Evening

- Registration and Bookstore
- Committee Meetings
- FESI: Executive Committee Meeting*
- Can/AM Meeting*
- NIA Member Orientation*
- NIA and FESI President's Reception*
- Welcome Reception:
Welcome to Florida! +
- Hosted Dessert Hospitality Suites +
- NIA's Silent Auction +

Thursday, April 21

Morning

- Registration and Bookstore
- Keynote Speaker: Scott Christopher:
The Levity Effect: Why It Pays to Lighten Up +
- NIA Business Session
- 2015 Theodore H. Brodie Distinguished Safety Awards Presentation
- Spouse Program: Sip and Paint Class +
- Manufacturers VIP Educational Panel

Afternoon/Evening

- Registration and Bookstore
- Committee Meetings
- FESI: Executive Committee Meeting*
- Appreciation Night: Game On! +

Friday, April 22

Morning

- Registration and Bookstore
- Manufacturers VIP Educational Panel
- Spouse Program:
Aromatherapy Workshop +
- Technical Presentations

Afternoon/Evening

- Registration and Bookstore
- NIA's Golf Tournament—Resort Course at the Boca Raton Resort and Club (Separate registration is required.)
- Open Evening—Enjoy Boca Raton!

Saturday, April 23

Morning

- Registration and Bookstore
- Educational Presentations
- Technical Presentations

Afternoon/Evening

- Council of Committees and Board of Directors Lunch Meeting*
- Board of Directors Meeting*
- President's Dinner and Dance +

Open Event

Invitation Only

Spouse/Guests are encouraged to attend



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To register for NIA's 61st Annual Convention and WIACO, please visit www.insulation.org/convention/2016/registrio

REGISTRATION FEES

Early bird payments must be received by March 25, 2016 to take advantage of the discounted pricing.

	EARLY BIRD Payment Received by March 25	STANDARD REGISTRATION Payment Received After March 25
MEMBER (NIA/TIAC/FESI)		
Contractor/Distributor/Fabricator/Laminator	\$895	\$970
Manufacturer/Manufacturer's Representative/Consultant/Associate Supplier	\$1,090	\$1,185
Spouse/Guests +	\$690	\$700
Youth (Ages 3–12) (Children under the age of 3 are free.)	\$420	\$425
NON-MEMBER		
Contractor/Distributor/Fabricator/Laminator	\$1,530	\$1,645
Manufacturer/Manufacturer's Representative/Consultant/Associate Supplier	\$2,270	\$2,375
Spouse/Guests +	\$765	\$770
Youth (Ages 3–12) (Children under the age of 3 are free.)	\$500	\$505

+ Spouse/Guests is defined as someone accompanying a paid registrant who does not work in the industry and will not be attending business or committee meetings.

Add \$100 per person to the standard registration rate for registrations received after April 13, including on-site registrations.

Convention registration fee includes: Continental breakfast, 3 full dinners (with open bars), 3 nights of entertainment, and all educational sessions, committee meetings, and spouse/guest programs.

PLEASE REGISTER ONLINE AT WWW.INSULATION.ORG/CONVENTION/2016

