Why Does M&O Insulation Co. Belong to NIA?

Company Profile
M&O Insulation Company was formed in 1972. Since that time M&O has performed over $700 million worth of contracts in insulation and asbestos abatement. The company has offices in East Hazel Crest, Illinois, from which they support the northern Illinois markets, and Peoria, Illinois, from which they support the central and southern Illinois operation. M&O has a 50,000 square foot warehouse that supports both operations and offers excellent service to our customer base. M&O is still a family-run business that employs some of the finest estimators, project managers, and salespeople in the Chicago market.

Benefits to Belonging
The benefits in belonging to NIA are many. The most important is the ability to develop relationships with other contractors from across the United States and Canada. We discover that many contractors face the same problems we do, and many have found solutions to some of them. We have developed relationships that offer opportunities in other markets. The insulation business has always been relationship-oriented, and NIA membership offers us the opportunity to continue and expand our business relationships.

NIA Value
NIA offers all members a highly professional quality staff to support our activities. We have exposure to the safety roundtable, new product information, insurance opportunities, employee training, technical information, and the Foundation. The value of these programs cannot be expressed in this short space. Suffice to say that NIA exposes contractors, manufacturers, fabricators, laminators, and distributors to the some of the highest-quality services offered in the industry today.

Best Idea To Help My Business
The Foundation has undertaken the Mechanical Insulation Marketing Initiative (MIMI). This kind of program could not be done by a regional or local group. The costs associated with a program of this nature, along with the need for national exposure and expertise, requires that it be done on a national level. This program has the potential to mean more to the industry going into the future than any other undertaken by NIA in its history.

Summary
I did not belong to NIA when I owned my own business. I should have. I didn’t think I had the time. I should have made the time. For a small contractor, the value of NIA is almost incalculable. The benefits of the national exposure; the value of the knowledge of some of the brightest and best contractors in the country; the relationships with manufacturers, contractors, distributors, and fabricators; and being part of the industry movement are what NIA is all about. Be there.