HIGHLIGHTS OF THE FALL 2016 CONFERENCE
Marriott Grand Dunes
Myrtle Beach, SC

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• Insight!
  Helping Members Grow & Succeed
• Project Highlights
• Did You Know?
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Getting to the Right People AND Building Relationships

“To be in like-minded, common-interest groups like ESICA is priceless when it comes to targeted marketing for niche products. In an era when finding your market can take half your budget, Industry Associations help us get to the right people AND build relationships.”

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Brad Rice - Associate Representative
Barbara Sweeney - Associate Representative
Douglas Kenyon - Associate Representative
Brad Power - Associate Representative
David Andrew – Advisory Board Member

Thank You ESICA, For What You Do!

“I’m a huge fan of the fantastic networking opportunities. ESICA, in particular, has been a very valuable organization over the years for me and our firm in terms of learning new business concepts, sharing best practices around safety, and growing our business with other members. In fact, I still have Mike Michalowicz’s “Profit First” book on my desk. Good read and approach to business, and super example of learning opportunities through ESICA.”

Alan Shepherd
Irex Corp.
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On behalf of the ESICA Board of Directors and myself, I would like to wish you a happy and prosperous New Year. I am really looking forward to the year ahead. We have some great events planned for 2017 that I encourage everyone to attend!

The 2017 ESICA Spring Conference is scheduled for May 3-5, 2017 at the Annapolis Waterfront Hotel in Annapolis, Maryland. Our ESICA & CSIA Joint Fall Conference will be held in Houston, Texas at the Marriott Marquis from September 13-15, 2017.

Please be sure to mark your calendars and check the ESICA website regularly for up to the minute event details!

For ESICA members, our annual conferences are a great opportunity to network with other professionals in the insulation industry. Our members gain invaluable knowledge on industry trends, new products and current events that affect their business. New members are always welcome and encouraged to attend these events. Please let us know if someone you know is interested in joining ESICA by contacting the association office at 516-922-7855 or info@esica.org.

I look forward to seeing you in May at our next conference in Annapolis!

Kind Regards,

Paul M. Camara
ESICA President
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FROM THE BOARD

2016 ESICA/CSIA Joint Fall Conference
On September 8th thru September 10th, 2016, the Eastern States Insulation Contractors Association held its annual fall conference. The conference took place at the Myrtle Beach Marriott Resort and Spa at Grande Dunes.

The agenda for the New York/New England Labor Management Conference was discussed.

A discussion was held regarding promoting ESICA to the ICA Membership.

The cell phone app was introduced at this conference to assist in keeping its attendees informed on all the happenings of the conference. The app was sponsored by FBM-SPI, formerly known as Winroc. The Board agreed that it was a positive addition and would like to continue using it for future conferences.

The Board voted and unanimously approved to make a $1,000 contribution to the NIA Foundation for the period of July 1, 2016 – June 30, 2017.

2017 Board of Directors Meeting
The ESICA Board of Directors met on February 3, 2017 in Marco Island, Florida. All members were present.

The 2017 budget was discussed and approved by the Board.

The Board voted and approved to not renew ESICA’s membership to CLRC.

The updated Memorandum of Understanding was signed concerning all future Fall Joint Conferences with CSIA.

It was reported that the New York/New England Labor Management Conference will be having their future meetings every other year.

2017 Spring Conference
The 2017 ESICA Spring Conference will take place in Annapolis, Maryland May 3rd thru the 5th at the Annapolis Hotel. Those interested in attending can now book their rooms by calling the hotel directly at (800) 393-0047 or online through the link on the ESICA website.

2017 ESICA/CSIA Joint Fall Conference
The 2017 ESICA/CSIA Joint Fall Conference scheduled for September 13th thru the 15th in Houston, Texas. NIA will be holding its Fall Summit in Houston from September 12th thru the 13th, allowing ESICA members to take advantage and attend both conferences. Booking information for the ESICA Conference will be available in the late Spring.

2018 Conferences
Future conference destination ideas were considered and Boston, Massachusetts will be the location for the 2018 ESICA Fall Conference. Paul Camara has been named as Conference Chair. The Marriott Renaissance or the Westin Conference Center were suggested, located by the Boston Seaport. The Spring 2018 conference site options are Amelia Island, Naples, FL, Savannah, GA or Charleston, SC.
The Annual ESICA & CSIA Joint Conference was held on September 8th through 10th at the Marriott Resort & Spa in sunny Myrtle Beach, South Carolina. A total of 150 people from ESICA and CSIA attended. Throughout the conference, attendees and guests were given the opportunity to participate in several exciting activities including a deep-sea fishing trip, a dolphin adventure cruise and a day of golf at the Grande Dunes Resort Club.

At this conference, we were excited to announce that we would be implementing a Conference App, which was graciously sponsored by FBM-SPI. For the more than 40 attendees who downloaded the app, it was a great tool that allowed for easy access to the conference schedule, as well as vital information pertaining to activities, speakers and sponsors. Throughout the conference our app was viewed over 800 times. We are extremely pleased with how well received this new addition was and look forward to using it at our conferences in the future.

Attendees began to arrive on Thursday, September 8th and were welcomed at our Associates Reception by Paul Camara and John C. Stevens, ESICA and CSIA President. There, our Annual Mesothelioma Raffle was held and a remarkable $1,820 was raised for the Fox Chase Cancer Center for Mesothelioma Research. We would like to thank everyone who contributed and appreciate their continued support!

On Friday, September 9th, Michele M. Jones, NIA Executive Vice President/CEO and Steve Luse, NIA President, of Luse Thermal Technologies, started the day off with a NIA Update where they presented attendees with a summary of the latest NIA achievements. After Michele and Steve’s informative presentation, our next speaker was Frank McCarthy, Senior Vice President, The Keelen Group. Frank discussed the 2016 Presidential Election.

Carl Gould, our Keynote Speaker, spoke next about the formula for Hyper Growth. Carl is known for his innovative approach to Business Mentoring and Business Coaching. After a short break, Carl spoke to the Associates about how to break through your personal barriers to increase sales. At the same time, Donald B. Rineer, Esq., Director at Dunlevey Mahan & Furry, spoke to the Contractors about collection techniques that will help them manage their company’s cash flow.

Once the final sessions were completed, attendees went off to their respective activities. The day ended with our Annual Fall Conference Dinner in the Courtyard. A special presentation was made for longtime ESICA Member, Bob Dizel of Armacell. This was Bob’s last conference before his retirement. We thank him for his ongoing support and wish him the best!

ESICA would like to thank our speakers and sponsors, as well as everyone who worked to put together another great Fall Conference! Please save the date for our 2017 Spring Conference, which will take place on May 3rd to 5th and will be held at the Annapolis Waterfront Hotel in Annapolis, Maryland.

**Raffle Prize Winners:**
- Outdoor Adventure Camera – Diana Perkel
- 3 Months with Beer of the Month Club – Justin Rispoli
- Sterling Silver Necklace – Bryan Magil
- BEM Wireless Mobile Speaker – Rebecca Castellarin
- Kindle Fire – Dan Patton
- Back Beat Fit Wireless Headphones – Scott Grant
- Under Armour FitBit – Mike Benoit

**Golf Winners:**
- First Place Team - Barry Hyduk, Bill Lucas, Chad Rebholz and Mathew Yenrick
- Second Place Team - Mark Duppler, Jared Lux, Brian Willet and Luke Reiter
- Third Place Team - Mike Benoit, John Coleman, Mike Mann and Charles Sortino
- Closest to the Pin – Barry Hyduk
- Longest Drive – Dan Frazee

**Fishing Prizes:**
- First Fish Caught – Carl Hughes
- Biggest Fish Caught – Elissa Hughes
- Most Fish Caught – Elissa Hughes
Aligning With New Market Trends

“One key factor about ESICA is that it provides an opportunity to meet with the people who actually use our product offerings. These open discussions with the contractors help us align with new market trends.”

Rick Baxter
Childers Foster Products
Together We All Win

“ESICA brings together the manufacturing, distribution and contracting arms of the industry. With all of us together at great locations -- with great hosts -- we all win!”

CJ Botsolas
Proto Corporation
A Valuable Resource

“I have been a member of ESICA for over 25 years now and it has been a valuable resource for educating me on the latest trends and products in our industry to better my business.”

Mike McKee
MJM Industries
An Immediate Induction into “The Club”

“Anytime you can spend a few days away from the office at a relaxing location with other folks, you’re certain to build camaraderie much quicker than through other means of correspondence.

Receiving a warm welcome from people I had not yet met and reacquainting with people I knew long ago felt like an immediate induction into ‘the club’.”

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Bob Dizel: Friend, Associate... All-Around Great Guy!

“It’s been an exciting ride!” exclaimed Bob Dizel as he reflected back on his family and a career that has spanned over five decades. Married for 41 years, Bob and his wife Peggy reside in Westfield, MA. They are the proud parents of two fantastic children, and grandparents to three wonderful grandchildren.

We recently caught up with Bob, who retired in November of 2016, after a 35-year career with Armacell. Bob was delighted to share his thoughts and experiences with his ESICA family.

In the early years, improvement was a big part of my life...

I began my career at 18 years old as an apprentice pipe fitter with General Dynamics. During my four year apprenticeship, I also attended evening courses at Wentworth Institute for commercial refrigeration. When I completed my four-year apprenticeship, I moved into commercial fire protection construction, then predominantly fire protection, but also steam fitting and commercial gas mains. During the next 10 year period, I had earned a pipefitter’s license, fire protection installers license and an MA fire protection contractor’s license.

My years with Armacell were adventurous...

In 1978, I began working with Armstrong World Industries (who eventually sold the Armaflex division and became Armacell). At Armacell, I advanced from pipe fitter to planner to supervisor. During the first 10 years, I also attended evening studies and earned an associate degree in Electro-Mechanical Engineering and worked 6 days a week. I kept a hectic schedule with young kids at home. I could not have achieved this without the support of my wife Peggy.

I entered the exciting world of sales in late 1990. When I got into sales, I traveled throughout North America as the application specialist, training, selling and promoting Armaflex. I logged in over 1.4 million miles on an airplane throughout the years. It was hard on my family life, all that traveling, but it’s important to note that I used all those miles I earned to take my family on trips throughout North America.

My final 20 years were spent in technical and territory sales, Marine Manager, and sometimes in new product development.

(continued on page 18)
I have seen the insulation industry change dramatically...

For years, the insulation business was subject to the price of oil. When oil was high, people were concerned about saving energy costs; when oil was less expensive, it seemed energy costs were not as important. I believe we have seen improvement concerning these issues. In the last 5 to 10 years, people have become much more energy-conscious and environmentally responsible. Insulation is a big part of preserving the environment and I am hoping this fact continues. Also, people and companies are now more aware of extending the life cycle of systems and equipment by properly maintaining the insulation. Insulation saves energy, costs and extends the life of the system.

I've been an ESICA Board Member for many years...

Armacell has always supported contractor groups and when I joined the sales group, I also joined ESICA.

I actually can’t remember exactly when I started with ESICA, it’s been so many years. I believe my first conference that I attended was in Newport, RI. I thought ESICA was a pretty fine organization if they had the good taste to serve lobsters and steamed clams for dinner! You can never have enough lobster and steamers!

Seriously, as an executive board member for 6 years, and throughout all the other years I was a part of ESICA, I have seen what this organization is all about. It’s about family, friends and members helping one another. The DeLillos have done a terrific job managing ESICA. I have seen HUGE improvements over the years with the internet, websites, links to NIA, contractor support information and more. My advice: Become friends with the people at ESICA... join them at their conferences... and be helpful in every way you can!

I want everyone to know...

It’s always the people you meet that make the difference. Learn from everyone. Respect their opinions. Listen to their advice. I’ve met thousands of people through the years on my travels. It’s been an interesting life and a fun ride. Thank you, ESICA, for all you have done and continue to do! We should appreciate the ESICA forefathers that worked very hard to grow the organization.

And here’s to you Bob, from all of us at ESICA, wishing you a happy, healthy and fun-filled retirement!
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According to the 22nd Edition of the State and Regional Associations of the United States, there are close to 9,000 trade associations in the US. There are associations and organizations for virtually every industry imaginable, including pet obesity prevention, youth hypnotists, candy technologists... even bear researchers. You name it ... there’s an association for it.

But as we all know, THERE IS ONLY ONE ESICA!

We asked both contractors and manufacturers what they consider to be the greatest opportunities they derive from being a member of ESICA. These top five business-building benefits emerged:

**Building Solid Business Relationships**

As we all know, lasting business relationships just don’t happen or develop without dedicated, consistent work. It usually takes a very long time and lots of energy to build a solid relationship. ESICA encourages open lines of communication and quick access to its members, facilitating relationships in record time. “ESICA’s biggest impact on my business by far has been the relationships I’ve built with manufacturers, distributors and other contractors,” emphasized John Lamberton of Irex Corp. “The importance of those relationships can’t be overstated. ESICA bridges the gap and gets you direct lines to people and information that helps you for the rest of your career!”

Jerry McCaffrey of Thermal Solutions Contracting agreed. “Over the past 12 years I have made..."
wonderful contacts with contractors from Washington to Massachusetts. Being a part of ESICA and establishing relationships with the other contractors has been very beneficial. It has led me to give project leads to those who are doing work outside of my area... as well as my receiving leads from other contractors!"

Facing and Overcoming Common Challenges

All industries have common problems and challenges specific to their line of work. If you’re new to the game and don’t have much experience, ignorance of how to solve these challenges can pose a serious business risk. Odds are that someone in ESICA, somewhere in the industry has already discovered the solution to your most vexing problem and will help you overcome your own challenges.

“The truth is, it’s vitally important to join an organization like ESICA in which many contractors face the same issues and pursue the same goals,” commented Steve Johnson of Johnson Insulation Company. “There are so many common problems we share among us it’s amazing.”

According to Mike Postiglione of FastEST Inc: “Learning and understanding what others have done in similar situations and finding efficient solutions to challenges are a great help.”

Maintaining a Competitive Advantage

Gaining access to key resources that enable you to stay on top of new products and service innovations helps ESICA members maintain a competitive and informational edge. Not only do members talk to each other, our association provides news updates and informative value-added resources. Keeping current on industry news and innovative new products allows members to take advantage of changes or developments that might otherwise have passed them by.

“Personally, being an ESICA member gives me an understanding of the entire industry,” emphasized Brad Power of Pittsburgh Corning. “I switched from commercial to industrial – I came in selling fiberglass, I’m now selling Foamglas. Interacting with the different vendors and contractors at ESICA has enabled me to piece it all together.”

(continued on page 22)
INSIGHT! How ESICA is Helping Members Grow and Succeed

For Jerry McCaffrey, who started his own business in 2005 and had no one to help him get things done, the value of ESICA was immeasurable. “I realized that staying involved with this great group was critical. It was a way for me to keep up with the latest trends and products so I could stay competitive and profitable.”

Establishing a High Level of Trust
In this dog-eat-dog world, it’s comforting to know that someone has your back. “ESICA is more like a family than a trade organization,” commented Brad Power. “And because of this I feel I can rely on the members for good information. I am comfortable asking someone in our organization if a concept is a good idea … or a bad idea. I know I can depend on their judgment and get an honest answer.”

Barbara Sweeney of Tempered Insulation echoed these thoughts. “ESICA has opened the door for us between manufacturers and distributors, encouraging the exchange of valuable information. Whenever we have a question about a specific product, we pick up the telephone and know that the person on the other end is not a stranger now, but someone we can trust and rely on.”

Attending Conferences and Meetings
ESICA’s fall and spring conferences have become legendary as a way of engaging members and creating a value-added benefit. For some, these events are used as networking happy hours that give members a chance to make important connections and help members stay up-to-date on industry developments. Everyone loves the delicious dinners, the camaraderie – all that wonderful stuff. But beyond the happy hours there is so much more to be gained. Keynote speakers who help scores of contractors with their businesses … sales leadership seminars led by renowned experts … workshops on such topics as Labor and Employment - and much more are all an integral part of the education and training sessions at ESICA conferences.

“I highly recommend every insulation contractor make the time to attend every ESICA conference,” stressed Jerry McCaffrey. “It will be a very profitable experience!”

Remember the old slogan we used in the past – and reprinted in our last journal – “Membership Doesn’t Cost … It Pays”! Why not share some of the great advice and viewpoints of those who continue to regard our organization as an integral part of their business growth!

“How else would you meet all the key players in your industry if you didn’t belong to an organization like ESICA?” concluded John Lamberton. “You might never meet the right person to call on when you need information -- or a favor!”
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DID YOU KNOW?

NIA recently launched a new online video streaming portal to expand its training and educational offerings and distribution. NIA members and non-members can access the Vimeo On Demand website to stream NIA’s webinars or the Mechanical Insulation Installation Video Series.

NIA is adding new videos frequently. Visit https://vimeo.com/niainfo/vod_pages to stream the current offerings:

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In previous years, NIA has offered various webinars to educate our industry on important topics. Each archived copy is approximately 60 minutes long and includes a question-and-answer session from attendees. Archived webinars can be accessed through NIA’s Vimeo On Demand training portal. Members can purchase an archived webinar for $75; non-members can purchase for $99. Several webinar videos are free on Vimeo.
NIA’s Archived Webinars include:

2016 Leadership Series

- Essentials of Leadership Recruitment and Transition Planning.

Health and Safety Series

- Written Workplace Safety Program: Guidelines on Why You Need One and How to Develop It.
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Past Presidents John Lamberton and Barbara Sweeney Share Memories of Their Years at ESICA

In our Fall issue we began telling tales of ESICA’s past, inviting members to share their memories and experiences over the years. Today, we continue this tradition with our Spring issue.

As many of you know, ESICA’s history is filled with stories of partnerships, friendships, upturns and downturns, along with the changing times in the lives of our members. We look forward to spending some quality time together reminiscing about how much this organization has grown, evolved and progressed over the past decades.

We are excited to share some of the early memories of two of our past presidents and strongest, long-term supporters, John Lamberton and Barbara Sweeney.

“I have so many memories, it’s tough to name just a few,” commented John. “The stuff that comes to mind though would be playing golf in a hurricane and watching the water rise up the street in Alexandria. Then there was the time someone pulled a fire alarm at 2:00 am in Annapolis. I’ll never forget everyone standing out front in pajamas … except Bob Elsey and his son who were just strolling in.

“Of course, any time I spent with Paul Gurski was always a treat. And of all the places we have been I still think Amelia Island was the best spot: The view and the amenities were all top notch.

“Finally, I think that one of the funniest entertainers we ever had was the ventriloquist who had John and Rose Coleman on stage dressed up. John had a face mask that the ventriloquist controlled. Remember that one, everyone? It was truly hilarious.”

(continued on page 29)
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“One of my greatest personal memories is of stepping into the role of President,” recalled Barbara. “This was, at first, very daunting for me. Being on the board as a contractor representative was one thing; however I wasn’t prepared to be a president, much less speaking in front of people! This was just not my forte.

“With much coaching and support from the Board, our Director, and the famous “Lucy” I survived!!

“I also had a lot of people in our membership extend themselves to me and tell me it was nice to see me up front. I appreciated the experience and I learned quite a few things along the way.

“I continue to value the many friendships I have made throughout the years with ESICA and most of all I look forward to seeing my friends and associates at every event.”

Attention all ESICA members and associate members: We invite each and every one of you to share your stories of past ESICA memories and events (at least the ones that are PRINTABLE!) OR, if you’d prefer, we would be happy to discuss your thoughts and ideas one-on-one. Feel free to email Harriett Ruderman at rudermanpr@aol.com. Or call Harriett anytime at 516-484-9245.

The next issue of the ESICA Review (Fall) is scheduled to print in late August so start thinking about those memorable stories ... the ones you can actually share with your ESICA partners.

Looking forward to hearing from you!
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Welcome!

Steve Johnson

ESICA extends a warm welcome to Steve Johnson, owner and president of Johnson Insulation Company Inc., a family-run business with 26 field employees and four office personnel.

While Steve has been in the insulation business over 36 years, he is a newcomer to our organization, joining ESICA just this past December.

What prompted Steve to join ESICA after all these years?

“Well, I’d have to say it was a combination of several things,” said Steve. “A little peer pressure from fellow ICANE members, insulation manufacturer’s sales personnel … some prompting from the VP of Local 6… and of course a strong dose of inspiration from the good vibes I’ve enjoyed from other ESICA members.”

“Learning and understanding what others have done in similar situations and finding efficient solutions to challenges are a great help. I am very happy and honored to be a part of ESICA - even if it did take me 36 years to join!”

Mike Postiglione

All of us at ESICA are delighted to extend a ‘formal welcome’ to Mike Postiglione, Marketing Director of FastEST, Inc. While Mike joined ESICA in early 2016, we still regard him as a newcomer, considering the incredible length of time so many of our members have been with ESICA.

“As Marketing Manager I wear many hats here at FastEST,” commented Mike. “Before joining ESICA, I was searching for a regional association to gain exposure for our new software estimating system for mechanical insulation. And I was very eager to be part of the ‘mechanical insulation community’ and get educated on the industry.

“Prior to the introduction of FastWRAP™, there was only one other product on the market similar to ours! Being a part of ESICA is helping us to communicate the benefits of our software to the industry and to better support our users.

“We’ve learned a great deal over the past year, but there’s so much more to know. I look forward to a long and mutually beneficial relationship with this great organization!”
Johnson Insulation Earns an A+ for Quality Workmanship at Providence College

Business is an exceptionally strong driver of student interest at Rhode Island’s Providence College. In January of this year, following two years of construction, the 64,000 square foot Arthur and Patricia Ryan Center for Business Studies opened its doors on the Providence College campus. This four story state of the art building, designed by Symmes Maini & McKepp Associates of Cambridge, MA, blends modern design with the strong gothic elements that are featured on other campus buildings.

With Dimeo Construction Company as the General Contractor and Aero Mechanical Inc. the Mechanical Contractor for Plumbing and HVAC system, Johnson Insulation Co. Inc. of Riverside, RI was chosen as the Insulation Contractor.

“Providence College has been an integral client of ours for many years,” stated Aero VP John Cronin. “When selecting our subcontractors, we only pick the best. Johnson has had an excellent ongoing relationship with us for over 25 years. We selected Johnson because their reputation and performance are second to none.”

Eight different Johnson insulators from Local 6 worked on the project, with an average of five men working during peak construction periods. “Delivering quality mechanical insulation, on schedule and on-budget was our ultimate goal,” emphasized Steve Johnson.

The new chilled water piping was insulated with Owens Corning Vapor Wick pipe insulation that utilizes a wicking material to remove condensed water from the system, keeping the insulation dry. Water vapor
that enters the system and condenses on the cold pipe surface is removed to the outer surface by capillary action, where it then evaporates to the ambient air. “Bottom line,” concluded Steve: “You don’t have any reducing R-value of the fiberglass due to accumulating condensation, stains on the jacket surface or ceilings stains due to dripping condensation.”

The main insulation supplier for the project was Winroc-SPI, which provided Owens Corning VaporWick pipe insulation for the chilled water piping systems, Knauf Earthwool pipe insulation for all heating hot water and plumbing piping systems, Owens Corning SoftR flexible fiberglass blanket for ductwork in concealed locations and Owens Corning 700 Series rigid fiberglass board insulation for ductwork exposed in mechanical equipment rooms.

The new Center for Business Studies features a unique mix of brick, wood and glass. Fifteen circular skylights capture natural light while such elements as glass walls, circular finance lab, and rooftop lounge provide students with an inviting and inspirational environment to learn and socialize all year round.
The National Insulation Association (NIA) is pleased to announce that the Department of Veterans Affairs (VA) will be conducting mechanical insulation energy and water assessments as directed by the 2017 Military Construction-VA Appropriations bill, which NIA worked to get passed. The bill was included in Congress’s continuing resolution (CR) to fund the federal government through December 9, 2016. The bill included the following language:

Mechanical insulation assessments.—The Committee acknowledges the cost savings possible through energy savings associated with proper insulation, and encourages VA to work in collaboration with industry partners to conduct a mechanical insulation energy and water assessment at several representative VA hospitals. The assessment should study the potential for improved energy and water efficiency of the selected medical center mechanical systems by applying mechanical insulation in repair, replacement, or upgrade applications. Assessment results shall be shared through a report to the Committee not later than 60 days after enactment of this Act.

NIA’s Executive Vice President/CEO Michele M. Jones noted, “This is a huge success for the insulation industry, and NIA will pursue working alongside the VA to complete these case studies. Our hope is that these studies are used as best practices for all VA facilities and to expand these assessments to other federal agencies.” She added, “Every assessment that proves the value of a properly insulated system is one more tool that we can use to bring increased awareness of the benefits of insulation and get our industry out in front of the energy-efficiency discussion.”

Further legislative updates are included in NIA’s monthly Foundation newsletter, Insulation Advocate. Current and past issues are available on NIA’s website.
The election of Donald J. Trump appears to be a welcome development for the U.S. construction industry, according to forecasters at Dodge Data & Analytics. With his background and experience in construction and real estate development, President Trump understands the important role that construction plays in the growth of our economy and the vitality of our cities.

During the course of their campaigns, both Donald Trump and Hillary Clinton highlighted the need for increased federal investment in infrastructure. Under Trump’s latest proposal, up to $550 billion in federal funds could be invested, presumably over a five-year period, in infrastructure and public works projects.

“The broad proposal for increased federal funding should support the public works sector, either directly or indirectly, by keeping attention focused on the need to upgrade infrastructure,” said Robert Murray, Chief Economist, Dodge Data & Analytics. “The ways in which the Trump proposals will affect construction will become clearer as more details come forth, including how these proposals make their way through Congress.

President Trump’s emphasis on upgrading and developing public infrastructure, including roads, bridges, airports, transit systems and ports will, with the approval of the 115th Congress, bring much needed revitalization to U.S. infrastructure and create favorable business conditions across the design and construction industries.

While the specifics of federal infrastructure investment in 2017 and beyond will become clearer in the months ahead, the ideas already proposed should help spur Congressional action on two existing legislative items, including the Water Resources Development Act and the 2017 Federal Appropriations Bill, which make provisions for infrastructure spending on water management, transportation and energy infrastructure.

The election has also already provided some clarity on likely construction at the state and local level. Voters have given their approval for several major construction-related measures in California, Colorado, Texas and North Carolina with a combined value upwards of $136 billion for education and transportation sector construction.

Dodge Data & Analytics will continue to closely monitor legislative developments and industry trends, watching for a possible upside to our forecast, to ensure that design and construction businesses are equipped to capitalize on the opportunities that lie ahead. We are encouraged by the tone of the latest developments.
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New Construction Starts in 2017 to Increase 5% to $713 Billion According to Dodge Outlook Report

Dodge Data & Analytics, a mainstay in construction industry forecasting and business planning, predicts that total U.S. construction starts for 2017 will advance 5% to $713 billion, following gains of 11% in 2015 and an estimated 1% in 2016.

“The U.S. construction industry has witnessed signs of deceleration in 2016, following several years of steady growth,” stated Robert Murray, chief economist for Dodge Data & Analytics. “Total construction starts during the first half of 2016 lagged behind what was reported in 2015, raising some concern that the current construction expansion may have run its course. However, the early 2016 shortfall reflected the comparison to unusually elevated activity during the first half of 2015, lifted by 13 very large projects valued each at $1 billion or more, such as a $9 billion liquefied natural gas export terminal in Texas and a $2.5 billion office tower in New York City.

As 2016 proceeded, the year-to-date shortfall has grown smaller, easing concern that the construction industry may be in the early stage of cyclical decline. Instead, the construction industry has now entered a more mature phase of its expansion, one that is characterized by slower rates of growth than what took place during the 2012-2015 period, but still growth. Since the construction start statistics will lead the pattern of construction spending, this means that construction spending can be expected to see moderate gains through 2017 and beyond.”

“On balance, there are a number of positive factors which suggest the construction expansion has room to proceed. The U.S. economy in 2017 is anticipated to see moderate job growth, market fundamentals for commercial real estate should remain generally healthy, and more funding support is coming from state and local bond measures. Although the global economy in 2017 will remain sluggish, energy prices appear to have stabilized, interest rate hikes will be gradual and few, and a new U.S. President has been elected. For 2017, total construction starts are forecast to rise 5% to $713 billion. Gains of 8% are expected for both residential building and nonresidential building, while nonbuilding construction slides a further 3%.”

(continued on page 39)
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IN THE NEWS

The pattern of construction starts by more specific sectors is the following:

- Single family housing will rise 12% in dollars, corresponding to a 9% increase in units to 795,000 (Dodge basis). Access to home mortgage loans is improving, and some of the caution exercised by potential homebuyers will ease with continued employment growth and low mortgage rates. Older members of the Millennial generation are now moving into the 30 to 35 year-old age bracket, which should begin to lift demand for single family housing.

- Multifamily housing will be flat in dollars and down 2% in units to 435,000 (Dodge basis). This project type now appears to have peaked in 2015, lifted in particular by an exceptional amount of activity in the New York NY metropolitan area, which is now settling back. Continued growth for multifamily housing in other metropolitan areas, along with still generally healthy market fundamentals, will enable the retreat at the national level to stay gradual.

- Commercial building will increase 6% on top of the 12% gain estimated for 2016. Office construction is showing improvement from very low levels, lifted by the start of several signature office towers and broad development efforts in downtown markets. Store construction should show some improvement from a very subdued 2016, and warehouses will register further growth. Hotel construction, while still healthy, will begin to retreat after a strong 2016.

- Institutional building will advance 10%, resuming its expansion after pausing in 2015 and 2016. The educational facilities category is seeing an increasing amount of K-12 school construction, supported by the passage of recent school construction bond measures. More growth is expected for the amusement category (convention centers, sports arenas, casinos) and transportation terminals.

- Manufacturing plant construction will increase 6%, beginning to recover after steep declines in 2015 and 2016 that reflected the pullback for large petrochemical plant starts.

- Public works construction will improve 6%, regaining upward momentum after slipping 3% in 2016. Highways and bridges will derive support from the new federal transportation bill, while environmental works should benefit from the expected passage of the Water Resources Development Act. Natural gas and oil pipeline projects are expected to stay close to the volume that’s been present in 2016.

- Electric utilities and gas plants will fall another 29% after the 26% decline in 2016. The lift that had been present in 2015 from new liquefied natural gas export terminals continues to dissipate. Power plant construction, which was supported in 2016 by the extension of investment tax credits, will ease back as new generating capacity comes on line.

The 2017 Dodge Construction Outlook was presented at the 78th annual Outlook Executive Conference held by Dodge Data & Analytics at the Gaylord National Resort and Convention Center in National Harbor, MD. Copies of the report with additional details by building sector can be ordered at http://analyticsstore.construction.com/outlook.html or by calling (800) 591-4462.
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OSHA releases updated recommended practices to encourage workplace safety and health programs

The Occupational Safety and Health Administration has released a set of Recommended Practices for Safety and Health Programs to help employers establish a methodical approach to improving safety and health in their workplaces.

The recommendations update OSHA’s 1989 guidelines to reflect changes in the economy, workplaces, and evolving safety and health issues. The recommendations feature a new, easier-to-use format and should be particularly helpful to small- and medium-sized businesses. Also new is a section on multi-employer workplaces and a greater emphasis on continuous improvement. Supporting tools and resources are included.

The programs are not prescriptive; they are built around a core set of business processes that can be implemented to suit a particular workplace in any industry. OSHA has seen them successfully implemented in manufacturing, construction, health care, technology, retail, services, higher education, and government.

Key principles include: leadership from the top to send a message that safety and health is critical to the business operations; worker participation in finding solutions; and a systematic approach to find and fix hazards.

“Since OSHA’s original guidelines were published more than 25 years ago, employers and employees have gained a lot of experience in how to use safety and health programs to systematically prevent injuries and illnesses in the workplace,” said Assistant Secretary of Labor for Occupational Safety and Health Dr. David Michaels. “We know that working together to implement these programs will help prevent injuries and illnesses, and also make businesses more sustainable.”

(continued on page 43)
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The OSHA recommendations include seven core elements for a safety and health program: management leadership; worker participation; hazard identification and assessment; hazard prevention and control; education and training; program evaluation and improvement; and communication and coordination for host employers, contractors and staffing agencies.

Dr. Michaels released the new document at the National Safety Council Congress in Anaheim, Calif. In his remarks, he asked business groups and safety and health professionals to help spread the word through a campaign that encourages creation of a safety and health program using OSHA or other program recommendations that may be more appropriate to their businesses.

The recommendations are advisory only and do not create any new legal obligations or alter existing obligations created by OSHA standards or regulations.

Under the Occupational Safety and Health Act of 1970, employers are responsible for providing safe and healthful workplaces for their employees. OSHA’s role is to ensure these conditions for America’s working men and women by setting and enforcing standards, and providing training, education and assistance. For more information, visit www.osha.gov.

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(continued on page 47)
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(continued on page 50)
**Ideal Products of America, LP; Large Bore WeatherJacs®**

Large Bore WeatherJacs® are pre-formed elbows, available in 90° and 45° options, and in 2pc, 4pc, and 8pc fittings depending on size. Available up to a 43” OD with alignment ribs that allow for an easier installation and 75% less lineal lap for a better insulating system. Each piece includes our patented bead design, eliminating the need for crimping in the field. Large Bore WeatherJacs® also install in 25% of the time of traditional gores.

**Contact:** www.idealproducts.ca

888-877-7685

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**Rigid-Wrap® Insulation Systems from Distribution International**

Rigid-Wrap® is a semi-rigid, heavy density glass fiber insulation designed to insulate rounded or irregular surfaces to 850°F. Rigid-Wrap®’s unique flexible property, with fiber perpendicular to the surface, allows a fast and easy one step application in the field. Its high compressive strength, teamed with a wide selection of factory applied facings and jacketing systems, make a neat job of every insulation project. Rigid-Wrap® is recommended for hot and cold, rounded or irregular surfaces such as: ducts, plenums, flanges, flanged fittings, breechings, units, pipes, tanks and boilers.

**Contact:** www.distributioninternational.com

972-785-9900

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**Aerocel® EPDM Insulation Receives Through-Penetration UL Certifications**

Aerocel® EPDM pipe insulation is included in 12 different system configurations for UL Certification listings for VRF/VRV HVAC piping fire-stop systems that include Reflok® aluminum piping and Rectorseal Metacaulk®, Biostop®, and Flamesafe® fire stopping and smoke sealing products. The certifications cover both masonry and typical wood or steel frame construction. Detail is given for shaft wall assemblies, as well. Penetration assemblies covered by these various certifications:

- Maximum of three tubes installed eccentrically or concentrically within opening. Tubes to be rigidly supported on both sides of wall assembly.
- One tube installed concentrically within opening.
- One tube centered within opening.

**Contact:** : www.sales@aeroflexusa.com

423-337-2493

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**ROXUL® Technical Insulation – an independent entity within the ROCKWOOL Group – is active in the industrial insulation market. Through the ProRox® range for process and the SeaRox® range for marine & offshore, our experts offer you a complete range of products and systems for the thermal and firesafe insulation of technical applications.**

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716-768-6500

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**LTK Insulation Technologies – LTK Sleeve - Available at Homans Associates**

Easy to install and remove, these low cost, high value fiberglass insulation sleeves feature 1 ½", ¾ # density fiberglass insulation sandwiched between spun bound PP/Ildpe medical grade perm rated fabric. Uses include: balance valve assemblies, water meters, flex connections, coupled connections and in-line pipe apparatus subject to condensation. Benefits of use include: no loose fibers, no tools required, replaceable parts, reusable and easy to use. ASTM E136 accepted for commercial, institutional, industrial and residential projects in North America.

www.Homans.com  
978-988-9692

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**Introducing PolyPhen™ Insulation Product from Polyguard**

Polyguard PolyPhen™ phenolic insulation is one component in our PolyPhen™ system. PolyPhen™ rigid foam insulation products, have thermal conductivities from 0.15-.22 Btu in/hr ft² and can be used to insulate surfaces operating within the temperature range of -290°F to +250°F (-180°C to + 120°C). Polyphen products meet ASTM E84 requirements for flame and smoke performance.

For more information, visit: www.Polyguard.com/mechanical

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**K-FONIK from K-Flex**

K-FLEX not only supplies thermal insulation, but also services the commercial, industrial, and marine industries with acoustic insulation. The K-FONIK® line of products are used as sound absorbers and noise barriers in the most demanding environments. K-FONIK GK/GV are mass-loaded noise barriers that are 25/50 rated; GV is halogen free. K-FONIK AB 10/15 are sound absorbers with an open cell structure.

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