

# ESICA REVIEW

FALL 2019 | VOLUME 2

Eastern States Insulation Contractors Association Of America

[www.esica.org](http://www.esica.org)

## HIGHLIGHTS OF THE SPRING 2019 CONFERENCE

Omni Grove Park Inn, Asheville, North Carolina



### INSIDE THIS ISSUE:

- SPOTLIGHT on Ken Kisiel & Brad Rice
- INSIGHT: Insulation, Sustainability and the Environment
- PROJECT HIGHLIGHTS: Northern Virginia Data Center
- DID YOU KNOW? ESICA Redesigns Website



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## ASHEVILLE WAS A TRULY MEMORABLE VENUE

*What a terrific setting for our Spring Conference! The amazing hotel...the uniqueness of the city of Asheville...the historic Biltmore Estate, and of course the views! It was truly wonderful to experience this memorable venue with friends and associates. I look forward to returning to Asheville again in the near future!*

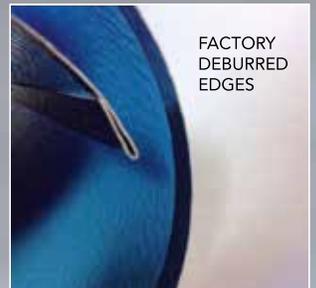
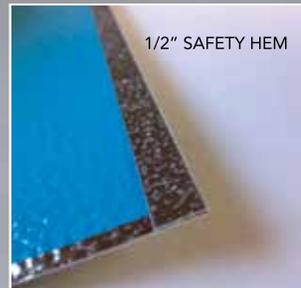
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**Owens Corning**



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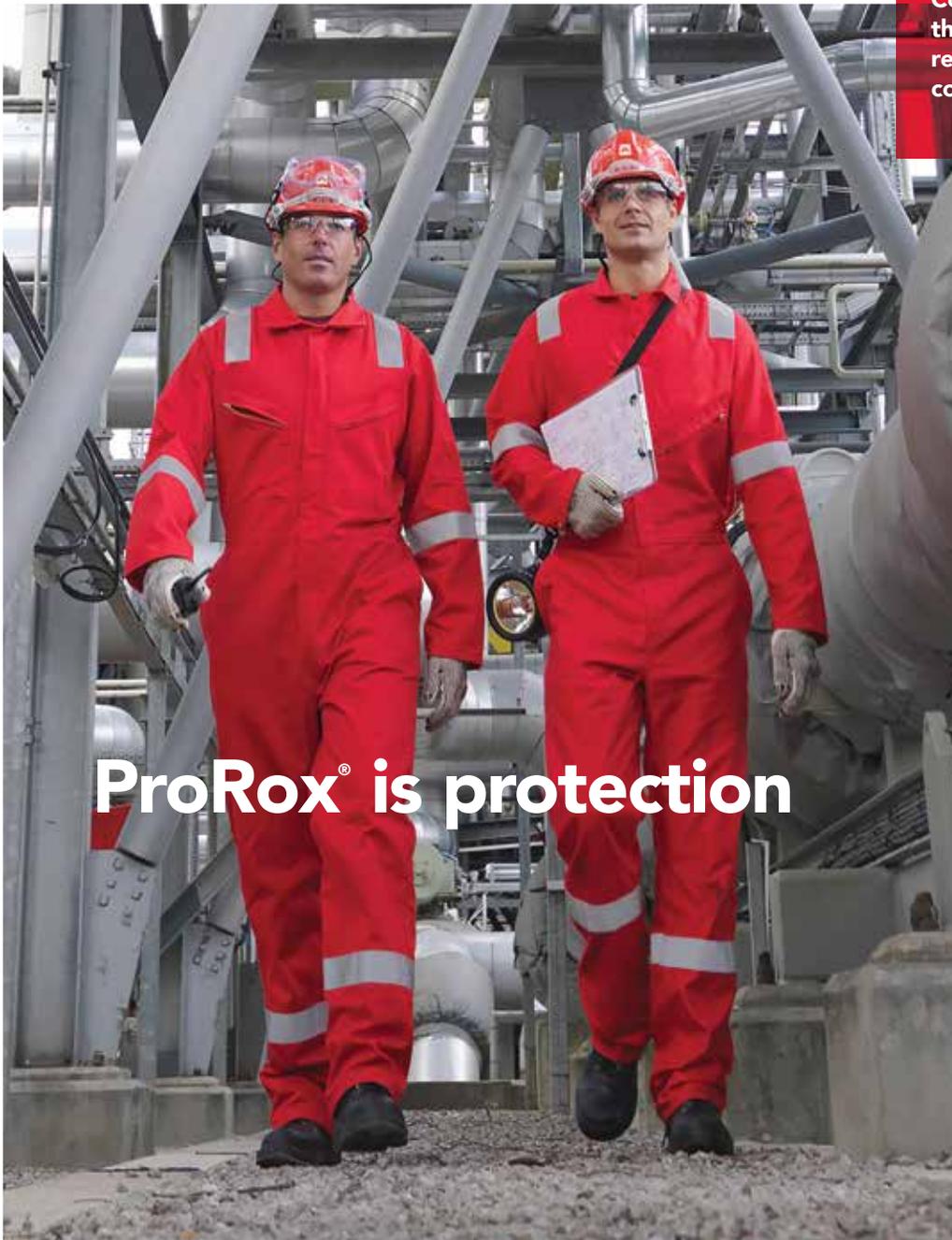
*Irex Corporation*

## THANK YOU FOR A GREAT KEYNOTE SPEECH!

*The conference location was fantastic - the weather perfect for golf! Aside from the many leisure activities we all enjoyed, our keynote speaker Meridith Powell gave an excellent presentation on succession planning -- something we often overlook in our industry. I found her lecture to be inspiring and informative - a great message that got me thinking about planning for the future.*

*Louis Walton  
Proto Corp.*

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# PRESIDENT'S MESSAGE



Our 2019 Spring Conference in Asheville, North Carolina, was an enormous success! Not only was Asheville a stunning location, we had a great time networking, enjoying informative presentations, and partaking in exciting activities. We hope everyone enjoyed themselves!

In this issue's feature story, we cover insulation, sustainability and the environment. Our industry has made countless changes in products and manufacturing processes to decrease energy used, virtually eliminate waste and limit the amount of pollutants emitted. This article highlights a few companies who are committed to making their products, processes and affiliations environmentally friendly. It is a great read!

Our next conference will be held on September 5th through 7th at the Ritz Carlton in Naples, Florida. The keynote speaker for the ESICA CSIA Conference will be Connor Lokar from ITR Economics. Connor, who specializes in the construction industry, will be discussing how to manage in an uncertain economy. Want to find out how the economic environment will impact your business and bottom line? Don't miss Connor's presentation! At our Associates Cocktail Reception, we will be hosting our annual fundraiser, where proceeds will go to the Fox Chase Cancer Center. The Fox Chase Center has been at the forefront of cancer research for almost 90 years. The center provides critical support to research mesothelioma. Visit our website for more registration and event details!

To all ESICA Members, if you have not yet logged in to our new website, please make sure to do so! If you have any questions, the association office will be happy to help you!

I look forward to seeing everyone in September at our Fall Conference!

Kind Regards.

Ray Levesque  
ESICA President  
B.C. Flynn Contracting



“

## The plant reaches out and shakes your hand.

Tim Blanch  
P.E., LEED AP S.C. *Herman & Associates*

”



We helped Director of Engineering Tim Blanch create a fully color-coded plant, including three shades of blue for the low chill water, medium chill water, and return.

Blanch got the plant he wanted, and in his partnership with Proto Corp., he found a trusted resource he could turn to when solving complex challenges.

# 2019 ESICA/CSIA FALL CONFERENCE

## Network, Relax and Learn in the Lap of Luxury!

**September 5-7, 2019**  
**The Ritz Carlton**  
**Naples, Florida**

An incredible three days of fun and comradery await you at one of the most glorious Gulf Coast beach resorts on Florida's Paradise Coast. We've chosen the Ritz Carton Naples as the venue for our 2019 Fall Conference for its wide assortment of luxurious amenities, amazing food, world-famous spa, and championship golf course. Not to mention the eclectic shopping, restaurants, art galleries and natural wonders that surround Naples. This Fall, we have planned an exceptional series of events, from our opening cocktail mixer to the delicious dinners, informative breakout meetings and leisure activities all designed for learning and fun.



We are especially excited to introduce our Keynote Speaker, Connor Lokar from ITR Economics. Connor is a Program Economist recognized for his outstanding economic consulting services for businesses, trade associations, and Fortune 500 companies across a spectrum of industries, especially the construction industry.

Connor's session at our Fall Conference is titled, "Managing in an Uncertain Economy", a topic of special importance to all of us. He will present the key business cycle changes that are reshaping the country, policy actions that will have an impact on our industry and the many ways the economic environment will impact our business and our bottom line. You will gain a clear vision of the US economy, inflation expectations, the outlook for construction markets and much more. Connor will provide you with a series of strategic objectives that will help you prepare for the future.

Don't delay ... Nourish your body, mind and soul with three awesome days of action, fun and learning!

Visit [www.esica.org](http://www.esica.org) and register today!

### KUDOS TO ESICA FOR AN OUTSTANDING SPRING CONFERENCE

*We were pleasantly surprised when we arrived at the Grove Park Inn in Asheville. The views were spectacular and the facility was top notch. Asheville was perfect for the conference. We enjoyed the whole experience - the food, accommodations, speaker ... and especially the Biltmore Estate - real American royalty.*

**Dan Foley**  
**Foley Insulation**

# ESICA 2019 SPRING CONFERENCE HIGHLIGHTS

Our Spring Conference was held in beautiful Asheville, NC at the Omni Grove Park Inn.

## • ASSOCIATES COCKTAIL RECEPTION:

Our 2019 Spring Conference was kicked off with our associates cocktail reception. With a stunning view of the Blue Ridge Mountains, attendees networked with fellow industry professionals.

## • PRESENTATIONS:

### **Building Your Human Capital: Strategies For Building Your Innovative Succession Plan**

Award-winning author, keynote speaker and business strategist, Meridith Elliott Powell, inspired and motivated conference attendees with her interactive presentation on succession planning. She discussed what it takes to build a strong talent pipeline, develop future leaders and ignite passion in your team so that you can take your company to the next level.

### **Innovate Like a Boss!**

Russ Young, Senior Consultant at FMI Corporation, shared the best practices of the most innovative companies in the industry. Attendees learned how to create a culture of innovation and what kind of support structure is necessary for innovation.

## • ACTIVITIES:

### **Tour of the Biltmore Estate**

Participants toured “America’s Largest Home®”, the 1895 French Renaissance castle built by George W. Vanderbilt. We could not have asked for a better day to visit this national landmark, with breathtaking views.

### **Golf Tournament**

Golfers enjoyed a beautiful day at the Grove Park Golf Course, which has earned nods from Conde Nast Traveler as one of the Top 20 Southern U.S. Golf Resorts.

## TOURNAMENT WINNERS:

- **1st Place** – Mathew Yenrick, Johns Manville, Michael Langsdorf, Geo. V. Hamilton, Inc., Rudy Latzlsberger, Rudco Sales, Joshua Murphy, Distribution International
- **2nd Place** – John Leo, Distribution International, Tiffany Gonzalez, Owens Corning, Chris Grando, IAR, Inc.
- **3rd Place** – Louis Walton, Proto Corporation, JD Lile, Vimasco Corporation, John DeLillo, ESICA, John DeLillo, Jr., ESICA
- **Closest to the Pin** – JD Lile, Vimasco Corporation
- **Longest Drive** – Steve Brown, K-Flex

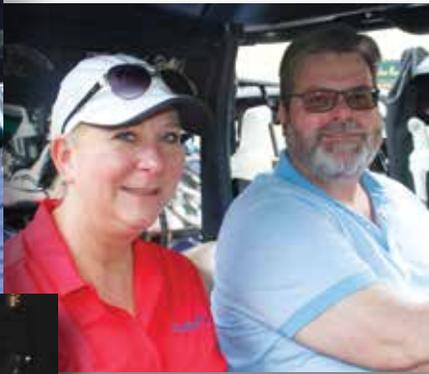
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Thank you to our 2019 Spring Conference sponsors! It is because of your continued support that we can continue to provide programs of interest to the insulation industry.

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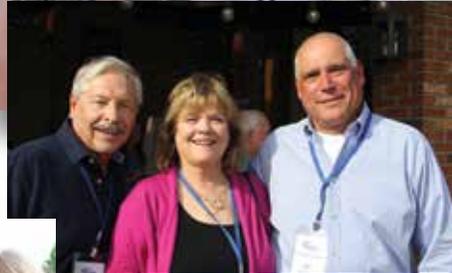
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# UPCOMING CONFERENCES



## 2019

### ESICA/CSIA FALL CONFERENCE

September 5 - 7, 2019

The Ritz-Carlton, Naples, FL



## 2020

### ESICA SPRING CONFERENCE

April 29 - May 1, 2020

Four Seasons Hotel Baltimore, Baltimore, MD



### ESICA CSIA FALL CONFERENCE

September 2 - 4, 2020

Renaissance Boston Waterfront Hotel, Boston, MA

#### ESICA WENT ABOVE & BEYOND EXPECTATIONS

*Grove Park Inn is one of the best hotels in the Southeast. The venue was beautiful, the food was superb and the speakers were very insightful. As always, John DeLillo and his staff went out of their way to make this event great. Many thanks for their hard work and dedication to ESICA!*

*William H. Wylie  
Rock Wool Manufacturing Company*

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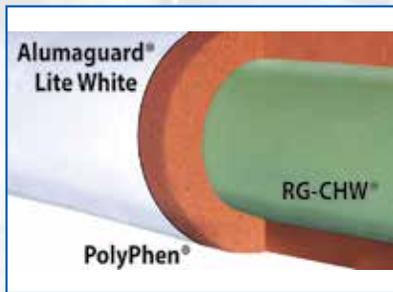
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# PROJECT HIGHLIGHTS

## Insul-Tech Inc. Joins with Proto Corp., Owens Corning & SPI on Northern Virginia Data Center



*Rooftop CHW Piping*

Virginia is home to the largest data center market in the U.S. Since the early beginnings of the internet, Northern Virginia has set the foundation of success for worldwide leading technology firms.

In March of this year, Insul-Tech Inc. began work on a massive data center facility – its 2nd project in two years at a renowned Northern Virginia campus. Faced with a tight deadline of June 2019, Insul-Tech joined together with manufacturers Proto Corp. and Owens Corning and distributor SPI on an intensive project.

The project presented Insul-Tech with a number of unique challenges from a design and installation perspective. Creativity and skill were essential to success due to the size of the pipes and ducts, which encompassed 55,000 feet of piping located in the tight corridors and galleries of the building. Every half-inch of space needed to be maximized... every element needed to fit exactly.

*(continued on page 18)*

# PROJECT HIGHLIGHTS



*Corridor CHW Piping*



*UPS Room CHW Piping & Supply Air Ductwork*

“Proto Corp., Owens Corning and SPI have been our partners for years,” commented Matt Stillitano, VP of Insul-Tech. “They continue to support our fast-paced projects and their products speak for themselves. This is the largest Proto job we’ve completed to date. When you are dealing with 55,000 feet of piping, partnerships and planning are crucial.”

Every piece of pipe within the building was covered with Proto’s .030 PVC Jacketing, while outside piping used .040 PVC Jacketing. The pipes were insulated with Owens Corning ASJ Max Fiberglass and the ductwork was insulated with Owens Corning 700 Series Fiberglass Board.

“The complexity of this design-build data center required the cooperation of everyone involved,” said Louis Walton, VP of Proto Corp. “Weekly communication between all partners was the key to our success in meeting schedules and requirements.”

This project like many others had challenges ranging from budgeting to customer education to a tight timeline. “Our team at Insul-Tech -- including office staff and installers -- together with our manufacturing and distribution partners, all played a key role in delivering a quality product that we are incredibly proud of!” concluded Matt Stillitano.

## LOOKING FORWARD TO THE NEXT GREAT EVENT!

*From the opening cocktail reception and the golf outing to the Biltmore tour (my favorite) and the phenomenal sunset at our final reception, the Spring Conference was a memorable and successful event for all. Getting ready for Naples in September!!*

*Raymond Levesque  
B.C. Flynn Contracting*

# DID YOU KNOW...



## The ESICA Website Has Been Redesigned

The new ESICA website offers you a number of member-friendly features created to bring you greater professional visibility and more ways to connect to your friends and associates.

Log on to [esica.org](http://esica.org) today and check out these outstanding new benefits!

### Managing Your Profile

- **Stay Current** - Keep association members up to date with any changes to your personal or professional information.
- **Put a Face to a Name** - Add a headshot to your profile.
- **Control Visibility** - Keep information visible, private, or limited to members only.

### Selecting Your Notification Preferences

- Choose Your Notifications - Set your preferences and select only the groups, connections and messaging you want to receive.

### Keeping on Top of Payments & History

- Review all membership and events invoices.
- Select and pay open invoices.

### Visiting Social Links, A 'Members Only' Social Community

Check out these great ESICA-only social media connections...

- My Feed, similar to news feeds on social networks like Facebook.
- My Profile, including information on your connections, groups, photos, etc.
- Connections, similar to LinkedIn, where you can connect with fellow members.
- Groups - Access to all groups available to you.
- Directory - Search for fellow members.
- Quick Links - Easy access to events, photos, and more on main website.

### Participating in Our Surveys

- We want to hear from you! Give us your input and suggestions on new topics for ESICA Review as well as speakers and topics for our future conferences.

### Accessing Your Individual Groups

- Individual home pages have been set up for Associate Members, Contractor Members and Local Unions. Here, you can access your specific group information including events, directory, blogs and forums.



*The new ESICA website has been designed to bring you greater visibility, more relevant information, and easy access to the many advantages we offer our ESICA members.*

*We want you to benefit from all the new features and functions we've added! Please contact us at 516-922-7855 or [info@esica.org](mailto:info@esica.org) with any questions!*

# SPOTLIGHT ON...

## KEN KISIEL AND BRAD RICE

### ESICA'S VALUED BOARD MEMBERS SHARE THEIR THOUGHTS ON FAMILY, WORK, AND PLAY

#### Where we live

**Ken:** West Boylston, MA

**Brad:** Downingtown, PA

#### What we do

**Ken:** Market Development Manager,  
Johns Manville

**Brad:** Vice President - Insulation Materials  
Corporation

#### Three things we would like everyone to know about us

**Ken:** I have been married for over 38 years to Lisa,  
a wonderful individual, mother, and fantastic wife;  
I have two great children, Lindsay and Lauren and a  
beautiful granddaughter, Addison.

**Brad:** I started working in the insulation industry in 1981; I have a  
wonderful family and 4 terrific grandchildren; I cherish the relationships I've made over  
the years!

#### What we like most about our work

**Ken:** The opportunity to work for an advanced company in Johns Manville... having the  
support of a fantastic distribution network and an expanding contracting community...  
and working with Johns Manville and our customers every day in solving their daily  
insulation needs and future product and application demands.

**Brad:** The interaction with our customers and the challenge of being able to supply their  
needs for all requirements.



*Ken and  
Lisa Kisiel*



*Brad and Sue Rice*

## Our most difficult challenge

**Ken:** Building a case for change...a customer's business often has a deep, seemingly immovable anchor in the "status quo". The challenge we face is that the businesses today must work harder and faster to simply maintain the current level of performance.

**Brad:** Discussions on credit! It's never easy to discuss money. I know the challenge our customers have in getting paid and staying current with labor, suppliers, etc. It's often daunting! It is the single most important issue in my estimation that leads to a successful relationship. Finding that balance is critical but difficult. I still struggle with that.

## The best advice we ever received

**Ken:** Be honest about your knowledge and gaps; for a moment, borrow your prospect's or customer's point-of-view.

**Brad:** Work smarter not harder!

## Our greatest inspiration

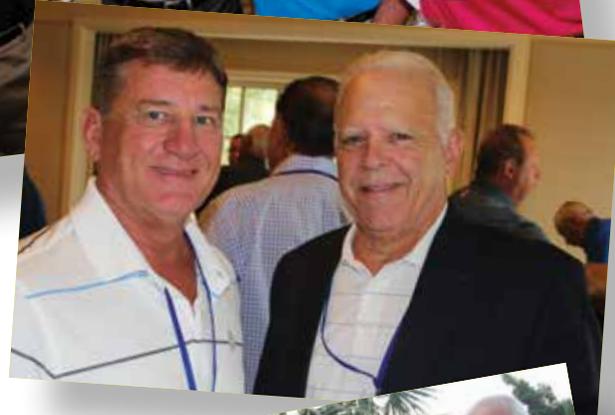
**Ken:** My wife Lisa has been my greatest inspiration. She has inspired me to be generous, creative, and innovative while being true to my core and family values.

**Brad:** My wife. She has always been there to encourage, support and challenge me to do better, while keeping me grounded about the important things in life.

## Our happiest moments:

**Ken:** Supporting my customers and providing solutions to their needs and demands. Spending time landscaping and time with the family and friends oceanside in Maine.

**Brad:** When I am with my family.



(continued on page 23)

Side View

Top View

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# SPOTLIGHT



## What we are most proud of:

**Ken:** Building a fantastic distribution network within my territory; earning contractor support and loyalty while growing JM's footprint in the market.

**Brad:** Playing a part in the growth of Insulation Materials Corporation from a small, one-branch distributor in North Jersey to where we are today.

## Most rewarding part of being an ESICA Board Member:

**Ken:** Contributing to the organization's culture, strategic focus, effectiveness, and financial sustainability, as well as serving as an ambassador and advocate to the industry.

**Brad:** Watching the interaction of smart leaders from all different areas work together to make ESICA an organization that is relevant for everyone. It's inspiring.

## Bucket list for the near and distant future:

**Ken:** Continue to build and strengthen the Johns Manville footprint in the market while preparing the next generation's work force for the challenges and changing demands that lie ahead within the industry.

Also, working on my personal adventures and journeys in life that I never had the time to do while building my career. These include spending quality time with family and friends, music, culinary, landscaping and most of all traveling to delightful areas of the world with my wife and longtime friend Lisa.

**Brad:** Play all TPC courses! Take my grandkids to Disney World!

---

**Thank you, Ken and Brad for all the great things you do for ESICA.  
We truly appreciate your expertise and hard work!**



*Brad (top) and Ken (bottom) with their beautiful families*

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# INSIGHT: INSULATION, SUSTAINABILITY AND THE ENVIRONMENT

## ESICA Members Share Their Commitment to the Future of Our Planet

Our industry has made countless changes in products and manufacturing processes to decrease energy used, virtually eliminate waste and limit the amount of pollutants emitted.

We are proud to feature five of our ESICA members who are dedicated to creating sustainable products and processes fundamental to energy efficiency. Products and processes that preserve the natural environment, utilize renewable resources, use less energy, last longer and are more comfortable to be in and around.

---

***“Sustainability is at the heart of our business, from the products we make to the way we make them. We use our deep expertise in materials, manufacturing and building science to develop products and systems that save energy and improve comfort. For us, sustainability is about meeting the needs of the present while leaving the world a better place for the future.”***

***Frank O’Brien-Bernini  
Vice President and Chief Sustainability Officer, Owens Corning***

---

Responsible innovation drives the culture of Owens Corning. The company seeks to implement continuous and measurable improvements in the way their products are developed and produced. As responsible innovators, OC thoroughly evaluates the sustainability aspects of all they do, from research to blueprint to production.

*(continued on page 27)*





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# INSIGHT: INSULATION, SUSTAINABILITY AND THE ENVIRONMENT

Energy efficient, safe and regenerative, Owens Corning products are designed to contribute to comfortable and safe living environments. Total life cycle assessments of all core products examine every stage of a product's life, starting with the extraction of raw material inputs, continuing through processing, manufacturing and product use, and ending with disposal or recycling.

The company is deeply committed to using recycled content in building materials and demonstrates their commitment through a multipronged approach. A key strategy is to include or increase content of recycled materials in its products and packaging, either in initial design or through continuous improvement. Recycled content is validated through third-party verification bodies that provide documentation for use in green building programs such as LEED®.

Additionally, OC strives to educate customers and consumers on the value of recycling in reducing landfill waste and saving resources and energy.

Building science plays a vital role in advancing environmental sustainability across a wide spectrum of disciplines. Since 2010, Owens Corning's Building Science Solution Center has been a 24/7 portal connecting architects to emerging research, best practices, and thought leadership, helping to improve building performance and comfort.

One of the primary performance goals for the building science team has been to support the design and construction of net-zero-energy (NZE)-ready buildings. An NZE building has zero annual net energy consumption, meaning the total amount of energy the building produces equals the amount of energy it consumes. The company voluntarily shares its building science expertise with the industry, helping to elevate knowledge about improving efficiency and creating comfortable structures. The OC team conducts education sessions to help engineers, builders, contractors, and homeowners look at the total build and find ways to improve sustainability.

Fostering responsible innovation through products, processes and building science enables Owens Corning to play a leading role in addressing some of today's most significant global environmental challenges, while raising the quality of life for millions around the globe.



(continued on page 29)

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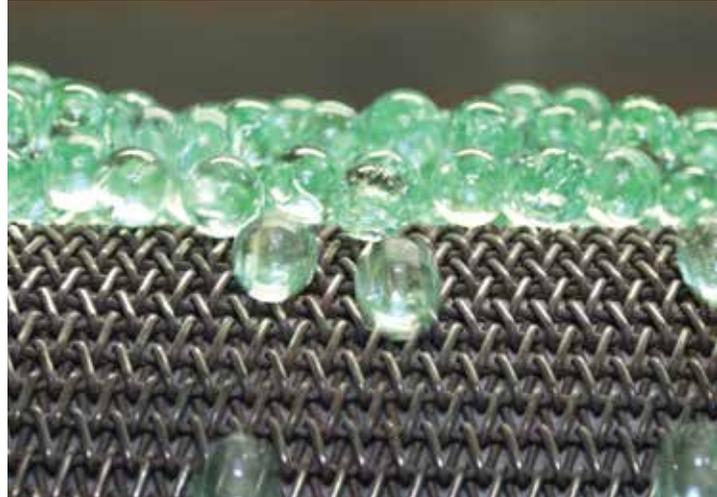
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**[njsales@imcinsulation.com](mailto:njsales@imcinsulation.com)**

# INSIGHT: INSULATION, SUSTAINABILITY AND THE ENVIRONMENT

*“Without question, Johns Manville has embraced sustainability. Through our building science innovation and partnerships with leading sustainability organizations, we continue to be a leader in sustainable building and specialty materials. We’re proud of the fact that as an energy-minded company, many of our products contribute to creating environments that are energy efficient, comfortable, and safe.”*

**Bob Wamboldt, President of Insulation Systems, Johns Manville**



As an insulation manufacturer, Johns Manville is focused on sustainability, but it's not just about developing sustainable manufacturing practices, it's also about creating products that can help the world live more sustainably. Many of JM's sustainability goals are focused on reducing its environmental footprint while making a positive contribution to society.

For example, the JM fiberglass insulation manufacturing process incorporates an average of more than 30% recycled content throughout North America. This recycled content is certified by Scientific Certification Systems, SCS Global, and it includes an average of over 29% post-consumer recycled content used to manufacture JM's fiberglass every year.

Sustainability also incorporates manufacturing efficiency, and JM remains committed to maintaining energy efficient operating practices. In 2017, product demand required JM to increase its manufacturing rate. JM was able to increase its production to meet growing demand with a marginal increase in energy usage, while simultaneously decreasing its energy intensity.

JM embeds energy-efficient improvements and practices into all areas of its business to optimize resources. Energy efficiency is monitored on a monthly basis in order to better understand energy consumption and identify where efficiency can be improved. Ongoing investments in research and development, manufacturing machinery, operational processes, and employee behavior continue to be key drivers toward conducting more energy-efficient operations.

As an insulation manufacturer, JM also recognizes that it can help communities become more energy efficient. That is why JM offers comprehensive assessments of the environmental impact of its products, called Environmental Product Declarations (EPDs). An EPD accounts for the energy consumption and energy savings throughout the entire life-cycle of a product, from the raw material acquisition to the disposal of the product at the end of its life-cycle. EPDs are a crucial step toward promoting and supporting product transparency. They are critical in allowing industry professionals and end-users to determine which products are the most energy efficient and environmentally friendly.

Even with the most recent advancements in technology, like solar and wind-power, focusing on energy efficiency construction is still one of the most cost-effective ways to live sustainability. By providing materials like insulation, endorsing product transparency, and continuing to invest in and explore energy efficient operations, JM is helping usher our communities into a more sustainable future.

*(continued on page 30)*

# INSIGHT: INSULATION, SUSTAINABILITY AND THE ENVIRONMENT

***“Fiberglass insulation in and of itself is one of the most sustainable products in the world, conserving energy, reducing greenhouse gas emissions, and paying back its original investment over and over again during the life of the building. Sustainability is part of our DNA at CertainTeed, reflected in everything from the design of our products and solutions to how we operate our manufacturing facilities and office buildings.”***

***Andrew Goldberg, Vice President of Marketing for CertainTeed’s Insulation Division***



Photo © Jeffrey Totaro, 2015

CertainTeed has helped shape the building products industry for more than 110 years, developing products that are both innovative and sustainable. Founded in 1904 as General Roofing Manufacturing Company, CertainTeed® is North America’s leading brand of exterior and interior building products. Saint-Gobain, a multinational corporation and CertainTeed’s parent company, is the world’s largest manufacturer of building and technical insulation products.

CertainTeed aspires to be North America’s recognized leader in sustainable habitat and product transparency through the issuance of Environmental Product Declarations (EPDs) and Health Product Declarations (HPDs). CertainTeed’s building products are reviewed through a rigorous stewardship process, which assesses and scores their level of sustainability. The company’s newest rating tool, SCORE, measures 21 indicators across five environmental impact categories (energy/climate impact, health, materials/circularity, water consumption, and local value creation); encouraging eco-innovation and ensuring sustainability is at the core of all CertainTeed products.

All of CertainTeed’s SUSTAINABLE INSULATION® products are GREENGUARD Gold certified, ensuring those products are acceptable for use in sensitive environments such as schools and healthcare facilities. CertainTeed’s fiberglass insulation products can also help buildings qualify for LEED® credits through the U.S. Green Building Council (USGBC), as well as for credits through Home Innovation Research Lab’s National Green Building Standard (NGBS) and the International Green Construction Code (IgCC).

Following CertainTeed’s ongoing commitment to water conservation, many of CertainTeed’s most popular insulation products are manufactured using closed-looped water systems. Highly compressed packaging in most of its products and strategically located distribution centers allow CertainTeed to minimize transport and fuel emissions.

“CertainTeed’s commitment to research and sustainability is ongoing,” said Dennis Wilson, CertainTeed’s director of sustainability and EHS (environmental health and safety). “We gather data and use that information to substantively improve our products, lower their environmental impact and create local value.”





sustainability thought leader in the insulation industry starting in 2002 when they became the first manufacturer to obtain GREENGUARD certification for indoor air quality. In 2006, Knauf discovered that using post-consumer recycled glass, when properly cleaned, offers extremely large energy savings in the manufacturing process. Driven by LEED green building standards, Knauf quickly began the certification process of our recycled content level. Since then, Knauf's post-consumer recycled level quickly rose to 60% and today often exceeds that percentage. Each day, 11 railcars or nearly one million post-consumer bottles of recycled glass are delivered to their manufacturing plants.

In 2009 Knauf introduced ECOSE® Technology, a revolutionary, more sustainable binder technology born from five years of intensive research and development. ECOSE Technology features rapidly renewable bio-based materials rather than non-renewable petroleum-based chemicals such as phenol, formaldehyde and acrylics commonly used in traditional fiber glass insulation products. ECOSE had a transformative impact on the entire industry and placed Knauf's products on everyone's green building list as they are clearly differentiated in the marketplace. Currently, Knauf is the only insulation manufacturer whose entire line of products, both commercial and residential applications, are formaldehyde-free.

In looking to leave our mark on the world, our first aim is to leave none. Sustainability isn't a page in our annual report. Something to be covered for the good of investors. At Knauf, sustainability is the driving force behind our innovations. How can we do better for the world we live in? It's a question we never stop asking ourselves. Which is why we look at every aspect of what we do—from sourcing to manufacturing to supply chain—to continually improve both what we do and how we do it.

---

***“Knauf Insulation will continue to be a leader in sustainable thermal and acoustical fiberglass insulation.”***

***Matthew Parrish, President and CEO of Knauf Insulation North America***

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Knauf Insulation North America is a leading family-owned global manufacturer of thermal and acoustical fiberglass insulation for residential, commercial, industrial and OEM applications. It's Knauf's mission to challenge conventional thinking and create innovative solutions that shape the way we live and build in the future, with care for the people who make them, the people who use them and for the world we live in.

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# INSIGHT: INSULATION, SUSTAINABILITY AND THE ENVIRONMENT



*“Our products have an important role to play in solving some of society’s biggest challenges, especially related to climate change and urbanization. At the same time, our focus is on improving the environmental and safety performance of our operations and robustness of our internal processes to reduce our footprint and ensure that Rockwool continues to have a positive impact on society and the environment.”*

*Jens Birgersson, CEO, Rockwool*

Rockwool is dedicated to enriching modern living. The United Nations Sustainable Development Goals (SDGs) steer the company’s ambitions in pursuing those sustainability goals that have the greatest impact on people and society and are most aligned with their business competencies.

**Sustainable product impacts.** Rockwool makes the most significant positive impact on sustainable development through the use of its products. Rockwool products not only improve the health and wellbeing of people but they also equip them with solutions to combat climate change. Collaborating with different partners and organizations, Rockwool develops methodologies to measure and quantify product impact, in order to measure progress against the Sustainable Development Goals.

**Circularity and recycling.** Embracing circularity minimizes resource consumption and waste to landfill. Rockwool’s circular business model helps the company turn waste into new raw materials and take back and recycle construction site waste and used products. The technologies that create Rockwool products also enable them to use waste from other industries as a raw material. They recycle their own waste from production and upcycle secondary materials from other industries. Recycling services are in place to collect used products to recycle, providing others with resources to help reduce waste-to-landfill.

**Sustainable operations.** While the company makes the most significant positive impact on sustainable development through the use of its products, it is just as important to achieve this while operating in a responsible and sustainable way. Rockwool has five operational goals across energy, climate, water, waste and safety to track performance and keep them accountable to customers, colleagues and communities. The sixth goal is their reclaimed waste goal, to set up recycling services in even more countries. Together these six goals have been designed to drive progress on the SDGs by reducing the negative impact from operations on material issues.

This year, Rockwool was one of the first companies to be assessed by the Trucost SDG Evaluation Tool, which quantitatively analyzes a company’s performance on the SDGs. Rockwool achieved the highest score, with 100 percent of the Group’s products being classified as SDG positive.

*Our industry remains deeply dedicated to safeguarding the environment. With a focus on ‘responsible innovation’, leading insulation manufacturers are creating new products and processes that are energy efficient, conserve natural resources, minimize waste and reduce pollution.*

*All of us at ESICA proudly embrace the outstanding efforts of our members in helping to improve the quality of life for millions of people around the globe.*



# SSL II<sup>®</sup> WITH ASJ MAX FIBERGLAS<sup>™</sup> PIPE INSULATION

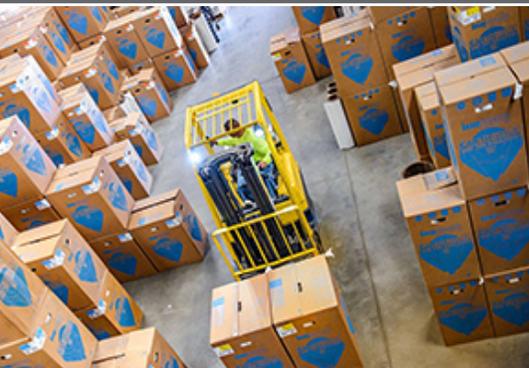
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**Steve Doehring**  
MD, DE, DC, East PA, South NJ  
**443.629.5086**  
[Steve.Doehring@owenscorning.com](mailto:Steve.Doehring@owenscorning.com)

With the SSL II<sup>®</sup> double closure system providing a superior seal and ASJ Max polymer jacket resisting mold and mildew growth<sup>1</sup>, Owens Corning<sup>®</sup> Fiberglas<sup>™</sup> Pipe Insulation is tailored to fit and tailored to perform for any application. Flex core compresses over copper and some small-bore iron pipes and fittings, saving time by eliminating the need to fillet. Rigid core provides fast and easy fabrication on larger pipes. Used to insulate pipes with operating temperatures between 0°F (-18°C) and 1000°F (538°C) (with heat-up schedule). Also available in No-Wrap and metric sizes.

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<sup>1</sup>ASJ Max jacket does not support mold growth when tested in accordance with ASTM C 1338.  
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# FIRST IMPRESSIONS

*The awesome surroundings of Asheville, NC and the breathtaking Omni Grove Park Inn was a memorable experience for everyone who attended the ESICA Spring Conference ... especially for first timers Allison Schau of Armacell and Andy Barnes of SPI, who were eager to share their experiences.*

.....

**Allison Schau**  
**Inside Account Manager**  
**Armacell LLC (A company of the Armacell Group)**

“What a great location and facility! I loved the city... the hiking trails... and the food! The part that really stood out for me, however, was the way ESICA channeled the networking opportunities, which made the event so special.

“As the ‘internal support’ for our sales and marketing managers... and with only one year at Armacell, it was a great opportunity for me to meet the contractors I correspond with on a regular basis and those I have not yet had the opportunity to meet.

“I came from a different segment of the industry, so I was able to learn a lot about what ESICA contractors and suppliers do. I loved soaking up all that knowledge and experience from the professionals around me. There are so many good people in this industry willing to reach out a helping hand. It was truly an amazing experience. I’m extremely grateful for the opportunity.”



**Andy Barnes**  
**Branch Manager, Specialty Products**  
**& Insulation Company**

“My first ESICA event was an awesome experience! The location and venue were breathtaking... a great first impression of the way ESICA does things.

“Asheville is a beautiful town and the Omni had everything you need, right on site.

“But above and beyond the surroundings and amenities, was the opportunity the conference provides to contractors, distributors and manufacturers. This is a fantastic chance to meet and discuss the positives... and the areas that need improvement in our industry.

“There are very few, if any, opportunities like the ESICA conferences for all three facets of the industry to meet and collaborate together.

“Many thanks to ESICA for making this possible for me!”



## Construction Official Urges Senators to Pass Measure to Protect Legal Status of Over 100,000 Construction Workers, Fix Immigration

*Construction Association Head Says Senate Must Pass Immigration Measure that Avoids Significant Disruptions to Construction Projects in Regions with Big TPS & Dreamer Populations*

*The chief executive officer of the Associated General Contractors of America, Stephen E. Sandherr, released the following statement in response to the passage today in the U.S. House of Representatives of the American Dream and Promise Act of 2019, a measure to offer conditional green cards and extend work authorizations to individuals who are in the United States under the Temporary Protected Status (TPS) and Deferred Action for Children Arrivals (“Dreamers”) programs:*

“Members of the House of Representatives have wisely chosen to approve a measure that will protect the legal status of over 100,000 people currently working in the U.S. construction industry, among other individuals. The men and women covered by this measure are making essential contributions to economic development and infrastructure projects across the country.

“Moreover, this measure represents an important first step in reforming the nation’s broken immigration system. Indeed, this association has long championed, and continues to advocate for, broader reforms to our immigration system that include enhanced border security measures and market-based guest worker programs.

“We urge Senators to also act to protect workers in the country under the TPS and Dreamers programs either in a stand-alone measure or as part of broader, and much-needed, reforms to our immigration system. Failure to act will remove tens of thousands of men and women from the domestic construction workforce at a time when a vast majority of contractors report difficulty finding qualified workers to hire.

“Without these workers construction projects in many parts of the country, particularly in regions with a large presence of so-called dreamers and individuals with temporary protected status, are likely to be significantly disrupted. That is why this association made the House measure one of its Key Votes and that is why we and our members will take every possible step to ensure that Senators understand how essential immigration reform is to the nation’s continued economic growth.”



# North America Industrial Insulation Market Size Projected to Reach USD 2.55 billion by 2025

*(From the North America Industrial Insulation Market Analysis Report By Material (Stone Wool, Glass Wool, Calcium Silicate, Cellular Glass, Aerogel), By Product (Pipe, Blanket), By Application, And Segment Forecasts, 2018 - 2025.)*

The North America industrial insulation market size is projected to reach USD 2.55 billion by 2025, according to a new report by Grand View Research, Inc., progressing at a CAGR of 4.0% during the forecast period. Rising awareness regarding energy conservation and increasing energy cost are anticipated to drive the market.

The market exhibits extensive competitive rivalry due to presence of a large number of key players offering wide range of products to industries such as oil & gas and petrochemical. In addition, presence of a number of well-established companies is increasing entry barrier, thereby reducing the threat of new entrants.

Abundance in supply of raw materials in the industry is leading to limited change in the price. Increasing use of advanced materials for production of insulation is estimated to propel the market over the forecast period.

In addition, high import volumes of low cost raw materials from economies such as China are expected to emerge as a major trend.

Majority of these raw materials used in the production of such materials are derivatives of crude oil or natural stone and sand. Presence of stringent regulations in the U.S. coupled with rising concerns regarding environmental degradation due to excessive mining is likely to pose a challenge to the growth of the market over the forecast period.

## **Further key findings from the report suggest:**

- Foamed plastics are poised to exhibit a CAGR of 3.9% in terms of revenue from 2018 to 2025, owing to its superior characteristics such as sound absorption and superior sealing ability against air leaks
- Pipes were the largest product segment and stood at a volume of 612 kilotons in 2017, on account of ability to control & stabilize process temperatures, prevent formation of condensation, and limit pipe erosion
- Petrochemicals are projected to register a CAGR of 4.1% in terms of value during the forecast period, owing to increasing shale oil exploration and presence of a number of gas refineries in the U.S. and Canada
- U.S. accounted for the leading share in the North America industrial insulation market, accounting over 85.5% of the total revenue in 2017 owing to implementation of recent IECC measures
- Major companies in the market focus on improvement of their product portfolio coupled with high investments in R&D of low-cost materials that provide superior properties.

**Read the full report: <https://www.reportlinker.com/p05741319>**



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# IN THE NEWS

## Midwest Fasteners Inc. Awarded NIA's Theodore H. Brodie Safety Award, Silver

Midwest Fasteners Inc., Miamisburg OH, has been awarded NIA's Theodore H. Brodie Safety Award, Silver, in the Manufacturer category for 2018.

Throughout the judging process, applicant companies remain anonymous. Winners are evaluated on the basis of their overall safety program, means of communication, and safety policy. "MIDWEST would like to thank NIA and our valued customers and suppliers," reports Steve Grushetsky, National Sales Manager, Midwest Fasteners. "With those continued partnerships, we will strive to continue to be an industry leader in insulation fastener manufacturing and support. MIDWEST would also like to thank our employees, for continually improving and focusing on servicing our customer base, our products, and our processes."

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Cross section of applied insulation



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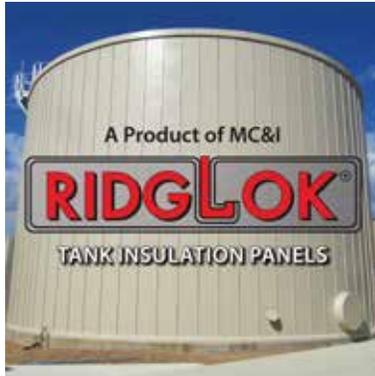
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### **InsulThin® HT from Johns Manville**

InsulThin® HT is a thin, hydrophobic, microporous blanket insulation designed for industrial applications. It offers exceptional thermal performance at high temperatures, and is ideal for applications that have space constraints. InsulThin HT is thermally stable, and it is not susceptible to thermal shift. Additionally, InsulThin HT is both hydrophobic and has an extremely low corrosive potential, helping to prevent corrosion under insulation. Given its low-profile, InsulThin can be paired with other high-temperature insulations, like Thermo-1200™ or Sproule WR 1200®, to create hybrid systems that capitalize on the strengths of multiple insulations.

**Contact: To learn more visit [www.jm.com/InsulThin-HT](http://www.jm.com/InsulThin-HT)**



### **Tank Side Panels from Proto Corp.**

Proto Corporation is the industry leading manufacturer of PVC fitting covers and jacketing systems. Our expansive product offering includes tank side panels which have been used in the field for over 35 years to cover vertical or horizontal tank vessels. They can be used to cover most types of insulation. Panel thickness can be ordered ranging from .040 to .070. Our tank panel systems bring protection against weathering as well as durability to wash down procedures. Please contact our customer service team so we can show you how Proto is leading the way to success on your next job.

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(continued on page 42)

# PRODUCT SHOWCASE



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## TRYMER® 25-50 PIR Insulation from ITW Insulation Systems

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**Contact: [www.itwinsulation.com](http://www.itwinsulation.com)  
800-231-1024**

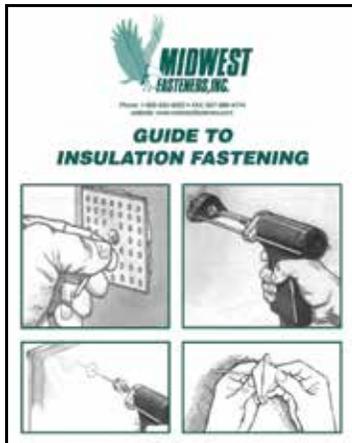


## Inspection Ports from Access Plug Flange, Inc.



Access Plug Flange, Inc. (APF) manufactures inspection ports that are installed on the insulation jacket of insulated pipelines, vessels, tanks, and equipment, allowing inspectors safe and easy access to perform nondestructive testing for mechanical integrity purposes and to check for CUI. APF inspection ports are designed to meet process temperatures ranging from -185 to 1,200°F. They are available in a wide variety of shapes and sizes. APF inspection ports are weather-tight, reliable, durable, safe and easy to install.

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## Guide To Insulation Fastening from Midwest Fasteners

Midwest Fasteners Inc. offers their "GUIDE TO INSULATION FASTENING", the leading industry guide and How To booklet on current commercial and industrial insulation products and practices. The GUIDE is perfect for training, selling, or simple reference. A free download is available at Midwest Fasteners' website [www.midwestfasteners.com](http://www.midwestfasteners.com), an email to [sales@midwestfasteners.com](mailto:sales@midwestfasteners.com), or toll free 800-852-8352.

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### Johns Manville Engineers First-Ever 3" Flexible R-12 Fiberglass Duct Liner

The 3" Linacoustic® RC duct liner is designed to meet the latest IECC code requirements that specify R-12 insulation on ducts in exterior and unconditioned spaces. It is the same high-quality duct liner you've come to expect from Johns Manville's Linacoustic RC with a robust twist: it has a thermal conductivity rating of R-12. This is the only flexible fiberglass duct liner on the market that can meet the new R-12 code requirements in a single layer. As with all our Linacoustic products, this thermally robust duct liner has a glass-mat surface coated with Permacote® an antimicrobial coating to help protect the airstream surface.

**Contact: To learn more visit [www.jm.com](http://www.jm.com)**

### Insul-Mate Cut & Clip Banding from RPR Products Inc.

Cut and Clip Bands are a pre-assembled ready to use product offering a cost-effective and time-saving alternative to field cutting and assembling. Assembled from edge-conditioned banding, the band is folded onto itself, a wing seal added, then mechanically attached onto itself with a strong interlocking clinch joint. Cut and Clip Bands are available in 1/2" and 3/4 inch stainless steel T304, T316 and T304 painted material. Pre-packaged 50 to a bundle in a polyethylene bag (lengths up to 48") or cable tied together (lengths longer than 48"), Cut and Clip Bands comply with the ASTM recommended standard.

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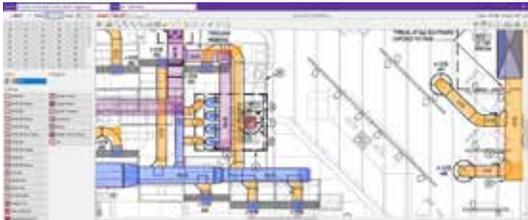
### IPS Inspection Port from Inspection Point Seals, LLC

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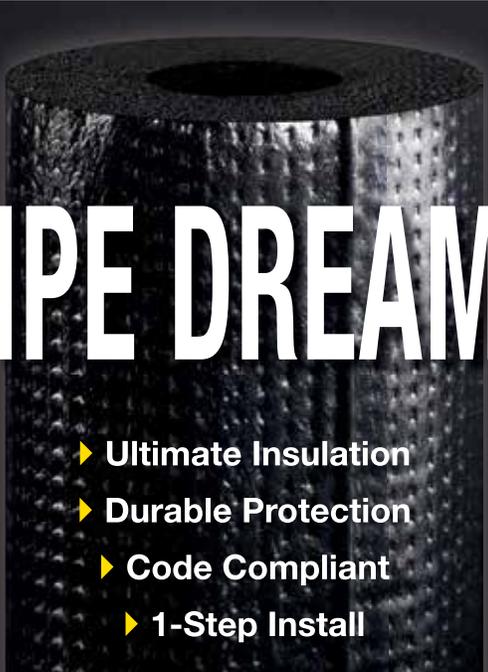
(continued on page 45)



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**AVAILABLE LENGTHS**  
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**AVAILABLE WALL THICKNESS**  
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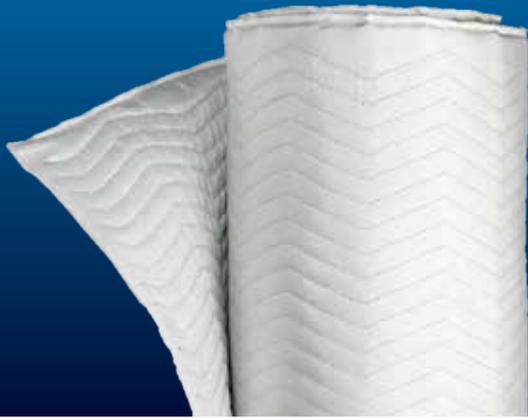
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(continued on page 47)

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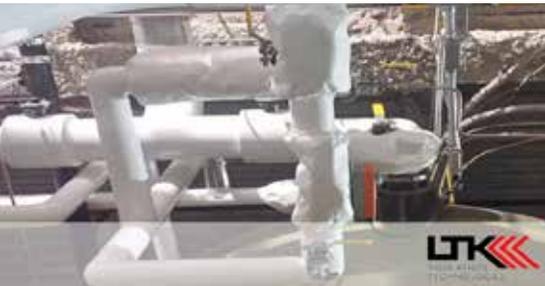
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2. If you are a contractor, please indicate: Union Local Number \_\_\_\_\_

#### 3. Corporate Structure (check one)

Corporation  Partnership  Individual

4. Date of Incorporation \_\_\_\_\_ Year of Incorporation: \_\_\_\_\_

5. Is the company or affiliate engaged in any other type of business? (Please list)

\_\_\_\_\_  
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