The 56th Annual Spring Convention of MICA is now history. The setting was awesome, our attendance reached 192, and the speakers and technical programs were superb. The following is a summary of attendance:

- Members & Spouses: 160
- Speakers & Guests: 6
- Children: 26
- Total Attendance: 192

This convention marked MICA’s 56 years of serving the insulation industry. The Board of Directors worked long and hard this past year to make this convention an educational experience. This year we moved the start of the convention one day later. Instead of starting on Father’s Day, we started on the Monday following Father’s Day. This move was greatly appreciated, especially by the associate members who were able to spend Father’s Day with their families. This pattern will continue in 2014.

The welcome reception was sponsored by 58 of the 75 associate member firms. The setting, a covered outdoor patio, provided a unique setting for the event. The hors d’ovres were tasty and the libations flowed freely; like the rain.

The opening session included a plated breakfast and a keynote address by Mr. Blaine Millet, President and Chief Advocate of WOM 10 based in Seattle, WA. Mr. Millet provided an excellent overview of the impact that social media has, and will to continue to have, on our businesses and personal lives. He shared some staggering statistics regarding the global use of social media outlets.

During the opening session, we recognized the seventh-year recipients of the “Safety Best Practices Award”. This award was initiated by the Environmental & Safety Committee of MICA. We congratulate these companies for their efforts in safety. Please see the complete article on this most prestigious award on page 22 of this newsletter.

The morning session concluded with another, more technical presentation by Blaine. In this session, Blaine tailored his presentation to the effective use of social media in business. He contrasted the use of a website, a blog, a twitter and a tweet and how they convey different messages to potential clients and customers as well as existing clients and customers. It was a most informative session for those in attendance.

Our fifteenth annual “Mick Van Horn Memorial Golf Tournament” was held on Tuesday afternoon. Forty-eight golfers participated in the tournament. The Naples Grande Golf Club provided a unique and challenging setting. The course provided a picturesque view with plenty of water. A complete summary of the tournament results is provided later in this newsletter.

The Wednesday session began with a presentation by Mr. David Dzina, current president of NIA. He provided an update on the activities of the NIA in its efforts to promote the insulation industry nationally. David stressed the need for all members to become more active in supporting regional and national initiatives, especially the NIA Foundation’s efforts on Capitol Hill.

Our second speaker of the morning was Mr. David A. Harvey. David is a Sales Associate with the International Foundation of Employee Benefit Plans (IFEBP). Founded in 1954, the IFEBP is the oldest and largest non-profit, non-lobbying organization in North America, whose sole mission is employee benefits education and training. David provided a most informative presentation on the “Affordable Healthcare Act” and its impact on our business and personal lives. He outlined what we can expect to happen during the remainder of 2013 and what is expected to happen as we move into 2014. David’s Q & A had to be cut short in order to allow our other speakers time. David’s PowerPoint presentation is available to you by calling or e-mailing the MICA office.

(Continued on page 4)
PRESIDENT’S MESSAGE

TO: THE MICA MEMBERSHIP

HELLO MICA FAMILY!

It was great to see everyone again in (mostly) sunny Naples. Did anyone notice that the thunder and lightning moved in every time Gary gave an OSHA update? We had around a dozen “First Timers” at the convention this year. I know my wife, Mandy, and I enjoyed welcoming them all into the MICA family.

Mandy and I, as well as the Board of Directors would like to send a special “thank you” to current NIA President David Dzina and his wife, Robbin. It’s fantastic to have the NIA and MICA work so closely to improve our industry! The Dzina kids and the Pfister kids hit it off immediately and spent many hours in the rain, pool, and running around the hotel together.

I use the word “family” a lot when talking about MICA, because to me it feels like an extension of my family. I take great pride in the fact that I am the fourth Pfister to be elected President of MICA. My Grandfather Jim was a Charter Member of MICA as well as MICA’s 12th President in ’68-’69, my Uncle John was the 34th President in ’90-’91 and my dad Jim was the 47th President in ’03-’04. I started attending MICA meetings shortly after my 1st birth-

day. Sure, I had to skip a few when high school and college got in the way, but when I joined the business in an official capacity in 2000, I was on board 100%. Mandy and I have been very fortunate to carry on the family tradition and bring our children Jay and Charlotte into the MICA family as well. My dad has always stressed the importance of MICA and being an active, attentive and involved member. He has been a role model for me as I moved through different positions and committees in MICA (among other aspects of life too, of course). My dad has always advised me to be involved with MICA and give my time to try to better the industry as a whole. He has given decades to MICA, serving and working toward making MICA and the insulation industry better, without asking for anything in return… That’s exactly what I intend to do.

I’m truly excited about the next year for MICA. The Board is putting together some great programs for the upcoming meetings. My focus this year is Building a Sustainable Business. Not sustainable in the typical sense when used in our industry, but building a business that can survive and thrive through generations. Building a business that is Professional, Passionate, and Profitable (the 3 P’s). Building a business that can weather financial storms, as well as position itself to capitalize on opportunities that unexpectedly pop up. I think everyone reading this would agree there is one (or more) aspect of their business that can improve; safety, project management, accounting best practices, communication, technology, etc. Whether you’re a contractor or an associate, an estimator or the President of your company, you’ll be able to learn something that will have an immediate impact on your bottom line and strengthen the foundation of your company.

Thank you for reading,

Ben Pfister
President of MICA
bpfister@ludemaninsulation.com
(Continued from page 1)

We next heard from Angus Crane. Mr. Crane is Executive Vice President, General Counsel to the North American Insulation Manufacturers Association (NAIMA) in Alexandria, Virginia (1995-present). Prior to joining NAIMA, Mr. Crane was an environmental lawyer with the Washington, D.C. law firm of Dickstein, Shapiro & Morin (1990-95). Angus has a wealth of experience and expertise in the insulation industry and he brought all of this experience to bear in his presentation. He discussed the current Administration’s viewpoint on the EPA’s vast power, agenda, and the impact on both solar alternate energy sources and on coal fired power plants. Angus noted that there is a definite and decided bias within the current administration favoring alternative energy sources — wind, solar, and geothermal. This bias has been called Obama’s war on coal. His presentation outlined how one of the most potent energy sources — energy saved through insulation — is being ignored to the detriment of the country and the economy. Angus’ presentation was most timely in the wake of President Obama’s news conference this week. If you would like a copy of Angus’ presentation, call the MICA office, and we will send you his PowerPoint presentation.

Peter Gauchel, Chairman of the Manual Committee of MICA, provided an update on the revisions that were made to the electronic version of the manual. Four new plates were added the manual for 2013. These new plates are part of the annual subscription for those individuals that purchase the electronic version of the manual. The committee will be making annual revisions to the manual.

Our final speaker of the session was Mr. Gary Auman, MICA’s legal counsel. Gary provided an enlightening update on OSHA and MSHA activities that directly affect our industry. He shared his view on what you can expect from OSHA enforcement activities and regulations, especially as they pertain to Heat Stress. Gary provided a brief overview of how the act may impact an insulation contractor. Gary’s presentation is also available to you from the MICA office.

After a brief business meeting, we concluded the session with three concurrent forums dealing with member issues. There was a union contractor forum, an open shop contractor forum, and an associate member forum, all running simultaneously. Each of the three sessions were well attended. There was some lively discussions in each of the forums.

The social activities complimented the technical sessions. The spouses enjoyed a presentation on the “Sea Turtles of Southwest Florida” on Tuesday morning. Wednesday morning they had a boat tour of Naples. Some of the homes on the tour were most impressive. During Wednesday evening’s gala celebration, President Rich Huseman shared some interesting stories about his daughters. We were then entertained by a local band, “Tarpon Tim and the Sterling Island Band”.

The convention concluded on Thursday morning with a farewell breakfast buffet. The Board of Directors and new officers were introduced, golf awards were presented and those in attendance even had a chance to win some nice attendances.

(Continued on page 7)
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prizes. The 56th annual spring convention was truly a most enjoyable event.

Plans are already being made for next year’s convention. The 57th annual spring convention will be held June 16 - 19, 2014, at the Eagle Ridge Resort & Spa in Galena, Illinois. President Ben Pfister and the entire Board of Directors have already begun to plan an exciting year of member involvement in MICA.

MICA OFFICERS ELECTED FOR 2013-2014

During the 56th Annual Spring Convention, the Board of Directors elected officers for the association for the 2013-2014 year. The following members will be serving as officers of MICA:

- **President** Ben Pfister, Ludeman Insulation & Supply, Inc., Wichita, KS.
- **President-Elect** Lance Pickerign, Gagnon, Inc., St. Paul, MN.
- **Vice-President** Randy Wheeler, F & H Insulation Sales and Services, Kechi, KS.
- **Co-Treasurer** Doug Barton, Midwest Insulation Services, Omaha, NE & Scott Weekley, Mid-Plains Insulation, Omaha, NE.

Please congratulate these individuals for their willingness to serve our association and our industry. They are not compensated for their time. They are giving of their time and efforts solely to help improve the insulation industry and MICA. Give them your support and when asked to help, please find it in your heart to say “yes”.

NEW BOARD MEMBERS ELECTED

The membership voted on vacancies for three positions on the Board of Directors of MICA. The following members were nominated and elected to serve three-year terms on the Board:

- Kevin Hedgers, Mavo Systems, White Bear Lake, MN.
- Randy Leopold – Mid Iowa Environmental, Des Moines, IA.
- Ben Pfister – Ludeman Insulation & Supply, Wichita, KS.
- George Shimada – Atlantic Plant Services, Joliet, IL.

We are most grateful to these individuals for their willingness to continue to serve MICA and the insulation industry. Their leadership and involvement at the Board level is most valuable. The Board establishes the strategic initiatives and objectives that drive MICA. We are continually looking for new member involvement at the Board and committee levels. Contact the MICA office or an officer if you are interested in taking a more active role in MICA.
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NIA PAST PRESIDENT TO TESTIFY AT CONGRESSIONAL SUBCOMMITEE HEARING

On June 27, 2013, Ron King, Past President, President Advisor, and Consultant to the National Insulation Association (NIA), will be testifying at a hearing held by the U.S. House of Representatives' Subcommittees on Oversight and Energy, "Green Buildings - An Evaluation of Energy Savings Performance Contracts." The Subcommittees are part of the Committee on Science, Space, and Technology. The Subcommittee on Oversight is chaired by Paul Broun (R-GA), and the Subcommittee on Energy is chaired by Cynthia Lummis (R-WY). Also testifying are Dr. Kathleen Hogan, Deputy Assistant Secretary for Energy Efficiency, U.S. Department of Energy and Dr. Woodrow Whittow, Jr., Associate Administrator, Mission Support Directorate, National Aeronautics and Space Administration.

Ron will be testifying as part of the Energy Service Performance Contract (ESPC) discussion. The ESPCs allow Federal agencies to implement energy savings projects and represent an agreement between a Federal agency and an energy service company (ESCO). The ESCO conducts a comprehensive energy audit for a Federal facility and identifies areas for improvement. The ESCO then works collaboratively with the Federal agency to create a project that addresses the agency's needs and guarantees that the improvements will save enough money in energy costs to pay for the project. After the contract concludes, all additional cost savings accrue to the agency.

Thermal insulation for mechanical systems is a frequently overlooked resource that has the potential to provide tremendous savings and a quick return on investment for numerous ESPC applications. NIA estimates that implementing a comprehensive mechanical insulation maintenance program in the commercial and industrial market segments could lead to annual:

- energy savings of 1.22 quads of primary energy or $3.8 billion.
- return on investment range from 25%-100%.
- CO2 reductions of 105 million metric tons (MMTCO2.)

The increased use of insulation also has potential to create direct and indirect jobs, and over 95% of insulation materials are made in the United States, which is a uniquely high percentage for the manufacturing sector. The increased use of thermal insulation could play a huge role in creating jobs, lessening environmental impact, and decreasing America's reliance on foreign energy sources.

Ron's testimony will raise the profile of thermal insulation in energy discussions and will also spread awareness about NIA.
Ed and Carol Thiessen, Sarasota, FL, celebrated Ed’s 50 years of participation in MICA. Ed retired several years ago from the insulation industry, but his participation in MICA continues. Ed served as MICA’s 27th President in 1983—1984. Below is an open letter of Thank You from Ed and Carol after this year’s spring convention:

Wow!! What a time we had.

Carol and I would like to thank Tom, Cindy, and the entire MICA membership for the great meeting. We will cherish this experience forever. We are in the sunset years of our lives so there won’t be a lot more meetings. We plan on attending as long as we are able and welcome.

Three things stand out from this year’s meeting. The recognition of 50 years in MICA, three generations of Presidents, and an associate telling me that all of the other associations cannot hold a candle to MICA. It made me proud to have been a part of MICA.

Thanks for all the memories and God Bless.

Ed and Carol Thiessen

NATIONAL COMMERCIAL & INDUSTRIAL INSULATION STANDARDS, 7TH EDITION

Remember, as a MICA member, you are entitled to the member discount when purchasing the electronic version or hard copy of the manual. Just go to the “members only” portion of the MICA website (www.micainsulation.org) to get your discount code. Using the code, you will get a $25 savings off the hard copy (regular price $125) and $40 off on the electronic version (regular price $195). The annual subscription renewal fee on the electronic version is $50.
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FUTURE MICA MEETING DATES

Fall 2013 Annual Fall Business Meeting — October 16 & 17, 2013, Embassy Suites Downtown, Omaha, NE.

57th Annual Spring Convention — June 16 — 19, 2014, Eagle Ridge Resort, Galena, Illinois. [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 2014 Annual Fall Business Meeting — October 22 & 23, 2014, Embassy Suites Downtown, Omaha, NE.

58th Annual Spring Convention — June, 2015, Under Consideration. Send your suggestions to the MICA office.

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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SAFETY BEST PRACTICES AWARDS

The Safety and Environmental Committee of MICA has initiated a strategic objective that recognizes the importance of sound safety practices. Safety is recognized by MICA as a vital part of the insulation industry and a key success factor in any organization. The committee, in keeping with this notion, requested that the Board of Directors establish the “Safety Best Practices” Award. The Board did approve such an award to be given in conjunction with our annual spring convention.

This is the eighth year that we are honoring the recipients of this noteworthy award for our members. The participating companies will be recognized at our opening breakfast meeting for members and spouses tomorrow morning. We have also set aside a “Safety Roundtable Discussion” session on Wednesday morning, at which time the participating companies will share their “Safety Best Practices” with the general membership.

This is our second year using the revised grading process for the “Best Practices in Safety” Award program. We no longer recognize a winning company’s safety program. Rather, as a way of encouraging greater participation so more members can reap the benefits of the awards program, we use a grading system that recognizes each applicant’s achievement in developing a quality safety program. With this system, companies do not compete against each other for awards. Instead, each applicant will try to achieve the highest award level where multiple applicants can receive the same award level. This change in the award level did not change the judging process. The award levels are:

- **Platinum**: 95 to 100%
- **Gold**: 88 to 94%
- **Silver**: 80 to 87%
- **Bronze**: 70 to 79%


Achieving **silver status** were Atlantic Plant Services, hth companies, inc., Iowa-Illinois Taylor Insulation, Ludeman Insulation & Supply, QCI Thermal Systems, Quality Insulators, Inc., Specialty Products & Insulation, Sprinkmann Insulation, Inc., and Unifrax 1 LLC.

Achieving **bronze status** were Bartelt Insulation Supply, Inc., Insulation Fabricators, Inc., Mavo Systems, Midland Thermal, Inc., and Performance Contracting, Inc.

Education of our members in good safety practices is a strategic initiative of MICA. The safety award is MICA’s way of recognizing the efforts of our membership in implementing good safety practices. Safety is not a one year effort. Safety is not for select companies only. Safety is vital for every company, every year!

We extend a special “thank you” to Gary Auman and his graders, who so tirelessly grade the safety applications. Gary gives his expert feedback, in writing, to each participating firm.
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<td>AMI</td>
<td>High Temperature Coated Textiles in Blanket and Tape Forms</td>
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<td>Avery Dennison</td>
<td>Fasson Brand Insulation and HVAC Tapes</td>
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<td>Boss Products</td>
<td>Boss Brand Silicones and Fire Stop Sealants</td>
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<td>Buckaroos, Inc.</td>
<td>Saddles, Supports, Tools, P-Trap Covers and PVC Hanger Covers</td>
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<td>Sturdy 1400® High Density E-Glass Pipe &amp; Board Insulation</td>
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<td>Ideal Products</td>
<td>Aluminum and Stainless Steel Jacketing and Elbow Systems</td>
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<td>Nosweat</td>
<td>Reusable Insulated Valve and Grooved Fitting Wraps</td>
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<td>Polynuard</td>
<td>Insulation Jacketing and RG2400 Corrosion Resistant Coatings</td>
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<td>Proto Corp</td>
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<td>Vimaco Corporation</td>
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<td>RH Foams Systems, Inc.</td>
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WASHINGTON – The Occupational Safety and Health Administration today announced a new National Emphasis Program to protect workers from the serious health effects from occupational exposure to isocyanates. OSHA develops national emphasis programs to focus outreach efforts and inspections on specific hazards in an industry for a three-year period. Through this NEP, OSHA will focus on workplaces in general, construction and maritime industries that use isocyanate compounds in an effort to reduce occupational illnesses and deaths.

"Workers exposed to isocyanates can suffer debilitating health problems for months or even years after exposure," said Assistant Secretary of Labor for Occupational Safety and Health Dr. David Michaels. "Through this program, OSHA will strengthen protections for workers exposed to isocyanates."

Isocyanates are chemicals that can cause occupational asthma, irritation of the skin, eyes, nose and throat, and cancer. Deaths have occurred due to both asthma and hypersensitivity pneumonitis from isocyanates exposure. Respiratory illnesses also can be caused by isocyanates exposure to the skin. Isocyanates are used in materials including paints, varnishes, auto body repair, and building insulation. Jobs that involve exposure to isocyanates include the spray-on polyurethane manufacturing of products such as mattresses and car seats, and protective coatings for truck beds, boats, and decks.

OSHA's Web page on Isocyanates provides additional information on recognizing potential hazards, as well as OSHA standards that address isocyanates in the general, construction and maritime industries.
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SPORTS AWARDS

This year’s golf tournament marked the fifteenth annual “Mick Van Horn Memorial Scramble Golf Tournament” of MICA. The golf tournament drew 48 golfers. The Naples Grande Golf Club was the site of this year’s tournament. The course was as challenging as it was unique. Twenty-one associate member firms sponsored holes and nine firms sponsored the special events at this year’s golf outing. The sponsorship signs were placed on the appropriate holes throughout the course. We want to extend a special thank you to the twenty-nine associate member firms for their added financial support of MICA. Mick would be proud!

There was ample water on this year’s course that added to the possibility of alligator sightings and resulted in most every golfer losing a ball or two. Several associate member firms donated golf items to this year’s grab bags, and we are very thankful for these gifts.

There were several worthy candidates for the “fish” award this year. This year the coveted “fish” award went to Rich Huseman in honor of his service as MICA President and for promoting our associates’ logoed golf balls throughout the course! The following is a list of the winners of the golf awards:

- **Prestigious “Fish” Award** Rich Huseman, Gagnon, Inc., Davenport, IA.
- **Aeroflex USA, Closest to the Pin** Paul Sawatzke, Ener-vation, Inc., Brooklyn Center, MN.
- **ArmaceLL, LLC, Most Accurate Drive** Carol Robertson, Mavo Systems, White Bear Lake, MN.
- **Bradco Supply Inc., Longest Drive (Women)** Joan Ottinger, M.W. Ottinger Sales, Wayzata, MN.
- **Cook Bros. Insulation, Longest Drive (Men)** Joe Oster, Extol of Ohio, Farmington, MN.
- **Dyplast Products, Longest Drive (Men)** Brian Clark, Distribution International, St. Louis, MO.
- **IIG, Closest to the Pin** Jay Robertson, Mavo Systems, White Bear Lake, MN.
- **Knauf Insulation, Longest Putt** Joey McCauley, RPR Products, Inc., Houston, TX.
- **Midwest Fasteners Inc., Longest Drive (Women)** Kathy Valentine, GLT Products, Solon, OH.
- **Proto Corp., Most Accurate Drive** Joey McCauley, RPR Products, Inc., Houston, TX.

**Winning Team:** Keith Artelt, Specialty Products & Insulation, Lake Bluff, IL; Scott Bauman, Building Service Industrial Supply, Milwaukee, WI; C.J. Botolas; Proto Corporation, Clearwater, FL; Mike Ogan, Performance Contracting, Inc., Lenexa, KS.

A UNIQUE ENERGY-SAVING TECHNOLOGY

The following article is provided by Valeriy Kogan, Ph.D. (Eng.), and Boris Schwartz, Engineer, President, “REMCO TECHNOLOGY, Inc.” For a full version of the article with photos, contact Valeriy at vskogan@yahoo.com or call him at (847)328-2584.

IK DBC, Inc. & REMCO TECHNOLOGY, Inc. are offering a unique energy-saving technology (UEST) based on using exclusive reusable Universal-Use Insulation Products (UIIP) (US Patent 7,637,289 B1). There are practically no limitations to efficient use of UEST. The use of UIIP that are custom-made for each application ensures the achievement of specified (regulatory) temperature conditions on outside/inside surface of insulated installations, and prevents unnecessary loss of thermal energy into environment, as well as disturbance of stationary thermal conditions when operating in various climates. The manufacturer guarantees the rated service life of the products.

The UEST can be used for energy-intensive equipment in power generation (nuclear power plants, thermoelectric power plants, hydropower plants, boiler houses, etc.), steel and non-ferrous metal, mining, oil and gas, defense, and pharmaceutical industry, at manufacturing facilities, construction sites, etc. UIIP are fundamental components of a transformable design system of high-efficiency multifunctional (thermal and sound) insulation (HEMI) using advanced materials and products.

They are developed using computer-aided design and simulation of heat exchange and heat and mass transfer processes in real operating conditions for equipment such as engines, turbines, reactors, process vessels, pipelines, shut-off and metering equipment, pumps, etc., operating in extreme temperatures (from -150°C to +1200°C) and exposed to aggressive chemical environment.

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- shorter installation time, regardless of the shape and dimensions of the insulated surfaces;
- a short payback period for capital and installation expenses;
- easy access, by temporary removing insulation at the access point, for performing periodic inspections and repairs without disturbing insulation integrity;
- meeting environmental protection and occupational safety requirements.

It is especially important to note the possibility of developing new patentable technical solutions (based on the above US Patent) for specific applications selected by the customer (joint patenting in the country where the technology is applied).
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