

Why join ICAA?

lev•er•age (lev'er-ij), n.
effectiveness, power,
influence: increased means
of effecting an aim.





Jeanine Miller
Miller's Insulation &
Fireproofing, Inc.
Albuquerque, NM
Member: 6 years



Michael Hobson
West Chester
Insulation, Inc.
West Chester, PA
Member: 11 years



Phil Rice
Rice Insulation
& Glass, Inc.
Bonita Springs, FL
Member: 10 years



Wistar Nelligan
Nelligan Insulation, Inc.
Lynchburg, VA
Member: 6 years



Ferrell Drum
Garland Insulating Ltd.
Dallas, TX
Member: 17 years

We joined ICAA. **You should too.** **Here are five good reasons.**

Operating an insulation contracting business can be both rewarding and challenging. And challenges can make the business intimidating. ICAA, the national nonprofit trade association for professional insulation contractors and suppliers, gives its members the leverage needed to take on challenges and do business better.

1. ICAA is committed to your goals.

ICAA represents insulation contractors. The well-being of your business is our only business.

2. ICAA can help.

ICAA, the powerful and professional voice of the industry, gives you the leverage that you cannot exert alone. If you have a problem, ICAA can help find a solution. For example, all insulators must have an OSHA-mandated Respiratory Protection Program. This has proven to be a nightmare and has resulted in huge compliance costs. To help, ICAA has developed the ICAA Health & Safety Group Program. The result: dramatically reduced compliance costs. Now fewer insulators are at risk for non-compliance.

3. ICAA prepares its members for future contingencies.

ICAA offers guidance on complex and demanding problems. How do you handle an 80-page contract riddled with complex clauses like indemnification agreements that shift more and more liability on you, the insulator? How do you survive an OSHA inspection or, worse, a citation for not having an OSHA-mandated Respiratory Protection Program? Don't sweat it. You don't have to "go it alone."

4. ICAA is a major player in industry and government affairs.

ICAA has the stature to address problems that are too difficult for one company to take on alone. For example, ICAA successfully lobbied for the change in the FTC Home Insulation Rule that requires "initial installed thickness" information on loose-fill insulation bag labels. The bag count method is no longer a requirement for installing insulation.

5. Your business is enhanced by ICAA membership.

ICAA helps you grow your business and increase your profitability. ICAA promotes your business on its Website and gives its members access to an Internet lead retrieval program that connects homeowners who need insulation work to a network of ICAA-member professionals. ICAA's Committee meetings, educational workshops, and the Annual Convention & Trade Show bring insulators and industry suppliers together in an environment that encourages information gathering and deal making.

Need another reason to join ICAA?

Talk to us to discuss how ICAA can be very good for you. Give us a call at 703.739.0356.



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