



FALL 2021 | VOLUME 2

# ESICA REVIEW

Eastern States Insulation Contractors Association Of America //////////////////////////////////////////////////////////////////

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## MOVING FORWARD!

**ESICA MEMBERS EMERGE FROM THE CRISIS  
& CELEBRATE TOGETHER!**



## INSIDE THIS ISSUE:

- A Look Back at the 2021 Spring Conference
- Amelia Island Here We Come! Register for the 2021 Fall Conference!
- Welcome to new Associate Member, Insu-W-Rapid Americas!



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# PRESIDENT'S MESSAGE



I am thrilled to report that our 2021 Spring Conference in Myrtle Beach, SC was a huge success! The turnout was greater than expected with almost 70 contractors, associates, and guests in attendance. We were also able to finally welcome many of our new members as well as newcomers to member companies. It was truly a great experience to see everyone again after more than a year of not hosting conferences. What a change it was to come out from behind the screen and back to face-to-face interactions!

Our keynote speaker for the conference, Kevin Snyder, brought a great energy to the event. Kevin's presentation was just what we all needed to be motivated and excited to move past any challenges, like those we have all experienced over this past year and a half. At this conference, we decided to host a panel discussion following our keynote presentation. I am happy to say that members enjoyed this event! Some of the topics mentioned were manufacturing hurdles, labor shortages, and the long-term outlook for our industry. I would like to thank Board Members Tim Hartnett, Jerry McCaffrey, Marc Napolitano, and Brad Power for volunteering as panelists for this great discussion!

Thank you to everyone who attended the Spring Conference and to our gracious conference sponsors! The conference would not have been the success it was without all of your support!

Moving on to our next event, our 2021 ESICA CSIA Fall Conference will be held from September 9 - 11, 2021 at The Ritz Carlton in Amelia Island, FL! We are excited to now reunite with our CSIA comrades at the fall event. Our keynote speaker will be Taylor St. Germain from ITR Economics, who will be providing insight on the opportunities and risks ahead of us in terms of market opportunities, labor issues, productions cost and much more! Be sure to visit our website - [www.esica.org](http://www.esica.org) - to find out more about the great conference we have planned for you!

I look forward to seeing you at the Fall Conference in September!

Kind Regards,

Scott Grant  
ESICA President



# UPCOMING 2021 ESICA CSIA FALL CONFERENCE

## PLEASE JOIN US FOR THREE AWESOME DAYS OF NETWORKING, LEARNING & LUXURY AT OUR FALL CONFERENCE!

**When:** September 9-11, 2021

**Where:** The Ritz Carlton  
Amelia Island, Florida

Inspired by the great success of the 2021 ESICA Spring Conference, we've taken our 2021 ESICA CSIA Fall Conference to a whole new dimension of excellence.

For those of you who have never been to the Ritz Carlton on Amelia Island, you are in for a big treat. Located on a secluded barrier island, this Florida oceanfront resort combines coastal beauty with comfort and luxury. Natural waterways... sand dunes... biking trails ... and a world class spa and golf course provides the perfect venue for an unforgettable Fall Conference.



From the opening cocktail party onward, we're planning a variety of great activities blending business with pleasure. We're especially excited to introduce our Keynote Speaker, Taylor St. Germain, an economic analyst with ITR's Dallas-Fort Worth team. (Many of you will remember the amazing presentation by Connor Lokar, who is also a part of ITR Economics.)

Taylor specializes in forecasting at both the market and company levels. With his depth of experience, he is a key contributor to maintaining ITR Economics' forecast accuracy rating of 94.7%. Taylor's dynamic personality and extensive knowledge of economic trends and their business relevance are highly valued by clients and colleagues alike. He maintains a perfect 100% recommendation from each audience group.

Taylor's presentation at the upcoming conference is entitled 'Moving Forward with Confidence'. He will explore the challenges and ongoing uncertainties in 2022, the opportunities and risks ahead in terms of government responses, consumer trends, market opportunities, labor issues and production costs... and the forces that will shape the trends and drive our tactics and strategies.



*Taylor St. Germain*



Attention, all avid golfers! We're back in action on one of North Florida's few resorts that unites the love of the sport and the sea. The Golf Club of Amelia Island features an 18-hole championship golf course designed by PGA Tour veteran Mark McCumber and golf legend Gene Littler. The course offers challenging yet fun play with strategically placed bunkers and shifting ocean breezes and is lush and meticulously maintained.

The golf club is also home to The Performance Golf Academy, where individualized instruction is offered for players of all levels.

As we continue to develop our plans and activities for the Fall Conference, be assured that we are adhering to all safety protocols and practices in response to COVID-19 guidelines. We are deeply committed to your wellbeing and are taking all CDC-related steps to ensure your safety.

Please check the ESICA website frequently at [www.esica.org](http://www.esica.org) for updates and details!

***The Fall Conference is just around the corner! Confirm your plans today and register at [www.esica.org](http://www.esica.org)!***



## SAVE THE DATE!

### ESICA 2022 Spring Conference

When: May 4 - 6, 2022

Where: Four Seasons Hotel  
Baltimore, Maryland

**It's never too early to plan ahead!**

***Looking forward to seeing all of you soon!***





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# SPRING CONFERENCE

## ESICA Members Reunite at an Awesome Spring Conference!

The 2021 Spring Conference in Myrtle Beach, SC was truly an event to remember. After months and months of relative isolation, zoom meetings, teleconferencing, and home confinement, attendees joyfully greeted each other with warm greetings, hugs and shared experiences.

“The spring conference went beyond our expectations, emphasized John DeLillo Jr., ESICA Deputy Director. “When we began planning the event, we expected a small group of maybe 30 or 40 members. How surprised we were when the responses came pouring in. We had close to 70 attendees who were delighted to reunite once again!”

We recently spoke with our conference newcomers as well as our regular attendees, who all were eager to share their experiences:



**Chris Bullock**

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***“This conference was on track ... timely ... and extremely well organized. I was pleased to see that ESICA focused the conference on what is going on NOW!”***

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***Chris Bullock, Duna USA***

“This was my first experience at an ESICA Conference, and I felt no awkwardness. The group as a whole was extremely inviting and comforting and made me feel welcome.

“It was so good to get away after being in my home office for over a year! We discussed current hardships we are facing right now, like employment issues, new policies, problems associated with stimulus money and trying to get back to normal.

“I met many new people and made some great connections. I felt an incredible sense of comradery in seeing industry people face-to-face – it was all so worth the time and money. I definitely would have missed something by not being there.”



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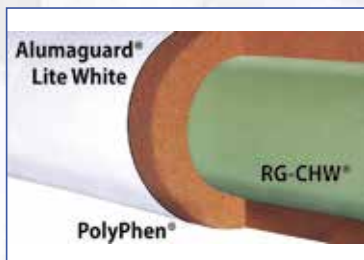
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# SPRING CONFERENCE



**Ken Eakin**

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***“As a newcomer to ESICA, I really appreciated the openness and friendliness of everyone I met. The Board Members made it a point to personally come over and introduce themselves. They made me feel so welcome.”***

***Ken Eakin, Insu-W-Rapid Americas (IWR)***

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“What a great venue... the outdoor meeting areas, nearby beach and resort. I loved it!

“The conference was excellent- very impressive all around. As a salesman, and a new member, I got to speak with a lot of people I wanted to meet. I so appreciated the warm welcome I received, and I am truly looking forward to the fall conference.”

“I think, above all, the panel discussion with manufacturers, distributors and contractors gave me real knowledge and information I can use: What’s happening out there, what works, and what doesn’t. It’s nice to hear about these things without prying for information.”



**Joe Mlachak**

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***“This was my first ESICA conference, and I truly felt comfortable. There was industry conversation and great dialogue, which helped me understand what contractors and other manufacturers are facing. All in all, I left feeling very encouraged and was glad to meet new people.”***

***Joe Mlachak, Fit Tight Covers***

---

“The conference provided a platform for much needed discussion on new business challenges and how the industry was responding to COVID.

“The venue encouraged everyone to relax and converse more openly outside the work environment. I met a lot of these people for the first time, and they were the best! For me, the value in attending is really there.

“I discovered that all these businesses have unique challenges, but everyone attending wants and needs the industry to be successful. I was so impressed with the comradery even among competitors. Companies in our industry have found ways to overcome extreme challenges, stay open, and perform on a high level.”





# SPRING CONFERENCE



**Marc Napolitano**

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***“During the conference, I attended my first face-to-face board meeting since joining the board. I loved the open and honest forum that existed and how everyone was there to contribute – not just fill a seat.”***

***Marc Napolitano, Insulation Materials Corporation (IMC)***

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“I absolutely loved seeing all my friends. Most of us have been working through all this, but we don’t get a chance to play together, to talk and to let our hair down. It was a great feeling.

“I also enjoyed being a part of the panel discussion with Brad Power, Jerry McCaffrey and Tim Hartnett. Topics emphasized the hurdles we are all facing in getting back to normal. I believe attendees got good information from the session.

For me, it was all about unwinding, learning a little something and driving the business forward. Just being a part of the bigger picture was extremely rewarding.”



**Owen Sommers**

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***“You don’t realize how much you miss everyone until you see your friends and associates again. I felt like we were back to normalcy.”***

***Owen Sommers, Rockwool Technical Insulation***

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“That first evening at the cocktail reception was one of the most memorable parts of the event for me. Greeting old friends, meeting new people – it’s really a moment of excitement when you see each other again after so long.

“Personally, I feel this was the best conference yet. The reason is simply because I’ve been a part of ESICA for over 5 years, and I’ve grown fond of the people who are part of this organization. This time, I felt I really belonged!”



**Louis Walton**

---

***“One thing I can vouch for is the freedom we all felt just to be there. People were genuinely happy to be free and socialize and roam around.”***

***Louis Walton, Proto Corp.***

---

“I believe it’s all about reconnecting face-to-face with people. Zoom gets old after a while. Seeing customers in person is so important.

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"I didn't travel for 14 months. During those meetings on zoom we took care of business. Initially we slowed down a little bit, but we were always busy. Fast forward a few months, it was clear the overall commercial construction would remain strong across North America. We are blessed to be part of this industry.

"The conference had a lot of good sharing and during discussions everyone spoke from their heart. There was a lot of valuable information reinforcing the shared struggles we are all facing."



**Tiffany Gonzalez**

***The conference timing was exceptional, and the overall feeling was really positive. It was so nice to see everyone enjoy the comradery that existed. It was great to see hugs, handshakes,***

***and high fives after being away from associates over the last year."***

***Tiffany Gonzalez,  
Distribution International***

"As we get busier, more and more issues arise. Just discussing the challenges we are all facing as suppliers, vendors, and contractors – talking about the industry as whole and getting different perspectives – helps us to plan better for what is to come.

"It's important to talk about the real issues in the industry and everyone was eager to do just that and certainly offer their perspectives.

"This is definitely a candid group! Everyone was chiming in to give their input."

***From the opening cocktail reception onward, everyone who attended the Spring Conference felt the warmth and comradery among ESICA members and associates. We were so excited to be together once again.***

***We eagerly anticipate our upcoming Fall Conference at the Ritz Carlton, Amelia Island, FL, September 9-11. The ESICA team has planned an amazing event you will not want to miss! Register today.***

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# WELCOME!

## Insu-W-Rapid Americas (IWR) Joins the ESICA Family!

ESICA extends a warm welcome to the Insu-W-Rapid (IWR) Americas team, manufacturers of metal jacketing systems and insulation ancillaries for the thermal and acoustic insulation industry.

IWR specializes in the supply of their products to the industrial and commercial insulation sectors, which includes metal jacketing, banding, mass-loaded vinyl and the associated accessories needed for installation. IWR also offers fabricated metal products such as gored elbows, vessel heads, tees, reducers, rings, valve and flange hard-covers and even burn guards. The company's vast experience on international projects provides their customers extensive knowledge of the insulation industry.

With manufacturing locations based in Houston, TX, and in the southern Dutch town of Moergestel, IWR is a ISO9001:2015 certified company, and is audited on a yearly basis for compliance.

"IWR's wide range of products and associated inventory levels ... efficient logistical network ... and knowledge of insulation systems ensures optimum reliability and short lead times," reported Ken Eakin, Regional Sales Manager. "Our extensive know-how and experience make us a leader in our field, and your industry partner." Quality assurance and traceability is strictly implemented by IWR, which is audited for strict compliance to ISO9001:2015.

"We are delighted to be a part of the ESICA organization," said Joel Madrid, IWR General Manager. "As we expand our reach in the US, we have appointed Ken Eakin to lead our journey on the East Coast. Ken, whom is located in Pittsburgh, will be involved in ESICA activities moving forward. We all look forward to a long and mutually beneficial relationship with the ESICA family."



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# 2021 SPRING CONFERENCE HIGHLIGHTS

Our Spring Conference was held in the coastal city, Myrtle Beach, SC!

## • ASSOCIATES COCKTAIL RECEPTION:

ESICA was thrilled to welcome more than 65 attendees to its first conference since 2019! The Associates Cocktail Reception was a great way to kick off this reunion of members. Attendees safely reconnected with friends and colleagues and networked with new contacts.

## • KEYNOTE PRESENTATION:

The DOT™: Creating Cultures that Identify and Leverage Everyone's Strengths, Presented by Dr. Kevin C Snyder

Kevin's presentation left attendees feeling empowered with a fresh new approach at personal motivation, ways to make a difference in any situation and team empowerment strategies. After everything that we have all experienced over this past year, a little motivation and positive thinking was just what we needed! All attendees went home with Kevin's best-selling book, Think Differently, which is filled with motivation stories and powerful lessons that will condition your mind for success.

## • PANEL DISCUSSION

For the first time, ESICA hosted a panel discussion for all attendees to participate in and converse about important industry topics. These topics included manufacturing hurdles, job fulfillment, labor shortages, remote working, shifts in energy sources and more! Attendees appreciated the opportunity to discuss pertinent topics in an open forum. The panel served as an excellent time to catch up on topics effecting the industry, after being away for more than a year.

## • CONFERENCE SPONSORS:

These have been trying times for all of us. It was only with the support of our gracious sponsors that we were able to host this valuable conference after more than a year of being away. We truly appreciate your dedication to ESICA and the insulation industry.

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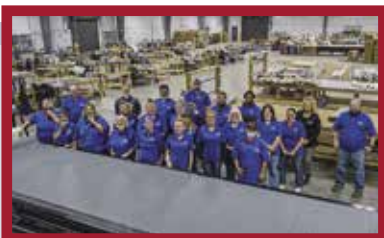


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# CONGRATULATIONS!

## ESICA ASSOCIATE MEMBERS HONORED BY NIA AS PREMIER INDUSTRY MANUFACTURERS

**Congratulations to Our Valued ESICA Associates, Johns Manville, Owens Corning and Armacell for being named Premier Industry Manufactures by NIA.**

The National Insulation Association (NIA) is proud to honor the winners of the 2021 Premier Industry Manufacturer Awards, which were announced in conjunction with NIA's Virtual Spring Summit member event, March 16-18, 2021.

This award was first presented in 2019 to recognize and distinguish exemplary insulation manufacturing companies as industry advocates and leaders. Available exclusively to NIA member companies, the award rewards Associate (Manufacturer) members for their actions, which demonstrate leadership, commitment, and support to the mechanical insulation industry and NIA. Each of the winning companies participated in activities and actions that support NIA and the industry. Through this program, NIA's Associate members demonstrate to customers that their company is a recognized leader amongst their peers.

"Congratulations to these three leading companies!" said Michele M. Jones, NIA's Executive Vice President/CEO. "Especially this year, these Associate members led by example and found innovative ways to promote the industry and NIA. We look forward to recognizing them in person later this year at our Annual Convention and promoting them all throughout 2021."



# FROM OUR PERSPECTIVE

## A Discussion with ESICA REVIEW Editors Brad Power of Owens Corning and Tim Hartnett of Hart Insulation



**Brad Power**



**Tim Hartnett**

ESICA Board Members Brad Power and Tim Hartnett have served as editors of ESICA REVIEW for a number of years. They have proven to be an invaluable source of knowledge and information in making our Journal an interesting and enjoyable publication for all of us.

As we begin to emerge from the COVID crisis that has affected our lives so dramatically, we reached out to Brad and Tim for their perspectives in several Important areas.

Read on and hear what they have to say about industry challenges, the recent Spring Conference, and their hopes and expectations for ESICA.

### ESICA: What do you consider the #1 challenge facing our industry today?

**Brad:** Unquestionably, labor. As a manufacturer, I see how difficult it is to get those employees back to work. Government incentives and a retiring workforce have diminished our labor pool, I hear it from the engineers I work with who are designing complex systems. New labor is coming in, but they lack knowledge and experience which is impacting productivity at the jobsite.

**Tim:** From my perspective the #1 challenge is uncertainty in the future. Right now, there is still a significant portion of the workforce that is not back in the office. The uncertainty related to the workforce and how companies are going to remobilize will have a big impact on the industry. Are they going to reduce office space? Will they maintain a home workforce with less office space requirements? Will they refurbish what they have? This all impacts construction going forward. At this point, we don't have a clear understanding of what's going to happen.

### ESICA: What do you see as the greatest post-COVID-19 impact on your company and the industry?

**Brad:** Supply Chain Strain! The supply chain is undergoing a reconfiguration, from manufacturer to end user. As a result of COVID, trucking companies are charging a lot more and this is impacting our margins. It's a question of supply and demand.

**Tim:** Aside from the uncertainty I spoke about, we seem to have gotten into a situation where labor costs are going up and materials costs are skyrocketing across the board. This could be the result of the labor shortage, or disruptions in the supply chain because of the storms down in Texas. Add this all together and it has significantly impacted all of us.



## ESICA: As a manufacturer -- and a contractor -- what lessons have you learned over the past year?

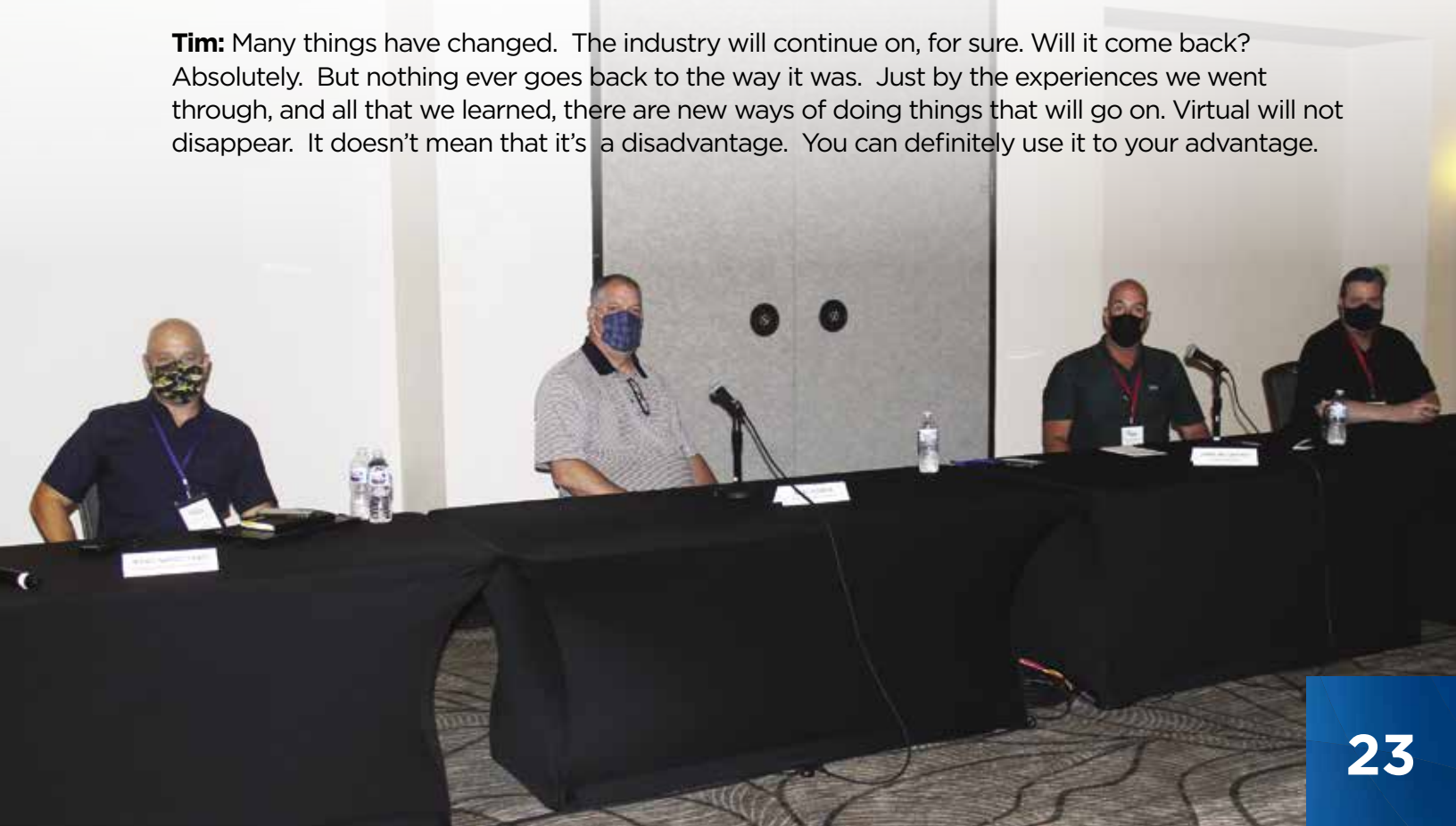
**Brad:** We've learned how to handle a crisis of immense proportions. None of us has ever faced the severity of an economic shutdown like we had in 2020. What can be worse? Activities were turned upside down. We now know we can handle it. We learned, along the way, how to deal with the crisis day-to-day, week-to-week, month-to-month. Everyone who survived adapted.

**Tim:** I agree with Brad: You had to be able to adapt to the situation. Who would have known prior to this that for 15 months our economy went through an unprecedented downturn? It's coming back now, but for a very long time the amount of work was drastically reduced. It seemed as though the switch was flipped off in one day. I adapted in the most basic way ... everything became virtual. Prior to this, I had never been on a video conference or a zoom meeting before. It's now a common occurrence.

## ESICA: Do you believe we will ever return to the way things were in our industry?

**Brad:** I don't think we'll ever go back to the 'old' normal. We have created a new normal with new ideas, new functions and new ways to sell remotely. All that has changed the way we do things and I think it is forever. It is, in fact, the 'new normal' and it is still changing.

**Tim:** Many things have changed. The industry will continue on, for sure. Will it come back? Absolutely. But nothing ever goes back to the way it was. Just by the experiences we went through, and all that we learned, there are new ways of doing things that will go on. Virtual will not disappear. It doesn't mean that it's a disadvantage. You can definitely use it to your advantage.



# FROM OUR PERSPECTIVE

## **ESICA: Let's switch gears for a moment and discuss the recent Spring Conference. What were your impressions of the event?**

**Brad:** I was 150% into having it ... and it exceeded my expectations. So many other organizations either delayed or cancelled their events and it was a painstaking decision to schedule the conference. The ESICA Staff went above and beyond to see this through. We began the process by sending out a survey to get the 'buy-in' from members, then went ahead and planned it. Members were eager to get back to face to face ... to participate in discussions and to meet and greet their friends.

**Tim:** I thought the conference was fantastic. We really just wanted to break the ice and get things started up again. Initially, we didn't anticipate a big turn-out, but we felt it was important to host it regardless and prepare for the fall conference. We were amazed at the overwhelming response and the success of the event.

## **ESICA: One of the most popular events at the conference was the panel discussion. As panel members, together with Jerry McCaffrey and Marc Napolitano, what were some of your key 'take-aways'?**

**Brad:** We got great response from the audience during and after the panel discussion. We were there, not as 'the experts, but to facilitate the broader conversation and get the dialogue started. A small question often blossomed into a full discussion. I think we should continue with the panel discussion. It got everyone talking.

**Tim:** Across the board, we heard about the many concerns coming from both contractors and the manufacturers. You could see clearly from the manufacturers, that labor shortage is a major concern for them. On the contractor's side, it goes back to uncertainty of the future.

## **ESICA: As active, involved Board Members of ESICA, what is your greatest hope for our organization, now and in the future?**

**Brad:** I want us to be able to continue to expand our network within the industry. We need more contractor-members. We must continue to grow and promote all the benefits of our organization as well as expand the opportunities available to our members. We represent a truly great networking forum.

**Tim:** We need to see our contractor membership grow ... and we must encourage the current membership to participate in our meetings, conferences and discussions. It will only serve to benefit them.

## ESICA Why do you believe it is essential to join ESICA... and what do you tell potential members?

**Brad:** By joining ESICA you become a business resource within the industry. As you get involved and network, you become a known entity – a trusted and reliable source. People feel free to contact you... they rely on your knowledge and experience. You've added yourself as an important business resource to many people at one time.

**Tim:** The contacts you make at each event ... the people from across the industry you meet... you would not have this opportunity in an informal environment anywhere else. The knowledge you gain is invaluable. Whether you are a contractor, supplier, distributor or manufacturer, ESICA membership gives you the confidence to be able to call somebody you met and know that they will respond.

***We join together in thanking Brad and Tim for their great perspectives... for continuing to support our organization with their time, efforts and knowledge... and for helping to make ESICA REVIEW a valuable source of information for all of us.***



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# NEW OPPORTUNITIES

## New Study Shows Global Supply Chain Disruptions Cost Companies an Average \$184 Million Annually

*In our 'Editors' Perspective' (pages 22-25), Brad Power and Tim Hartnett both emphasized how significant supply chain disruptions are impacting our industry, from manufacturer to end user. COVID, regional storms, and a wide variety of other factors have caused a major strain on our industry's supply chain, resulting in increased trucking costs, slow deliveries, lower margins and more.*

*'Supply Strain Drain' is a global problem. A recent international study commissioned by a Washington-based company that monitors supply chains worldwide, surveyed the negative impact on revenue, corporate reputations, customer perceptions, and product line disruptions effecting companies across the globe.*

*Read on and discover how organizations both here in the United States and in Europe are recognizing that supply chain resilience must be a core business priority.*

---

Amid an unprecedented series of supply chain shocks to the global economy -- including COVID, SolarWinds, the Suez Canal debacle and more -- a new international survey, the Interos Annual Global Supply Chain Report, reveals that global supply chain disruptions cost large companies, on average, \$184 million a year. The report was commissioned by Washington, DC-based Interos, the operational resilience company whose AI-powered platform maps, monitors and models global supply chains.

Nearly all (94%) of the 900 senior IT, IT security and procurement decision-makers from companies across the US and EU reported some negative impact to revenue resulting from supply chain disruption, which they attributed to a variety of supply chain risks including cyber breaches, financial risks, and ESG (environment, social, governance) transparency issues.

The study, conducted by market-research firm Vanson Bourne on behalf of Interos, also showed that supply chain shocks aren't just impacting revenue; they're damaging public perception, with 83% reporting that their respective firms have suffered reputational damage as a result of supply chain disruption.

"Our survey results underscore the growing importance of supply chain operational resilience in the globally interconnected world that we all live and operate in," said Jennifer Bisceglie, CEO of Interos. "We can no longer cleanly separate digital and physical supply chains, which is driving a need for greater transparency into hidden supply chain risks, relationships and reliances, which companies are recognizing as critically important to protecting both the bottom line and corporate reputation."

"The recent White House Executive Orders on supply chain integrity and cybersecurity point to the fact that the fragile extended supply chain has become the soft underbelly of the global economy -- and we see the private sector both here in the States and in Europe starting to think more intensely about how best to respond to such growing challenges and vulnerabilities," Bisceglie added.

# NEW OPPORTUNITIES

## **Trade Disputes, Cyberattacks, and COVID continue to disrupt**

In addition to suffering monetary and reputational damages, global supply chain leaders continue to contend with disruption from COVID and have a high level of concern over the future impact of brewing international trade conflict. A little over half (51%) of organizations' global supply chains have been impacted by the COVID-19 pandemic in the last two years with almost all (89%) of those affected reporting disruptions to product lines and locations.

In the wake of recent ransomware attacks including the Colonial Pipeline and JBS hacks, it should come as no surprise that three-quarters (77%) of those surveyed encountered at least one cyber-attack on their supply chain in the last year.

An overwhelming majority (88%) also reported that international trade disputes would cause significant, notable, or moderate impacts to their organization with the most commonly faced impacts being forced changes in production locations, disruption to banking/payment infrastructure, and increases in cyber espionage against their business, among others.

## **Visibility is more important than ever**

The status quo – manual, survey-driven processes that provide periodic visibility over a portion of the supply chain – is rapidly shifting. As supply-chain driven cyberattacks and a host of other factors increase volatility, corporate leaders are recognizing that the supply chain security and resilience must be a core business priority.

In fact, half of those surveyed (50%) believe that it will be their organization's top business priority in two years' time, compared to just under two-fifths currently (39%). This shift is reflected in the increasing frequency that boards are meeting to discuss supply chain risk, with over three-quarters (78%) reporting that their boards confer on this topic at least once every month.

But change may not be happening fast enough, even after the COVID shock to the global system. While many organizations are making supply chain risk and operational resilience key business priorities, full implementation of new, rapid risk-mitigation technologies -- such as AI/data and analytics -- lags. Only a third (34%) of organizations currently assess their global supply chain on a continuous basis, in spite of the fact that these tools were considered more beneficial than any other kind of solution with 45% of leaders ranking them the top three most-beneficial tools for monitoring their global supply chain. The smallest portion of users (16%) ranked questionnaires as the most helpful.

## **About Interos**

Interos is an operational resilience company -- reinventing how companies manage their supply chains, through a breakthrough SaaS platform that uses artificial intelligence to model the total ecosystem of complex businesses into a living global map, down to sub-tier suppliers.

Based in Washington, DC, Interos serves global clients with business-critical, interdependent relationships across cybersecurity, supply chain resilience, regulatory compliance, and ESG transparency in sourcing and labor.

## Design and Construction Organizations Urge Congress to Support Stronger, Safer Built Environment

*Increasing number of intense climate-related disasters underscore need for action.*

Leading design and construction organizations called on Congress to include funding in the infrastructure bill that would significantly enhance the resilience of the nation's buildings.

"Buildings are a critical part of our nation's infrastructure," said AIA EVP/Chief Executive Officer Robert Ivy, FAIA. "Not just airports, train stations and utility facilities, but also the schools where our children learn; the civic centers and hospitals where we receive essential services; and the homes where we live. The vast majority of these places are far more vulnerable to natural and manmade disasters than is acceptable. We must take urgent action to fix these problems, and be visionary about how we design and build new construction to withstand threats for decades to come. As we're seeing already, climate change is expected to fuel another above-average year for wildfires, droughts, hurricanes and other severe weather. The time to act is now."

In a letter issued to Congress, the signatories emphasized that disaster costs are both staggering and preventable. According to the NOAA National Centers for Environmental Information, between 2014 and 2019, major weather- and climate-related disasters alone killed nearly 4,000 people and caused more than \$550 billion in damage.

Organizations co-signing the letter have also released the Resilience Building Coalition's progress report, "Preparing to Thrive," which outlines concrete steps the organizations have taken in research, education, planning, advocacy, and disaster response since signing the Building Industry Statement on Resilience. These activities have bolstered community resilience before, during and after disasters, and emphasize the critical need to do so across all racial, ethnic, and socioeconomic divisions.

### Signatories to the industry letter include:

- Alliance for National & Community Resilience (ANCR)
- American Council of Engineering Companies (ACEC)
- American Institute of Architects (AIA)
- American Institute of Building Design (AIBD)
- American Society of Interior Designers (ASID)
- ASHRAE
- Associated Builders and Contractors (ABC)
- Association for Materials Protection and Performance (AMPP)
- Building Owners and Managers Association (BOMA)
- Congress for the New Urbanism (CNU)
- EPDM Roofing Association
- Flood Mitigation Industry Association (FMIA)
- Green Building Initiative (GBI)



## **Proliferating Materials Price Increases and Supply Chain Disruptions Squeeze Contractors And Threaten To Undermine Economic Recovery**

***Producer Price Index Data Shows Wide Variety of Materials with Double-Digit Price Increases, While Competition for Projects Keeps Nonresidential Construction Firms from Passing on Added Costs***

The cost of goods and services used in construction accelerated further as more items logged double-digit increases over the past year, according to an analysis by the Associated General Contractors of America of government data released. Meanwhile, nonresidential contractors struggled with delays in receiving materials and intensifying competition that limited their ability to pass on higher costs. Association officials urged the Biden administration to quickly roll back tariffs and quotas on imported construction materials that are adding to costs and availability problems.

“Today’s producer price index report—bad though it is—actually understates the severity of the problems contractors are experiencing,” said Ken Simonson, the association’s chief economist. “Many items have posted even steeper price increases since the data for this report were collected in mid-April, while lead times for producing goods and delivery times to distributors and worksites have grown ever longer and less certain.”

Prices for materials used in construction jumped 19.7 percent from April 2020 to May 2021. That was by far the largest increase in the 35-year history of the series, Simonson said. A series that includes services as well as goods purchased by contractors increased nearly as much, 19.1 percent. Meanwhile, the producer price index for new nonresidential construction—a measure of what contractors say they would charge to erect five types of nonresidential buildings—rose only 2.3 percent over the past 12 months, as competition for a shrinking pool of new projects forced contractors to absorb most of the increases.

Items with especially steep price increases over the past year ranged from lumber to metals to plastics. The producer price index for lumber and plywood soared 85.7 percent from April 2020 to May 2021. The index for steel mill products climbed 67 percent, while the index for copper and brass mill shapes rose 49 percent and the index for aluminum mill shapes increased 20.5 percent. The index for plastic construction products rose 14.2 percent amid growing scarcity of items such as PVC pipe, vinyl siding and moisture barriers, and resins used in paints and adhesives. The index for gypsum products such as wallboard climbed 12.1 percent.

Association officials said some of the supply chain problems have resulted from the pandemic or one-time events like the freeze in Texas last February that damaged plants producing inputs for construction plastics. But they added that federal policies, particularly tariffs and quotas on key building materials like lumber, steel, and aluminum have exacerbated the price spikes, supply shortages, and delivery delays. They urged the administration to end those import obstacles and explore ways to help uncork supply-chain bottlenecks.

“The Biden administration must address these unprecedented lumber and steel costs and broader supply-chain woes or risk undermining the economic recovery,” said Stephen E. Sandherr, the association’s chief executive officer. “Without tariff relief and other measures, vital construction projects will fall behind schedule or be canceled.”

*(continued on page 30)*

# IN THE NEWS

## Midwest Fasteners Features How-To Pin-Welding Videos

Midwestfasteners.com features the most complete insulation fastening site in the Insulation Industry. Now included in available resources are a complete series of How To Pin- & Stud-Weld. Topics are featured covering Insulation Weld Pins for Commercial & Industrial Insulation fastening applications. From Set-Up of Pin Welders through Welding of Cupheads and Weld Pins, all the way through testing Pin Welded fasteners, references can be found which you can use at various levels in your organization.

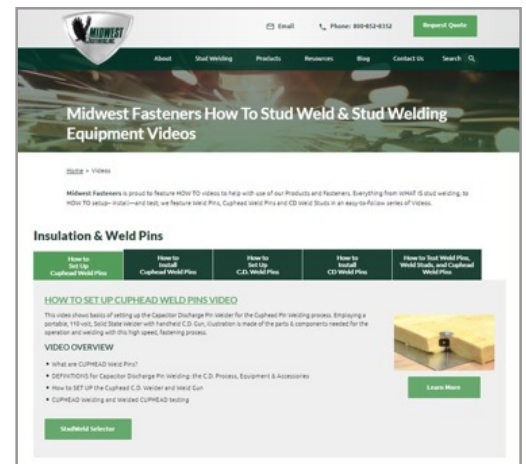
### Topics included are:

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- How to Install Cuphead Weld Pins
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## Fireproof Insulation Market Size to Witness Huge Growth by 2027

In a recent research report, available with Market Study Report LLC, the worldwide fireproof insulation market is anticipated to showcase appealing expansion growth between 2021 and 2027.

The growth of global fireproof insulation market is primarily driven by rising demand from construction sector for residential and non-residential buildings. A steady rise in the renovation expenditures is further catalyzing the industry growth.

**Request sample copy of this Report:** [https://www.marketstudyreport.com/request-a-sample/3793246/?utm\\_source=Marketwatch.com&utm\\_medium=AN](https://www.marketstudyreport.com/request-a-sample/3793246/?utm_source=Marketwatch.com&utm_medium=AN)

It is to be noted that fireproofing is primarily the usage of fire-resistant materials in a structure to prevent its collapse in case of fire, thereby allowing safe exit to the occupants. The insulation prevents heat transfer, making it vital to choose fireproof insulation for overall safety.

Based on material terrain, worldwide fireproof insulation industry is segmented into fiber glass, mineral wool, cellulose, polystyrene, and polyurethane. Among these, cellulose segment is slated to record a y-o-y growth rate of 4.7% through 2027, as this fireproof insulation attains one of the highest fire safety ratings when treated with borate and ammonium sulfate.

# IN THE NEWS

Cellulose material is however not completely fireproof, hence addition of various flame retardants to counter combustion will stimulate the segmental growth.

Moving on to application landscape, global fireproof insulation marketplace is divided into non-residential, and residential.

Geographically, fireproof insulation market in North America is touted to grow with a CAGR of 4% over the analysis timeframe, creditable to surge in renovation activities, alongside flourishing construction vertical.

Various companies profiled in the business intelligence report are Beijing New Building Material Co. Ltd., Johns Manville, Kingspan Group plc, Compagnie de Saint-Gobain S.A., Knauf Insulation, BASF SE, Rockwool International A/S, Owens Corning Corporation, GAF AG, and Sipla Solutions.

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## NIA's 65th Annual Convention

October 26–28, 2021  
MGM National Harbor  
National Harbor, Maryland

The National Insulation Association (NIA) invites you to join your industry colleagues in person October 26–28, 2021, at the MGM National Harbor in National Harbor, Maryland (located just outside of Washington, DC).

NIA's 65th Annual Convention is the time for NIA members to reconnect with each other. This event will bring together the networking, educational, and entertainment events that you look forward to at our events! The Convention theme—Together for Tomorrow—will be an important point of connection as we support each and reconnect during the education and networking elements.

We at NIA are excited to welcome attendees from all segments of the mechanical insulation industry back to a NIA favorite location, the MGM at National Harbor! Safety is a top priority for NIA, MGM, and our members, and we will ensure all necessary safety precautions are in place, executed, and enforced with the hotel.

NIA's mask policy at the event will adhere to the latest safety guidelines and recommendations. More information about this policy will be posted closer to the event dates. (Currently, masks are required for all guests inside public spaces at all MGM Resorts properties across the United States.)

### **Who Should Attend**

Convention attendees represent all segments of the mechanical insulation industry on a national level: merit and union contractors, distributors, fabricators, laminators, and manufacturers. This broad representation of the industry allows attendees many opportunities to gain new business contacts, network, and build relationships. Spouses, guests, and children are encouraged to attend.

*(continued on page 32)*





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# IN THE NEWS

## Biden Administration Proposals For Supply-Chain Relief Will Worsen Workforce Problems While Ignoring Most Promising Solutions

*Construction Association Calls for End to Tariffs on Lumber, Steel and Aluminum in Order to Deliver Prompt Relief Instead of Imposing New Restrictions on Hiring, Training, and Work Agreements*

The chief executive officer of the Associated General Contractors of America, Stephen E. Sandherr, issued the following statement in reaction to the announcement today by the White House of actions it will take to address supply-chain disruptions:

"The construction industry is experiencing widespread and growing problems with the cost and supply of materials. These challenges will make it more costly and difficult to achieve the administration's goals for infrastructure, renewable energy, and affordable housing.

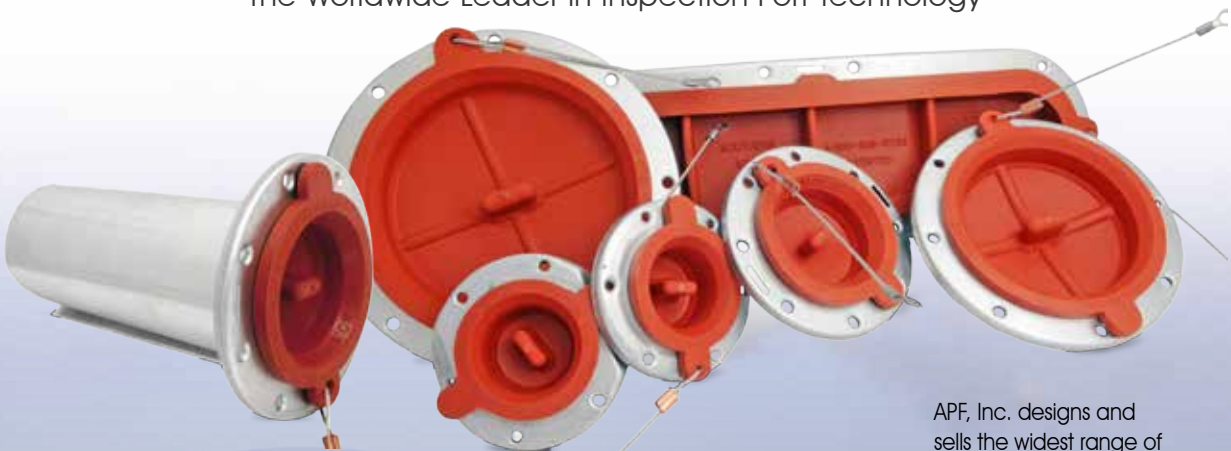
"The President could provide immediate relief from soaring prices for lumber, steel and aluminum by

removing harmful tariffs and quotas. Unfortunately, the President's recommendations ignore that quick and effective approach.

"Instead, these proposals would limit the ability of workers and employers to fill needed construction positions. Imposing mandated hiring percentages from certain localities and training programs, dictating inflexible labor agreements, and setting artificially high pay rates will diminish the number of firms and workers available to carry out vital infrastructure and other construction programs."

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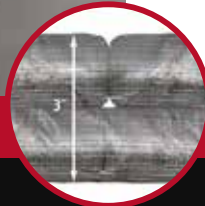
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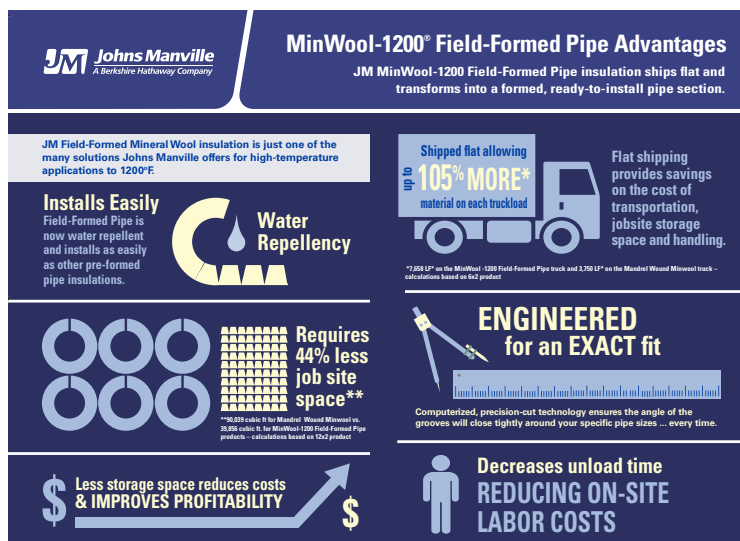
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# PRODUCT SHOWCASE



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**Contact: 713-697-1844 • 800-231-0149 • Fax: 713-697-1844**  
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