Message from SWICA President  
Daniel King  
Bay Insulation  

Since being honored this past June and becoming SWICA president, I am hearing from our members of the work that needs to be done to make our organization “better serving” and more appealing for future members. I want everyone to know that myself and the other board members “we are listening”. To start, we have initiated having our website overhauled to be more informative, interactive and linked to most of the social media platforms. We are very excited as our new website is “under construction”. We have hired Shawn Camfield with Camfield Creative to managing our social media presence and he will be present at all of our events to make posts on social media and advertise and promote our future events. Our hope is to reach many more people and bring our mission and cause to a much broader audience. Surveys for events will be sent to see how we are doing and what can be done better or just asking for input and ideas. A special thank you to Trent Lesikar with Petrin Corp. for being SWICA’s lead “go to” and working with Shawn as our social media presence develops.

The message from the last newsletter was PPE, Participate, Plan and Execute. We have moved forward from results from our first Long Term Strategic Planning (Continues page 2)
January 15, 2019 Cryo Competition - Rilco Mfg
February 7, 2019 - SWICA EXPO/Bryon Sadler
Craft Competition - Pasadena Convention Center
Pasadena, TX

Committee and members that volunteered to attend. Again, we are listening and encourage your continued ideas and involvement. We all seem to have the same passion for this industry and want SWICA to be the premier regional association.

We would like to thank everyone coming out for our 2018 Charity golf tournament. This is one event we all look forward to every year and getting everyone together for a good cause benefitting our charity Combat Marines.

A special thank you to all our sponsors and our volunteers. Without them we could not have such a great event.

Stay tuned, more to come. Keep calm and carry on insulating.

Daniel King
SWICA President
Thanks Tent Sponsors

South Course Sponsor Showmanship
General Insulation

North Course Sponsor Showmanship
Kigar Company

TW INSULATIONSYSTEMS

Technical Support
Engineering Excellence

Unsurpassed Experience
Professionals with Over 150 Years in the Industry

Innovations
TRYMER® 25-50 PIR rated for plenum areas

Dedicated
Strong loyalty to our Distributor Network with a 98% On-Time Delivery

Intelligent Insulation Solutions
Commitment to Innovation

(800) 231-1024
itwinsulation.com
© Copyright 2019 ITW Insulation Systems
NCCER recently released the following updated curricula:
Heating, Ventilating and Air Conditioning (HVAC) Levels 1 - 4; Mechanical Insulating Levels 2 and 3; Mobile Crane Operations Levels 1 - 3; Basic, Intermediate and Advanced Rigger; Signal Person; and Safety Technology. In addition to keeping content current, all include lesson plans and dynamic PowerPoints.

HVAC features many new technology advancements, such as communicating thermostats, dual-fuel heat pumps and microchannel coils, as well as technology for the technician, incorporating the use of tablets, digital work orders and invoicing, and smart phone apps. NCCER is a North American Technician Excellence (NATE) recognized training provider and the HVAC curriculum has been updated to the new Section 608 of the Environmental Protection Agency Clean Air Act.

Now in color, Mechanical Insulating has been reorganized to communicate fundamental information earlier in the curriculum. New modules include “Vapor Retarders and Insulation Coatings” (19211), “Jacketing Systems” (19313), “Removable and Reusable Flexible Insulation Covers” (19314) and the rewritten “Trade Math and Layout” (19212).

Both the Mobile Crane Operations and Basic, Intermediate and Advanced Rigger curricula have been brought up to current Occupational Safety and Health Administration (OSHA) regulations
Significant changes to Signal Person comprise of expanded information on lifts requiring more than one signal person and multi-crane lifts while new content features emergency procedures for working around cranes. Signal Person has been updated to current OSHA 29 CFR 1926.1419 and 29 CFR 1926.1421 regulations for hand and verbal signals.
Safety Technology is a recognized exam study source for the Board of Certified Safety Professionals’ construction-related certifications. This curriculum now provides topics such as weather emergencies and natural disasters, OSHA’s silica rule, multi-employer worksite polices and many more.

A team of subject matter experts representing industry and academia contribute to the development of training curricula to ensure they meet or exceed industry standards. The authoring committee responsible for making these changes included 45 subject matter experts with representatives from the following:

HVAC — Builders Association of North Central Florida; Career Safety Center; Center for Employment Training; Duke Energy; Fort Scott Community College; Hubbard Construction; Industrial Management and Training Institute; Lee Company; Lincoln Tech; Santa Fe College; and Windham School District.

Mechanical Insulating — BRACE Industrial Group; Brock; Industrial Construction & Engineering; Insulation Specialties, Inc.; L&C Inc.; L&C Insulation; National Insulation Association; Petrin, LLC; and Southern Tier Insulations.

Safety Technology — Alaska Training Center; Associated Builders and Contractors National; Carolina Bridge Company; The Haskell Company; LPR Construction; MasTec; Northern Industrial Training, LLC; Safety Advantage; Safety Council of Texas City; Southland Safety; STARCON; TIC - The Industrial Company; and Tri-City Electrical Contractors, Inc.
Finally we’re in place for 2019 Conference. Just a little history is the fact that we were booked at the beautiful El Conquistador Waldorf Astoria hotel in San Juan Puerto Rico for our June 2018 anniversary conference. Then came Hurricane Maria devastating the island. In support of their plight SWICA’s board chose to leave our deposit in place and have our 2019 Conference there as stated in all our literature at the 2018 Las Colinas conference. Days before we were contacted that the island - El Conquistador - would not be able to host our conference in June 2019. Unfortunate as it is, we turned to their sister property in Boca Raton, FL and transferred funds and attention to move forward with June 9-11, 2019. We have taken our site visit and promise you’ll be extremely happy so plan to attend.

It is SWICA’s Goal to provide enhanced content for our conference but we need your help! Please recommend speakers and presentations for this conference so if you have a SME/speaker/presentation you’d like to present Jay Bridgewater, Conference Chair at Jbridgewater@Petrin.com.
INDUSTRIAL PRODUCT INFORMATION WORKSHOP

Johns Manville offers two Product Information Workshops (PIW) per year, focusing on their Industrial business. Each PIW is a comprehensive, 2-day course and includes a plant tour and hands-on demo to maximize the learning opportunity and professional development for contractors, engineers and distributors alike. You can expect to complete the course with an enhanced understanding of the industry, product applications, industrial insulation products, specification requirements, and more.

Industrial Product Information Workshop Curriculum:

- Industrial Product Portfolio
- The Fundamentals of Insulation
- Product Selection Criteria
- ASTM Testing
- Corrosion Under Insulation (CUI)
- Plant Tour
- Hands-on Installation & Fabrication Demos

The last Industrial PIW of 2018 will be October 2-3, at the Calcium Silicate plant in Ruston, LA. Classes are limited to 25 attendees, first come, first serve. However, at this time, the class is full and registration is closed for the 2018 PIWs. Dates for the 2019 Industrial PIW are TBD, please email Dayna Martin at Dayna.Martin@jm.com to be added to the waiting list for 2019.

WEATHER THE STORM CUSTOMER-DRIVEN INNOVATION

Thermo-1200™ Calcium Silicate

Our new, water resistant Thermo-1200 inhibits water absorption. This allows additional time and flexibility to install the jacketing should you ever get caught in the rain.

- Water-resistant calcium silicate sheds water to protect the product from the rain
- Offers metal crews more time to install the jacketing when a storm passes through*
- Provides flexibility that can save time and money during installation
- Includes XOX Corrosion Inhibitor® to help inhibit CUI

* See data page for complete details
Thank You Golf Tournament

Sponsors
CTP HOWRED CORP
CTP Midwest Fasteners
LSDRIVE Armacell LLC
LSDRIVE Coverflex Mfg.
10,000 BOND Bay Insulation
10,000 BOND RPR Products
TENT SPONSOR The Kigar Company
TENT SPONSOR Midwest Fasteners
TENT SPONSOR Distribution International
TENT SPONSOR ITW Insulation Systems
TENT SPONSOR Rock Wool Mfg.
TENT SPONSOR Duna Group
TENT SPONSOR Foundation Bldg MateriaI-SPI
TENT SPONSOR Brand Safway Solutions
TENT SPONSOR ROCKWOOL TECHNICAL
TENT SPONSOR GENERAL INSULATION

COVERFLEX MANUFACTURING INC.
Innovative Solutions to Cover Your Demands!

WE DESIGN AND FABRICATE CUSTOM REMOVABLE INSULATION BLANKETS WITH TOP PERFORMING FABRICS & MATERIALS TO FIT ANY APPLICATION

INCLUDING:  PUMPS & EQUIPMENT • INSTRUMENTATION • PIPING, VALVES & FLANGES
MANIFOLDS & MUFFLERS • GAS & STEAM TURBINES PLUS WALL SEALS
Single & Double Layer Insulation Systems for Turbines

We meet the needs of our customers through innovative technology, design, fabrication, and installation services.

6828 La Paseo St. Houston, TX 77087 T. 713-378-0966 www.CoverFlex.net

RECEPTION DINNER SPONSORS
Access Plug Flange
SMC Industries
Petrin LLC
Alpha Engineered Composites
JOHNS MANVILLE - IIG

CMO SPONSORS GENERAL INSULATION
CMO SPONSORS FBM-SPI
CMO SPONSORS HOWRED CORP
CMO SPONSORS OWENS CORNING- FG
CMO SPONSORS Apache Industrial Services
Grill won by Scott Morris -
Performance Contracting Group - Houston

COMBAT MARINE OUTDOORS
Outdoor Adventures From the Heart
SERVING THE INSULATION INDUSTRY FOR OVER 24 YEARS

WE MANUFACTURE A COMPLETE LINE OF WELD STUDS, INSULATION PINS AND WASHERS, REFRACTORY ANCHORS AND ACCESSORIES FOR THE INSULATION INDUSTRY.

**NATIONWIDE RENTAL FLEET & SERVICE LOANERS**

Johns Manville-IIG
PROTO CORP
NDT Seals, Inc
Petrin LLC
K-Flex USA
Promat
FBM-SPI
Lewco Specialty Products
Performance Contracting Inc.
Foster Products and Childers Products
Apache Industrial Services
Coastal Plains Insulation
Armacell
Knauf Insulation
Duna Group USA
Owens Corning
Resolco, Inc.
Talon Products
Polyguard Products
UNIFRAX FYREWRAP
Buckaroo Tools & Saddles
Fasson Tapes
Owens Corning Mechanical Solutions

Thanks to Owens Corning for Golf Balls, RPR for Koozies, Duna for Cooling Towels, Bay for Tees, Proto for golf balls, Unifrax for more golf balls and Johns Manville for golf balls.
Chairman Jay Bridgewater, Petrin, call the meeting to order and welcomed committee attendees:

Linda Tracey, SWICA
Daniel King, SWICA President, Bay Insulation
Dave Francis– Duna Group
Franco Sala – Duna Group
Ron Roth – FBM-SPI
Jenny Ferrell – Coastal Plains Insulation
John Harvey – Talon
Mike Alcorn – Aspen Aerogel
Ginny Gier – MIT
Matt Ball – JM
Bobby Ferrell – Owens Corning Foamglas
Kenneth Zagorski – Rilco
Jeff Murphy – DI
Adam Whitney – Rockwool Technical

• The Cryo Competition Pipe redesign was displayed by Zagorski and plant considerations. There are to be 3 man teams including a foreman in 3 bays allowing 6 competing teams. Rilco can provide covering on floors for easier clean up. Two flights contestants AM group to arrive at 7 AM for safety and orientation to compete 7:30-11 AM. All teams test 11:00 AM- Noon. Afternoon flight arrive at 10:30 AM for orientation and safety and compete 12:30-4PM. Between 11 AM and 12:30 models will be stripped for PM competition. Tracey will get appropriate pipe and drape. Trent Lesikar will be asked to access video and gopro equipment at Rilco to be sure we video event for showing at Feb. 7 Expo. Bridgewater has a job spec to implement for PIR and will coordinate with Duna.

• Rigid Competition: Mike Alcorn in process of taking previous product specs and converting to
The optimal chilled water insulation system: RG-CHW® on the pipe to stop corrosion, PolyPhen® phenolic closed-cell foam insulation, and Alumaguard® Lite White zero perm vapor/weather barrier jacket.

**System Advantages:**

- Quality closed cell, efficient Phenolic insulation
- Easy to fabricate in both field and factory
- Highest R-Value per inch
- Meets ASTM E84 flame/smoke up to 4 inches
- Available in 4 densities: 2.5, 3.75, 5.0, 7.5 PCF
- Zero-Perm weather/vapor barrier suitable for outdoor use

models & transport – Ron Roth/Mark Rich/ Mike Feehery – They will solicit team help for movement and set up day of. Gier will supply ramboard (est 400 sq/ft) to protect floors on February 7 event under rigid and commercial but not blanket. This pips and drape needs to be set first.

- Materials – Ron Roth will organize and distributors will box per contestant needs. Aerogel and Duna to provide new specifications for competitions.

- Orientation – Daniel King volunteered to do contestant orientation. Jenny Ferrell and Ginny Gier will register contestants and get them PPE supplies. Matt Ball will proctor tests for rigid, blanket and commercial.

aerogel specifications. This will be a two layer application with inspection ports donated by Integrity. Orientation and tests will be likewise transformed to product specifications.

Removable Competition. Stricklin and Rich know how to set up models stored in our warehouse with 110V compressors. Lewco and Alpha supply products and all specs and test are good to go.

- Judges orientation – Bobby Ferrell to lead judges orientation so all judges on same page. The newly appointed Grievance Committee: Victor Morales, Bay Insulation, Jay Bridgewater, Petrin and Mike Alcon, Aspen Aerogel will be present for orientation to solve any issues for judges and throughout the Expo and craft Competition. Ferrell to communicate with judges before next meeting to express any concerns and get all on same page.
• Gier will be in charge of contestant recruitment.
  
  a. Cryo up to 6 – Three man teams including foreman
  
  b. Removable up to 4 Two man teams
  
  c. Rigid – up to 8 two man teams
  
  d. Commercial either 2 or 3 – two man teams
  
  e. Specifications and contestant expectations need to be outlined.
     
     i. Morning Flights 11 AM - 2:00
     
     ii. Afternoon Flights 2:00 – 5:00 PM
     
     iii. Contractors to decide PPE criteria for contestants per their requirements and judges and manufacturers minimum requirements.

  • Judges – Jeff Murphy has recruited Bobby Ferrell, DJ Page, Lee McSpadden, Bill Brayman and Tobe Grebe for both competitions. It was suggest that we reach out to Dow judges from Last year. Ferrell to get the names. Engineer and plant folks would be great judges and we could use up to 7.

  • Speakers: Peter Bard, and Ron King Secured. SWICA is going to get behind TIIP program with scholarships funds to encourage attendance. Hopefully we’ll have roll out and pricing to set dates and scholarship funds. TBA. Bridge-water contacting Tony Salamis with Labor Industry Report at the National Level for the Gulf coast.

  • Tracey reported Exhibit sale pacing normal for this time and more promotions will happen after golf tournament.

  • Marketing – SWICA uploads on LinkedIn are getting shared. King reports investigating new social media friendly website in the making hopeful to roll out at golf tournament.

There was a committee meeting September 5th that expanded on duties of each committee member ready for the December 13 meeting at Rilco Mfg. Join us.
Tuesday
January 15, 2019
Byron Sadler
Cryogenic Competition
at
Rilco Mfg.
12700 Tanner Rd.
Houston, TX

Your VAPOR ZONE Protection
Never Fear Moisture and Humidity Again!

The perfect insulation for

Aerocel ULP is ideal for hot, humid, and high moisture conditions.

New AEROCEL® ULP™ Insulation
Aerocel® ULP™ is ideal for hot and humid climates where moisture is always a problem.
- Cost effective alternative to cellular glass and other rigid foams
- Lowest permeance value of .005 perm-inch / lowest absorption rate of .1% by volume
- Ultra-low water vapor transmission—system stays sealed against moisture
- Ideal for extreme hot or cold high-humidity/high-moisture applications

For more information go to:
SWICA Announces A New Marketing Partnership

In order to further enable “People Working Together”, SWICA has partnered with CAMFIELD CREATIVE, a Houston based small business marketing agency. They will serve as our 360-degree service to continue to build our digital and social media presence, as well as find new solutions to better serve our organizations goals of connecting the industrial, commercial insulation and abatement industries.

CAMFIELD CREATIVE will open a full range of services to SWICA, including branding, web design, social media management, graphic design, photography and video. Shawn Camfield, the owner, is a graduate from the University of Houston with degrees in both Marketing and Advertising. He has 15 years of experience in corporate marketing for the Oil and Gas industry.

SWICA has embarked on this partnership with Camfield Creative to drastically improve our SWICA website to become more user and industry adaptive including social media. Special thanks to Trent Lesikar with Petrin LLC for heading up committee and input for this overhaul. Any suggestions? Let us know as we go.
RE: California Proposition 65 Certification

Dear Valued Customer:

California’s Proposition 65, officially titled the Safe Drinking Water and Toxic Enforcement Act of 1986, is a California law that regulates the use of toxic and carcinogenic substances. Each year, California publishes a list of chemicals that are known by the State to cause cancer, birth defects, or other reproductive harm. Under Proposition 65, consumer products sold in the State of California that contain these chemicals must have a warning if the products would expose consumers to the chemicals above certain levels.

Owens Corning Duct Wrap, Fiberglas Pipe, 700 Series, Insul Quick Board contains formaldehyde which is known to the state of California to cause cancer. The new warning statement “WARNING This product can expose you to chemicals including formaldehyde, which is known to the State of California to cause cancer. For more information go to www.P65Warning.ca.gov” will be applied to packaging.

If you have any questions concerning this letter, please direct them to Nancy Joy (nancy.joy@owenscorning.com), Lead, Product Regulatory Compliance.

ACCESS PLUG FLANGE INC.
“The Worldwide Leader in Inspection Port Technology”

APF, Inc. designs and sells the widest range of Inspection Ports for all your NDT needs.
From cryogenic to steam and everything in-between.

Call us at 800.929.0732 or see us on the web at www.inspectionplug.com
PermaTherm is a leading commercial and industrial pipe insulation manufacturer that produces customized, comprehensive pipe systems for ammonia refrigeration and chilled water applications.

With more than 25 years of experience in the industry, we know that each job is truly unique; this is why we have established a network of experienced installation contractors all around the world and have created a complete system that provides everything you need to easily handle, ship and install our products.

Your projects are our projects; this is why PermaTherm strives to provide dedicated customer service and assistance on a project-by-project basis, as well as:

- Superior quality
- Long-lasting thermal efficiency
- Affordable, cost-efficient materials
- A one-year manufacturing warranty on all of PermaTherm’s products!

They Manufacture Every Component of Their Pipe Insulation Systems

Unlike other pipe insulation companies, we are the only manufacturer of EPS pipe insulation systems in the industry, enabling us to oversee every component of each project from start to finish. This means our commercial and industrial pipe insulation manufacturer company can provide you with affordable costs, superior thermal efficiency, and high-quality pipe insulation materials for a long-lasting, durable end result.

Our pipe insulation company will ship everything you need for your project – whether you need aluminum jacketing, customized pipe fittings or even pipe insulation accessories! And our unique, high-quality pipe insulation systems come pre-applied with our zero permeance vapor barriers, including PermaCast and our exclusive PMZ vapor barrier, which is specially-designed to save you time and money, because you won’t have to use messy, time-consuming mastics to protect against moisture.

Call our pipe insulation manufacturer company today at (706) 468-7500

PermaTherm
269 Industrial Park Road
Monticello, GA 31064
678-712-5665
www.permantherm.net
Welcome Third Coast Insulation as New Contractor Member

Founded in 2009, Third Coast Insulation is a commercial, industrial and mechanical insulation company serving the Houston and entire Gulf Coast. We are founded on providing high-quality installation, while understanding the process and purpose. Our work looks great, lasts longer and provides a higher return on investment due to superior craftsmanship.

Our mission is to maximize customer satisfaction by providing the highest levels of safety, quality, and productivity, while maintaining personal and professional integrity.

If your project has a need for insulation, we can insulate it. We are the go-to company for commercial, industrial and mechanical insulation in Houston and entire Gulf Coast.

We work directly with architects, engineers, property owners, general contractors, and plumbing and mechanical contractors. Because energy costs are a significant portion of operating expense for any business, insulation plays an important role in minimizing costs. If your structure is already built or you are just in the planning process, we will provide your project with the right type of commercial insulation to maintain proper temperatures at the lowest energy expense. If you have plumbing or HVAC in your structure, you will need commercial pipe insulation. Contact: Steve Barrett

Third Coast Insulation
6606 FM 1488, #148-343
Magnolia, Texas 77354
Phone: (832)260-5701
www.thirdcoastinsulation.com
Mobile Devices: The Next Frontier for Hackers

by Anne Bonaparte | August 1, 2018 reprint InsGroup Insights
Anne Bonaparte is the CEO of Appthority

For enterprise security teams, mobile has quickly become a top trouble spot. Employees use mobile apps every day to do their work and interact with enterprise data. But many of those apps also provide access for hackers.

How widespread is the threat? Just look at the statistics: A remarkable 87% of companies now expect their employees to use personal devices to do their work, which is largely accomplished through apps. Appthority estimates that almost 80% of apps collect personally identifiable information (PII) and store and transmit data insecurely. As a result, it is not
surprising that 94% of IT professionals expect mobile security attacks to become more frequent, while 79% report increased difficulty in securing devices.

The problem is the behavior of the apps themselves. The typical app collects a large amount of data that is not necessary for its function, such as specifics about a user’s physical location or all the contacts stored on a device, including names and titles of employees. Even worse, these apps often offload this data to the cloud. This is dangerous because any information collected by an app—personal information, calendar data, credentials, whatever—can reveal intimate details about the businesses where users work.

For example, a company executive may have access to a wide range of monetizable corporate data, such as employee or customer credit card numbers, personal health information, intellectual property or detailed company financials. By compromising this user’s mobile device, a bad actor can gain access to the company’s most sensitive data and systems. Or that bad actor could go after the CEO’s calendar and location tracking data and discover that the week the CEO was supposed to be attending an industry conference in Cleveland, he was actually in a rehab facility in California. Making information like this public could dramatically impact the stock price of that company.

Such vulnerability calls for a security solution that can protect mobile data. But the challenge of defending data on devices is immense. Malicious apps are a threat, certainly, but they are only part of the problem. Most everyday apps are designed for simplicity and ease of use, not security. The majority of legitimate apps are not built with enterprise security in mind and this results in vulnerabilities that can be and are exploited.

What’s more, the free app model discourages developers from spending time on features like privacy and security. Most do not even write the code for their own apps, relying instead on an ecosystem of software development kits and third-party software libraries. As a result, they may not fully understand what data is being collected and where it is going. Even legitimate apps beloved by corporate users collect a great deal of information and fail to protect it properly.

Consider, for example, the Eavesdropper vulnerability that has impacted almost 700 apps in enterprise environments—apps that have been downloaded hundreds of millions of times. The vulnerability was caused by developers hard-coding their credentials
XSPECT™ ISOfoam APF

XSPECT ISOfoam APF is a durable, lightweight board designed to simplify fabrication and installation while maximizing versatility.

- Closed-cell polyisocyanurate foam board with 2-sided foil facer
- Used to make lightweight, tightly sealed systems that are moisture resistant
- Delivers exceptional R-value per inch
- Variety of hot and cold and mechanical and OEM applications

(Continued from Page 19)

into mobile apps they built that use the Twilio Rest application programming interface or software development kit. Attackers can easily extract the credentials from the source code of the apps and gain access to conversations and SMS messages sent by that app via Twilio, a cloud platform that enables third-party apps to make and receive phone calls and SMS messages.

In addition to flaws like Eavesdropper, there is the problem of app stores. Apple and Google do a good job of protecting users against overt malware, but they cannot and do not try to achieve enterprise-grade mobile security for two important reasons. First, enterprise-grade security is too strict for most consumers. Second, enterprises have security, privacy, data usage, and often compliance and regulation policies that are unique to each enterprise. As
a result, there simply are no common, enterprise-grade security and privacy requirements that can be applied to all public mobile apps.

This all boils down to a massive blind spot around mobile apps. The bad guys understand this and are targeting apps because apps present a path of low resistance. How severe is the problem? Anecdotally, at one professional services firm, 3% of the apps in their environment were flagged as high-risk for data leakage. At a large government customer, investigators found at least 40 malware apps and more than 800 apps with a connection to servers in high-risk countries like China and Russia. At a major financial services firm, 2,500 apps were sending PII to remote servers, including location, address book, calendar and device ID information.

How can you reduce mobile vulnerabilities? The first step is to create a company-wide policy for managing mobile use. You need to compile an app inventory for devices running in the workplace, then come up with a policy that governs what data employees can access and what they do with it. Can they send mobile data abroad? Can they use apps that store data in the cloud? Creating and enforcing a mobile-focused policy are critical.

Next, you should be educating employees about the risks of the apps they download. Users have a direct impact on the overall security posture of your organization because they are the ones deciding which apps to install and why. It is in your best interest to empower users by arming them with the tools and training to make better decisions about apps they download. One tool, for instance, allows employees to investigate apps before they install them to make sure they are secure and will not put data at risk.

(Continues Page 22)
In essence, you can help employees be safer and more productive by making them part of the solution. Some organizations have even opted to share this kind of risk-assessment data through all business units and reward those teams with the best mobile hygiene. The idea is to motivate all business units to crack down on risky apps and change behavior for the better.

The mobile threat is only going to increase. The more connected our apps are to our lives and work, the more data they collect and the more effective they are as an attack vector. It is therefore imperative to include mobile defense as part of your overall security strategy to protect your employees—and your company—from this growing danger.

SWICA Featured Member: Performance Contracting

Bryan Rymer

Bryan Rymer is Vice President of Pre Construction for Performance Contracting Inc. a national contractor providing commercial, industrial, and other specialty services since 1950. Mr. Rymer has over 40 years in the industry, has served as past president for WICA, and currently is on the SWICA Board of Directors.

Bryan stepped up to fill a vacated position on the SWICA BOD and he and Sherry have been absorbed and loved by SWICA members at all events since.

MIT reusable pads allow for fast repairs without dismantling your entire system. Designed to specification, we manufacture insulation systems for a perfect fit.

Covers for:
- Valves
- Pumps
- Instruments and Sensors
- Fire Blanket
- Electric Heat Trace and more

Contact: Ginny Gier | 713-503-0807 | distributioninternational.com
Bryan is retiring from PCI at the end of September but we don’t think he’ll disappear. Word’s out that he is working with NIA and Ron King on the Thermal Insulator Inspectors Program.

Rymer Interests are Golf-Shooting-Hunting-Fishing...We know that as he’s been a big contributor to SWICA’s charity Combat Marine Outdoors and he gets to merge the two at the SWICA Golf Tournament!

We’re proud that Bryan joined us and we’re not happy about retirement but don’t think that’s really gonna happen! Update to come...at this point we appreciate all he’s done for SWICA and more to come!
When your company spends the money, time, and effort to display a booth at a trade show, it is vital to make the best of it.

Careful planning and research can go a long way towards ensuring a successful showing at your next trade show.

1. Booth location
   Of course, the old business adage “location, location, location” stands here just like anywhere else so sign up today for SWICA Expo!

2. Get the look
   Buyers are attracted to good looking booths. Use bright colors and put effort into the design of your booth.

3. Make your booth approachable
   In addition to having that ‘right look’ and appealing design, your booth should be approachable. Smiling faced professional booth attendants are important.

4. Booth hosts
   Consider having a booth host who is trained to answer some simple questions and direct buyers to the appropriate staff member in the booth.

5. Offer show specials
   Make sure to highlight your show specials so that buyers know that they need to buy at the show in order to receive the discount or special offer. Make sure your show special is posted and very clear.

6. Contests and promotions
   Everyone likes to win something and contests, special promotions, or prize drawings will attract people to your booth.
7. Snacks and drinks
Offering snacks and drinks will be much appreciated. Your drinks or snack offer should be in line with your company culture or theme.

8. Show your expertise
Offer something of value to trade show attendees. This can be something like a white paper on the state of the industry.

9. Reach out on social media
You should already have a social media marketing plan in place for your trade show. Invite them to your booth and offer a special incentive through social channels.

10. Promotional products
Make sure that the promotional product giveaway that you choose is something that is relevant to your brand and useful to the consumer.

Some of the most popular promotional products for trade shows include:
• Pens: A good old standby. They may be a bit mundane, but everyone still needs a pen to have handy.
• Bags: Everyone always needs something to carry all that stuff they pick up at a trade show.
• Electronic Gadgets: USB or thumb drives always rank among the type of promotional item that people would like to receive. Mobile device cases are also always well received.
• Cups & Mugs: Cups and mugs are kept for long periods of time and get a lot of use.
• Badge Holders: Even though some might only be used during the trade show, handy ones with extra pockets will often be kept and reused at other events.
• Folders, Binders, Notepads: These come in handy both during the trade show and after.
As a national industrial insulation contractor, Miller Insulation is equipped to install all types of thermal insulation systems for a wide range of applications. From power generating plants and petro-chemical refineries, to ethanol and food processing plants, we have experience in a vast array of projects.

With an OSHA incident rate and EMR well below industry average, coupled with superior workmanship and on-time delivery, Miller Insulation is placed as a preferred contractor with a variety of firms.

Project Managers at Miller Insulation use the latest and most advanced software programs to manage the construction process, estimating through project completion. Miller Insulation has fine-tuned advanced processes to result in outstanding craftsmanship for the customer.

**Texas Branch Locations:**

**Miller Insulation Co., Inc.**

5656 N Sam Houston Pkwy E

Ian Rogero, 832-334-6861

Director of Operations

[ianrogero@millertimeinsulation.com](mailto:ianrogero@millertimeinsulation.com)

[www.millerinsulation.com](http://www.millerinsulation.com)

**Miller Insulation Co., Inc.**

704 W 3rd St

Big Spring, TX 77032

Office: 346-998-5511
EXPO • CRAFT COMPETITION • WHITE PAPERS

You are invited to join industry leaders in this one day educational and information-packed exhibits, seminars and craft competitions.

REGISTER ON-LINE TODAY
WWW.SWICAONLINE.ORG

CRAFT COMPETITIONS

Bleachers (8 Feet Extended)
SSL II® with ASJ Max Fiberglas™ Pipe Insulation

With the SSL II® double closure system providing a superior seal and ASJ Max polymer jacket resisting mold and mildew growth1, Fiberglas™ Pipe Insulation is tailored to fit and tailored to perform for any application. Flexible core compresses over copper and some small-bore iron pipes and fittings, saving time by eliminating the need to fillet. Rigid core provides fast and easy fabrication on larger pipes. Used to insulate pipes with operating temperatures between 0°F (-18°C) and 1000°F (538°C) (with heat-up schedule). Also available in No-Wrap and metric sizes.

Learn more at www.owenscorning.com/mechanical or call 1-800-GET-PINK®

1ASJ Max jacket does not support mold growth when tested in accordance with ASTM C 1338.

Contact Your Southwest Regional Sales Team:
Cody Lancaster
TX, LA
281.787.6074
Cody.Lancaster@owenscorning.com

Mike Swayne
CO, UT, WY, NM, NV, East MT, Southeast ID
720.480.0701
Mike.Swayne@owenscorning.com

THE PINK PANTHER™ & © 1964–2018 MGM. The color PINK is a registered trademark of Owens Corning.
© 2018 Owens Corning. All Rights Reserved.