NIA News

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

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Don't Miss One of the Only Chances for the Insulation Industry to Connect in 2020!

Fall Summit
EDUCATE | ENGAGE | ELEVATE

NIA’s VIRTUAL Fall Summit
Is Branching out to Meet YOU
EVP/CEO MESSAGE

Building Upon Strong NIA Roots

As I have communicated with our members across the country over the last few months, I know that we have so much to be thankful for and proud of. As your membership association, I am proud to say that NIA has continued to connect with its members and will continue to meet your needs, moving forward with the strategic goals of the organization. And very soon, at our members-only meeting, the NIA Fall Summit, we will educate through experts and peers, engage one another as peers in our national network, and elevate our industry through the professional practices. As NIA’s leadership wisely determined—keeping safety paramount—our upcoming Fall Summit is now virtual, taking place online November 3–6. It is through this virtual gathering that we can take stock of where we are and make plans for a stronger future for us all. Turn to page 6 to read more about NIA’s Virtual Fall Summit, and mark the sessions you want to participate in. Make sure you get registered by October 22 so that we can see you online!

NIA has continued to adjust our programs to meet your needs and has redeveloped our training classes for a virtual platform. We just wrapped up our second successful Thermal Insulation Inspector Certification™ course and have 2 more scheduled for next February and May. Plus, we are introducing a brand-new course this month, NIA’s Understanding Specifications for Insulation. The first class was held virtually for MICA, and you can contact training@insulation.org if you are interested in holding your own hosted class for your employees and guests. We were thrilled with the initial response, and we are excited to add this important course to our training and education menu. From training new employees to standing out from your competitors, training specifically tailored for this essential industry is now more important than ever. Turn to page 14 to read more about all of the options.

While we all have been focused on the health and safety of our employees during the pandemic, an ongoing regular feature of NIA News is Safety Corner, written by NIA’s General Counsel Gary Auman. In this issue, he shares his insights on OSHA standards related to working surfaces, responsibility for worksite safety, differing State Plan safety requirements related to COVID-19, and more. Turn to page 16 to read his latest safety recommendations.

Throughout this issue, you will find updates and information on NIA programs, products, and people. As we continue our 2020 celebration of long-standing members (page 10), I thank you for your commitment to NIA and to your employees, especially during these challenging times. We are Stronger and Safer Together, and we encourage you to take advantage of everything NIA provides to grow our industry and help our members succeed. Hope to see you online at our Virtual Fall Summit!

Michele M. Jones
Executive Vice President/Chief Executive Officer

People & Places

IN THE NEWS

Armacell Announces New Solutions Portfolio Packages

With Armacell’s Solutions Portfolio, mechanical engineers, insulation contractors, and distributors can identify the best products to use where insulation is critical to the performance of the equipment—for example, in an air plenum, on HVAC/R mechanical piping, on chilled water and hydronic heating systems, or on plumbing. This portfolio is organized into 3 categories: Standard Performance, High Performance, and Superior Performance. Customers can categorize by code compliance or construction industry project types including data centers, education, health care, hotels, multifamily, and office/mixed-use, offering customers a way to determine the right approach for key markets. For the first time, this portfolio offers customers a 5-, 10-, or 15-year limited warranty. Warranties are allocated depending on the choice of category, with Superior Performance offering the longest protection.

“With our new one-stop shop for insulation specification, you simply pick your job type, the system and level of performance, and insulation products are recommended for you,” says Shawn Dunahue, General Manager Marketing, Americas. “We’ve backed up our portfolio with easy-to-access digital tools. You can download the associated specifications, data sheets, and ebook from our website,” he added.

A Preferred 7 Insulation Outlook advertiser and NIA Foundation Gold contributor, Armacell is based in Chapel Hill, North Carolina, and has been a member of NIA since 1956.

Distribution International Announces Redesigned Website and New Customer Portal

Distribution International, Inc. (DI) recently announced the launch of its redesigned website, www.distributioninternational.com, which includes a new, easy-to-use, self-service customer portal, CustomerConnect. Accessible from a desktop computer or mobile device, the new site and CustomerConnect platform enable customers to easily search and request quotes for more than 27,000 products. CustomerConnect will be further enhanced in the coming months, with customers being able to place orders directly through the website later this year.

CEO Steve Margolius said, “Our innovative CustomerConnect platform will be a game changer for our industry, and we’re proud to be the first in our space to offer such a customer-centric solution—available anytime, anywhere, from any device.”

Features and benefits of the new website include:

• 24/7 access to the latest information for over 27,000 insulation and accessory products, including specifications and documents such as safety data sheets and cut sheets;
- Secure account dashboard that serves as a one-stop shop for quote, order, and purchase history visibility;
- Ability to Request a Quote (RFQ) online at anytime on any device;
- Easy access to multiple vendors’ downloadable fitting charts and installation guides, along with links to DI’s training webinars;
- Ability to conduct a side-by-side comparison of product attributes and highlight similarities or differences; and
- Real-time inventory availability.

A Select 4 Insulation Outlook advertiser and NIA Foundation Gold contributor, DI is based in Houston, Texas, and has been a member of NIA since 1998.

Fit Tight Covers Adds Holly Taylor to Design Team
Fit Tight Covers recently announced the addition of Holly Taylor to its team of design professionals. The 3-person team prepares diagrams and drafts for removable insulation blankets to fit mechanical piping systems, equipment, and machinery. Her previous experience in industrial design and quality assurance allowed her to earn multiple Quality Systems Certificates.

Founded in 2013 and based in Evansville, Indiana, Fit Tight Covers designs and fabricates removable insulation covers for industrial and commercial mechanical systems and equipment. Fit Tight Covers joined NIA in 2020.

Gribbins Insulation Receives Safety Leader Award and Announces Staffing Updates
At the recent Coalition for Construction Safety’s (CCS’s) 27th Anniversary and Awards Celebration, Gribbins Insulation was awarded a Safety Leader Award, which recognized Gribbins Insulation’s safety program as one of the top 5 safety programs involved in the 250+ member multistate construction safety group. Mark Gribbins, Senior Vice President, and Adam Mayer, Safety Manager, accepted the award at CCS’s virtual awards ceremony.

Prior to receiving the award, Gribbins Insulation announced the promotion of Adam Mayer to Safety Manager. As Safety Manager, Adam directs safety efforts for all company locations in Indiana, Kentucky, and Illinois, as well as jobsites throughout the United States, with the help of 3 full-time Safety Coordinators.

Gribbins Insulation also announced the hiring of Brian Whitlette as Safety Coordinator. Brian works in the Evansville, Indiana office to help employees follow safety policies and to ensure hazard-free work environments.

Founded in 1985 and a member of NIA since 1990, Gribbins Insulation is a commercial and industrial mechanical insulation contractor serving the Midwestern United States. Headquartered in Evansville, Indiana, the company has 5 branch offices in Indiana, Illinois, and Kentucky.
MEET THE BOARD

Since we did not get to meet in April, we want to introduce all the wonderful people serving on the Board of Directors for 2020-21. You can chat and get to know them during the Fall Summit’s networking events.

John Lamberton, PRESIDENT
Chief Operating Officer, Irex Contracting Group, which joined NIA in 1982
John is active on the Education & Training, Foundation Steering, Health & Safety, and Union Contractors Committees.

Dave Cox, PRESIDENT-ELECT
Business Development Leader, Owens Corning, which joined NIA in 1966
Dave is active on the Associates, Education & Training, and Foundation Steering Committees.

Joe Leo, SECRETARY/TREASURER
President, Atlantic Contracting & Specialties, LLC, which joined NIA in 2000
Joe is active on the Membership and Union Contractors Committees.

Laura Dover, ASSISTANT TREASURER
President, Dover Insulation, Inc., which joined NIA in 1996
Laura is active on the Health & Safety and Merit Contractors Committees.

Dana Vlk, IMMEDIATE PAST PRESIDENT
Senior Advisor, Distribution International, Inc., which joined NIA in 1998
Dana is active on the Distributor/Fabricator, Education & Training, Health & Safety, Membership, and Technical Information Committees.

Brian Willett, CSIA Representative
Executive Vice President, Gribbins Insulation Company, Inc., which joined NIA in 1990
Brian is active on the Education & Training, Health & Safety, Membership, and Union Contractors Committees.

Jerry McCaffrey, ESICA Representative
Treasurer, Thermal Solutions Contracting, Inc., which joined NIA in 2007
Jerry is active on the Union Contractors Committee.

Jeffrey DeGraaf, MICA Representative
President, Industrial Construction & Engineering Co., which joined NIA in 2012
Jeff is active on the Distributor/Fabricator, Health & Safety, Merit Contractors, and Technical Information Committees.

Matt Caldwell, SEICA Representative
President, Caldwell Insulation, Inc., which joined NIA in 2000
Matt is active on the Health & Safety, Membership, and Union Contractors Committees.

Mike Feehery, SWICA Representative
Regional Vice President Central & International, Specialty Products & Insulation, which joined NIA in 1984
Mike is active on the Distributor/Fabricator, Membership, and Technical Information Committees.

Rick Sutphin, WICA Representative
Senior Vice President Operations, Performance Contracting, Inc., which joined NIA in 1966
Rick is active on the Health & Safety, Membership, and Union Contractors Committees.

John K. Freeman, Jr., At-Large Representative
Project Manager, Petrin, LLC, which joined NIA in 1990
John is active on the Education & Training, Merit Contractors, and Young Professional Advisory Committees.

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FY 19–20 Committee Chairmen

2020 CONVENTION PLANNING
John Lamberton, Irex Contracting Group

ASSOCIATES
Jack Bittner, Johns Manville

DISTRIBUTORS/FABRICATORS
Mike Feehery, Specialty Products & Insulation

EDUCATION AND TRAINING
John Lamberton, Irex Contracting Group

FALL SUMMIT
Dave Cox, Owens Corning

FOUNDATION STEERING
Dan Bofinger, Specialty Products & Insulation
Dave Cox, Owens Corning

HEALTH AND SAFETY
Bill McCaffrey, Irex Contracting Group

MEMBERSHIP
Justin Rispoli, Aspen Aerogels, Inc.

MERIT CONTRACTORS
Rudy Nigl, I & C Insulation, Inc.

METAL BUILDING LAMINATORS
Randy Smith, Distribution International, Inc.

TECHNICAL INFORMATION
Darrell Peil, Knauf Insulation, Inc.

UNION CONTRACTORS
Steve Luse, Luse Thermal Technologies

YOUNG PROFESSIONAL ADVISORY
Cooper Killion, Shook & Fletcher Insulation Co.

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NIA’s Online Resources
Insulation.org
InsulationOutlook.com
InsulateMetalBuildings.org
www.facebook.com/NIAinfo
www.twitter.com/NIAinfo
www.twitter.com/InsulationInfo
www.youtube.com/NIAinfo
www.vimeo.com/NIAinfo
Midwest Fasteners, Inc. Releases Updated Website

Midwest Fasteners (Midwest), a source for insulation fasteners and stud welding systems, has updated its website (www.midwestfasteners.com). It now features a new look, feel, and set of tools for all users. The site is filled with useful information and references on Midwest products, services, and application geared support resources. All types of stud welded and insulation fastening applications are included, such as insulation hangers, self-stick anchors, weld pins, cup head weld pins, capacitor discharge studs, as well as arc stud welding accessories. The website continues to provide equipment and references for the complete line of Midwest insulation fasteners and weld studs. Stud welding equipment manuals, how-to videos for installation of insulation applications, as well as a full library of published Midwest resources can be found on the revised site.

The StudWelder Selector (www.weld-stud.midwestfasteners.com/advanced/stud-welding-equipment), is a first-of-its-kind tool that allows designers, distributors, prospects, and all other users to receive a customized recommendation by answering specification questions. Midwest’s website can be a useful tool for power and process industries, high-temperature insulation applications, ship-building and marine, and OEM metal working of any type.

A Preferred 7 Insulation Outlook advertiser, Midwest Fasteners, Inc., is based in Miamisburg, Ohio, and has been a member of NIA since 1989.

Knauf Insulation Launches Easy Document Organization

Knauf Insulation North America, a global leader in the manufacturing of fiber glass insulation, launched a new “My Documents” website tool (www.knaufnorthamerica.com/en-us/tools-documents) that allows users to save documents, create project submittals, and download them as a single PDF for easy sharing.

Users can find, save, and share documents including:

- Knauf product information,
- Data sheets and safety data sheets,
- Environmental Protection Declarations (EPDs),
- Coversheets, and more.

Documents can be grouped in folders based on project, priorities, certifications, or any other needs. These documents are automatically updated for users to reference anytime, anywhere, and to share with decision makers.

Linda McGovern, VP of Marketing for Knauf Insulation North America, said, “With this tool, building professionals can now easily find the most up-to-date documents and create folders all in one place for all of their project needs.”

A Premier 12 Insulation Outlook advertiser and NIA Foundation Gold Elite contributor, Knauf is based in Shelbyville, Indiana, and has been a member of NIA since 1978.
In a year where almost nothing has been conventional, NIA is preparing for our first-ever fully Virtual Fall Summit. Just as our members and this industry have risen up to meet the challenges that 2020 has put before us, NIA will continue to offer the quality education sessions, topical keynote sessions, and national industry networking that NIA is known for and our members expect. NIA’s leadership is committed to the health, safety, and welfare of our members, customers, and the insulation industry. It is through this virtual gathering that we can take stock of where we are and make plans for a strong future for us all.

When asked about the importance of attending NIA’s Virtual Fall Summit, NIA President John Lamberton said, “Now more than ever, it is important to come together to support our fellow NIA members. Looking back to early February when I selected my theme, Take the Pledge, none of us knew the personal and professional challenges that we would soon be facing, but in some ways, this commitment to be present for our fellow members is more important than ever. Every year at Fall Summit, our national network comes together to advance our industry and learn from each other, and while the format may be different, the end game is the same. Together, we can overcome our current situation and build a stronger future. Mother Teresa said it best, ‘I can do things you cannot, you can do things I cannot; together we can do great things.’ That is really what being part of an association is all about. I hope you will join us and contribute your expertise.”

To help facilitate member interaction, NIA has added networking events at the end of both days. Join our virtual tables and video chat with your industry colleagues you have missed in 2020. Don’t miss the unique insulation industry event!

What’s the Same about NIA’s Virtual Fall Summit?

- This meeting is for members only.
- The peer-to-peer focus allows attendees to concentrate on the business of the industry in committees and discuss the latest industry issues from a national perspective.
- During a keynote session, NIA will celebrate 45 member companies that won awards in 2020.
- The meeting will include 10 committee meetings, 2 keynote sessions, and 2 networking events—all taking place live.
- Attendees will obtain important industry topical updates to help our member companies with strategic planning.
- Registration is required to attend any portion of the event, including participation in committee meetings.

What’s Different about NIA’s Virtual Fall Summit?

- It is virtual, happening online from attendees’ office locations.
- This meeting is taking place over the course of 4 days, with scheduled breaks so that attendees can keep their work projects moving forward.
- No hotel or travel is required.

NIA EVP/CEO Michele M. Jones noted, “Even with this shift in format from in-person to virtual, I am struck by the continued relevance of our action-oriented tagline: Educate, Engage, Elevate. Through our virtual education sessions, committee business, and virtual networking, we will connect with our members and move forward with the strategic goals of the committees and the organization. NIA is branching out to meet members where they are, and provide them with the necessary information to strengthen their businesses, and maintain the safety of their employees.”
NIA leadership made the decision to go virtual for the safety of our members and has coordinated the schedule to allow your employees to continue their project work in between sessions. This is an ideal way for smaller companies or new members to experience Fall Summit’s benefits without having to leave the office. We also know there are even more benefits to a virtual gathering:

1. Eliminates travel time and expenses—no airport security, flights, or hotel!

2. Increased access—bring along someone who has never attended! (With no travel and limited time away from work projects, now is the perfect time to introduce new members of your team to NIA events.) Plus, we have multi-registrant discounts when you register 2 or more attendees from your company.

3. Sales calls and networking events have been canceled in 2020, but we have included hours of networking time to reconnect.

Registration for Fall Summit is required to attend any portion of the event, including committee meetings. While we are delighted that members save on travel expenses, we wanted to boost your savings to encourage robust committee attendance and participation by companies that have never attended before. If you have not been to Fall Summit before, now is the time to go! NIA is offering discounts for member companies that register more than 1 attendee for Fall Summit:

**Individual Standard Fall Summit Registration Rate:**
$250 (check discounted rate) or $260 (standard rate)

**Fall Summit Registration (2 or more people):**

- **Cash/check rate:** First person is $250; second person is $175. Any additional people are $175.
- **Standard rate:** First person is $260; second person is $180. Any additional people are $180.

The regular registration deadline is **Thursday, October 22, 2020**. You may register online at www.insulation.org/fallsummit2020/registration. Discounts are available via online registration as well as the PDF registration form. For assistance, email events@insulation.org or call 703-464-6422.

The exchange of ideas and peer-to-peer learning is an essential element of Fall Summit each year. Several confirmed sessions include:

**Distributors/Fabricators Session**

**The Benefits of Fulfillment Systems in 2020**

Rich Hayden, Sr., Software Consultant, Dematic

Tom Steininger, Global Market Development Director, Dematic

Focusing on fulfillment systems for the insulation industry, this session will explore the continuing advancement of fulfillment technologies, including case and full pallet systems; automated storage and retrieval systems (ASRS); and results driven by software that focuses on orders, inventory, material handling equipment, and labor. In addition, the presenters will explore achievable fulfillment benefits and how to reduce the dependency on labor hours to fulfill orders, drive world-class customer satisfaction with accurate on-time shipments, and provide real-time visibility in your day-to-day operations.

**Union Contractors Subcommittee**

(Open only to signatory contractors of the International)

**Understanding Multiemployer Defined Benefit Plans**

Judy Goodstein, Vice President and Actuary, Segal

Learn the latest about multiemployer defined benefit plans, including withdrawal liability, general statistics on the state of multiemployer plans, understanding a plans status, and advice and insight on actuarial assumptions used in measuring the financial condition of a plan.

NIA is currently confirming keynote and committee session speakers. Please visit www.insulation.org/fallsummit2020/sessions for the latest information.
Tech Talk & Tips for NIA’s Virtual Fall Summit

- Committee meetings will use the Zoom platform.
  - Make sure you have the latest version of Zoom downloaded.
  - Plan on using your webcam—we have missed you and want to see you.

- For keynote sessions and networking events, NIA is introducing the Remo platform to help attendees learn, connect, and interact. This platform helps break up the full group into smaller gatherings—similar to how we would network if we were together in-person! Here are some tips for the event.
  - You can watch a quick tutorial at www.remo.co/remo-101.
  - Remo allows participants to move around virtually from table to table. Each table will have 4-6 attendees.
  - Mingle by hovering over a table to see who’s already there, and join in the conversation. You are only able to hear the conversations at your table, but you can switch at any time. Video is enabled so everyone at each table can see each other.
  - For a true happy hour experience, grab your favorite beverage during the break between the education sessions and networking events.

Feedback from Attendees

At last year’s in-person Fall Summit, we were thrilled to have 118 attendees from 56 NIA member companies. If you have never attended Fall Summit, this year’s online meeting presents a unique opportunity to learn what transpires so that you can be better prepared to join us at future NIA events. Here is what 2019 Fall Summit attendees had to say:

98% of attendees said the 2019 Fall Summit was excellent or good.
96% of attendees said the program content/education exceeded or met expectations.
92% of attendees said that networking with new or potential customers was good or excellent.

Want to Share Your Company’s Message with Fellow NIA Members?

NIA has a variety of new and creative sponsorship opportunities available for this special virtual event! A few of the opportunities are listed, but for more information please visit www.insulation.org/fallsummit2020/sponsorship. If you are interested in becoming a sponsor at this year’s event, please email Erin Penberthy at events@insulation.org or call 703-464-6422, ext. 114.

- **Branded Zoom Background**
  NIA staff members will use your custom-branded Zoom background for all meetings related to the Virtual Fall Summit event for maximum exposure. Background image to be approved by NIA.

- **Keynote Presentation Sponsor**
  Be recognized as an industry thought leader by sponsoring one of the keynote sessions at NIA’s Virtual Fall Summit! Sponsors are also given the opportunity to play a brief 30-second video before the virtual session (video must be approved by NIA).

- **Attendee Home Delivery Item**
  Reach attendees where they are and select this unique opportunity to have contact with your insulation colleagues and clients. Branded item with company logo will be shipped to attendees prior to the event.

- **Networking Reception Digital Ad Sponsorship**
  Place your digital ad in the online platform NIA is using to host our first virtual networking reception! This ad will rotate between potentially a total of 4 ads during this session.
Top 5 Reasons to Register Early

1. Committee materials will be sent out beforehand, so make sure you have all the materials you need to be on top of what is happening in your sector.

2. Attendees who register early will receive a fun event goody bag with some special treats.

3. Block out time on your calendar—prioritize yourself and your industry by registering and blocking the time on your calendar for the events you plan to attend.

4. Be part of the Attendee List posted on NIA’s website so that your customers and suppliers will know you are attending and can reach out to you during the 2 networking events.

5. Receive the pre-event attendee email that will outline everything you need to know to make the most of your time.
Looking back with 2020 vision, we want to celebrate our past and those who have been on the journey with us. In the last issue, we recognized companies with continuous membership for 30–49 years. All long-standing members can be found on our website at www.insulation.org/membership/membership-longevity.

Founded in 1953, NIA would not exist without our members, and it is with great appreciation that we recognize the companies who have been our long-term partners. Thank you for your trust in us and in our efforts to improve the industry, make it safer, and create training programs. Your support is vital to the industry and to NIA!

We Couldn't Have Done it Without You! Thank You!

Members celebrating 20+ years with NIA

Gribbins Insulation Company, Inc., 1990
Insulating Services, Inc., 1990
Morgan Advanced Materials Thermal Ceramics, 1990
Petrin, LLC, 1990
Triangle Enterprises, Inc., 1990
Unifrax I, LLC, 1990
Wayne Insulation Co., Inc., 1990
Iberville Insulations, LLC, 1991
Newcon Caribbean, Inc., 1991
Regal Insulation Corp., 1991
Breeding Insulation Company, Chattanooga, Inc., 1992
L&L Insulation, Inc., 1992
McCormick Insulation Supply, Inc., 1992
Nicholas Insulation Services, Inc., 1992
Norris Insulation, Inc., 1992
Advance Thermal Corp., 1993
Aislantes Minerales, S.A. de C.V., 1993
Campbell Gibbons and Associates, Inc., 1993
Homans Associates, LLC, 1993
Insulation Technologies, Inc., 1993
Kennedy Insulation Systems, Inc., 1993
Polyguard Products, Inc., 1993
R.L. Insulation Company, Inc., 1993
Star Insulation Company, Inc., 1993
Systems Undercover, Inc., 1993
Thermal Energy Products, Inc., 1993
Thermal Insulation, Inc., 1993
Acme Insulations, Inc., 1994
Diamond Insulation, Inc., 1994
Hudson Bay Insulation Company, 1994
K-FLEX USA, LLC, 1994
Pro Insulation, 1994
Retro Insulation, 1994
Rudco Sales, Inc., 1994
The E.J. Davis Company, 1994
Therm-All, Inc., 1994
CertainTeed Corporation, 1995
Fern Insulators, Inc., 1995
L & C Insulation, Inc., 1995
Priority III Insulation, 1995
Rockfibras Do Brazil Ind. Com., 1995
Tani Division, B.D. Schiffler, Inc., 1995
Allied Insulation Supply, 1996
All-Temp, Inc., 1996
Bunting/Exzac-Fit Products, 1996
Carolina Insulation Contractors, Inc., 1996
Dover Insulation, Inc., 1996
Iowa Illinois Taylor Insulation Company, 1996
Iowa Insulation, Inc., 1996
Kirby-Cundiff Insulation, 1996
Honoring You!

We would love to share more about your company with the membership, including your favorite NIA memories from past events, advice you have received/implemented throughout the years from other members, or how NIA has impacted your business or relationships. You can send these thoughts and experiences in an email or by recording a short video clip on your phone and sending it to membership@insulation.org. We are excited to learn a little more about you, your company, and why you have been an enduring part of NIA.

We look forward to continuing to generate new educational programs and tools for the industry. We hope to see and hear from all our members at Fall Summit.

Have Your Employees Share Their Expertise

Do you have knowledgeable insulation employees working remotely right now? This might be the perfect time for them to share their insulation knowledge with our audience. Help us educate the industry, show engineers how to design better systems, or offer advice on how to solve commonly seen industry issues. Your expert will have their own team of editors to help craft and polish the article, and your company will receive marketing exposure as an industry leader. We publish 50 articles a year, so we can find a spot for you that works with your schedule! Contact editor@insulation.org to get started.

TYPES OF ARTICLES WE ARE LOOKING FOR

- Project profiles (tell us about your latest job)
- How to design and install insulation for everyday applications
- Articles on proper maintenance
- The value and benefits of insulation
- Positive aspects of insulation, like system longevity
- Articles solving industry pain points

Murasho Co., Ltd., 1996
Prime, Inc., 1996
Burnham Insulation Sales, Inc., 1997
C & H Insulation Services, Inc., 1997
Corick Valve Covers, Inc., 1997
F & H Insulation Sales and Services, Inc., 1997
Insulation Specialties, Inc., 1997
Mac’s Insulation Company, Inc., 1997
Mid-Plains Insulation, 1997
Smith & Casady, Inc., 1997
CMI, 1998
FGH Fabricators, Inc., 1998
Insulations, Inc., 1998
Kelco Insulation, Inc., 1998
Foley Insulation, Inc., 1999
Gagnon, Inc., 1999

Contact us anytime at editor@insulation.org.
FOUNDATION Update

NIA In Action
Education, Training, and Advocacy—Thanks to Our Supporters

Industrial Segment—Industry Insights
In late October, NIA’s Industrial Facility Owners and Engineering Advisory Council (Council) will convene to provide updates on NIA’s Thermal Insulation Inspector Certification™ Program, discuss new initiatives, and seek input on current and future industry needs. The objective of the Council is to provide an informal forum in which representatives of the facility owner and engineering communities discuss the resources needed to increase overall understanding, proper use, and maintenance of mechanical insulation systems. The Council provides NIA with suggestions on resources needed to provide current and future industry colleagues with up-to-date and unbiased information to ensure mechanical insulation systems achieve their design objectives and operating expectations. NIA is grateful for the participation of the industry representatives and the critical information provided by the Council.

NIA Continues to Advocate for Member Companies
Since the most recent NIA News update in early summer, NIA—in partnership with other trade associations, organizations, and business groups—has continued to advocate on behalf of members and the industry.

- NIA urged the U.S. Senate Finance Committee leadership to consider proposals for new refundable tax credits covering 30% of home and business improvement expenses as a necessary step to stimulate the economy and help get Americans back to work by investing in our homes and businesses.
- NIA urged the Federal Trade Commission (FTC) and the U.S. Department of Justice (DOJ) to protect associations and their members from fraudulent event marketing by requesting that the FTC and DOJ immediately address the proliferating fraudulent business practice of selling falsified association mailing lists and event lists.
- NIA advocated for small businesses by urging Congress to expand small business access to the proposed Paycheck Protection Program (PPP) second draw by changing the eligibility requirement that businesses must demonstrate a gross revenue reduction of at least 50%.
- NIA urged Congress to address tax liability related to PPP loans in any new COVID-19 relief packages.

To read more about these calls to action, visit www.insulation.org/covid.

Insulation Industry Education & Training Leader
NIA continues to diligently focus on the adaptation of virtual formats for our educational, training, and certification programs. In August, NIA held its first virtual Thermal Insulation Inspector Certification course over 4 days, including the option to enroll in only the Introduction to Mechanical Insulation (Part 1 of the full course). NIA just wrapped up another successful 4-day virtual course in October. Now, we are pleased to announce a new virtual training offering, NIA’s Understanding Specifications for Insulation course. The new course will debut at a virtual Midwest Insulation Contractors Association event in October, and registration for this course neared 60 participants, far exceeding enrollment expectations. Coming soon will be a newly updated 2-day Insulation Energy Appraisal Program™ virtual course.

Virtual courses are being scheduled for 2021, including 2 upcoming Thermal Insulation Inspector Certification virtual courses:

**Part 1 on February 10–11, 2021:**
NIA’s Introduction to Mechanical Insulation

**Part 2 on February 17–18, 2021:**
NIA’s Thermal Insulation Inspector Certification Course

**Part 1 on May 11–12, 2021:**
NIA’s Introduction to Mechanical Insulation

**Part 2 on May 18–19, 2021:**
NIA’s Thermal Insulation Inspector Certification Course

To become a Certified Thermal Insulation Inspector, class participants must complete both levels of the 4-day course and receive a passing grade on the final examination at the end of each level. To register, and for additional details including more course dates, visit www.insulation.org/inspector or email training@insulation.org. To be added to the interested-party list and be notified first of new course details and dates, please email training@insulation.org.

For a thorough overview of NIA’s virtual training offerings, turn to page 14.

Building up Industry Resources
NIA has exciting new projects in the works to bring additional updated resources to our members and the industry, including a newly revised and refreshed Estimator’s Handbook, which is coming soon. NIA will be taking over management of the Mechanical Insulation Design Guide (MIDG), which will migrate to our website,
It is simple to participate. Just email training@insulation.org and say that you would like to participate. The point opportunities are listed at https://bit.ly/36zfc0R and NIA will track the majority of your points for you.

To learn more about this annual award, visit at www.insulation.org/membership/premier_manufacturer.
NIA News

NIA’s VIRTUAL Education & Training Offerings

NIA is committed to industry advancement through education and training, and now offers access to a variety of virtual opportunities, including certification-level courses, training programs, and live and archived webinars. NIA members receive significant discounts for all education programs, and NIA has made COVID-19 resources free for all audiences.

New Understanding Specifications for Insulation Course

NIA is excited to announce the availability of a new education program, NIA’s Understanding Specifications for Insulation, which helps class participants understand the purpose and complexity of specifications, how they vary between market segments, and how that knowledge can benefit your company.

NIA debuted the new course at the Midwest Insulation Contractors Association (MICA) virtual meeting in October, and we were thrilled with the overwhelmingly positive response, which smashed expected registration numbers!

More information will be coming soon about the next virtual course, hosted by NIA in 2021!

What Will You Learn?

During the course, participants will learn how:

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

Who Will Benefit from this Course?

Anyone involved in the design, application, and use of mechanical insulation in either the commercial or industrial markets for new construction and maintenance will benefit from this course. You will have a greater understanding of specifications after taking this course, whether you are new to the industry or a seasoned veteran.

- **Contractors (Estimators, Sales Representatives, Superintendents, Project Managers, QA/QC, and Inspection Personnel)**—Interpreting a specification and identifying potential conflicts are vital skills for bidding and executing projects. This course will examine the interpretation process and how it could impact your project strategies.

- **Distributors/Fabricators (Sales Representatives, Estimators, and Management)**—You will be able to better serve your current and future customers with your increased knowledge of specifications.

- **Engineering and Design Professionals**—Learn to look at specifications with an increased understanding of all involved parties, avoid potential conflicts, and know how to improve future specifications.

- **Facility Owners**—Gain an introspective view of specifications that will help you improve project and maintenance specifications.

- **Manufacturers (Sales and Marketing Representatives)**—Learn how to assist those involved in the specification development process and improve your ability to achieve your objectives.

More Information

For information, visit www.insulation.org/training-tools/specifications.

To attend a class or host your own virtual class, email training@insulation.org. **Discounted pricing is available for some classes to NIA members, Gold-Elite Foundation contributors, and engineers.**
New Course Dates Just Announced for February and May—Get Certified in 2021!

This summer, NIA introduced the Thermal Insulation Inspector Certification™ course as a fully virtual learning experience, making the popular program even more convenient for you!

What Will You Learn?
This 4-day course educates participants on how to inspect and verify that the materials and the insulation system have been installed in accordance with the mechanical insulation specifications. There are 2 levels:
- Introduction to Mechanical Insulation (2-day course)
- Thermal Insulation Inspector Certification (Full 4-day course)

To become a Certified Thermal Insulation Inspector, class participants must complete both levels and receive a passing grade on the final examination at the end of each level.

Who Will Benefit from this Course?
NIA’s Introduction to Mechanical Insulation course is excellent training for new employees to educate them about the mechanical insulation industry and products. The Thermal Insulation Inspector Certification course takes the knowledge and training to the next level to prepare you for professional certification as an insulation inspector.

More Information
Upcoming 2021 course dates include:
- Part 1 on February 10–11: NIA’s Introduction to Mechanical Insulation
- Part 2 on February 17–18: NIA’s Thermal Insulation Inspector Certification Course
- Registration Deadline: January 26, 2021
- Part 1 on May 11–12: NIA’s Introduction to Mechanical Insulation
- Part 2 on May 18–19: NIA’s Thermal Insulation Inspector Certification Course
- Registration Deadline: April 26, 2021

Visit www.insulation.org/inspector to learn more. For additional course details, visit www.insulation.org/inspector or email training@insulation.org.

Insulation Energy Appraisal Program™ (IEAP)

New Course Dates Will Be Announced for 2021!
With a fresh look for 2021, IEAP is a 2-day course that teaches attendees how to determine the optimal insulation thickness and corresponding energy and dollar savings for a project. Graduates will be able to provide facility managers a better understanding of the true dollar and performance value of their insulated systems.

What Will You Learn?
This 2-day course educates participants on how to conduct a facility walkthrough, use the 3E Plus® software, utilize infrared cameras during inspections, understand steam efficiencies, and analyze and complete an appraisal spreadsheet.

Who Will Benefit from this Course?
It is an excellent certification for contractor companies to expand their service offerings and secure new business. This course is geared toward experienced individuals who have the ability to read construction drawings, understand the fundamentals of insulation systems and products, and can recognize basic safety concerns during a facility visit.

More Information
Learn more at http://bit.ly/NIAIEAP.

Streaming Now: Trending Webinars
Since March, NIA has hosted nearly 20 free webinars reaching nearly 3,000 viewers! These webinars offer something for everyone and cover many aspects of the industry. The recordings are available for your team to watch at their convenience. Here are the trending topics:
- A Contractor Panel Discussion Addressing Safety Matters amid COVID-19
- Engineering and Construction Economic Outlook
- Managing Customer Expectations and Business Recovery
- Contractors: New Challenges and Solutions
- Sales Strategies for Uncertain Times

Visit https://vimeo.com/showcase/6041691 to watch all recordings for free. If you are interested in sponsoring a webinar, contact webinar@insulation.org.

BENEFITS OF VIRTUAL TRAINING
Cost Savings—Save on travel expenses such as airfare and hotels, while still receiving the same high-quality instruction and content.
Increased Productivity—No travel is required, so there is less time out of the office and minimal disruption to operations and family life.
Convenience—Train from anywhere! Take the course from your office or home—choose the environment where you learn best.
Private Classes—Choose to hold your own class with your employees and guests.
For questions about any of NIA’s training tools, please email training@insulation.org.
SAFETY CORNER

By Gary Auman

Integrity of Walking/Working Surfaces

Many in the construction industry believe all they have to do is ensure their employees are provided with, and are using, one of the permitted types and methods of fall protection whenever they work on a surface with an unprotected edge more than 6 feet above the surface below. But providing fall protection (including guardrails and warning lines) may not be enough. The OSHA fall protection standards for Construction and General Industry contain a requirement for determining the integrity of all walking and working surfaces. This requirement is clearly stated in 29 CFR 1926.501(a)(2) and 1910.22(b). While the language in these sections is not identical, both give OSHA the tools it needs to require you to determine the integrity of all walking/working surfaces before any of your employees steps onto them to work.

Interestingly, in construction, along with requiring employers to determine the integrity of any walking/working surface to safely support the employees who will work on it, the second sentence (which many employers miss) requires: “Employees shall be allowed to work on those surfaces only when the surfaces have the requisite strength and structural integrity.” This second sentence comes very close to the requirement set by Washington OSHA that employers guarantee the integrity of any walking or working surface before an employee may work on it. In the state of Washington, use of fall protection does not satisfy the requirement that the employer guarantee the integrity of the surface. I have a real concern that OSHA compliance officers could interpret 29 CFR 1910.22(b) the same way. However, when OSHA tries to enforce the second sentence of 1926.501(a)(2), it is clear that, at minimum, the employer must determine the integrity of the walking/working surface before an employee steps onto the surface. In a recent case, OSHA required the employer to inspect both the top and bottom of the surface when determining integrity.

While any employee inspects a walking/working surface for its integrity, the employee must use a personal fall arrest system. Employing a guardrail or a warning line/safety monitor system as your means of fall protection for employees working on a walking/working surface will not abrogate the requirement that you determine the integrity of the surface before any employee begins to work on it. Be sure you document the actions you take to determine the integrity of the walking/working surface every time you take them! I recommend keeping all of these records for the duration of the project plus 6 months. The inspection procedure also should be part of your training program. Inspections should occur at the start of the job and again every time any work is done on the surface that might affect its integrity. Remember OSHA’s enforcement techniques: If you have an accident in which an employee falls through a walking/working surface, OSHA likely will not accept your argument that it had not been inspected because you did not feel the work being done affected its integrity. OSHA likely will take the position that since the surface failed, something must have been done to it to affect its integrity after your initial inspection. Finally, use a “qualified” individual, as defined in 1926.32(m), to perform this audit whenever it is necessary.

Subcontractors and the Multi-employer Worksite Policy

Whether you usually work as a general contractor or a subcontractor, you may find yourself contracting out part of your work to another contractor, who will become your subcontractor. The OSHA Multi-employer Worksite Policy may create employer responsibility for the safety of employees other than your own on the site. This policy has resulted in much litigation at the Occupational Safety and Health Review Commission and the Federal Appellate Courts. Basically, OSHA’s position is that if your management employee on a construction site observes your subcontractor’s employees working unsafely and in violation of an OSHA standard, you may well be cited, in addition to the employees’ employer, for failure to take corrective action to protect the employees. The only area in which I believe there is an exception is for alleged violations of the General Duty Clause.

OSHA recently cited an employer for not taking immediate action to correct safety violations by employees of its subcontractor. Make sure your contracts with your subcontractors clearly state the subcontractors’ responsibility for the safety compliance and safety of their employees. In the referenced case, the employer did not
have specific language in its subcontract spelling out how the general contractor was to ensure that the subcontractor’s employees were working safely. Rather than just reciting in your contract that the subcontractor shall comply with all federal, state, and local laws and rules governing safety on the jobsite, you need to be specific.

Review the contracts you use with your subcontractors to be sure that your responsibility as to the safety compliance of their employees is clearly spelled out. Also, contracts should specify meaningful penalties against your subcontractor whenever your site supervisor or safety manager observes the subcontractor’s employees violating an OSHA standard, their employer’s safety rules, or—if you require compliance with them—your own safety rules. Make sure your site supervisor is aware of his/her responsibility to take action under the contract for any safety violations of the employees of the subcontractor he/she observes. Discuss with your OSHA counsel how far your responsibility for the safety of the subcontractor’s employees should go so your contract can be drafted appropriately.

Everyone’s goal is to see that all employees work safely, but you need to ask yourself how much of that goal you wish to take on as a contractual responsibility and a potential OSHA liability. With OSHA’s new interest in holding the general contractor (or any contractor who retains the services of a subcontractor) responsible for the safety compliance of the subcontractor’s employees, you should have the attorney you use for OSHA matters review your contracts and edit them to protect you as much as possible from exposure for the safety violations of your subcontractors. A simple approach would be to require your subcontractors to indemnify and hold you harmless from any OSHA fines assessed against your company for safety violations of the subcontractors’ employees, but I believe that such language would not be enforceable as against public policy. Get your contracts reviewed and edited to clearly set out the subcontractor’s responsibilities and your responsibilities for the actions of the subcontractor’s employees, as well as the method by which you will enforce those responsibilities.

General Safety/OSHA Matters
Personal Fall Arrest System Anchor Points
How do you anchor your personal fall arrest systems? Many employers/employees take shortcuts when anchoring such systems. Rather than finding an anchor point that complies with the requirements of 1926.502(d)(15) and is capable of supporting a load of at least 5,000 pounds per employee, or is designed in compliance with the requirements of 1926.502(d)(15)(i) and (ii), they tie off to anything at hand. But the alternatives state that the anchorage must be part of a complete fall arrest system that maintains a safety factor of at least 2 and is under the supervision of a qualified person. Recently, I have become aware of citations being issued for violations of 1926.502(d)(15) because the employer was not using a compliant system and could not demonstrate that its anchorage point met the 5,000 pounds/employee requirement.

For example, an employer had its employees loop their safety line through the sheet metal base of an HVAC unit using an aluminum carabiner that had no weight rating. To make matters worse, the setup was not approved or installed by a qualified person.

No effort had been made to determine the load-bearing limits of the sheet metal base or the load limits on the carabiner, so OSHA concluded the employer was in violation of 1926.502(d)(15). The employer failed to consider any possible alternative and never got to the question of whether its anchorage point complied with 1926.502(d)(15)(i) and (ii).

I raise this because frequently employees in the field will use expedient measures to accomplish a task, without following the rules. Employees are likely to tie off to anything that appears solid, without taking steps to confirm their belief. The subparts discussed above can give employers an alternative to installing a 5,000 pound/employee-rated anchorage point, but they only come into play if a qualified person has made a determination of the safety factor of the proposed anchor point. I must recommend complying with the requirement for an anchorage point with a 5,000-pound load factor per employee. If you choose to rely on the provisions of (i) and (ii), be sure you have involved a qualified person in establishing your anchor point.

State Plan States amid COVID-19
If you perform work in a State Plan state, remember the rules in that state govern the work you perform, even if your company is based in a different State Plan state or a state where safety is governed by federal OSHA. For example, Virginia has adopted a very detailed Emergency Temporary Standard for employee exposures to COVID-19. Other State Plan states have either adopted emergency guidance or are in the process of adopting emergency temporary standards. Be aware that guidance in a State Plan state, if more strict than the guidance relied on by federal OSHA to protect employees during the COVID-19 pandemic, will govern all employers working in that state no matter what the guidance or rules are in the state in which the employer is based. Also, if you are going work in a State Plan state, familiarize yourself with the state’s safety standards that will govern your work, as well as the procedures established in that state for challenging any citations you may receive there.

Gary Auman (www.amfdayton.com) is a Partner in the law firm of Auman, Mahan & Furry in Dayton, Ohio. He graduated with an electrical engineering degree from the University of Louisville in 1969, and a law degree from The Ohio State University in 1976. Since then, his practice has focused on defending employers in workers’ compensation and OSHA cases. In 2002, Mr. Auman was awarded the Distinguished Service to Safety Award by the National Safety Council. He has worked with OSHA in its development of safety and health standards, and he has defended OSHA cases in several federal appellate courts. Mr. Auman also represents 4 national and regional trade associations in the construction industry. He can be reached at gwa@amfdayton.com.
EVENT CALENDAR

Due to COVID-19, events may have changed after publication of this issue. We recommend that you confirm event status with the individual organizations.

National Insulation Association Meetings

NATIONAL INSULATION ASSOCIATION
703-464-6422, events@insulation.org, www.insulation.org/events

Virtual Fall Summit 2020
November 3–6, 2020

Executive Committee Meeting (Virtual Closed Meeting)
November 9, 2020
2:00-4:00 p.m. ET

Council of Committees and Board of Directors Meeting (Virtual Closed Meeting)
November 10, 2020
2:00-5:00 p.m. ET

NIA’s 66th Annual Convention
March 17–19, 2021
Hyatt Regency Maui Resort and Spa Lahaina, Hawaii

NIA
National Insulation Association Meetings

Virtual Thermal Insulation Inspector Certification Course
Part 1 on May 11–12, 2021:
NIA’s Introduction to Mechanical Insulation
Part 2 on May 18–19, 2021:
NIA’s Thermal Insulation Inspector Certification Course
Registration Deadline: April 26, 2021

SOUTHEASTERN INSULATION CONTRACTORS ASSOCIATION (SEICA)
Contact: Phil Davenport, 757-536-8437, www.seica.org

Spring 2021 Conference
June 27–29, 2021
The Breakers Palm Beach, Florida

SOUTHWEST INSULATION CONTRACTORS ASSOCIATION (SWICA)
Contact: Linda Tracey, 713-977-0909, www.swicaonline.org

EXPO 2021
February 4, 2021
Pasadena Convention Center Pasadena, Texas

THERMAL INSULATION ASSOCIATION OF CANADA (TIAC)
Contact: Robin Baldwin, 613-724-4834, www.tiac.ca

2021 Annual Conference
August 11–14, 2021
Delta St. John’s St. John’s, Newfoundland, Canada

WESTERN INSULATION CONTRACTORS ASSOCIATION (WICA)
Contact: Robert Bergman, 801-364-0050, www.wica1.com

2021 Annual Convention
September 12–14, 2021
The Phoenician Scottsdale, Arizona

Other Insulation Meetings

CENTRAL STATES INSULATION ASSOCIATION (CSIA)
Contact: Rachel Pinkus, 937-278-0308, www.csiaonline.org

Spring Labor Conference
April 26–28, 2021
Marriott Griffin Gate Lexington, Kentucky

EASTERN STATES INSULATION CONTRACTORS ASSOCIATION (ESICA)
Contact: John F. DeLillo, 516-922-7855, www.esica.org

2021 ESICA Spring Conference
May 5–7, 2021
Myrtle Beach Marriott Resort at Grande Dunes Myrtle Beach, South Carolina

MIDWEST INSULATION CONTRACTORS ASSOCIATION (MICA)
Contact: Tom Shimerda, 402-342-3463, www.micainsulation.org

Spring 2021 Conference
June 20–24, 2021
Hyatt Regency Coconut Point Resort and Spa Bonita Springs, Florida

EDUCATION AND TRAINING

Virtual Thermal Insulation Inspector Certification Course
Part 1 on February 10–11, 2021:
NIA’s Introduction to Mechanical Insulation
Part 2 on February 17–18, 2021:
NIA’s Thermal Insulation Inspector Certification Course
Registration Deadline: January 26, 2021

VIRTUAL THERMAL INSULATION INSPECTOR CERTIFICATION COURSE
Part 1 on May 11–12, 2021:
NIA’s Introduction to Mechanical Insulation
Part 2 on May 18–19, 2021:
NIA’s Thermal Insulation Inspector Certification Course
Registration Deadline: April 26, 2021

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