Why Does Zampell Belong to NIA?

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NIA Member Since: December 1990

Company Profile
Zampell is a full-service specialty contractor founded in 1966. Zampell is headquartered in Newburyport, Massachusetts, with branch offices in Connecticut, Florida, Maine, Pennsylvania and Texas. Specialties include refractories, mechanical insulation, and plant services. With roots in refractory contracting, we realized that mechanical insulation and other plant services such as scaffolding, fireproofing and coatings are a perfect complement to our refractory business—meeting clients’ needs with a multi-craft, multi-task approach.

Benefits of Belonging
Zampell has been a member of NIA since the early 1990s, as we realized that NIA represents the entire industry. Leveraging the following benefits has helped Zampell grow the mechanical insulation part of our business:

- Networking at NIA events and developing relationships with peers, manufacturers, and distributors
- Participating in the Merit Contractor, Health and Safety, and Website Committees
- Learning about materials, installation techniques at the technical sessions

Zampell also has benefited from NIA’s safety programs, participating in NIA’s Health and Safety Committee and the Health and Safety Roundtable at Committee Days, and from the following:

- OSHA industry and legal updates
- Theodore H. Brodie Distinguished Safety Award
- NIA counsel review of our safety program
- Networking for safety-related suggestions

NIA’s world class training programs also add value.

- Insulation Energy Appraisal Program (IEAP)—Zampell boasts eight Certified Insulation Energy Appraisers. We use the tools and training to support customers’ energy efficiency initiatives.
- National Insulation Training Program (NITP)—Helps to familiarize new engineers and sales professionals with mechanical insulation systems and specifications.
- Craft Training—We have used the Contren (formerly Wheels of Learning) and the Craft Training videos in our in-house training.

Best Idea To Help My Business

- Feedback from members of the Health and Safety Roundtable improved our safety program.
- IEAP training and 3E Plus software helps Zampell demonstrate to our clients the dramatic savings associated with insulation improvements when considering energy savings and greenhouse gas reductions.

Summary
At Zampell we are always striving to improve. Our NIA membership has helped us ultimately be a better resource to our customers. Relationships we have developed with NIA staff and industry peers have been invaluable and have definitely made us better leaders and stewards of our industry.