Company Profile

Auburn Manufacturing was founded in 1979 as a maker of asbestos-free, heat- and fire-resistant textiles. The products we developed for the mechanical insulation industry include an array of high-temperature textiles (from 600 to 3000°F) including tapes, ropes, tubings and fabrics. These products are used to save energy and protect personnel from high heat on pipes, valves, and fittings. Our fabrics are also used as components in custom-made removable, reusable insulation covers. Our most recent development is a modular thermal insulation kit to make removable covers on the jobsite.

Benefits to Belonging

We have been a member of NIA since the mid-1990s. The fact that we’re a small manufacturer whose products are considered “accessories” to insulation systems could serve as a reason NOT to belong to NIA. Instead, through our involvement in NIA’s various committees (Associates, Technical Information, Website, Membership), we have gained a much better understanding of the mechanical insulation market and its distribution channel. We have also made valuable contacts with technical and marketing professionals. And through our contacts at NIA, we have developed a very experienced, well-respected national sales rep network with a lot of expertise in insulation.

NIA Value

The Committee Days forum in Washington each November is an excellent opportunity for us to get to know the various companies involved in the organization and to learn about the concerns of the industry as a whole. For example, NIA’s diligence in making the case for energy efficiency with federal legislators makes Committee Days even more beneficial to our company. Training on mechanical insulation systems through NIA’s NTIP was extremely helpful to my company’s sales and technical people. We know how our products work but we were a little fuzzy on how they worked with other insulation products in industrial systems. We also learned how to use the estimating program 3E Plus with our products.

Integral to the meetings and programs available through NIA is a very experienced and helpful staff at NIA. Some industry associations are run by other organizations that represent several industries. NIA’s staff members work only for its members, resulting in fast, proficient, and friendly service.

Best Idea To Help My Business

Attending technical sessions at NIA conventions, reading articles in Outlook, and working with insulation professionals associated with NIA have all played a part in a new insulation product innovation that we believe will result in more energy savings and increased business for NIA contractors!

Summary

I am convinced that AMI is a better company and I am a better manager of it thanks to our association with NIA over the past 15 years. I think that’s due in part to the fact that NIA is big enough to provide the valuable services mentioned here, yet small enough for us to get to know its members and their families. As a woman business owner, I’m particularly happy to report that I’ve developed friendships with NIA spouses and members alike, both of which I value equally!