WHAT’S INSIDE THIS MONTH:

- 61st June Convention of MICA.
- President’s Message.
- OSHA and the Board of Certified Safety Professionals Form Alliance.
- January Construction Starts.
- President’s 2019 Budget’s Commitment to the American Workforce.
- Steve Marble Retirement Announcement.
- K-Flex USA Expands Commercial Sales Team.
- Armacell Launches Next Generation Aerogel Blanket.
- NIA 2018 Annual Convention.

61st JUNE CONVENTION OF MICA

President Dale Winters and his wife, Diane, wish to extend a warm MICA invitation to you to join them as we conclude his theme year of “Human Relationships”. Come and participate as we share ideas at our annual convention this June 18 – 21, 2018, at the Mystic Lake Casino Hotel, in Prior Lake, Minnesota. Prior Lake is a city 20 miles southwest of downtown Minneapolis seated next to Savage and Shakopee in Scott County in the state of Minnesota. Surrounding the shores of Lower and Upper Prior Lake, the city lies south of the Minnesota River in an area known as South of the River and establishes the urban fringe of the south-southwest portion of Minneapolis-St. Paul, the sixteenth largest metropolitan area in the United States.

We are going to have presentations that cover a wide array of topics that will help you grow your knowledge as a business professional. We will have an opening presentation by our keynote speaker. The following topics will be covered during the convention:

- **Gary Auman** —An update on OSHA requirements.
- **Mr. Dan Bofinger** — NIA President for 2018 – 2019, will give us an update on our industry activities at the national level.
- **Terry Cralle** — MS, RN, MS, CPHQ, will discuss the importance of sleep and its direct link with peak performance.
- **Tax Manager from a international CPA Firm** — will discuss this new world of taxation on both individuals and businesses.
- **Construction Industry Expert** — will provide an economic forecast on the construction industry.
- **Keynote Speaker** — will entertain and educate us on how we impact the lives of people around us.

In addition to the technical activities for the members, we will have the “Best Practices in Safety” Awards, the Safety Roundtable Session, the Member Open Forum Discussions, the twentieth annual “Mick Van Horn Memorial Golf Tournament”, networking social events, and the recognition of the “William R. Heaston Outstanding Member Award” recipient.

Complete convention registration packets will be mailed to the membership early in March. In the meantime, you may access the convention registration form and hotel reservation form from the MICA website at [www.micainsulation.org/events](http://www.micainsulation.org/events). Get a head start on reserving your room at the convention hotel and registering for the 61st annual spring convention of MICA.
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PRESIDENT’S MESSAGE

TO: THE MICA MEMBERSHIP

By now, everyone has heard that the groundhog had seen his shadow. The long time understanding of that event is as follows: If the groundhog sees his shadow, there will be six more weeks of winter and if he does not, it will be six weeks till spring. I modified this saying because I think it more accurately reflects what will take place. I have included a couple of articles to help you make it through the rest of winter.

STEVEN WRIGHT’S HUMOR

If you're not familiar with the work of Steven Wright, he's the famous Erudite (comic) scientist who once said:

"I woke up one morning, and all of my stuff had been stolen and replaced by exact duplicates." His mind sees things differently than most of us do. Here are some of his gems.

1 - I'd kill for a Nobel Peace Prize.
2 - Borrow money from pessimists -- they don't expect it back.
3 - Half the people you know are below average.
4 - 99% of lawyers give the rest a bad name.
5 - 82.7% of all statistics are made up on the spot.
6 - A conscience is what hurts when all your other parts feel so good.
7 - A clear conscience is usually the sign of a bad memory.
8 - If you want the rainbow, you have got to put up with the rain.
9 - All those who believe in psycho kinesis, raise my hand.
10 - The early bird may get the worm, but the second mouse gets the cheese.
11 - I almost had a psychic girlfriend... But she left me before we met.
12 - OK, so what's the speed of dark?
13 - How do you tell when you're out of invisible ink?
14 - If everything seems to be going well, you have obviously overlooked something.

15 - Depression is merely anger without enthusiasm.
16 - When everything is coming your way, you're in the wrong lane.
17 - Ambition is a poor excuse for not having enough sense to be lazy.
18 - Hard work pays off in the future; laziness pays off now.
19 - I intend to live forever... So far, so good.
20 - If Barbie is so popular, why do you have to buy her friends?
21 - Eagles may soar, but weasels don't get sucked into jet engines.
22 - What happens if you get scared half to death twice?
23 - My mechanic told me, "I couldn't repair your brakes, so I made your horn louder."
24 - Why do psychics have to ask you for your name.
25 - If at first you don't succeed, destroy all evidence that you tried.
26 - A conclusion is the place where you got tired of thinking.
27 - Experience is something you don't get until just after you need it.
28 - The hardness of the butter is proportional to the softness of the bread.
29 - To steal ideas from one person is plagiarism; to steal from many is research.
30 - The problem with the gene pool is that there is no lifeguard.
31 - The sooner you fall behind, the more time you'll have to catch up.
32 - The colder the x-ray table, the more of your body is required to be on it.
33 - Everyone has a photographic memory; some just don't have film.
34 - If at first you don't succeed, skydiving is not for you.
35 - If your car could travel at the speed of light, would your headlights work?

Here is a lite hearted take on Cell Phone Etiquette; author unknown:

AFTERNOON HUMOR

After a tiring day, a commuter settled down in his seat and closed his eyes. As the train rolled out of the station, the young woman sitting next to him pulled out her cell phone and started talking in a loud voice:

“Hi Sweetheart. It's Sue. I'm on the train.”

"Yes, I know it's the six thirty and not the four thirty, but I had a long meeting."

"No, honey, not with that Kevin from the accounting office. It was with the boss."

"No sweetheart, you're the only one in my life".

"Yes, I'm sure, cross my heart!"

(Continued on page 7)
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Fifteen minutes later, she was still talking loudly. When the man sitting next to her had enough, he leaned over and said into the phone, "Sue, hang up the phone and come back to bed."

Sue doesn't use her cell phone in public any longer.

Thanks for reading and keep a smile on your face.

Dale Winters
MICA President

OSHA AND THE BOARD OF CERTIFIED SAFETY PROFESSIONALS FORM ALLIANCE TO PROVIDE SAFETY AND HEALTH INFORMATION TO CERTIFICATION HOLDERS

The Occupational Safety and Health Administration (OSHA) and the Board of Certified Safety Professionals (BCSP) recently formed an alliance to provide BCSP certification holders and other practitioners with information and guidance to protect workers’ safety and health.

During the two-year agreement, BCSP will work with OSHA to engage safety and health professionals and their employers in Agency outreach initiatives, such as the Safe + Sound Campaign, and the National Safety Stand-Down to Prevent Falls in Construction. BCSP will also contribute in the development of OSHA resources to assist small and medium-sized employers in identifying situations that may benefit from a safety and health professional’s expertise, and finding the right professional to help.

“Assuring the safety and health of working men and women, and ensuring that safety professionals have the tools to do so, are the foundation of our respective organizations,” said Deputy Assistant Secretary of Labor for Occupational Safety and Health Loren Sweatt. “We look forward to working with BCSP to promote the education and training needed by professionals who help protect workers in America.”

BCSP sets technical competency criteria and certifies safety, health, and environmental practitioners worldwide. The organization mentors more than 38,000 certification holders and others interested in the occupational safety and health profession.

Through its Alliance Program, OSHA fosters collaborative relationships with groups committed to worker safety and health, such as trade and professional organizations, unions, consultates, faith- and community-based organizations, businesses, and educational institutions, to prevent workplace fatalities, injuries, and illnesses. Alliance partners help OSHA reach targeted audiences, such as employers and workers in high-hazard industries, and give them better access to workplace safety and health tools and information.
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FUTURE MICA MEETING DATES

61st Annual Spring Convention — June 18 — 21, 2018, Mystic Lake Casino Hotel, Prior Lake, MN.

Fall 2018 Annual Fall Business Meeting — October 17 & 18, 2018, Embassy Suites Downtown, Omaha, NE.

Winter Board and Committee Meetings — January 2019, TBD.

62nd Annual Spring Convention — June 17 — 20, 2019, Denver, CO Area.

Fall 2019 Annual Fall Business Meeting — October 16 & 17, 2019, Downtown, Omaha, NE.

MICA MEMBER ADDRESS/INFO. UPDATES

Be sure to inform the MICA office of any changes or corrections to your listing for either the MICA Directory, e-mail correspondence or mailing address. Even if you update your company listing on the MICA website, please inform the MICA office of the changes. We try to be as current as possible with your help.
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A Better Tomorrow Through Conservation Today
The value of new construction starts in January receded 2% to a seasonally adjusted annual rate of $725.9 billion, easing slightly after December’s 13% hike, according to Dodge Data & Analytics. The non-building construction sector, comprised of public works and electric utilities/gas plants, pulled back 18% after surging 45% in December, as that month was boosted by the start of the $2.3 billion I-66 Corridor Improvements Project in northern Virginia and a $992 million transmission line project in California. At the same time, nonresidential building edged up 1% in January, supported by groundbreaking for the $1.3 billion domed stadium in Las Vegas NV that will be the new home for the NFL Oakland Raiders once construction is completed prior to the 2020 season. In addition, residential building climbed 7% in January, helped by a rebound for multifamily housing after three straight months of declines. On an unadjusted basis, total construction starts in January were $52.2 billion, down 7% from the same month a year ago. On a twelve-month moving total basis, total construction starts in the twelve months ending January 2018 were up 2% from the twelve months ending January 2017.

The January statistics produced a reading of 154 for the Dodge Index (2000=100), compared to December’s upwardly revised 156. During 2017, the pattern of construction starts frequently showed an up-and-down pattern, which was present towards the end of last year when the Dodge Index fell to 138 in November followed by 156 in December. The 154 reading for the Dodge Index in January, along with December’s 156, shows construction starts climbing back close to last year’s mid-range of activity. For 2017 as a whole, the Dodge Index averaged 159.

“Although the expansion for the construction industry lost some momentum during 2017, on a broad level it can be characterized as deceleration as opposed to decline,” stated Robert A. Murray, chief economist for Dodge Data & Analytics. “January’s level of activity, which held close to last year’s mid-range, is consistent with the picture of a decelerating expansion. The factors affecting construction activity going forward in 2018 have become more varied. Some dampening may come from higher material prices and tight labor markets, yet while interest rates are rising the increases are expected to stay moderate this year. The tax reform legislation is anticipated to lift economic growth in the near term, which may benefit commercial building and manufacturing construction starts. The Trump Administration has provided the outline of an infrastructure program, but the details need to be worked out by Congress against the backdrop of a growing federal budget deficit, which may limit any benefit this year for public works. One plus for 2018 is that the institutional side of nonresidential building should stay close to last year’s elevated pace.”

**Non-building construction** in January was $153.8 billion (annual rate), down 18% from December’s heightened amount. The public works categories as a group fell 15%, with a substantial 34% drop for highway and bridge construction which had soared 66% in December with the start of the $2.3 billion I-66 Corridor Improvements Project in northern Virginia. In January, the largest highway and bridge projects were smaller in scale – a $230 million bridge in Tampa FL and a $105 million highway interchange upgrade in Virginia Beach VA. Reduced activity was also reported in January for sewer construction and water supply construction, each with 26% declines. The miscellaneous public works category, which includes pipelines and mass transit projects, climbed 20% in January as the $2.0 billion NEXUS natural gas pipeline in Ohio and Michigan was entered as a construction start. The dollar amount of new pipeline projects during 2017 shot up 90% to $22.3 billion, and while that amount may not be equaled in 2018, January’s NEXUS pipeline project shows that at least for the near term major pipeline projects continue to reach the construction start stage. River/harbor development work also strengthened in January, advancing 19% with the lift coming from $260 million for the harbor deepening project in Charleston SC and a $240 million lock replacement project in Chattanooga TN. The often-volatile electric utility/gas plant category plunged 39% in January, following December’s 93% increase. Even with the decline, January included the start of an $872 million gas-fired power plant in Louisiana and a $260 million solar power facility in Texas.

**Nonresidential building** in January was $240.8 billion (annual rate), a slight 1% rise on top of December’s 10% gain. The institutional categories as a group rose 8%, led by a 149% jump for amusement-related projects which featured the start of the $1.3 billion domed stadium in Las Vegas NV for the soon-to-relocate NFL Oakland Raiders. The other institutional project types all showed reduced activity to varying degrees, relative to December. Educational facilities, the largest nonresidential building category by dollar amount, slipped 1%. Large educational facilities projects that reached groundbreaking in January were a $210 million biomedical innovation building for Stan-

(Continued on page 15)
ford University in Stanford CA, a $150 million expansion to the Denver Art Museum in Denver CO, and a $100 million exhibition space for the Space Shuttle Endeavor at the California Science Center in Los Angeles CA. Large high school projects that reached groundbreaking in January were in Crofton MD ($96 million), Tyler TX ($95 million), and Boiling Springs SC ($95 million), among other localities. Healthcare facilities retreated 10% in January, although the latest month did include the start of several large hospital projects, such as the $254 million Hubbard Center for Children Medical Center in Omaha NE, the $120 million replacement for the Memorial Hospital Complex in York PA, and a $109 million medical center renovation in Canandaigua NY. The remaining institutional categories showed these January declines – transportation terminals, down 6%; religious buildings, down 23%; and public buildings (courthouses and detention facilities), down 25%.

The manufacturing plant category strengthened in January, climbing 99% after a weak December. Major manufacturing projects that were entered as January starts were a $400 million portion of an upgrade underway at a semiconductor plant in Chandler AZ, a $200 million aerodynamic testing center for the Ford Motor Company in Allen Park MI, a $110 million food processing plant in Longmont CO, and a $105 million expansion to a food processing plant in Jack AL. The commercial categories as a group fell 15% in January. New office construction starts retreated 31% after a sharp 44% jump in December which included two large Facebook data centers, located in Sandston VA ($750 million) and Prineville OR ($400 million). The largest office projects that reached groundbreaking in January were a $350 million Facebook data center in New Albany OH, a $160 million office building in Washington DC, and the $140 million renovation to the Portland Building in Portland OR. Hotel construction dropped 13% after a 4% gain in December, although the latest month did include the start of a $300 million hotel in New York NY. The remaining commercial categories witnessed this performance relative to December – stores, down 2%; warehouses, unchanged; and commercial garages, up 4%.
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PRESIDENT’S 2019 BUDGET REPRESENTS STRONG COMMITMENT TO THE AMERICAN WORKFORCE

U.S. Secretary of Labor Alexander Acosta commented on President Donald J. Trump’s Fiscal Year 2019 budget request for the U.S. Department of Labor. Through targeted investments and common sense reforms, the Department’s budget request supports the President’s continued efforts to create good, safe jobs for the American people.

“The President’s budget provides a fiscally responsible framework to advance the Department of Labor’s mission of ensuring all Americans have access to family-sustaining jobs,” said Secretary Acosta. “From addressing the skills gap through apprenticeships to prioritizing workplace safety, this budget reflects a strong commitment to the American workforce. It also includes important reforms to ensure that taxpayer dollars are used to maximum effect.”

The FY 2019 request for the Department of Labor is $10.9 billion in discretionary budget authority, paired with mandatory investments and reforms.

Fiscal Year 2019 Department of Labor Budget Request Highlights:

Equips Americans with the skills they need to fill open, high-paying jobs by increasing investment to $200 million in apprenticeships, a proven earn-while-you-learn strategy. Apprenticeships match job creators with job seekers, furthering the goal of a skilled American workforce.

Places a priority on helping protect American workers through robust enforcement of worker safety laws and compliance assistance outreach. The budget includes:

- $549 million for the Occupational Safety and Health Administration to help ensure workers are safe on the job, providing $135 million for federal and state compliance assistance activities to enhance employer outreach and training.
- $230 million for the Wage and Hour Division to protect wages and working conditions in U.S. workplaces, including a funding increase of $4 million to educate employers on how to comply with the law.
- $376 million for the Mine Safety and Health Administration, reflecting a strong commitment to enforcement, compliance assistance, training, and innovative technologies to protect the safety and health of the nation’s miners.
- $190 million for the Employee Benefits Security Administration, providing a $2 million increase to provide interpretive guidance, enforcement, oversight activities, and compliance assistance.
- $47 million for the Office of Labor-Management Standards to administer safeguards for labor union democracy and financial integrity, including a funding increase of $3 million to re-establish the International Compliance Audit Program.

Protects the American workforce by requesting Congressional authorization to cover the operating costs for foreign labor certification programs through fees paid by employers who use these programs. This will ensure that only employers who use the program pay for it instead of funding it from tax dollars, and the program will have a more reliable, workload-based source of funding that ultimately eliminates the need for appropriations.

Provides for paid family leave for new parents. The Budget invests in a better future for Americans with a proposal to provide six weeks of paid family leave to new mothers and fathers, including adoptive parents, so all families can afford to take time to recover from childbirth and bond with a new child.

Reforms the Federal Employees’ Compensation Act program by modernizing program administration, simplifying benefit rates, and introducing controls to prevent waste, fraud, and abuse.

Creates a more accountable and efficient Department by centralizing administrative activities such as procurement, human resources, financial management, and security within the Department to improve oversight, eliminate duplication, and save money. The Budget also provides the Department with flexibilities to better allocate resources to fund IT modernization.

OWENS CORNING ANNOUNCES THE RETIREMENT OF STEVE MARBLE

Please join Owens Corning in extending best wishes to Steve Marble, who is retiring from Owens Corning on April 27th. Steve’s service to his customers and mentorship to those at Owens Corning exemplify part of what makes Owens Corning great – our people.

Steve worked for UC Industries as a Sales Representative for 10 years until Owens Corning purchased them in 1994 and he has continued to be a leader as a Sr. Area Sales Manager supporting Nebraska, Iowa, Kansas, Oklahoma, Arkansas, and parts of Missouri.

Please join us in thanking Steve for his numerous contributions to Owens Corning and wish him all the best in his future.
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K-FLEX USA, a leading manufacturer of flexible elastomeric foam, is proud to announce several regional additions to its Commercial Market Sales Team. All of the new additions will report to Steve Brown, National Sales Manager.

- David Eidson will be representing the company throughout the Southeast. David has been with K-Flex for 3 years, previously working in the company’s HVAC wholesale sales division. David is based near Atlanta and can be reached at david.eidson@kflexusa.com.

- Jeff-Co Sales and Marketing, http://www.jeff-co.com/, will be representing the company throughout the Midwest. The Jeff-Co sales team consists of Jeff Rebholz, Chad Rebholz and Ron Carlson.

- TALON Products Inc. will be representing the company in Texas, Louisiana, Oklahoma, New Mexico and Arkansas. The Talon sales team consists of Chip Johnston and John Harvey.
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- 5, 10, 15 and 20mm thickness range providing customers with additional choice,
- Featuring proprietary dust-reducing technology developed by Armacell,
- Operating from new aerogel blanket production line in South Korea.

Armacell, a global leader in energy efficiency, announced the release of ArmaGel HT, a next generation flexible aerogel blanket for high-temperature applications, made in South Korea on the new aerogel blanket production line within Armacell’s existing Cheonan facility.

As part of the company’s new ArmaGel range, ArmaGel HT is optimized for high-temperature applications up to 650 degrees Celsius. With its exceptionally low thermal conductivity, it is one of the best performing insulation materials available today, offering equal thermal performance at a fraction of the thickness - up to 80 percent thinner than competing insulation products. It will introduce new sizes of aerogel blankets to the market providing the customer with more choice. 10mm thickness is available today, with 5, 15, and 20mm thicknesses available later in 2018.

ArmaGel HT offers a multitude of benefits. It is light-weight for improved handling and easier transportation. For maintenance purposes, product removal is made simple reducing both downtime and the need to purchase replacement insulation during regular maintenance cycles. It cuts easily and conforms to preferred shapes. It is hydrophobic and breathable, thereby keeping mechanical equipment drier for longer and enhancing protection against corrosion under insulation. It also offers best-in-class acoustic performance and designed thicknesses reduced by up to 40 percent.

Effective insulation is a key factor in tackling climate change, as it is one of the simplest, fastest and most cost-effective means of improving energy efficiency. Our new product is environmentally safe, chlorine-free and landfill disposable. In addition, it features Armacell’s innovative dust-reducing technology, LoDust, making it the right fit for installers.

“We are excited to launch the next generation aerogel technology, enabling us to deliver a complete portfolio of thermal and acoustic insulation solutions. In combination with our core elastomeric flexible foam offering and design capabilities, the enhanced performance parameters of ArmaGel deliver state-of-the-art solutions to our customers around the globe with an excellent quality/cost ratio”, says Patrick Mathieu, President & CEO of the Armacell Group.

Armacell creates this ultra-light, high-tech aerogel blanket technology in Cheonan, South Korea. Covering 21,206 square meters of land, the manufacturing facility close to Seoul is set to become an important hub for industry-leading aerogel manufacturing solutions and lies at the heart of Armacell’s vision to be the global leader in providing innovative, technical insulation solutions and components to conserve energy and make a difference around the world.
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Hello ROCKWOOL

We have a new global story to tell. You’ve always known us as ROXUL, the market leader in industrial stone wool insulation. But in a time when safety and sustainability demands in the industrial and marine & offshore sectors are greater than ever, how can we simply sit back? We can’t. We have always been part of the ROCKWOOL Group. Now, united under one global name, we can innovate, explore and develop new ways to do even more for our customers and our planet. We are more than just market leaders. We are making our customers’ operations safer, better for the environment and more efficient and effective.

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Find out more about what the change in our name means to you. Visit rockwool.com/hello
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Contact us today to experience the Proto difference.
Three Popular Tax Benefits Retroactively Renewed for 2017; IRS Ready to Accept Returns Claiming These Benefits; E-File for Fastest Refunds

The Internal Revenue Service said that it is ready to process tax year 2017 returns claiming three popular tax benefits recently renewed retroactively into law.

The Bipartisan Budget Act, enacted on Feb. 9, renewed for tax year 2017 a wide range of individual and business tax benefits that had expired at the end of 2016. The IRS has now reprogrammed its processing systems to handle the three benefits most likely to be claimed on returns filed early in the tax season.

As a result, taxpayers can now file returns claiming:

- Exclusion from gross income of discharge of qualified principal residence indebtedness (often, foreclosure-related debt forgiveness), claimed on Form 982,
- Mortgage insurance premiums treated as qualified residence interest, generally claimed by low- and middle-income filers on Schedule A, and
- Deduction for qualified tuition and related expenses claimed on Form 8917.

The IRS is working closely with tax professionals and the tax-preparation industry to ensure that their available software processes can now accommodate these new provisions. As always, filing electronically and choosing direct deposit is the fastest, most accurate and most convenient way to receive a tax refund. Last year, nearly 87 percent of individual returns were filed electronically and nearly 80 percent of refunds were direct deposited.

The IRS is continuing to update its systems to handle returns claiming the other tax benefits extended by the new law, enacted on Feb. 9. In general, these benefits affect a smaller number of taxpayers. Taxpayers eligible for these benefits can avoid delays or possibly needing to file an amended return later, by filing after IRS systems have been updated to reflect these changes. Check IRS.gov/Extenders for future updates.

Taxpayers who have already filed their 2017 federal tax return and now wish to claim one of these renewed tax benefits can do so by filing an amended return on Form 1040X. Amended returns cannot be filed electronically and can take up to 16 weeks to process. Visit IRS.gov for details.

April 17 Filing Deadline
The filing deadline to submit 2017 tax returns is Tuesday, April 17, 2018, rather than the traditional April 15 date. In 2018, April 15 falls on a Sunday, and this would usually move the filing deadline to the following Monday – April 16. However, Emancipation Day – a legal holiday in the District of Columbia – will be observed on that Monday, which pushes the nation’s filing deadline to Tuesday, April 17, 2017. Under the tax law, legal holidays in the District of Columbia affect the filing deadline across the nation.

About NIA’s 63rd Annual Convention

The National Insulation Association® (NIA) invites you to join your industry colleagues April 18–20, 2018, at the Hyatt Regency Grand Cypress.

NIA’s 63rd Annual Convention will include the networking, educational, and entertainment events that you look forward to each year with a few new additions and a new Wednesday–Friday schedule. The Convention theme—Learn, Lead, Share—will become a reality through education and networking in Orlando and will be paid forward to your business and the industry for years to come. NIA looks forward to welcoming attendees from all segments of the mechanical insulation industry to Orlando!

Introducing a New Wednesday–Friday Schedule

Our members have spoken—and we’ve listened. NIA is debuting a Wednesday–Friday schedule, which gives attendees the option to stay in Orlando for some personal time or head home to get back to your family and your business sooner.

New Updates for 2018

- Adding a second high-caliber Keynote Speaker—open to all attendees, including registered spouses and guests.
- Moving NIA’s Dessert Hospitality Suites and Silent Auction to Friday evening, April 20, the final night of Convention.
- Offering new multiple registrant discounts—companies that send 3 or more people receive $100 off the third and any additional full member registration rates.

Who Should Attend

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

Registration Now Open

Sign up today to at https://insulation.org/convention2018/ and receive both the early bird discount and the multi-registrant discount.
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