

Insulation Contractors


REPORT

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Obamacare Dissected at ICAA Convention Session

Don't miss an informed discussion at the ICAA Convention of your obligations, liabilities, and options under 'Obamacare' as this controversial and far-reaching law takes effect.

A key test of the Affordable Care Act comes October 1 when state insurance marketplaces open for enrollment. In fact, many states funded with millions of federal dollars (tax dollars) are engaging in unparalleled marketing campaigns to identify the uninsured, provide information and human helpers to explain the intricacies, guide them through their options, and help them enroll.

Understand the impact of these complex Obamacare rules on your business by attending this ICAA Convention General Session program Friday, October 4, at 9:00 a.m. in Tucson. 

existing safety and health programs including respiratory programs, PPE use, and general housekeeping procedures.

ICAA-members can refer to the substantial resources located at the ICAA Members-Only Website which include:

- 1. ICAA Spray Polyurethane Foam Insulation Safety Checklist
- 2. ICAA Spray Polyurethane Foam Insulation Regulatory Checklist
- 3. ICAA Spray Polyurethane Foam Insulation Installation Digest
- 4. ICAA Model Respiratory Protection Program
- 5. ICAA Suggested Actions During an OSHA Inspection
- 6. ICAA Checklist for OSHA Compliance
- 7. ICAA Model Safety Posters for the SPF Job
- 8. ICAA SPF Insulation Retrofit Guidelines

OSHA Announces New Target

OSHA announced a new National Emphasis Program (NEP) for isocyanates outlining its focus on the construction industry as well as other industries where isocyanates are used. The isocyanates emphasis will combine enforcement and outreach resources on occupational exposure to isocyanates. Chemicals covered by the Isocyanates NEP include MDI, a component of spray polyurethane foam insulation.


OSHA noted that it may inspect the injury and illness recordkeeping forms that it requires. These forms are known as the Form 300 series. OSHA will also keep an eye on controls (personal protective equipment, administrative, work practice, and engineering) where potential exposures to isocyanates are present as well as an eye on the company's hazard communication program. OSHA made clear that it would also target businesses with ten workers or less.

Insulation contractors should review their



ICAA Convention & Trade Show
October 3-5, 2013
Hilton Tucson El Conquistador

Annual Meeting Announcement

ICAA's Annual Meeting will take place on Friday, October 4, 2013, at 9:00 a.m. at the Hilton Tucson El Conquistador in conjunction with the ICAA Convention and Trade Show. 

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YOUR MOTHER TOLD YOU...

Ted Blanchard
ICAA President
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We are never too old to remember with fondness the rules that our mothers showered on us: clean your plate, brush your teeth, do your best.

A clean plate and sparkling teeth are outside of ICAA's job description. But you can count on ICAA to support you in doing your best. Education and skill building are priorities of ICAA, and the Annual Convention and Trade Show is the event where priority issues for insulation professionals are up for consideration. ICAA creates educational sessions that are designed to assist its members in acquiring the important skills to do business better. Attendance at the ICAA Convention and Trade Show is an opportunity to get up to speed as insulation contractors and business professionals.

ICAA will help you to make your mother proud and do your best across the board.

We all are surprised, and sometimes befuddled, by the steady flow of Internet advances. Don't worry. The Thursday morning session (October 3) on insulator software program upgrades is just what the doctor ordered as is Thursday afternoon's Platinum Educational Session on apps and how to use smart technology in your business.

Doing your best requires that you be in touch with the political and business environment. We have experienced dramatic political changes over the last several years. Come to the Legislative Roundup and learn the progress of initiatives in Congress to promote insulation. And let ICAA get you up to speed about the new construction boom and when and how to recruit and retain qualified labor. The impact of immigration and healthcare legislation on your businesses is indisputable. Don't miss an informed discussion on your obligations and liabilities when hiring

immigrants and the changes and options as the Affordable Care Act is in place.

Doing your best as an insulation professional requires staying on the cutting edge of technical advances. ICAA has arranged two sessions on spray polyurethane foam issues: one on developing


a mechanically ventilated work zone for interior application of spray foam and another on reducing business risk in commercial spray foam jobs. Valuing Air Sealing and Insulation Retrofits will demonstrate actual energy and cost savings with deep residential retrofits.

Doing your best as an insulation professional in business requires skill and planning.

Ten Methods to Secure Payments from GCs will show you how to pursue successful payment

security options and how to exercise your rights. Management of a fleet of trucks can be challenging. Attend two sessions on managing your operation: one will show you how vehicles as well as insulation material usage can be tracked and the other will review trucking safety and compliance issues. Helpful if you run a fleet of trucks! There will be sessions on job costing, sales trends, and energy ratings. Contractors will learn the steps — by observing or participating in role playing — to improve their sales and marketing skills as well as specifically acquire skills to be the resource your builders go to for building envelope expertise. And we all would agree that there is nothing that ruins a day like an angry customer. Plan on attending a session on handling customer complaints and pulling off a win-win situation.

Your mother would be proud that you are doing your best by participating in the ICAA Convention and Trade Show, where you'll receive the skills that contribute to being a knowledgeable and topline-competent manager.

See you in Tucson! 

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 as an insulation
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 in business
 requires skill
 and planning.**



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ICAA-Member Supplier CJ Spray

Jay Johnson
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What is the history of CJ Spray?

The ownership of CJ Spray owned a company that manufactured finishing equipment and was purchased by Graco in 1993. Two years later CJ Spray was established to become a national wholesale distributor and warranty service center. Since then we diversified into equipment that can spray, meter, mix and dispense fluids in many markets. A key segment for CJ Spray has been the spray foam industry. It fits perfectly into our ability to provide turn-key custom solutions for difficult to spray products. We work directly with end users (contractors) and through qualified distribution.

What innovative products are in your product line?

CJ Spray is always trying to be very proactive and at the forefront of the industry. We have a full reactor package on a mobile cart for high-rises and top of the line spray foam rigs. But what we are most proud of right now is the AiMS trailer.

What CJ Spray products are most in demand by insulation contractors?

Of course we sell a lot of Graco gun parts, but where we excel is custom solutions for our customers. Whether it's for foam or coatings, we can produce a custom spray system.

What distinctive services does CJ Spray provide to its customers?

CJ Spray is a full-line Graco distributor. We stock approximately \$2 million in inventory and ship the same day if ordered before 2 pm CST. We also staff knowledgeable equipment technicians that have field experience. This allows them to troubleshoot most issues right over the phone.

You market to a wide customer base with homeowners, construction professionals like insulation contractors, and industrial specialists deciding what spray equipment they need. How do you handle such diverse needs?

We are lucky that we have a great group of employees from every aspect of the insulation and coatings industry. Some have been owners, some applicators, and others have been equipment technicians. One way or another, we have someone that has the experience.

Your inventory includes both new and reconditioned equipment. How do prospective customers shopping on the Internet learn which products work best for their businesses?

Equipment is a one-time capital expenditure. It is important to choose the right piece of equipment first. Our website has a lot of information to

Continued on page 6



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Spotlight on CJ Spray *continued from page 4*

help inform customers to make the right purchasing decision. Then if we have a reconditioned piece of equipment to help lower the investment and get a quicker ROI, it's a bonus. Of course we are always available for a phone conversation to help choose the right equipment, and a lot of our reconditioned items never make it to the website so we can check those inventories also.



and they can support electrical systems, generators, compressors, and more.

Your website indicates that you sell spray foam rigs. What kind of job training is there for a prospective customer who is just getting into the spray foam business?

What kind of technical assistance do you provide to insulation contractor customers?

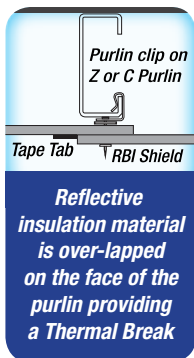
I believe this area sets us apart from other equipment distributors. We have field-experienced technicians on staff who offer free telephone technical support. The technicians are trained beyond just the spray equipment,

Training within our industry is vitally important. We feel that classroom training, while valuable, is not as complete as training in the field for a new contractor. So, when a spray rig is purchased from CJ Spray, two days of on-site (customer's location) training is included in the purchase price. We also follow up after the sale to provide continual education and technical support as a new contractor finds new situations.

Continued on page 8

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Spotlight on CJ Spray *continued from page 6*


Tell us why your Advanced Integrated Mobile Spray System (AiMS) is advantageous for insulation contractors.

The AiMS trailer has a phenomenal ROI without giving up any performance. In fact, the AiMS trailer has a much larger heating capacity than a comparable E-30 model. In addition, it is much more maneuverable at 70+% smaller than standard 20 and 28 ft. rigs. With a 9,950 lb. GVWR, it is towable by a ½ ton truck, and at under 8 ft. tall it's easier to store inside.


CJ Spray will be exhibiting once again this year at the ICAA Trade Show. What are your expectations for this year's show? And what type of equipment will be at the Trade Show?

We always look forward to the ICAA Trade Show. It brings all insulation professionals together in one location, allowing us to show our equipment to foam contractors and those looking to get into foam and/or coatings. This year we will be exhibiting our new AiMS trailer and our standard 20' spray foam rig.

What pleases returning customers most about CJ Spray?

In one word: **support**. Our large team of technical support people can troubleshoot just about anything over the phone. We keep a huge inventory of parts on hand and drop ship very little, so we do not rely on our manufacturers to fulfill our orders. Our sales team is technical and experienced in the field, so we can help overcome job specific challenges. Our success is directly tied to our customer's success, and we never forget that! 

NAHB Study of Homebuyers Points to Energy Efficiency

NAHB's new national survey of homebuyers, "What Home Buyers Really Want," points to energy efficiency as one of the top features asked for energy-star rated appliances and an EnergyStar rating for the home. Nine out of 10 buyers would rather buy a home with energy efficient features and permanently lower their utility bills than one without those features that costs 2-3% less. 

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The background of the advertisement features a collage of images related to construction and insulation. At the top, there are bags of insulation with the 'JM' logo and the text 'Hyde-Free' and 'Johns Manville'. Below this, a large blue banner contains the main headline. The middle section is a white box with text. At the bottom, there is a blue banner with event information and a white box with the company logo. The bottom-most part of the image shows a construction worker in a blue cap and red plaid shirt working on a wall of insulation.

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**Visit JM at booths 503, 505, 602 and 604 at the ICAA
Convention and Trade Show, Oct. 3-5 in Tucson, Ariz.**

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MATERIALS MATTER.™

This is the first profile in an ongoing series about individuals who have made a noteworthy contribution to the insulation industry.



DON DUKE
Duke Insulation Co., Inc.
Albuquerque, NM

As ICAA President in 1990 and again in 1994, Don created the ICAA Health & Safety Committee to pursue the examination of the health and safety of insulation products.


It was Don who encouraged the industry to conduct scholarly examinations of insulation materials, particularly in regard to their use by insulation contractors. A risk assessment was commissioned by ICAA and conducted by distinguished Harvard University professor Dr. Richard Wilson, and air sampling of insulation applicators was conducted by third-party industrial hygiene laboratories. Data from

these ICAA projects resulted in an industry recommendation for the voluntary use of N-95 dust masks for fiberglass installers in lieu of a required respiratory protection program.

Don received professional acknowledgements from ICAA as well as from industry publications such as *Roofing, Siding, and Insulation Magazine* when Duke Insulation became the 1989 Insulation Contractor of the Year.

In 1970, Don started working for Gary Banker, president of Williams Insulation. In 1972, Don was given the opportunity to open a branch for Williams Insulation in Prescott, AZ. In 1976, Gary transferred Don to Albuquerque, NM, to start an insulation company which became Duke Insulation.

He thanks industry leaders including Gary Banker, Richard Williams, Les Hill, and Larry Helminiak.

Don: "I believe ICAA has made the industry more professional and keeps insulation contractors up with the times. I am most proud that ICAA has become the industry leader and that I was a part of it." 

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IN MEMORIAM



Cal Banker 1927 – 2013

Cal of Banker Industries was an integral part of the insulation industry for many years and was a founding member of ICAA. Along with Richard Williams and others, he built a successful insulation contracting business for 35 years throughout the southwest U.S. and served with distinction on the ICAA Board of Directors. Cal was a veteran of the Korean War and leaves his wife Barbara, his daughter Kathy, his brother Gary, and his sisters Pat, Nancy, and Sue, and five grandchildren.



Greg Fiske 1955 – 2013

Greg was a New Englander and was President of Anchor Insulation. Greg was a retired Navy officer. He is survived by his wife Terrie and his three sons Tyler, Jordan, and Connor, a daughter Haley, and two brothers Eric and Jerry. Greg's many interests were his large family, gardening, making homemade wine, and beekeeping.

2013 ICAA CALENDAR OF EVENTS

October 3–5 — Tucson, AZ

- ICAA Committee Meetings
- 2013 ICAA Convention & Trade Show

Convention Information:
www.insulate.org/convention



ICAA Convention & Trade Show

October 3–5, 2013
Hilton Tucson El Conquistador

ICAA Convention Program Highlights October 3–5 — Tucson, AZ

The ICAA Convention Committee has selected topics of high interest. Sessions include:

- ★ Ventilation Guidelines for SPF
- ★ An Insulator's Guide to Job Costing Techniques
- ★ How to Become a Sales and Marketing Professional
- ★ Preparing for the New Construction Boom
- ★ Keep on Trucking: Safety and Compliance Workshop
- ★ Selling and Marketing the Building Envelope Package
- ★ Reducing Risk on Commercial Spray Foam Jobs

INSULATION CONTRACTORS



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ICAA is the trade association representing the insulation contracting industry.

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