

A Guide to
ICAA
Membership



ICAA is the only national organization dedicated to promoting the

The Plain English Legal Protection Handbook for Insulation Contractors



Authored by Philip Clark Jones.
Published by Insulation Contractors Association of America, Alexandria, Virginia.

LEARN THE BEST PRACTICES

ICAA members hear the “best practices” for operating their insulation contracting business directly from other successful insulators, whether it be contract negotiation, installer staffing and retention, compensation programs, or purchasing of equipment, products, and services. This sharing of information happens at Committee meetings, the ICAA Annual Convention and Trade Show, and other specialized workshops.

EXPAND YOUR SUPPLIER BASE

Joining ICAA enables members to expand their choices of insulation industry suppliers which translates to better competition. ICAA members develop relationships with new suppliers to grow their businesses and become more profitable.

InsulationContractors REPORT

A Publication of the Insulation Contractors Association of America July-August 2012

ICAA CONVENTION & TRADE SHOW

The 2012 Annual ICAA Convention and Trade Show will be held at the Marriott Renaissance Hotel in Austin, Texas from Thursday, October 5, to Saturday, October 7, 2012. The ICAA Convention and Trade Show is the only national convention for the insulation and trade industry. Networking, educational sessions, and free hand reports are the least cost activities and highlights.

Mark your calendar for October 5-7, 2012. The decision to join another member of the insulation industry for an annual update on important business trends and activities is one of the most important choices that you can make. **IC**

Contracts: Do's, Don'ts, Myths

In ICAA's Plain English Legal Protection Handbook for Insulation Contractors, a comprehensive field report is developed if you get into a dispute with a contract, or a dispute with a contractor. It includes a list of do's and don'ts, and a list of myths. There is a section on contract negotiation, and a section on contract disputes. The terms of your contract govern, even if it appears to be unfair and unjust.

At the ICAA Convention, find out how you can negotiate with the supplier and identify the most demanding contract clauses.



New ICAA Website Launched

As the new ICAA Website at www.icaaonline.org which now features a Member Only site containing the Member Only site, contact ICAA at membership@icaa.org or call 800-451-7222 to request a password. The ICAA Website is a very popular site for those conducting business with insulators. The ICAA Website is a very popular site for those conducting business with insulators. The ICAA Website is a very popular site for those conducting business with insulators.

The Online Business Guide contains contact information about insulation materials, accessories, and services. **IC**

INSIDERS' THIS ISSUE

- Contractors' Business 1
- Insulation Contractors' Business 2
- ICAA Convention and Trade Show 3
- ICAA Convention and Trade Show 4
- ICAA Convention and Trade Show 5
- ICAA Convention and Trade Show 6

THE PLAIN ENGLISH LEGAL PROTECTION HANDBOOK FOR INSULATION CONTRACTORS

Specifically for Insulators When Contracting with Builders and General Contractors

It provides contract language to protect the insulator from unfair clauses and includes the industry-sanctioned ICAA Standard Contract, ICAA Standard Bid Form and Conditions, and the ICAA Standard Form Addendum.

CONTRACT KILLER/ ANGEL CLAUSES

Where to Go For Help

ICAA regularly analyzes contract killer clauses and offers alternative solutions that protect ICAA members from objectionable builder-contract clauses.

ICAA RISK ASSESSMENT

This Harvard University study examines the risk of loose-fill fiberglass insulation. ICAA educates insulation contractors about the products they use, the relative risks among occupations, and the distinctions in blown fiberglass insulation.

ICAA is a powerful and united voice increasing th

ICAA BUYERS' GUIDE

Your only source for finding suppliers of insulation material, machines, accessories, and services to our industry.

ICAA STANDARD CONTRACT FORMS Insulators Say These Offer Protection from Harmful Contracts

ICAA protects member contractors from the unfair reach of builders in their persistent quest to shift liability to the insulation contractor.

ICAA TECHNICAL ASSISTANCE

Training Tools for Insulators, Code Officials, and Inspectors

ICAA tools help to restore competitive bidding practices and resolve misunderstandings and disputes with architects, building inspection departments, and general contractors by promoting professional insulating standards.

ICAA's videotape "Model Energy Code Compliance" offers a step-by-step approach to inspecting insulation in walls and ceilings.

ICAA ANNUAL CONVENTION & TRADE SHOW

Your Leading Source for Purchasing Information in the Insulation Industry

This unique event features an unparalleled showcase of industry suppliers and is the best opportunity to see what products look like and how they perform. Connect with fellow insulation contractors and industry suppliers. Attend outstanding continuing education workshops that help ICAA members “do business better.”

INSULATION CONTRACTORS REPORT The Industry’s Dominant Publication

This magazine provides timely and deeply informative news about industry developments.

SAFETY & HEALTH COMPLIANCE ASSISTANCE

ICAA alerts insulation contractors about OSHA safety and health regulations and ways to avoid OSHA violations and minimize penalties.

e Professionalism of the insulation industry.

AIR SAMPLING OF INSULATION INSTALLERS

ICAA tests airborne fiber levels in new construction to ensure that the products ICAA members use are in compliance with industry and government standards.

ICAA PROMOTES FREE MARKETS Combating Locked Brand Specs

ICAA combats manufacturer programs that reward home builders for selecting a specific manufacturer’s brand of insulation and excluding all others. These programs deny insulators the right to bid freely.

CONTRACTOR LOCATOR WEBSITE TOOL

Your Connection to Your Customer

Participate in ICAA’s lead-generation program. By listing your company profile and your geographic area, customers are only one click away from you.

ICAA-member contractors...

most are independent and family-owned and operated, installing cellulose, fiberglass, rock wool, and foam.

Thomas Turner

*Insulating, Inc.
Raleigh,
North Carolina*

"By far, I get more information from ICAA about improving and growing my business than from any other source."



Patsy Bowen

*Suncoast Insulators
Ocala, Florida*

"ICAA saved us tens of thousands of dollars by informing us about favorable contract clauses."



Richard Carroll

*Carroll Insulation &
Window Co., Inc.
Shreveport,
Louisiana*

"I go to the Trade Show to make deals and buy equipment. I have developed several new supplier relationships. The educational workshops and Committee meetings give me constructive ideas for my business."



Mel Tabor

*Tabor Insulation
Salt Lake City, Utah*

"The most valuable thing about ICAA membership is the bits and pieces of knowledge from fellow contractors about how they solve problems."



ICAA Membership...The Biggest Bang for the Buck

ICAA has the best interests of professional insulation contractors as its sole mission. ICAA confronts direct challenges to insulation contractors and strengthens their competitive edge. Call ICAA for more information **703.739.0356**.

ICAA Membership Application Form

Company Name _____

Address _____

City, State, ZIP _____

Telephone _____ FAX _____

Email _____ Website Address _____

Name of Majority Owner _____

Company Representative _____

Title _____ Type of Business _____

Contractors Only

Please complete the following: My company has _____ (#) branches and _____ (#) employees.

All Applicants

Applicant's Signature _____ Date _____

Membership Category _____ Check # _____

Amount Enclosed \$ _____ Sponsor's Name _____

You must include check for annual dues with application. Make check payable to **ICAA** and mail to the address below.

ICAA Membership Categories and Annual Dues

General Member. Consists of any firm, partnership, corporation, or legal entity engaged in insulation contracting. The general member, its primary owner, or its operations manager shall be actively engaged in ownership or management of such a business for at least two of the prior five years. Each general member shall appoint one representative, an employer or employee of the general member, who shall vote and be eligible to hold office. Only General Members shall be entitled to vote and hold office in the Association.

Contractor operations which are a subsidiary, entity, or division of a parent company clearly identified as an insulation contracting company or a manufacturer of insulation for resale or engaged in the production, transportation or sale of energy or energy conservation equipment or services shall not be eligible for this membership category.

Provisional Contractor Member. New entities in insulation contracting or businesses interested in becoming insulation contractors shall be eligible for provisional membership and shall become a General Member after providing evidence of 24 months in insulation contracting in good standing.

Associate Contractor Member. Consists of insulation contractors whose parent company's primary source of revenue is insulation contracting or the manufacture or sale of materials, equipment or services for the insulation contracting industry. The parent company shall be a General Member or an Associate Industry Member.

Dues Schedule for General, Provisional, and Associate Contractor Members

Annual Gross Sales	Annual Dues
Single Location \$0-\$1 Million	\$ 625.
Single Location Over \$1 Million	\$ 1250.
Plus 1 Branch	\$ 1250.
Additional Branches	Contact ICAA

Associate Industry Member. Consists of manufacturers, distributors, or suppliers of materials, equipment or direct services to the building insulation contracting industry.

Annual Gross Sales	Annual Dues
\$0-\$5 Million	\$ 625.
\$5 Million-\$10 Million	\$ 1250.
\$10 Million-\$15 Million	\$ 1875.
>\$15 Million	Contact ICAA

Associate Other Member. Consists of national manufacturers of products other than those directly related to the insulation industry (doors, windows, fireplaces, closet shelves, etc.). Annual dues are \$775.



Insulation Contractors Association of America

1321 Duke Street, Suite 303 Alexandria, VA 22314

Tel: 703.739.0356 FAX: 703.739.0412

Website: www.insulate.org email: icaaconv@insulate.org