



# 2012 Products & Services

## Official Product Guide of the National Insulation Association

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.

Don't miss new tools and resources:

- Mechanical Insulation Financial Calculator App
- Simple Calculators
- E-Learning Modules
- Valuable Data
- Article Reprints

**More products than ever before!**

[www.insulation.org/products](http://www.insulation.org/products)

## New in 2012

- *BIM Handbook: A Guide to Building Information Modeling for Owners, Managers, Designers, Engineers, and Contractors*
- *Construction Planning and Scheduling* (4th Edition)
- Construction Tool Box Safety Talks
- *Contractor's Guide to Green Building*
- *Contractor's Guide to LEED Certified Construction*
- E-Learning Modules
- Expanding Your Professional Network—& Your Profits—in the Digital Age
- Insulation Product & Accessory Sample Box
- Mechanical Insulation Financial Calculator App
- MIDG Simple Calculators
- NIA Educational Webinar Archives
- *NIA News* Digital Edition
- *OSHA Dictionary*
- *29 CFR 1926 OSHA Construction Industry Regulations* Book & CD
- *29 CFR 1926 OSHA Construction Industry Regulations* Book (3-Year Update Service)
- 2011 NIA Annual Report

## Member Favorites

- Contren (formerly Wheels of Learning) ..... 7
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- *National Commercial and Industrial Insulation Standards Manual* ..... 9
- *Safety Handbook for Distributors/Fabricators*. 10
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## Online Resources & NIA Member Services

This year, NIA is proud to offer more products than ever! You'll find more than 60 products and services in the following categories: Online Resources, NIA Member Services, Certification and Training, Educational Resources, Health and Safety Products, and Marketing Tools. Check out the list of new products and the best-selling "Member Favorites" at left. 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!

### ONLINE RESOURCES

#### *Insulation.org*

A treasure trove of information related to the industrial and commercial insulation industry is at your fingertips at [www.insulation.org](http://www.insulation.org). There's no other place you can learn so much about NIA and the industry, including:

- Online registration for NIA meetings and events, such as Committee Days and the annual NIA Convention
- 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
- The Guide to Insulation Product Specifications, Insulation Science Glossary, and the Insulation Materials Specification Guide
- Information about NIA's committees
- The online NIA Membership Directory—searchable by member type, specialty, products, and location

Bookmark [www.insulation.org](http://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 American Society for Testing and Materials (ASTM), federal, and military specifications relevant to the insulation industry. It lists companies that manufacture products that conform to each specification. The guide is helpful for the insulation contractor, specifier, user, and owner. The information, updated in March 2011, is available as a free download from NIA's website, [www.insulation.org](http://www.insulation.org).

## ★ **Insulation Science Glossary**

This handy reference guide, updated regularly by NIA's Technical Information Committee, explains terms common in the insulation industry. The PDF is available at no charge on [www.insulation.org](http://www.insulation.org) in the Techs & Specs section.

## ★ **Manufacturers' Technical Literature (MTL) Product Catalog** [www.insulation.org/mtl](http://www.insulation.org/mtl)

The MTL Product Catalog is the easiest, most cost-efficient way to put your products in front of users who are searching for them. It allows manufacturers to showcase their technical literature on the website that thousands turn to as their industrial and commercial insulation resource. Your product information is available immediately, around the clock, and you can update it whenever—and however often—you want. The MTL Product Catalog is not only integrated with the NIA member database, but also with the Mechanical Insulation Design Guide—part of the National Institute of Building Sciences' Whole Building Design Guide available at [www.wbdg.org](http://www.wbdg.org), accessed by hundreds of thousands of users every month.

## ★ **NIA Speaks (online presentation map)** [www.insulation.org/locations](http://www.insulation.org/locations)

NIA gives presentations to professional organizations across the United States as part of its effort to increase awareness of the value and power of insulation. With Google map technology, “push pins” identify where all NIA presentations have been given.

### **NIA Members Only Website**

As an NIA member, you have free access to the Members Only section of [www.insulation.org](http://www.insulation.org)—just click on “Members Only” to access information about each NIA committee, including the latest minutes; NIA bylaws; the job listing submission form; Human Resource forms and documents; NIA logo for use on your website or print materials; an archive of digital *NIA News* issues; and more. You can register for a username and password; if you forget your password, you can request an e-mail reminder. Use your password to receive member pricing online while shopping the Bookstore or registering for events. The following features are also available to NIA members in this section:

## ★ **Electronic Article Reprint Library**

NIA offers members FREE reprints of selected articles from *Insulation Outlook* to educate clients about mechanical insulation. Upload these high-resolution, printable PDFs to your

own website or e-mail them to customers, or even customize them with your company's advertisement for a small fee! Available articles include:

- “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 [publications@insulation.org](mailto:publications@insulation.org).

## **Human Resource Forms and Documents**

Generic HR forms are available free on the Members Only section of the website for customization and use by NIA member companies. Examples 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](http://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](http://www.insulation.org) and click on “Submit Job Listing.”

### ***InsulationOutlook.com***

The *Insulation Outlook* website is devoted to the needs of its readers, who include mechanical engineers, plant managers, specifiers, and other technical, end-user professionals. In keeping with NIA's mission of raising awareness about mechanical insulation's benefits among key decision-makers, *Insulation*

*Outlook* presents high-quality information to educate its more than 11,500 readers. The website features a searchable database of articles, with “Share This” links for every article and an RSS Feed to help you keep up to date; a handy subscription-management area; an easy method of ordering back issues and reprints; a media kit and insertion order form for advertisers; information for prospective writers; and more.



### **Mechanical Insulation Design Guide** [www.wbdg.org/midg](http://www.wbdg.org/midg)

NIA and the National Institute of Building Sciences (NIBS) developed the Mechanical Insulation Design Guide (MIDG) to help specifiers, facility owners, and other end users of mechanical insulation systems with a wide range of industrial and commercial applications. MIDG, part of NIBS’ Whole Building Design Guide, includes information about the specification, installation, design, and maintenance of mechanical insulation systems. Simple calculators help quickly demonstrate the benefits of mechanical insulation upgrades, repairs, and maintenance:

- Condensation Control Calculator for Horizontal Pipe
- Energy Calculator for Equipment (Vertical Flat Surfaces)
- Energy Calculator for Horizontal Piping
- Mechanical Insulation Financial Calculator
- Estimate Time to Freezing for Water in an Insulated Pipe Calculator
- Temperature Drop Calculator for Air Ducts
- Temperature Drop Calculator for Hydronic Piping
- Personnel Protection Calculator for Horizontal Piping

MIDG is also linked to NIA’s Manufacturers’ Technical Literature (MTL) Product Catalog ([www.insulation.org/mtl](http://www.insulation.org/mtl)), an online technical library with searchable PDFs submitted by insulation manufacturers.

### **[InsulateMetalBuildings.org](http://InsulateMetalBuildings.org)**

This is a one-stop resource for the construction of metal buildings! Find out about Certified Faced Insulation®, condensation issues, insulation installation, where to buy materials, and much more. The site features an interactive map that shows a summary of the metal building insulation requirements to meet the commercial energy codes of each state.

## **NIA MEMBER SERVICES**

### **Expand Your Company’s Exposure**

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, and 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](mailto:ads@insulation.org) or 301-215-6710, ext. 103.

### **NIA Regulatory Advice**

NIA members may be eligible for complimentary advice from NIA’s general counsel about Occupational Safety and Health Administration (OSHA) requirements, regulations, and inspections. All inquiries are confidential. If your inquiry requires additional work, you will be advised of a billing rate and an estimate of the charge to meet your needs. Contact NIA at [legaladvice@insulation.org](mailto:legaladvice@insulation.org) for your opportunity to take advantage of this service. Note: Complimentary legal advice is limited and will be provided on a first-come, first-served basis within the parameters of this service.

### **Theodore H. Brodie Distinguished Safety Award**

NIA believes every insulation contractor and distributor/fabricator 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 committed to safety and its implementation. It is open only to NIA Members, and there are now separate application forms for contractors and distributors/fabricators.

Judging focuses on the company’s overall safety program, safety policy, and means of communication and training instilled in employees. To ensure each participant has an equal opportunity to win, applicants are judged in categories pertaining to their company’s size. Applicants can opt to have NIA’s legal counsel send feedback on ways to improve the company’s safety program.

Winners are recognized in front of their peers at the Annual Convention each spring, in *Insulation Outlook* magazine and *NIA News*, and on the NIA website. 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](http://www.insulation.org/techs/safety.cfm).



### **Voice and Data Services**

NIA’s Telecommunications Group Purchasing Program helps you find the right voice and hosting/collocation/data center services at the lowest rates available to help you maximize your business operations while reducing costs and increasing your bottom line. To find the best options for your local and long-distance calling, Internet, data network, e-mail marketing blast, and conferencing services, ARG will provide a free analysis comparing your current services with the options available through the NIA group program. To learn more, call

Association Resource Group at 800-274-2737 and identify yourself as an NIA member.

## Publications

NEW!

### 2011 Annual Report

NIA's Annual Report summarizes accomplishments from planned programs and activities during 2011, including:

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

The report also lists the NIA leadership, committees, and staff.

### ★ 2011–2012 NIA Membership Directory & Resource Guide



This vital resource, published annually, 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.

**Members: \$35.00; Non Members: \$90.00**

### Insulation Outlook Magazine



*Insulation Outlook*, NIA's monthly trade magazine, contains technical articles on a variety of topics related to the mechanical 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, 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](mailto:circulation@insulation.org).

**U.S. Members: 1 yr, \$67.00; 2 yr, \$105.00**

**U.S. Non Members: 1 yr, \$95.00; 2 yr, \$150.00**

**International Members: 1 yr, \$88.00; 2 yr, \$132.00**

**International Non Members: 1 yr, \$110.00; 2 yr, \$165.00**

### Insulation Outlook Magazine Back Issues

NIA makes available a limited number of back issues. 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. For details and pricing information, contact [publications@insulation.org](mailto:publications@insulation.org).

### NIA News

This members-only newsletter features all the latest association news, updates on NIA's programs and services, news from NIA members, and industry-specific business articles to help you succeed. This newsletter is also available in a digital version in the Members Only section of NIA's website.

**Members: FREE; Non Members: Not available**

## Electronic Publications

### E-News Bulletin

Subscribe to this free electronic newsletter for association news, training information, meeting reminders, program and legislative updates, and more. To receive NIA's *E-News Bulletin*, visit [www.insulation.org/bulletin/subscribe.cfm](http://www.insulation.org/bulletin/subscribe.cfm) and complete the short subscription form.

### NIA News Digital Edition

NEW!

All *NIA News* issues are available anytime, anywhere in digital form on NIA's Members Only website. Check out [www.insulation.org/memberonly](http://www.insulation.org/memberonly) and keep up to date on everything NIA is doing to grow the industry—and your business!

**Members: FREE; Non Members: Not available**

## Products

## CERTIFICATION AND TRAINING

To find the most updated information about courses offered or to view the course schedule, visit NIA's website at [www.insulation.org](http://www.insulation.org). If there is no scheduled course, e-mail [training@insulation.org](mailto:training@insulation.org) to be placed on the list of those interested, and we will notify you when the next course is scheduled.

### Certified Insulation Energy Appraiser Lapel Pin

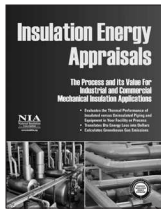


Distinguish yourself from the competition by wearing this lapel pin on the jobsite and at industry events. This lapel pin features the Certified Insulation Energy Appraiser logo

and is available only to current Certified Insulation Energy Appraisers.

**Members: \$5.00; Non Members: \$10.00**

### Insulation Energy Appraisal Program Marketing Brochure



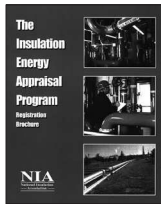
This brochure, available only to Certified Insulation Energy Appraisers, assists with marketing the appraisal concept to maintenance, facility, or energy managers. It explains the process of completing an appraisal and lists areas that appraisers look at to calculate the facility's potential savings.

**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](mailto:niainfo@insulation.org).

### The Insulation Energy Appraisal Program (IEAP)



This professional, 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 3E Plus® Version 4.0 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 1.5 continuing education units (CEUs). This certification will be 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.

### Customized In-House Training

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 important to see the big picture with our industry. NIA can help, with training courses like the following.

**Mechanical Insulation Education and Awareness:** This training emphasizes the need to think about insulation differently—as one of the top energy-efficient resources available to your customers. Topics covered can include market structure and conditions, fundamental values of insulation, codes and standards, financial and energy conservation benefits of insulation, and resources to prove the value of insulation to your customers.

**3E Plus® Insulation Software:** This training reviews the software capabilities and provides students with the understanding of the data necessary for accurate insulation thickness calculations and how to run the energy, economics, and environmental program calculations.

**National Insulation Training Program:** A review and reinforcement of why and how we use mechanical insulation. The course provides information and tools that make insulation system design and specification easier and more accurate. Two-day and modified one-day courses are available.

Customize your training to include these specific areas:

- The Science Behind Mechanical Insulation
- System Installation and Design Criteria and Considerations
- Insulation System Maintenance

We can take our current training programs and presentations and customize a session for you and your company's specific needs. You can then tailor your own presentation with ours and make it one of the best resources for your employees.

For more information on pricing and in-house training, contact Julie Cupp at 703-464-6422, ext. 114, or [jcupp@insulation.org](mailto:jcupp@insulation.org).

## EDUCATIONAL RESOURCES

### *BIM Handbook: A Guide to Building Information Modeling for Owners, Managers, Designers, Engineers, and Contractors*

**NEW!**

The *BIM Handbook* provides an in-depth understanding of BIM technologies, the business and organizational issues associated with its implementation, and the profound advantages that effective use of BIM can provide to all members of

a project team. Updates to this edition include:

- Completely updated material covering the current practice and technology in this fast-moving field
- Expanded coverage of lean construction and its use of BIM, with special focus on Integrated Project Delivery throughout the book
- New insight on the ways BIM facilitates sustainable building
- New information on interoperability schemas and collaboration tools
- Six new case studies

**Members: \$71.00; Non Members: \$99.00**

### **ConsensusDOCS**

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

### **The Contractor's Guide to Building Information Modeling, 2nd Edition**

This edition includes up-to-date information on the process of incorporating BIM into your company, collaborating with other stakeholders, and a detailed matrix of the varied types of software tools that compose building information modeling.

**Members: \$60.00; Non Members: \$74.00**

### **Contractor's Guide to Green Building**

Bridging the gap between theory and practice, the *Contractor's Guide to Green Building* provides guidance for a comprehensive range of green construction topics in a straightforward, to-the-point, and “no-nonsense” format. Based on the author's extensive real-world experience in planning, estimating, and managing hundreds of sustainable construction projects, the book examines the entire green building process, from concept development and setup to completion. Coverage includes basic green building concepts and LEED standards, water efficiency, energy and atmosphere, and materials and resources in relation to building green.

**Members: \$34.95; Non Members: \$54.95**

### **Contractor's Guide to LEED Certified Construction**

*Contractor's Guide to LEED Certified Construction* is the consummate source of LEED information for anyone in or entering the construction industry. Unlike other LEED books that focus on the totality of LEED compliance, this one-of-a-kind resource focuses on the narrower topic of construction-related requirements. It offers detailed explanations of the rationale for each construction credit, as well as strategies for achieving LEED compliance. With a clear, logical organiza-

tion, the book will serve as a valuable constructor reference at the beginning of a project, as well as a useful step-by-step guide through the duration of the project.

**Members: \$39.95; Non Members: \$59.95**

### **Contren (Formerly Wheels of Learning)**



Developed by NIA and the National Center for Construction Education and Research, Contren 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.

**Note:** When ordering, please indicate level and instructor and/or trainee manual.

**Members: \$150.00/manual; \$900.00/set**

**Non Members: \$300.00/manual; \$1,800.00/set**

### **Construction Planning & Scheduling Manual, 4th Edition**

**NEW!**

This new version 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 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**

### **The Distributor Specialist: Customer Champion, Profit Generator**

The specialist furnishes technical support, sales backup, marketing direction, and product management within a distributor organization. This book shows you the business results specialists can help you achieve, potential pitfalls of specialist utilization, and ways to build from scratch or strengthen your specialist team. Relevant case studies show not only what needs to be done, but how to get started.

**Members: \$116.00; Non Members: \$140.00**

### **E-Learning Modules**

**NEW!**

NIA's new e-Learning Modules will be released as part of the U.S. Department of Energy's new Energy Management Tool

Suite web portal in 2012. These modules are a combination of PowerPoint, video, graphic illustration, and voice-over audio media and are designed to educate end user audiences about the uses and benefits of mechanical insulation. The five 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

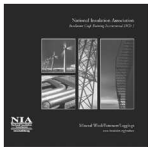
### Expanding Your Professional Network—& Your Profits—in the Digital Age

**NEW!**

The audio-visual recording contained on this CD-ROM 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

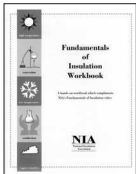


This program was developed by the NIA Joint Associates/Distribution Committee and is designed to teach new hires to deal effectively with customers. It is formatted into nine modules and is about 35 minutes long. The 3- to 4-minute modules allow logical cognitive learning and cover all types of insulation environments. 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.**

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: \$5.00; Non Members: \$10.00**

### Insulation Craft Training Instructional DVDs

Developed by NIA, these DVD programs feature the following 10 types of insulation applications:

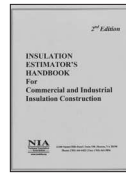
1. Mineral Wool/Fasteners/Lagging
2. Insulation for Ducts with Fiberglass Blanket and Board Insulation
3. PC Foamglas Adhered Systems to Horizontal Vessels

4. PC Foamglas Insulation Systems for Underground and Direct Burial
5. PC Foamglas Pipe Application
6. Metal Jacketing
7. Installing Fiberglass Pipe Insulation
8. Insulating With Calcium Silicate and Perlite
9. How to Install Flexible Foam Insulation
10. Fiberglass Pipe Fittings, Valves, and Flanges

**Note:** A compilation DVD including all 10 segments is also available. Please specify the number of DVD versions when ordering.

**Members: \$35.00 each; Compilation DVD, \$315.00;**  
**Non Members: \$105.00 each; Compilation DVD, \$945.00**

### 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 of an insulation project.

**Members: 1-3 copies, \$50.00 each; 4+ copies, \$25.00 each;**  
**Non Members: 1-3 copies, \$200.00 each; 4+ copies, \$100.00 each**

### Insulation Materials Specification Guide

This guide provides physical and material properties of various insulation materials as specified by the American Society for Testing and Materials (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.

**Members: 1-99 copies, \$1.00 each; 100-499 copies, \$0.75 each; 500+ copies, \$0.60 each**  
**Non Members: 1-99 copies, \$2.00 each; 100-499 copies, \$1.50 each; 500+ copies, \$1.20 each**

### Insulation Product & Accessory Sample Box

**COMING SOON!**



NIA's Insulation Product and Accessory Sample Box provides hand samples of 20 mechanical insulation product types and accessories in a generic fashion. This sample box is designed for ease of use, with an illustrative product schematic guide that denotes the generic product type. It is also small and portable (24"x13"x7.5"). In developing this box, 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. There are upper and lower trays with easy-to-use pull tabs to get to the second layer. This sample box is an excellent tool for your internal training and resource library, as well as external sales discussions and presentations. Call for availability and pricing.



### Mechanical Insulation Financial Calculator App

NEW!



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 Mechanical Insulation Design Guide, 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.”

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

NEW!

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; and measurements in the English measuring system, among many other improvements. **It is available in both printed and interactive online versions. Call for pricing.**

### NIA Educational Webinar Archives

NEW!

In 2011, NIA offered the two-part Summing Up the Financial Value webinar series covering the simple calculators available on the Mechanical Insulation Design Guide (MIDG) website. These webinars demonstrated how to use the calculators and how to build your business with the data provided by the calculators. If you missed the webinars, here's your chance to view them and learn the value these simple calculators can bring to your business and your customers. (The 45/60 minute archive is available on CD or USB drive.)

- Part 1 covers the Energy Loss, Emission Reduction, Surface Temperature, and Annual Return calculators for equipment and piping and the Financial Returns/Considerations Calculator.
- Part 2 covers the Condensation Control Calculator for Horizontal Pipe, Personnel Protection Calculator for Horizontal Piping, Estimate Time to Freezing for Water in an Insulated Pipe Calculator, Temperature Drop Calculator for Hydronic Piping, and Temperature Drop Calculator for Air Ducts.

**NIA Members: \$99.00 (discount given if your company participated in the webinar); Non Members: \$175.00**

### Profit Myths in Wholesale Distribution

Al Bates gets to the heart of what he calls “profit myths” by pointing out that bad information sure looks good on the surface. Some mind-set changes are understanding that low-

ering inventory is frequently a bad idea; accepting that sales growth can be too fast as well as too slow; and identifying why most sales force commission plans don't work the way they are supposed to. This book includes a Microsoft® Excel file that allows you to enter data and then print exhibits from this book with results specifically for your firm. These exhibits help you understand how the conclusions in this book impact your business.

**Members: \$113.00; Non Members: \$140.00**

### Profitable Contracting

This NIA manual is designed to help insulation and abatement contractors solve the many non-technical problems peculiar to the industry and generate a substantial ROI. By sharing resources and reference materials on common problems, the manual encourages a greater degree of education and professionalism among contractors. It contains overviews of the following six 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 the step described in the overview.

**Members: \$75.00; Non Members: \$225.00**

### 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 this time of economic turbulence, the number-one priority for most leaders is to preserve cash and avoid risk. It may seem like an easier time to build margins when prices are rising rather than falling; however, many distributors actually saw margins slipping when they failed 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: \$140.00**

## HEALTH AND SAFETY PRODUCTS

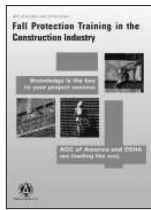
### Construction Tool Box Safety Talks

NEW!

Contains more than 100 updated Safety Talks! This manual is designed to assist supervisory personnel in conducting construction safety tool box talks to enhance safety and health on their job sites and meet training requirements.

**Members: \$145.00; Non Members: \$180.00**

### Fall Protection Training in the Construction Industry



Each year, falls consistently account for the greatest number of fatalities in the construction industry. Over the last 10 years, on average, between 325 and 350 workers were killed and more than 100,000 were injured in construction-related falls. This 1-day training program based on OSHA standards and best practices answers the need for quality Fall Protection training within the industry in this CD-ROM.

**Members: \$30.00; Non Members: \$35.00**

### 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: \$18.00; Non Members: \$38.00**

### Model of Hazard Communication Program

OSHA's Hazard Communication Standard requires you 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 for mechanical construction and service contractors.

**Members: \$39.00; Non Members: \$53.00**

### 29 CFR 1926 OSHA Construction Industry Regulations Book & 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. You will spend less time looking up information and more time doing everything else you need to do.

**Members: \$80.95; Non Members: \$109.95**

### 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'll send you our most current edition and then automatically ship additional updated versions of our 29 CFR 1926 Construction Book throughout your subscription period.

**Members: \$256.50; Non Members: 349.89**

### OSHA Dictionary



If your duties include safety and compliance, the *OSHA Dictionary* is one reference you'll 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), 1904 (Recordkeeping), 1910 (General Industry), and 1926 (Construction).

**Members: \$20.00; Non Members: \$31.95**

### OSHA Inspections: Be Prepared for the Process



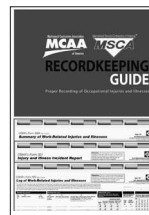
This DVD is designed for project managers, foremen, and others designated the supervisor in charge. It demonstrates how to:

- Deal with OSHA inspections
- Prepare in advance of an OSHA inspection
- Minimize company losses during the inspection process.

Running time: 12 minutes, 40 seconds.

**Members: \$99.00; Non Members: \$149.00**

### Recordkeeping Guide

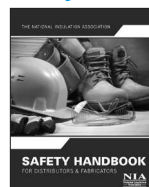


This guide will make OSHA's occupational injury and illness recording process easy for mechanical construction and service contractors to understand. It will also help you comply with the agency's recordkeeping regulation.

**Note:** This product is only available in PDF and will be e-mailed to you.

**Members: \$27.00; Non Members: \$52.00**

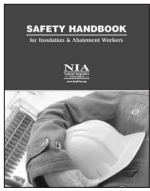
### Safety Handbook for Distributors and Fabricators



This pocket-sized handbook produced by NIA offers practical tips for maintaining a safe environment for distributor and fabricator workers. Each handbook contains both the English and Spanish versions. Topics include general safety rules, compressed gases, hand and power tools, lockout/tagout, tar pot safety, and much more. An employee acknowledgement 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 for maintaining a safe working environment. Each handbook contains both the English and Spanish versions. An employee acknowledgement 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 4.

## MARKETING TOOLS

### Careers in Construction

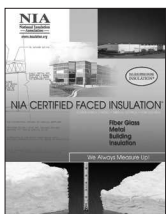


This brochure aids in recruiting young adults and students to the construction industry. It can be customized with company information and distributed to individuals interested in learning the mechanical insulation trade. Distribute this brochure at vocational/technical schools, churches, YMCAs, high schools, community colleges, and other appropriate venues in your community.

**Note:** Limited quantities are available.

**Members: \$1.00; Non Members: Not available**

### 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), specifically designed to meet the unique thermal and acoustical requirements of today's metal buildings. This informational brochure on Certified Faced Insulation® details the benefits and provides information on insulation standards.

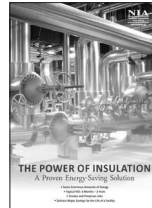
**Members: \$1.00; Non Members: \$2.00**

### Industry's Most Wanted Posters

These posters illustrate poorly insulated items and the savings that could result from proper insulation. Certified Insulation Energy Appraisers can send it to a jobsite before a visit. You can also send it to jobs you are currently bidding on or use it as a resource during new employee training. The ways in which this poster can be used are endless and invaluable!

**Members: \$4.00; Non Members: \$8.00**

### 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 strengthen your relationship with current ones.

**Members: \$1.00; Non Members: Not available**

### Quality NIA Insulation Contractor Brochure—Customized

NIA members have the option to add their company logo and contact information to this brochure. For details and pricing information, contact [niainfo@insulation.org](mailto:niainfo@insulation.org).



Visit us on the Web at [www.insulation.org](http://www.insulation.org).

# 2012 NIA PRODUCT ORDER FORM

Simply fill out this page and mail or fax it with your payment to NIA.

Shop Online: [www.insulation.org/products](http://www.insulation.org/products)

Shipping Address (physical address only, no P.O. Boxes)		
Name	<input type="checkbox"/> NIA Member	<input type="checkbox"/> Non Member <input type="checkbox"/> Please send membership information
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Company Address		
City	State	Zip
Phone	Fax	
E-mail		
Method of Payment		
<input type="checkbox"/> Check	<input type="checkbox"/> Invoice (NIA members only)	Shipping and Handling: 0-\$75= \$13.00, \$76-150= \$19.00, \$151+ = \$22.00 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.
<input type="checkbox"/> American Express	<input type="checkbox"/> VISA <input type="checkbox"/> Mastercard	
Card Number	Expiration date	
Signature		
Product Name	Quantity	Price
		<b>Subtotal</b>
		<b>Shipping and Handling</b>
		<b>VA Residents add 5% tax</b>
		<b>ORDER TOTAL</b>

National Insulation Association  
12100 Sunset Hills Rd., Suite 330  
Reston, VA 20190  
703-464-6422 · Fax 703-464-5896

### 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](http://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, *Contren* (formerly *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, *Contren* (formerly *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](http://www.insulation.org/products). NIA Members must login to receive special discounted rates. Please contact [membership@insulation.org](mailto: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.