NIA products and services provide information to help you increase industry and technical knowledge, improve worker safety, enhance employee management skills, and improve your bottom line.

Check out these tools and resources:

- New Mechanical Insulation Installation Video Series
- Mechanical Insulation Awareness Presentations
- Webinar Series
- E-Learning Courses with Quizzes
- IEAP (College Credit Available)
- Credit Hours (PDHs, AIA, USGBC hours)

NEW FOR 2014! The Mechanical Insulation Installation Video Series Is a Must-Have for Your Training Program!
NIA’s Featured Products

Mechanical Insulation Installation Video Series (See page 11)

NEW!

NIA collaborated with the Department of Energy (DOE) in 2012 to launch this online, interactive course to help educate and train users about the benefits, proper design and installation, and maintenance of mechanical insulation. The series consists of 5 modules that are a combination of PowerPoint, video, graphic illustration, and voice-over audio media. The 5 modules are:

- Educational Series Introduction and Defining Mechanical Insulation
- Benefits of Mechanical Insulation
- Mechanical Insulation, Science and Technology
- Design Objectives and Considerations
- Mechanical Insulation Maintenance

New this year, the E-Learning Courses are available on the NIBS website at www.nibsa.org. A summary overview of the video content:

- Overview—introduction of topic
- General service definitions
- Finish material overview
- General safety precautions
- General application practices
- Inspection and maintenance
- Resource and sponsor listing
- Specific product information for the respective video

- Product Introduction
- Insulation application demonstrations
- Piping, fittings, equipment, ducts, etc.
- Finish (protective jacketing) application demonstrations

The videos are organized by content so you can easily access the specific areas. You may purchase specific videos or the entire series in a compilation format.

Individual Insulation Installation Video Topics are:

1. Calcium Silicate and Perlite: Pipe and Equipment Insulation
2. Cellular Foam: Pipe and Equipment Insulation
3. Cellular Glass: Pipe and Equipment Insulation
4. Elastomeric and Polyolefin: Pipe, Equipment, and Duct Insulation
5. Fiber Glass: Pipe, Equipment, and Duct Insulation
7. Removable/Reusable Flexible Insulation Covers

Members: 1 DVD, $35; Complete Set, $195; Non-members: 1 DVD, $135; Complete Set, $750

The NIA Insulation Sampler (See page 12)

NEW!

The NIA Insulation Sampler provides hand samples of 20 generic mechanical insulation product types and accessories. This sample kit is designed for ease of use, with an illustrative product schematic guide that denotes the generic product type. It is also small and portable (2 boxes—24”x14”x4”). In developing this kit, NIA aimed to represent many major mechanical insulation types. (NIA does not endorse any specific manufacturer’s material.) Each sample has its own compartment space to remain organized and undamaged within the sample box. This sample kit is an excellent tool for your internal training and resource library, as well as external sales discussions and presentations.

Members: $160; Non-members: $240

Note: This product consists of 2 easy-to-carry boxes with handles. A $15 handling fee applies to each Sampler ordered. Members are responsible for shipping costs.

Mechanical Insulation Awareness Presentation (See page 9)

NEW!

NIA has developed a new awareness tool for our members. This PowerPoint presentation will help members express the benefits of mechanical insulation to a variety of audiences, including both experts and those with less knowledge about insulation. The presentation will be provided to NIA members as a complimentary member benefit. It can easily be used alongside many of the existing NIA educational materials.

- Mechanical Insulation Awareness Presentation and Packages

If members are looking to add even more value to their presentations, we have also developed a resource kit with a variety of materials including the presentation, The Power of Insulation: A Proven Energy-Saving Solution brochure, NIA’s Insulation Materials Specification Guide, industry flyers, industry case studies, the NIA Insulation Sampler, Insulation Outlook magazine issues with articles specifically tailored for your audience, and various other industry materials. These materials can also be placed on thumb drives if requested. For members interested in a speaker, we are also offering a package that will provide a NIA presenter to deliver the presentation. Whatever your needs are, NIA can offer a solution tailored to your request.

- Mechanical Insulation Awareness Presentation and Package Offering

1. Awareness PowerPoint Presentation
   Members: Free; Non-members: Not Available
2. Awareness PowerPoint Presentation and Resource Kit
   Members: $185; Non-members: Not Available
3. Awareness PowerPoint Presentation, Resource Kit, and Presentation given by NIA
   Members: Call 703-464-6422 for scheduling availability and cost; Non-members: Not Available

Note: Cost includes travel and kit fees.
This year, the National Insulation Association (NIA) is proud to offer more products than ever! You will find more than 50 products and services in the following categories: Online Resources, NIA Member Services, Publications, Certification and Training, Educational Resources, Health and Safety Products, and Marketing Tools. Most of the services and online resources listed are free or exclusive to NIA Members. We hope you will find the perfect resource for your needs—if not, please let us know!

**PRODUCT LISTING**

- Certified Insulation Energy Appraiser Lapel Pin
- Insulation Energy Appraisal Program Marketing Brochure
- Insulation Energy Appraisal Program Marketing Brochure—Customized
- The Mechanical Insulation Education & Awareness E-Learning Series
- Mechanical Insulation Awareness Presentation
- NIA Educational Webinar Archives
- ConsensusDOCS
- Contractors Guide to Green Building Construction
- Essentials of Profitable Wholesale Distribution, 2nd Edition
- Expanding Your Professional Network—and Your Profits—in the Digital Age
- Fundamentals of Insulation DVD
- Fundamentals of Insulation Workbook
- Insulation Estimator’s Handbook
- Mechanical Insulation Financial Calculator App
- Mechanical Insulation Installation Video Series
- National Commercial and Industrial Insulation Standards Manual, 7th Edition
- NCCER—Insulating (Formerly Contren and Wheels of Learning)
- The NIA Insulation Sampler
- Optimizing Distributor Profitability: Best Practices to a Stronger Bottom Line
- Profit Myths in Wholesale Distribution
- Profitable Contracting
- Strategic Pricing for Distributors: Tools and Rules for Building Higher Margins
- Understanding and Managing the Risks of Green Projects
- 29 CFR 1926 OSHA Construction Industry Regulations Book and CD
- 29 CFR 1926 OSHA Construction Industry Regulations Book (3-Year Update Service)
- Construction Toolbox Safety Talks DVD Compilation
- Fall Protection: Complete OSHA Regulations
- Jobsite Safety Inspection Checklist
- MCAA Safety Manual for the Mechanical Construction Trades
- Model Hazard Communication Program
- OSHA Dictionary
- Recordkeeping Guide
- Safety Handbook for Distributors and Fabricators
- Safety Handbook for Insulation and Abatement Workers
- Safety Management for Mechanical Construction Supervisors
- Certified Faced Insulation Brochure
- Industry's Most Wanted Posters
- Insulation Outlook Article Reprint
- Insulation Outlook Article Reprint—Customized
- Mechanical Insulation Industry Marketing Flyers
- The Power of Insulation: A Proven Energy-Saving Solution
- Quality NIA Insulation Contractor Brochure
- Quality NIA Insulation Contractor Brochure—Customized

**ONLINE RESOURCES**

**Insulation.org**

Insulation.org is a gold mine of information for anyone involved in the industrial and commercial insulation industry. Not only can you find out everything you need to know about NIA, it is specifically geared towards thermal insulation for mechanical systems. Resources include:

- A database of NIA’s Certified Insulation Energy Appraisers—searchable by company name, contact last name, and location
- An online bookstore offering the latest industry-related books and DVDs, as well as the NIA Insulation Sampler
- The MTL Product Catalog—the only online library of technical product literature for the insulation industry, perfect for finding materials for your specifications
- Online registration for NIA meetings and events, such as Committee Days and NIA’s Annual Convention
- Foundation updates, including our monthly Foundation newsletter, *Insulation Advocate*
- Press releases about the latest industry and NIA activities
- The online NIA Membership Directory—searchable by member type, specialty, products, and location
- Information about NIA’s committees

Bookmark www.insulation.org and check it frequently for the latest NIA and industry news!
Guide to Insulation Product Specifications
This online guide from NIA is a compilation of current federal, military, and American Society for Testing and Materials (ASTM) specifications relevant to the insulation industry. It lists NIA companies that manufacture products conforming to each specification. The guide is helpful for insulation contractors, specifiers, users, and owners. The information, reviewed and updated quarterly by NIA’s Technical Information Committee, is available as a free download from NIA’s website, www.insulation.org.

Insulation Science Glossary
This handy reference guide, which is maintained by NIA’s Technical Information Committee, contains a listing of common insulation industry terms and their definitions. The 32-page PDF, reviewed and updated quarterly, is available free of charge on www.insulation.org in the Techs & Specs section.

Insulation Materials Specification Guide
This resource provides physical and material properties of various insulation materials as specified by the ASTM. Created by NIA’s Technical Information Committee, the guide was born out of the need for an unbiased, easy-to-use selection tool to help study the physical and material properties of different types of insulation. The guide, reviewed and updated quarterly, is available free of charge in the Techs & Specs section on www.insulation.org.

Manufacturers’ Technical Literature (MTL) Product Catalog at www.insulation.org/mtl
The MTL Product Catalog is an excellent way for manufacturers to showcase their products in a place where thousands of users come specifically looking to purchase items. The MTL is the only online library of technical product literature for the insulation industry, and is a perfect place for manufacturers and distributors to share their own technical literature. Your information is available online when users search for insulation, and you have the ability to update it as often as you like. In addition, the MTL is integrated with the Mechanical Insulation Design Guide (MIDG)—part of the National Institute of Building Sciences’ (NIBS) Whole Building Design Guide (WBDG), available at www.wbdg.org, which is accessed by hundreds of thousands of users every month.

NIA Speaks—Online Presentation Map www.insulation.org/locations
As the voice of the insulation industry, NIA often gives presentations to professional organizations across the United States. These presentations are an important part of our efforts to increase awareness of the value and power of insulation. A map pinpoints where NIA has given presentations.

NIA Members Only Website
As an NIA member, you have free access to the Members Only section of www.insulation.org—just click on “Members Only” to access information about each NIA committee (including the latest minutes); the job listing submission form; sample Human Resource forms and documents; an archive of digital NIA News issues; the “Member of NIA” logo for use on your website or print materials; NIA bylaws; and more. To access the Members Only side of the website, you will need to register and choose a username and password; if you forget your password, you can request an email reminder. You can use your login to receive member pricing online while shopping the Bookstore or registering for events. The following features are also available to NIA members on the Members Only section of www.insulation.org.

Electronic Article Reprint Library
NIA offers members FREE reprints of selected articles from Insulation Outlook to educate clients and other interested parties about mechanical insulation. Upload these high-resolution, printable PDFs to your own website, email them to customers, or even customize them with your company’s logo or other advertising content for a small fee! Available articles include:

- “Workforce 5.0: Managing Multiple Generations at Work”
- “Life Cycle Assessment—an Insulation Products Perspective”
- “Insulation for Plastic Pipes: How Much Is Needed?”
- “Montana Mechanical Insulation Energy Appraisal”
- “Mechanical Insulation Maintenance: A Proven Investment Opportunity Hidden in Plain Sight”
- “The Hidden Costs of Delayed Insulation Maintenance”
- “Insulation: Greener Than Trees!”
- “Insulation: Already a Green Technology”
- “Insulation: More Than Just an Energy Saver”
- “Corrosion Under Insulation: Prevention Measures”
- “Mechanical Insulation Basics: Time for a Review” (Parts 1 and 2)
Printed copies of the following articles are available for sale. Order these professional, magazine-quality reprints and distribute them throughout your organization or to clients to help improve industry awareness or increase performance.

- “Introducing the Mechanical Insulation Design Guide (MIDG)”
- “Mechanical Insulation in Hospitals and Schools”
- “Montana Mechanical Insulation Energy Appraisal”

Order customized reprints of any recent *Insulation Outlook* article with your company’s ad to boost your marketing efforts. Please specify the reprint title when ordering. To order electronic or paper reprints, contact publisher@insulation.org.

**Human Resource Forms and Documents**

Generic HR forms are available free of charge on the Members Only section of the website. These forms are customizable and may be used by any NIA member company. These sample documents include position descriptions, employment applications, offer letters, new associate forms, safety checklists, evaluation forms, and termination or exit-interview forms.

**Online Job Board**

NIA member companies are eligible to post their latest salaried job listings on www.insulation.org for free. Take advantage of this unique job board as often as needed! To post job openings or view current listings, visit the Members Only section of www.insulation.org and click on “Submit Job Listing” in the left column.

**InsulationOutlook.com**

The *Insulation Outlook* website is devoted to the needs of its readership, which consists of mechanical engineers, plant managers, specifiers, contractors, and other technical, end-user professionals. The website features a searchable database of all the articles, with “Share This” links for every article; an RSS Feed to help you keep up to date; a handy subscription-management area; and an easy method of ordering back issues and reprints. The editorial and advertising planning calendar for 2014 is also available along with the media kit and insertion order form for advertisers. Information and writing guidelines are posted for prospective writers interested in submitting articles to the magazine.

**Mechanical Insulation Design Guide (MIDG)**

NIA and NIBS developed the MIDG to help specifiers, facility owners, and other end users of mechanical insulation systems with a wide range of industrial and commercial applications. The MIDG, part of NIBS’ WBDG, includes information about the specification, installation, design, and maintenance of mechanical insulation systems.

The MIDG also contains a series of Simple Calculators to help users demonstrate the financial savings and benefits of mechanical insulation upgrades, repairs, and maintenance. These calculators help users determine:

- Condensation Control for Horizontal Pipe
- Energy Loss, Emission Reduction, Surface Temperature, and Annual Return
- Financial Returns/Considerations
- Estimate Time to Freezing for Water in an Insulated Pipe
- Personnel Protection for Horizontal Piping
- Temperature Drop for Air in an Insulated Duct or Fluid in an Insulated Pipe

The MIDG is also linked to NIA’s MTL Product Catalog (www.insulation.org/mtl), an online technical library with searchable PDFs submitted by insulation manufacturers and distributors.

**InsulateMetalBuildings.org**

This is a one-stop resource for the construction of metal buildings! The website has information about condensation issues, insulation installation, where to buy materials, Certified Faced Insulation® and much more.

**NIA’s Social Media**

Keep connected with NIA on Facebook, Twitter, and YouTube. Our Facebook page contains updates, photos, and videos. Visit us at www.facebook.com/NIAinfo.


NIA’s YouTube page can be found at www.youtube.com/user/NIAinfo. It contains the new NIA video—Benefits of Membership with the National Insulation Association, videos from NIA member companies, and a video on the Benefits of Mechanical Insulation, as well as other videos.
NIA MEMBER SERVICES

Theodore H. Brodie Distinguished Safety Award
NIA believes every insulation contractor, distributor/fabricator, and manufacturer should have an effective safety program. This award, named after Theodore H. Brodie in recognition of his untiring efforts to put safety in the forefront of the industry, recognizes companies that are committed to safety and its implementation. It is open only to NIA members, and there are now separate application forms for contractors, distributors/fabricators, and manufacturers.

The judging process focuses on the company’s overall safety program, safety policy, and means of communication and training. Each applicant is judged against an ideal safety program, and companies can be awarded a platinum, gold, silver, or bronze award based on their safety program.

Applicants also receive feedback from NIA’s legal counsel on ways to improve their company’s safety program. This feedback identifies opportunities for safety program improvement and points out areas where companies excel to help better focus safety strategies in the future. A safety audit of this kind could cost more than $5,000 if performed by an outside organization.

Winners are recognized in front of their peers at NIA’s Annual Convention each spring, in Insulation Outlook magazine and NIA News, on the NIA website, and in other appropriate marketing materials. Applications are typically available by November and due at the end of January. For more information or to download an application, visit www.insulation.org/techs/safety.cfm.

Expand Your Company’s Exposure
NIA offers a significant discount on advertising to our members. Reach the largest number of customers possible by taking advantage of the various advertising opportunities available through NIA. By approaching your target audience through multiple media outlets, you can increase your exposure to insulation end users and significantly affect your bottom line. To find out more about advertising in Insulation Outlook, the MTL Product Catalog, the NIA Membership Directory & Resource Guide, or about expanding your company’s exposure through premier mailings or as an NIA Convention Sponsor, contact Kim Kelemen at ads@insulation.org or 301-215-6710, ext. 103.

Insulation Outlook Copies for Tradeshows
NIA provides a limited number of recent Insulation Outlook copies to NIA member companies attending industry tradeshows and events. If you are interested, please contact NIA at circulation@insulation.org.

Mechanical Insulation Awareness Presentation
NIA has developed a new awareness tool for our members provided to NIA members as a complimentary member benefit. (See page 9 for full details.)

PUBLICATIONS

FREE! 2013 Annual Report
NIA’s Annual Report summarizes accomplishments from planned programs and activities during 2013, including:

- Programmatic actions and successes of the Foundation for Education, Training, and Industry Advancement
- Legislative activities
- Recap of NIA’s Annual Convention and Committee Days
- Committee activities
- Highlights from NIA publications and communications
- Statistics on our successful training programs
- NIA’s financials

The report also lists the NIA leadership, committees, and staff. Members: Distributed annually for free
Non-members: Not Available

Voice and Data Services
NIA’s Telecommunications Group Purchasing Program helps you find the right technology services at the lowest rates available to help you maximize your business operations while reducing costs and improving your bottom line. NIA’s Telecommunications partner, Association Resource Group (ARG), will provide a free analysis comparing your current services with the options available through the NIA group program to find the best options for your local and long-distance calling, Internet, data network, cloud, and conferencing services. ARG also provides around-the-clock support to resolve any billing or service issues. By combining multiple associations’ purchasing power, NIA members are able to get premium rates and technical support usually reserved for much larger organizations. To learn more, call ARG at 866-521-5121 and identify yourself as an NIA member.

FREE! 2013 Annual Report
NIA’s Annual Report summarizes accomplishments from planned programs and activities during 2013, including:

- Programmatic actions and successes of the Foundation for Education, Training, and Industry Advancement
- Legislative activities
- Recap of NIA’s Annual Convention and Committee Days
- Committee activities
- Highlights from NIA publications and communications
- Statistics on our successful training programs
- NIA’s financials

The report also lists the NIA leadership, committees, and staff. Members: Distributed annually for free
Non-members: Not Available
This vital resource, published annually, and distributed free to all members, contains contact information for all NIA members. The specialties of each contractor, distributor, fabricator, and laminator are profiled in an easy-to-read grid of geographic locations of headquarters and branches. Category charts in the Product Guide section list the various insulation goods produced by our manufacturer members. The 2014–2015 Membership Directory & Resource Guide will be published in October 2014.

Additional Copies: Members: $35.00; Non-members: $90.00

Insulation Outlook, NIA's monthly trade magazine, contains technical articles on a variety of topics related to the commercial and industrial insulation industry. The magazine provides practical and useful information about the value of insulation, its uses and applications, and its economic benefits. Insulation Outlook readers include facility and energy engineers, plant and building owners, government agencies, contractors, specifiers, architects, distributors, fabricators, laminators, and others involved in the insulation and construction industry. Ten officers per NIA member-company can receive a complimentary subscription as part of their membership.

Note: Additional subscriptions can be purchased, and complimentary subscriptions are available to qualified individuals. For more information, contact Insulation Outlook's circulation department at 703-464-6422, ext. 115, or circulation@insulation.org.

Additional Subscriptions
U.S. Members: 1 year, $69.00; 2 year, $108.00
U.S. Non-members: 1 year, $98.00; 2 year, $155.00
International Members: 1 year, $88.00; 2 year, $132.00
International Non-members: 1 year, $113.00; 2 year, $170.00

- Insulation Outlook Magazine Back Issues
  NIA makes a limited number of back issues available for purchase. Please specify the issue month and year. Members: $10.00; Non-members: $15.00

- Insulation Outlook Magazine Customized Article Reprints
  Custom paper and electronic reprints of articles from Insulation Outlook are available for purchase. You can even add your company's logo or advertisement. For details and pricing information, contact publisher@insulation.org.

Certification and Training

To find the most up-to-date information about courses offered or to view the course schedule, visit NIA's website at www.insulation.org. If there is no scheduled course, email training@insulation.org to be placed on the list of those interested, and we will notify you when the next course is scheduled.
The Insulation Energy Appraisal Program® (IEAP)

This professionally taught, 2-day course teaches students how to determine the optimal insulation thickness and corresponding energy and dollar savings for a project. It also teaches skills in the following areas:

- Interviewing customers
- Conducting a facility walk-through
- Using the latest version of 3E Plus® software
- Determining the amount of greenhouse gases saved through insulation
- Analyzing and completing the appraisal spreadsheet
- Completing and presenting a final customer report

Students will receive the following program materials: 3E Plus software, course manual, Microsoft® Excel custom spreadsheets, the facility walk-through DVD, and a sample final report. To qualify for the class, students must be experienced in the commercial and/or industrial construction, process, and maintenance industry or related fields; be able to read construction drawings and relate them to insulation specifications; understand the principles and fundamentals of insulation and insulation systems; be able to recognize potential safety concerns during facility visits and insulation system inspections; recognize the different types of insulation products and their basic limitations and proper uses; be mathematically inclined; and have basic computer literacy.

Each class is taught by a trained professional. Students who pass the class exam, certified by the National Inspection Testing Certification Corporation, will receive a certificate and Professional Development Hours (PDHs) from NIA. The certification is valid for 3 years, after which the individual must recertify. All NIA member-certified appraisers are listed on NIA’s website. NIA uses this list as its primary referral resource for appraisals.

Through a special partnership with Thomas Edison State College in New Jersey, individuals who complete NIA’s IEAP are now eligible to receive college credit for a math or science elective toward a seminar component of a capstone course. The college credit may also be transferable to other colleges. For more information about obtaining college credit for IEAP certification, contact training@insulation.org.

Certified Insulation Energy Appraiser Lapel Pin

Distinguish yourself from the competition by wearing this lapel pin on the job site and at industry events. This lapel pin features the Certified Insulation Energy Appraiser logo and is available only to current Certified Insulation Energy Appraisers.

Members: $5.00; Non-members: $10.00

Insulation Energy Appraisal Program® Marketing Brochure

This brochure, available only to Certified Insulation Energy Appraisers, assists with marketing the appraisal concept to maintenance, facility, or energy managers. It explains the process of completing an appraisal and lists areas that appraisers look at to calculate the facility’s potential savings.

Members: $1.00; Non-members: $2.00

Insulation Energy Appraisal Program® Marketing Brochure—Customized

Appraisers now have the option to customize this brochure with their company’s logo and contact information. For details and pricing information, contact niainfo@insulation.org.

Mechanical Insulation Education and Awareness

This training emphasizes the need to think about insulation differently—as one of the top energy-efficiency resources available to your customers. Topics covered may include market structure and conditions, fundamental values of insulation, codes and standards, financial and energy conservation benefits of insulation, and resources to demonstrate the value of insulation to your customers.

3E Plus® Insulation Software

This training reviews the software capabilities of 3E Plus and provides students with an understanding of the data necessary for accurate insulation thickness calculations and how to run the energy, economics, and environmental program calculations.
Now more than ever, well-versed and trained employees can not only bring in new business, but also save you money. Have you thought about how well-informed your employees are on our industry? Do they think about mechanical insulation in a way that will increase your business? Can they recognize opportunities with today's economy in mind and up-sell when speaking to customers? With more emphasis being placed on energy efficiency, carbon footprints, and sustainability, it is crucial to be aware of the major events and trends occurring in our industry. The IEAP class, along with the 3 classes mentioned above, can be customized to meet your training needs.

NIA collaborated with the DOE in 2012 to launch this online, interactive course to help educate and train users about the benefits, proper design and installation, and maintenance of mechanical insulation. The series consists of 5 modules that are a combination of PowerPoint, video, graphic illustration, and voice-over audio media. The 5 modules are:

- Educational Series Introduction and Defining Mechanical Insulation
- Benefits of Mechanical Insulation
- Mechanical Insulation, Science and Technology
- Design Objectives and Considerations
- Mechanical Insulation Maintenance

New this year, the E-Learning Courses are available on the NIBS website at www.wbdg.org/education/nia01.php, and include quizzes so that companies can better incorporate this tool into their training programs. With these added quizzes, those who complete the course are now eligible for credit from the United States Green Building Council (USGBC) and its sister organization, the Green Building Certification Institute (GBCI), as well as the American Institute of Architects (AIA). NIA also offers professional development hours (PDHs) for the completion of the training course. The courses will continue to be available on the National Training and Education Resource (NTER) website at www.nterlearning.org/web/guest/course-details?cid=233. For more information, please contact NIA at training@insulation.org.

NIA has developed a new awareness tool for our members. This PowerPoint presentation will help members express the benefits of mechanical insulation to a variety of audiences, including both experts and those with less knowledge about insulation. The presentation will be provided to NIA members as a complimentary member benefit. It can easily be used alongside many of the existing NIA educational materials.

- **Mechanical Insulation Awareness Presentation and Packages**
  If members are looking to add even more value to their presentations, we have also developed a resource kit with a variety of materials including the presentation, *The Power of Insulation: A Proven Energy-Saving Solution* brochure, NIA’s *Insulation Materials Specification Guide*, industry flyers, industry case studies, the NIA Insulation Sampler, *Insulation Outlook* magazine issues with articles specifically tailored for your audience, and various other industry materials. Some of these materials can also be placed on thumb drives if requested.* For members interested in a speaker, we are also offering a package that will provide a NIA presenter to deliver the presentation. Whatever your needs are, NIA can offer a solution tailored to your request.

- **Mechanical Insulation Awareness Presentation and Package Offerings**
  1. Awareness PowerPoint Presentation  
     - Members: Free; Non-members: Not Available
  2. Awareness PowerPoint Presentation and Resource Kit  
     - Members: $185; Non-members: Not Available
     *Thumb drives may have an additional cost.
  3. Awareness PowerPoint Presentation, Resource Kit, and Presentation given by NIA  
     - Members: Call 703-464-6422 for scheduling availability and cost; Non-members: Not Available
     Note: Cost includes travel and kit fees.
In previous years, NIA has offered various webinars to educate our industry on important topics.

• **Summing Up the Financial Value**
  The first webinar series, presented in 2011, was a 2-part series that covered the Simple Calculators available on the MIDG website.
  **Part 1:** Energy Loss, Emission Reduction, Surface Temperature, and Annual Return Calculators; and Financial Returns/Considerations Calculator.
  **Part 2:** Condensation Control Calculator; Personnel Protection Calculator; Estimate Time to Freezing for Water in an Insulated Pipe Calculator; and Temperature Drop Calculators.

• **Health and Safety**
  The second webinar series, presented in 2013 and 2014, addressed health and safety topics and was presented by Gary W. Auman, Attorney, Dunlevey, Mahan & Furry.
  **Part 1:** Requirements for a written safety program.
  **Part 2:** Heat stress (illness) prevention and compliance.

Each archived copy is between 45 and 60 minutes long, includes a question and answer session from attendees, and is available on a DVD.

**Members:** 1 Part, $75.00; 2 Parts, $135.00;  
**Non-members:** 1 Part, $99; 2 Parts, $175

**Note:** Please specify which part of which Webinar series you wish to order.

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**EDUCATIONAL RESOURCES**

**ConsensusDOCS**
ConsensusDOCS, endorsed by NIA and other leading industry associations, publishes a comprehensive catalog of more than 90 standard contract documents that address all project delivery methods. These documents incorporate best practices and fairly allocate risk. Visit [www.consensusdocs.org](http://www.consensusdocs.org) for additional information and pricing. NIA members can save 20% on ConsensusDOCS materials—to get the discount code, visit the Members Only section of [www.insulation.org](http://www.insulation.org) or contact [niainfo@insulation.org](mailto:niainfo@insulation.org).

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**Construction Planning & Scheduling Manual, 4th Edition**
The updated fourth edition of the *Construction Planning & Scheduling Manual* offers broad coverage of all major scheduling subjects. This comprehensive resource is designed for construction management, planning, and scheduling. It follows a logical progression, introducing precedence diagramming early and following with chapters on activity durations, resource allocations, network schedules, and more. It reflects current trends in scheduling (short-interval scheduling, computer scheduling, linear scheduling, etc.) and includes chapters on arrow diagramming and Program Evaluation and Review Technique (PERT). With an eye on application, it includes a unique discussion of contract provisions related to scheduling and incorporates a sample project throughout.

**Members:** $145.00; **Non-members:** $155.00

**Contractors Guide to Green Building Construction**
Written specifically for contractors, this how-to book enables you to meet the challenges of green building construction. You will discover how constructing environmentally friendly, sustainable buildings influences project management, delivery, documentation, and risk. Moreover, the book guides you through important considerations at all phases of a green construction project. With a focus on the green building process from the contractor’s viewpoint, the book avoids endorsing any one green building rating system in favor of presenting the business fundamentals that are common to them all. This book is endorsed by the Associated General Contractors of America (AGC).

**Members:** $70.00; **Non-members:** $99.00

**Essentials of Profitable Wholesale Distribution, 2nd Edition**
Considered a prerequisite reading for distribution companies by the National Association of Wholesaler-Distributors (NAW), this book provides a straightforward and clear understanding of how the wholesale distribution business works. It covers the basics of distribution economics, customer service, sales, and marketing. This is an ideal training tool to speed up learning and retention for everyone on staff. This book contains 11 end-of-chapter self-correcting quizzes, a glossary of common wholesale-distribution terms, and a final comprehensive self-test review.

**Members:** $138.00; **Non-members:** $173.00
Expanding Your Professional Network—and Your Profits—in the Digital Age

This CD-ROM-based training describes why social media tools like LinkedIn, Facebook, and Twitter are a valuable investment, and explains how to expand your online professional network to include prospective customers and industry leaders. Presented by R. J. Floco, Lifestyles Media Group, and David Mendes, ASA’s Communications Director.

Members: $80.00; Non-members: $95.00

Fundamentals of Insulation DVD

This program was developed by the NIA Joint Associates/Distribution Committee and is designed to teach new employees how to optimize their customer service skills. It is formatted into 9 modules and is approximately 35 minutes long. The 3- to 4-minute modules allow logical cognitive learning and cover all types of insulation environments. The modules are: Heat Flow Basics; Btus; Ks, Rs, and Cs; Insulation Selection Criteria; Cold and Colder Environments; Normal to Hot Environments; Super Hot Environments; Protective Coverings and Finishes; Specifications and Codes; and Selling Tools.

Members: First DVD, $35.00; Additional DVDs, $12.00 each
Non-members: First DVD, $50.00; Additional DVDs, $17.00 each

Note: Additional DVDs must be purchased at the same time as the first DVD.

Fundamentals of Insulation Workbook

This NIA workbook complements the Fundamentals of Insulation DVD. It summarizes each learning module, asks questions to help viewers retain the information presented, and provides mini-assignments that allow viewers to apply the information in insulation sales situations.

Members: Printed version, $5.00; PDF, $10.00
Non-members: Printed version, $10.00; PDF, Not Available

Insulation Estimator’s Handbook

This NIA reference tool provides data for almost every type of mechanical insulation estimate. It contains valuable technical information for estimating insulation, as well as formulas and conversions, information on insulation accessories, and technical variables for insulation projects.

Members: 1–3 copies, $50.00 $25.00 each; 4+ copies, $25.00 $15.00 each
Non-members: 1–3 copies, $200.00 $100.00 each; 4+ copies, $100.00 $50.00 each

Mechanical Insulation Financial Calculator App

NIA’s first-ever smartphone app helps quickly determine the financial returns related to investments in mechanical insulation. Based on the Financial Returns/Considerations Calculator in the MIDG, it can be used for an overall project or a small investment such as insulating a valve or replacing a section of insulation. Use this free tool to find out how quickly mechanical insulation can pay for itself in a building or facility and discover how much energy, money, and greenhouse gas emissions can be saved and what the return on investment will be. The app is available for Android phone users in the Android Market—just search for “mechanical insulation.”

Mechanical Insulation Installation Video Series

Newly created by the industry for the industry, these installation videos provide a general overview and basic how-to-guide for mechanical insulation applications. Based in part on NIA’s popular Craft Training Video Series, each video is generic in nature, incorporates consensus recommendations from the sponsoring manufacturers, and the applications demonstrated were completed by experienced field mechanics on piping and equipment mock-ups representing project applications. The videos are a great industry resource for supplementing existing craft training programs; educational programs for new or existing sales, service, and administrative employees; and for indirect users to obtain an overview of application practices for the respective insulation materials. They can be used by contractors, distributors, fabricators, laminators, manufacturers, and their respective customers or other parties interested in mechanical insulation best practices.

Following is a summary overview of the video content:

• Overview—introduction and objective of video series
• General service definitions
• Finish material overview
• General safety precautions
• General application practices
• Inspection and maintenance
• Resource and sponsor listing
• Specific product information for the respective video
  • Product introduction
  • Insulation application demonstrations
  • Piping, fittings, equipment, ducts, etc.
  • Finish (protective jacketing) application demonstrations

(continued on page 12)
The videos are organized by content so you can easily access the specific areas. You may purchase specific videos or the entire series in a compilation format.

Individual Insulation Installation Video Topics are:

1. Calcium Silicate and Perlite: Pipe and Equipment Insulation
2. Cellular Foam: Pipe and Equipment Insulation
3. Cellular Glass: Pipe and Equipment Insulation
4. Elastomeric and Polyolefin: Pipe, Equipment, and Duct Insulation
5. Fiber Glass: Pipe, Equipment, and Duct Insulation
7. Removable/Reusable Flexible Insulation Covers

Members: 1 DVD, $35; Complete Set, $195
Non-members: 1 DVD, $135; Complete Set, $750

**National Commercial and Industrial Insulation Standards Manual, 7th Edition**

The latest update to this popular manual contains 11 new plates, including vapor dams, an updated Materials Property Section with tables conforming to ASTM Standards, a revised Glossary of Terms, measurements in the English measuring system, and many other updates. It is available in both printed and interactive online versions. For pricing and/or to place an order, visit shop.micainsulation.org or call 402-342-3463.

**NCCER—Insulating**

(Formerly Contren and Wheels of Learning)

This standard craft training for insulation, developed by NIA and the National Center for Construction Education and Research (NCCER), provides competency-based, task-driven, modular training. It maximizes learning by combining illustrated instructional materials for the trainee with structured classroom activities conducted by craft instructors. It has complete training materials—trainee manuals, instructor guides, and tests—and meets the U.S. Department of Labor standards for use in formal apprenticeship programs. Trainees who complete the program are entered into the National Craft Training Registry.

The program has a total of 360 training hours. The Level One course for the trainee and instructor includes a training manual and core curriculum workbook.

Members: 1 Manual, $150.00; Complete Set, $900.00
Non-members: 1 Manual, $300.00; Complete Set, $1,800.00

**The NIA Insulation Sampler**

The NIA Insulation Sampler provides hand samples of 20 generic mechanical insulation product types and accessories. This sample kit is designed for ease of use, with an illustrative product schematic guide that denotes the generic product type. It is also small and portable (2 boxes—24”x14”x4”). In developing this kit, NIA aimed to represent many major mechanical insulation types. (NIA does not endorse any specific manufacturer’s material.) Each sample has its own compartment space to remain organized and undamaged within the sample box. This sample kit is an excellent tool for your internal training and resource library, as well as external sales discussions and presentations.

Members: $160; Non-members: $240

**Optimizing Distributor Profitability: Best Practices to a Stronger Bottom Line**

Jointly developed by NAW and Texas A&M, this book contains 47 best practices based on the actual experiences of 84 wholesale-distribution firms across the industry. The book also includes a 5-step methodology with clear instructions on how to implement their recommended ideas and tools, 123 detailed exhibits that walk through the processes, 50 action steps that can be implemented immediately and over time, and a separate, over-sized Distributor Profitability Framework map to help follow how business processes and financial drivers are linked, enabling you to enhance shareholder value.

Members: $188.00; Non-members: $235.00

**Profit Myths in Wholesale Distribution**

Al Bates gets to the heart of what he calls “profit myths” by pointing out certain business practices that may look appealing—but can be detrimental to a business. He discusses which practices may hurt your business, and emphasizes that businesses need to recognize that lowering inventory is frequently a bad idea, and accept that sales growth can be too fast as well as too slow. Mr. Bates also covers why many sales force commission plans do not work the way they are intended. This book includes a Microsoft® Excel file that allows you to enter data and then print exhibits from the book with results specifically for your company. These exhibits can help business owners understand how commonly accepted truisms and practices impact their business.

Members: $113.00; Non-members: $141.00
**Profitable Contracting**

This NIA manual is designed to help insulation and abatement contractors solve the many non-technical problems that are common in the industry, and generate a substantial return on investment (ROI). By sharing resources and reference materials on these problems, the manual encourages a greater degree of education and professionalism among contractors. It contains overviews of the following 6 key steps in the contracting process: project selection, contract estimating, contract acceptance, contract execution, contract closeout, and administrative support. Following each overview is a list of reference materials that pertain to each step.

**Members:** $75.00; **Non-members:** $225.00

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**Strategic Pricing for Distributors: Tools and Rules for Building Higher Margins**

This book will show you how to gain control over your pricing function and turn your customer-value proposition into value for your shareholders.

In a time of economic recovery, the top priority for most leaders is to preserve cash and avoid risk. While current conditions may seem to provide an opportunity to increase margins due to higher prices, many distributors experience smaller profit margins if they fail to pass along cost increases from their suppliers.

Seize the opportunity that this current economic climate provides, and use this book to implement a high-impact and sustainable strategic pricing system for your company.

**Members:** $113.00; **Non-members:** $141.00

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**Understanding and Managing the Risks of Green Projects**

This video will help you learn more about negotiating and managing green building contracts. Learn how the American Subcontractors Association (ASA)-endorsed ConsensusDOCS 310 Green Building Addendum clarifies the roles and responsibilities of project participants to prevent needless disputes. The video is presented by ASA General Counsel Donald Gregory of Kegler, Brown, Hill and Ritter, located in Columbus, Ohio. Your purchase includes a hyperlink to view this streaming 58-minute video at your convenience.

Once purchased, you may access the video in perpetuity.

**Members:** $75.00; **Non-members:** $95.00

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**HEALTH AND SAFETY PRODUCTS**

**29 CFR 1926 OSHA Construction Industry Regulations Book and CD**

Find 29 CFR 1926 OSHA Construction Regulations easily by ordering both the book and CD. You will have every regulation and form needed for compliance at your fingertips. These tools will help ensure your business will be safety compliant, without the trouble of looking through multiple sources for the relevant regulations.

**Members:** $80.95; **Non-members:** $109.95

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**29 CFR 1926 OSHA Construction Industry Regulations Book (3-Year Update Service)**

OSHA regulations are constantly changing. This 3-Year Update Service for the 29 CFR 1926 Construction Industry Regulations book ensures you will always have access to the most current safety regulations. We will send you the most current edition and then automatically ship additional updated versions of the 29 CFR 1926 OSHA Construction Industry Regulations book throughout your subscription period.

**Members:** $256.50; **Non-members:** $349.89

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**Construction Toolbox Safety Talks DVD Compilation**

This DVD contains more than 100 updated Safety Talks! This series is designed to assist supervisory personnel in conducting construction safety toolbox talks to enhance safety and health on their job sites and meet training requirements.

**Members:** $120.00; **Non-members:** $150.00

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**Fall Protection: Complete OSHA Regulations**

This book takes the guesswork out of finding the regulations that keep a company’s workforce safe and compliant. Easily navigate the government’s complex standards and save time while solving issues before they become problems. The guide provides fall-protection Occupational Safety and Health Administration (OSHA) regulations from Part 1910 (General Industry), Part 1915, (Shipyard Employment), Part 1917 (Marine Terminals), Part 1918 (Longshoring), Part 1926 (Construction), and OSHA Letters of Interpretation.

**Members:** $35.00; **Non-members:** $44.00
Jobsite Safety Inspection Checklist
This checklist from the Mechanical Contractors Association of America (MCAA) will help keep you organized and on track when you perform safety inspections.
Members: $10.00; Non-members: $15.00

MCAA Safety Manual for the Mechanical Construction Trades
Designed to provide quick access to important job safety and health information, this manual includes information on safe work practices that will help employees protect themselves from workplace hazards and comply with OSHA safety and health standards for construction. This comprehensive, user-friendly revision offers step-by-step instructions for first aid, including the most critical life-saving techniques.
Members: $13.00; Non-members: $21.00

Model Hazard Communication Program
OSHA's Hazard Communication Standard requires employers to explain to employees what chemicals they may be exposed to in the workplace, the hazards associated with use of or exposure to these chemicals, and the steps they can take to protect themselves. This booklet from the MCAA is designed to help mechanical construction and service contractors follow OSHA's standards.
Members: $30.00; Non-members: $75.00

OSHA Dictionary
If your duties include safety and compliance, the OSHA Dictionary is one reference you will reach for again and again! This comprehensive 46-page publication contains terms, definitions, and illustrations from the OSHA 29 Code of Federal Regulations Parts 1903 (Inspections), 1910 (General Industry), and 1926 (Construction).
Members: $20.00; Non-members: $31.95

Recordkeeping Guide
This guide simplifies OSHA's occupational injury and illness recording process for mechanical construction and service contractors. It will also help you ensure that your business is compliant with the agency's recordkeeping regulation.
Note: This product is only available in PDF and will be delivered via email.
Members: $25.00; Non-members: $54.00

Safety Handbook for Distributors and Fabricators
This pocket-sized handbook, produced by NIA, offers practical tips for maintaining a safe environment for distributor and fabricator workers. Each handbook contains both English and Spanish versions of the text. Topics include general safety rules, compressed gases, hand and power tools, lockout/tagout, tar pot safety, and much more. An employee acknowledgment form makes it appropriate for use in a company safety program.
Members: 1–25 copies, $4.00 each; 26+ copies, $3.00 each
Non-members: 1–25 copies, $8.00 each; 26+ copies, $6.00 each

Safety Handbook for Insulation and Abatement Workers
This pocket-size handbook, produced by NIA, offers practical tips for workers looking to maintain a safe working environment. Each handbook contains both English and Spanish versions of the text. An employee acknowledgment form makes it appropriate for use in a company safety program.
Members: 1–25 copies, $4.00 each; 26+ copies, $3.00 each
Non-members: 1–25 copies, $8.00 each; 26+ copies, $6.00 each

Safety Management for Mechanical Construction Supervisors
This 14-minute DVD for project managers and foremen covers the critical aspects of project safety management, including leadership, pre-task planning, hazard recognition, auditing for compliance, properly addressing safety concerns, regulatory loss control, recordkeeping, and conflict resolution.
Members: $125.00; Non-members: $195.00

Theodore H. Brodie Distinguished Safety Award Participation—See NIA Member Services, page 6.
MARKETING TOOLS

**Certified Faced Insulation Brochure**

New trends in architectural design require materials engineered to keep pace with ever-changing design concepts. One such material is Certified Faced Insulation® (formerly NIA-404), which is specifically designed to meet the unique thermal and acoustical requirements of today's metal buildings. This informational brochure details the benefits of Certified Faced Insulation and provides information on insulation standards.

Members: $1.00; Non-members: $2.00

**Industry's Most Wanted Posters**

These posters illustrate poorly insulated items and the savings that could result from proper insulation. Certified Insulation Energy Appraisers and other insulation professionals can send these posters to a jobsite before a visit, to jobs you are currently bidding on, or you can use them as a resource during new employee training.

Members: $4.00 $2.00; Non-members: $8.00

*Note: Additional shipping fees may apply.*

**Insulation Outlook Article Reprint**

NIA offers reprints of selected articles from *Insulation Outlook* to help our readers educate their clients about mechanical insulation. Printed copies of the following articles are available for sale. Order these professional, magazine-quality reprints and distribute them throughout your organization or to clients to help improve industry awareness and increase organizational knowledge.

- “Introducing the Mechanical Insulation Design Guide (MIDG)”
- “Mechanical Insulation in Hospitals and Schools”
- “Montana Mechanical Insulation Energy Appraisal”

Members: $1.00; Non-members: Not Available

**Insulation Outlook Article Reprint—Customized**

Order customized reprints of any recent Insulation Outlook article with your company’s ad to boost your sales efforts. Please specify the reprint title when ordering. For details and pricing information, please contact publications@insulation.org.

**Mechanical Insulation Industry Marketing Flyers**

Working in collaboration with our strategic partners through the Alliance/Department of Energy (DOE) Mechanical Insulation Education and Awareness (MIC) program, NIA created 3 different industry marketing flyers that are available to our members. The flyers promote, respectively, commercial and industrial data; the MIDG Simple Calculators; and the Mechanical Insulation Education & Awareness E-Learning Series. Members may order 25 copies of each flyer for free, while supplies last.

Members: Free; Non-members: Not Available

*Note: A $10 shipping and handling fee applies to all orders.*

**The Power of Insulation: A Proven Energy-Saving Solution**

This brochure answers the question, “Why insulate?” It is an ideal tool for your sales pieces and bid packages. It points to the many benefits of insulation, including energy conservation, enhanced employee safety, reduced energy costs and greenhouse gas (GHG) emissions, and more. The colorful and informative 6-page brochure also provides a list of helpful resources and insulation tools.

Members: $0.50; Non-members: $1.00

**Quality NIA Insulation Contractor Brochure**

Available only to NIA members, this brochure explains the value of selecting a trained professional insulation contractor. It is the perfect tool to market your company to new customers or to strengthen your relationship with current ones.

Members: $1.00; Non-members: Not Available

**Quality NIA Insulation Contractor Brochure—Customized**

NIA members also have the option to add their company logo and contact information to this brochure. For details and pricing information, contact niainfo@insulation.org.
**Shipping Address**

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**Method of Payment**

- Check
- Invoice (NIA members only)
- American Express
- VISA
- Mastercard

Shipping and Handling: 0-$75 = $14.00, $76-150 = $20.00, $151+ = $23.00

Orders are ordinarily shipped UPS ground within the continental U.S.

Call for prices on faster service, all other U.S. locations, and international shipping.

**Product Name**

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**ORDER TOTAL**

National Insulation Association Products and Services Return/Cancellation Policy

Prices listed within this brochure were current at the time of printing and are subject to change. For the most current pricing, please visit www.insulation.org/products.

**Member Return/Cancellation Policy**

If, for any reason, you are dissatisfied with your purchase, you may return the item(s) to NIA within 60 days of receipt of your shipment for a full product refund minus the cost of shipping and handling provided that the item(s) are returned in same condition as shipped. Certain items cannot be returned. These items include software, damaged items, products that have missing parts, NCCER—Insulating (formerly Contren and Wheels of Learning), the Membership Directory & Resource Guide, Profitable Contracting, and the Insulation Materials Specification Guide. We cannot offer refunds on items returned to the NIA office after 60 days. We will be more than happy to offer an exchange of products, if you are dissatisfied.

**Non-member Return/Cancellation Policy**

If, for any reason, you are dissatisfied with your purchase, you may return the item(s) to NIA within 30 days of receipt of your shipment for a full product refund minus the cost of shipping and handling provided that the item(s) are returned in same condition as shipped. Certain items cannot be returned. These items include software, damaged items, products that have missing parts, NCCER—Insulating (formerly Contren and Wheels of Learning), the Membership Directory & Resource Guide, Profitable Contracting, and the Insulation Materials Specification Guide. We cannot offer refunds on items returned to the NIA office after 30 days. We will be more than happy to offer an exchange of products, if you are dissatisfied.

**Additional Terms**

NIA offers its online store for all your product and service needs. You may purchase products online securely with real-time credit card processing. To order, please visit www.insulation.org/products. NIA members must login to receive special discounted rates. Please contact membership@insulation.org if you have forgotten your login information.

NIA, its members, and/or its agents make no guarantee as to—and assume no responsibility for—the correctness, sufficiency, or completeness of the products offered on this website. Further, they do not endorse any products, sources, systems, or procedures that may be referenced or identified in these materials.