The 2014 Fall Business Meeting of MICA is scheduled for Wednesday, October 22, and Thursday, October 23, 2014, in Omaha, Nebraska. Board and Committee members should plan to arrive on Tuesday, October 21, 2014. The site of this fall's meeting is the Embassy Suites Downtown Hotel in Omaha.

This year the Board decided to host a day long educational seminar on “Project Management” presented by FMI, Inc. Registration information regarding this free seminar was sent to you by e-mail earlier this month. If you wish to attend this seminar, you need to register as soon as possible. Space is limited, and registrations are taken on a first come, first served basis.

This year’s fall business meeting will include updates and discussions on several topics crucial to your business operations. The technical sessions will include presentations on company liability issues, establishing a culture that is right for your company, key fiscal performance criteria in managing for profitable growth, an industry forecast on manpower issues, how to effectively manage your fleet of vehicles, and OSHA updates. We will focus on providing the membership with new insights on these issues in order for you to “get involved” in your industry association and to be better business professionals.

The fall business meeting will address the above issues and more. Gary Auman will update us on OSHA regulations, and he will provide us with the presentation on the 3rd party liability issues. Gary continues to attend our fall meetings as a resource to our Board. He shares his knowledge and expertise with us to make us a better association. His advice can make you a better business professional. His presentations alone are worth the registration fees!

We will once again have three concurrent forums dealing with member issues. We will have a union contractor forum, an open shop contractor forum, and an associate member forum, all running simultaneously.

Last year our associate members classified as manufacturers were invited to display their products at our fall business meeting. The table top displays were available for viewing by our membership during our extended Wednesday evening welcome reception. We will continue with such displays again this year for our fabricators, distributors or independent reps member firms. These table top displays will be open for viewing during our Wednesday evening reception. Our reception will begin at 5:30 p.m. and conclude at 7:00 p.m. This will still leave you with plenty of time for dinner and socializing with your fellow MICA members.

The discounted room rate at the Embassy Suites is $154.00 per night, single or double occupancy. Included in this rate is complimentary wireless internet in your guestroom. Room reservations are to be made directly with the Hotel. You should call the hotel reservations department at (800) EMBASSY (362-2779) to make your individual room reservations. To receive the contract rate, you need to identify that you are with the Midwest Insulation Contractors Association group. Please reserve your room by September 15, 2014.

This year’s program is a must attend for you and your key employees. We have tiered this year’s registration fee to encourage more participation by individual firms. The registration fee is $195.00 for the first attendee from a member company, $185 for a second attendee and $175 for all additional attendees. Please complete your registration by October 6, 2014.

Make a concerted effort to inform one or two potential member firms about the meeting. Invite them to attend, encourage them to join, and share your registration material with them.
PRESIDENT’S MESSAGE

TO: THE MICA MEMBERSHIP

Good day MICA friends.

Well, summer is almost over, and I hope everyone had a chance to spend some quality time with friends and family and maybe even got away for a vacation! Hard to believe it’s that time of the year to start thinking about back to school for the kids. The start of the school year is always fun for us. We get to spend quality time fighting over homework assignments, adjusting to a different routine from summer and an earlier bedtime. (Mostly because Renee and I are tired). I am sure it was this way for me when I was a kid, but I don’t remember it being so tiring.

Your Executive Committee, Board of Directors, and Committee Chairs have been busy preparing for the October Business meeting to insure that you get the most value for your membership. I think we have some great programs planned that will help us in our business operations.

I would like to thank all of those who made the recent trip to the Blue Harbor Resort to help with planning the fall business meeting. The weather was great, and the wait for the Friday night fish fry was worth it. I don’t think anyone should have trouble finding good food in Sheboygan next June. There are lots of great restaurants all within walking distance of the resort. For you fishermen, several charter boats are located right down from the resort. Again, all within walking distance.

MICA is the industry leader because of your willingness to participate. It’s great to have so many members willing to give up their weekend to “Get Involved” with our planning meeting to insure our members are getting the most value. If you have a potential topic you would like to see at a future MICA event, please don’t hesitate to share them with one of the Board members or send them directly to Tom at the MICA office so we can consider them.

I am pleased to announce that during our planning meeting, the Board of Directors has agreed to offer another free seminar to precede the fall business meeting similar to the past couple of years. This pattern has proven to be well received by the membership and very well attended by our members. This pre-meeting seminar offers a great educational opportunity to everyone who attends. The free seminar along with several other topics that are important to our industry will make attending our October Fall Business Meeting a must. – More information to follow.

I look forward to seeing everyone in Omaha

Thanks for reading

Respectfully,

Lance Pickerign
MICA President
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FUTURE MICA MEETING DATES

Fall 2014 Annual Fall Business Meeting — October 22 & 23, 2014, Embassy Suites Downtown, Omaha, NE.

58th Annual Spring Convention — June 22 — 25, 2015, Blue Harbor Resort, Sheboygan, Wisconsin. [Please note that the convention will begin on the Monday after Father’s Day. This slight change in the schedule is the direct result of member feedback to the Board].

Fall 2015 Annual Fall Business Meeting — October 21 & 22, 2015, Embassy Suites Downtown, Omaha, NE.

59th Annual Spring Convention — June 2016, Under Consideration. Send your suggestions to the MICA office.

Fall 2016 Annual Fall Business Meeting — October 19 & 20, 2016, Embassy Suites 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.
Midwest Fasteners, Inc. (Miamisburg, Ohio, USA: www.midwestfasteners.com) announces the first releases in our Video series on Insulation Fastening, Pin Welding and Stud Welding. Initially published in June 2014, the series addresses a number of “How to” issues of interest to Insulation installers, as well as Welding professionals. Available on You Tube (https://www.youtube.com/channel/UC28acijVURuLC52NGiW8nyg) and via the Midwest website (http://www.midwestfasteners.com/studweldvideos.html), 6 videos are now available with topics ranging from How to Install Cupheads, Weld Pins and Weld Studs to What Is Capacitor Discharge Stud Welding.

Other highlighted topics range from “How to Install” ... Cupheads, Weld Pins and C.D. Weld Studs as wells as “How to Set Up” for specific fasteners. General guidelines are given for prospective and new users, with the series extending specifically into application and proper testing to assess proper weld results all with hands on video and easy to follow onscreen instruction.

Tom Hartmann, President and CEO of Midwest Fasteners, upon initial review of the Video series remarked: “In 2014 you can look up how to do ANYTHING on the internet. We are now providing our Market the building blocks to not only help train operators and applicators, but also redefining how this training is done. This will lead to a whole new understanding of the use of these products and processes.”

The first series of 6 videos will have an additional 2 entries before the Fall of 2014, with an additional 810 Video segments planned for the second Stage of the project. These latter titles will include emphasis on non-welded Insulation Fasteners, both how to and troubleshooting, as well as the more Heavy Duty Arc Stud Welding processes, both defined and illustrated in practice.

For more information, visit midwesfasteners.com/video, contact your MIDWEST Fasteners Distributor, or call MIDWEST at 800.852.8352.

FALL PRE-MEETING EDUCATIONAL SEMINAR

This year the Board decided to sponsor free a day long educational seminar conducted by FMI, the largest provider of management consulting, investment banking and research to the engineering and construction industry. The Board is sponsoring this seminar as one of the many benefits that come with your membership in MICA. This day-long seminar will be held on Tuesday, October 21, 2014, from 8:00 a.m. until 4:00 p.m. at our fall business meeting hotel, the Embassy Suites Downtown, in Omaha.

Matt Marshall, Business Development Director with FMI will be conducting the seminar with Mark Sherwood, Senior Consultant with FMI. As the business development director for FMI’s Training and Development practice, Matt specializes in working with construction and engineering companies to create and deliver comprehensive management and leadership development programs for staff at all levels to increase individual

(Continued on page 8)
and team performance, employee retention and company profitability.

Mark “Rusty” Sherwood is senior consultant with FMI’s Center for Strategic Leadership. Rusty is committed to building a better future for the global construction marketplace by developing exceptional leaders one at a time. He specializes in strategic thinking and the means and methods by which senior leaders and their teams develop the skills to lead enduring high-performance organizations.

A list of the topics that will be covered during the seminar are shown below.

**Trends Shaping the Industry**
To succeed in a constantly changing business environment, leaders need to reexamine the way they think about their business, their strategies and their people. Strategic leadership provides vision and direction for the enduring growth and success of an organization amidst these changes. In this session, we will cover the most important trends that are occurring in the construction industry, and provide participants with actionable items that they can use to begin preparing now. Strategic leaders use these trends to advance overall organizational goals and align their teams to adapt and change in this uncertain environment.

**Turning Your Project Managers into Business Managers**
Although they need to have a solid foundation of technical knowledge, the most successful project managers have also developed strong management, leadership and business skills in order to execute projects profitably. Project managers need to understand the financial impact of what they do every day and learn to proactively manage cash flow, accurate forecasting of cost to complete along with tracking, pricing and collecting of change orders. The best project managers will accomplish this while maintaining positive client relationships to leverage future repeat business.

**Bridging the Gap in Organizational Risk Management**
Risk lives in all functional areas of contractors’ business. How well they formalize the risk management function within the organization is what separates the best in class from the rest. These best-in-class contractors treat risk management more holistically and have identified and bridged the gaps that exist within their organizations.

**Strategic Leadership Revisited: Putting it All Together**
With the constant barrage of urgent project deadlines, client demands and staying relevant in the marketplace, finding time to lay out the strategies to successfully deal with industry change and ambiguity may take a back seat. With a firm understanding of industry trends, risk profiles and business drivers, this last session focuses on moving from theory to action. This interactive wrap-up for the day will provide the key steps for leaders to create common purpose, alignment and buy-in for their organizations – the foundations for implementing and executing strategy.

If you are interested in registering for this educational seminar, contact the MICA office.
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AEROFLEX USA, INC. INTRODUCES

CEL-LINK® II

Sweetwater, TN June 30, 2014 – Aeroflex USA, Inc. created a revolutionary method for joining sections of their proprietary dual-direction pressure-sensitive closure pipe insulation, Aerocel® Stay-Seal™ with Protape™ (SSPT). This is an innovation the insulation community has been requesting for many years. The new creation is called Cel-Link® II, formed by using a high-performance pressure-sensitive adhesive. Cel-Link® II is now being included, as a standard, in boxes of Aerocel® SSPT pipe insulation. Aeroflex USA, Inc. strives to provide the market with the most productive and longest lived elastomeric insulation systems available. Cel-Link II provides the installer with a method of completing projects with the best cost, in harsh conditions, in critical environments where liquid adhesives present problems, in low VOC applications like LEED® certified projects. Cel-Link II can be installed in temperatures as low as 0°F, and provides in-place service from -50°F to +257°F. No other joining method like Cel-Link® II exists for elastomeric insulation.

Because of the low VOC emissions and higher service temperature, Aerocel® SSPT with Cel-Link® II makes the best pipe insulating system for the most aggressively growing kind of HVAC systems in North America -- variable refrigerant flow (VRF) ductless split systems. The producers of these types of systems require pipe insulation that can serve continuously up to 248°F, since these systems can operate at these elevated temperatures for extended periods of time. Aerocel® SSPT with Cel-Link® II is the only elastomeric pipe insulation that allows the contractor to meet these stringent service requirements with a standard product and a self-sealing closure, providing a low VOC installation, in the unique range of sizes needed for these systems.

Cel-Link® II is patent pending with the United States Patent and Trademark Office. Aeroflex USA continues to support and reinforce our position as the world’s leader in EPDM closed-cell foam elastomeric insulation, and innovation for foamed elastomeric insulation. Aeroflex USA. Inc. continues to expand the size range of pipe insulation which is supplied with Cel-Link® II as a standard. Call your Aeroflex USA representative to obtain a sample of Cel-Link® II, the biggest revolution in insulation sealing systems in years. More information about Aeroflex USA’s Cel-Link™ II can be found at: www.aeroflexusa.com/cel-link2. A short installation video can be viewed at Aeroflex USA’s YouTube channel: http://www.youtube.com/watch?v=Go6gcW3OB_8

Aeroflex USA, Inc. produces elastomeric thermal and acoustical insulation used in buildings, appliances, commercial and residential heating and cooling equipment, and other specialty applications. Many changes are taking place in the mechanical and specialty insulations industry. Aeroflex USA’s new developments are responsive to the need for changing products. Cel-Link® II represents another of these innovations, in a long list of innovations: EPDM for thermal insulation, dual-direction, over-lapping self-seal closure, pipe insulation ID’s over 6” IPS, wall thicknesses over 1”, high-strength, lightweight, easy-to-install rigid pipe hanger supports, standard elastomeric product that will not accelerate stress corrosion cracking or corrosion-under-insulation.
The National Insulation Association (NIA) is excited to announce that it is taking the 2014 Committee Days meeting to Fort Worth, Texas. It will be held from November 11-12, 2014 at the Omni Fort Worth Hotel. Also for the first time ever, this series of industry meetings will be open to non-members.

This is a move that NIA President David Dzina says will make the event more accessible to members, while allowing non-members to see firsthand the benefits NIA offers to the insulation industry. "Committee Days affords the opportunity for us to develop strategies that make the industry stronger, and discuss trends, concerns, and challenges," Mr. Dzina said. "By attending this important event, you become a part of building and shaping the industry."

A highlight of Committee Days is the keynote address at the annual luncheon. In the past, industry and safety experts, lawmakers, and policy experts have spoken. During last year's Committee Days Luncheon, attendees enjoyed an enthusiastic speech from Representative Roger Williams (R-TX). The organization is currently in the process of selecting the keynote speaker for the 2014 event.

During Committee Days, attendees hear reports on business, industry-relevant topics, and current NIA activities from committees such as Health and Safety, Distributor/Fabricator, Technical Information, Merit Contractor, Union Contractor, and others.

This event attracts approximately 100 members each year, with 55% of attendees being contractor/distributor/fabricator/laminator members and 45% being associate members (manufacturer attendees). It is an extremely important event where NIA's members help to decide NIA's areas of focus and direction, as well as provide important feedback on the biggest issues in the industry.

Fort Worth is known as the "city of cowboys and culture," and offers visitors numerous attractions and entertainment options suitable for a variety of tastes. Committee Days information and online registration will be available soon. Please visit NIA's website at www.insulation.org for the most current information.
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INDUSTRIAL INSULATION GROUP RELEASES INSULTHIN™ HT, A VERSATILE INSULATION SOLUTION

Johns Manville’s industrial insulation business, Industrial Insulation Group (IIG), announced recently that InsulThin HT is now available for shipment; making it the newest release in IIG’s expanding line of industrial insulations.

This much-anticipated product is a hydrophobic, flexible, microporous, thin blanket insulation made for high-temperature applications. Coupling a thin profile with an extremely low k-factor makes InsulThin HT ideal for insulating pipes and other equipment in restricted spaces. Its flexibility allows it to wrap both large and small pipes without losing any of its insulating properties, and its unique stitching pattern enables ease of cutting and fabrication.

Garry Caudill, marketing and product management leader for IIG, expressed excitement that IIG is continuing to expand its range of offerings. “We understand that our customers have an array of needs that are unique to every application and that there isn’t a one-size-fits-all insulation. That’s why we know InsulThin HT is an important addition. It can be used as a stand-alone insulation if necessary, or it can be used in combination with proven traditional insulations like calcium silicate or perlite to form a custom, hybrid solution.”

Caudill explained that when InsulThin HT is coupled with IIG’s calcium silicate offering, Thermo-12® Gold with XOX, it not only requires less space, but capitalizes on the excellent corrosion resistant properties of both insulations, thus offering the added benefit of superior CUI (corrosion under insulation) protection. Additionally, pairing InsulThin HT with a traditional insulation offers customers a lower cost solution, allowing them to take advantage of the space-saving nature of InsulThin HT without incurring the cost of a 100% InsulThin HT installation.

“The market has expressed a desire for thin insulation options, but we are aware that cost is always a factor. We understand that both insulation space and budget may be limited, which is why we offer InsulThin HT alone or as part of a hybrid solution.” Caudill said. He explained that IIG will continue to add new products to their product line. “We are committed to expanding our insulation portfolio in the coming months in alignment with our strategy to remain the leading industrial insulation solutions provider.”

For additional information, visit http://www.iig-llc.com.
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