

# SWICA

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INSULATION AND ABATEMENT INDUSTRIES

JUNE 2018



## *Message from SWICA President Mellanie Askew, Coverflex Mfg.*

I am hoping that everyone is ready for the summer, it is coming fast! We are in full swing as projects come down the pipeline. I hope you are prepared. What are you asking yourself? How have you and your company gotten ready for the mad rush? Have you done all of your due diligence? Do you have back up suppliers and vendors, can you provide enough resources when it comes to labor? We all have had issues with finding labor pool. We need to find the "A" players really needed to fill your positions or are they just a spot you fill. Please check out the SWICA website for resources and more information.

We are adding new things to the website that will be available for our members.

Who are you using within our database that can help you fill your needs and also what can you do for them?

Talk to you all soon and I hope to see you at the conference!!

***Mellanie Askew  
SWICA President***



## ***SWICA at NIA Conference in Orlando***

***Opening Nite  
was "Calling All  
Superheros"***

SWICA President, Mellanie Askew, Coverflex Mfg was "HarleyQuin" with David Patrick, Apache Industrial Services clearly a Spiderman!



Jennifer Ball, Integrated Marketing with David Patrick, Apache, Mellanie Askew, Coverflex and Diana Kigar, Kigar Company! Many Supermen and wonder women were present to enjoy the opening event with fireworks!

The SWICA Newsletter is published bi-monthly on behalf of the Southwest Insulation Contractors Association  
2211 Briarglen #609  
Houston, TX 77027-3518  
(713) 977-0909 Fax (713) 977-1321



President Mellanie Askew  
Editor David Patrick  
Executive Director Linda Tracey

June 2-5, 2018  
SWICA 60th Anniversary Conference  
Las Colinas Resort - Dallas, TX

September 6, 2018  
SWICA Golf Tournament  
Black Horse - Cypress, TX

January 15, 2019 Cryo Competition - TBA  
February 7, 2019 - SWICA EXPO/Bryon Sadler  
Craft Competition - Pasadena Convention Center  
Pasadena, TX

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## Dressing for the "Calling All Heros" at NIA Conference...

Came easy for Donna Patrick, Apache Industrial, in Mini-mouse ears and Linda Tracey, SWICA, touting her teeshirt of her heros...the 2017 World Series Champion Houston Astros!!



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*Mike Feehery, FBM-SPI, SWIC representative on NIA BoD with NIA President Dan Bofinger, FBM-SPI accepting Platinum Safety Award.*

## ***The National Insulation Association (NIA) announced the 2017 Theodore H. Brodie Distinguished Safety Award winners***

NIA's Safety Award is the only national award for outstanding safety performance in the mechanical insulation industry. NIA created the award program more than a decade ago to recognize top companies that have established structured safety programs to ensure the well-being of their employees and create safe working environments.

NIA's Safety Award program honors 4 levels of excellence: Platinum, Gold, Silver, and Bronze for Associates (Manufacturers), Contractors, Distributors/Fabricators, and Metal Building Laminators. From the SWICA Region.

ITW Insulation Systems, Houston, TX- Platinum Manufacturer,  
Polyguard Products, Inc., Ennis, TX - Bronze Manufacturer  
Proto Corporation, Clearwater, FL - Gold Manufacturer

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## SWICA Supports NIA Foundation

Mike Feehery, SWICA representative on NIA Board of Directors presents Michele Jones with SWICA's Foundation Pledge.

NIA's Foundation for Education, Training, and Industry Advancement works to uphold its role of promoting the commercial and industrial insulation industry to thousands of end users, specifiers, architects, energy managers, plant operators, building owners, facility managers, government agencies, and strategically aligned partners.



Sometimes the best amenities are the ones you don't see

For nearly 40 years, our fire-rated enclosure systems have been providing peace of mind, while quietly protecting lives and investments. From our DryerWrap products - extensively used throughout multi-family housing ductwork - to our FastWrap XL products - for commercial kitchen exhaust and ventilation ducts - more people trust the FireMaster® family of products to hold the line.

FastWrap™ XL

DryerWrap™



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UL and ULC listed for 1-hour protection inside rated wood frame construction  
Flexible, 1/2-inch thick optimizes installation costs and space  
Tested on 30 gauge, 7-inch round and 26 gauge 10- x 4-inch rectangular duct  
Improved safety with applications specific testing

The Foundation is funded primarily through voluntary contributions and these funds are strictly used for Foundation-related initiatives and projects. Foundation programs and activities are determined by the Foundation Steering Committee and approved by the NIA Board of Directors. Our progress in the areas of legislation, strategic partner collaborations, outreach, education, communications, and training are made possible by the generous contributions of member companies and industry organizations.



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## Folks and Fun at NIA



SWICA President Mellanie Askew, Coverflex, with Board Member, Bryan Rymer, PCI.



### FyreWrap Elite 1.5 Duct Insulation



Cross section of applied insulation

### FyreWrap Butt Joint Installation technique for grease duct enclosures.

- Butt joints - all material seams
- Saves space, materials; simple, effective technique
- Less material - no bulky overlaps
- Thin 3" profile - flat finish surface
- No pins\* - reduces equipment and labor  
(\*Except for bottom of horizontal ducts > 24" w)
- Zero clearance to combustible items
- Listed ASTM E2336 system - code compliant



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 Alan Finley - AR, KS, MO, NE, OK, CO 918-640-2469  
 Fred Hoffman - South/Central Region 918-810-0051  
 Mike Lewis - AZ, CA, NM, NV, UT 714-316-6976  
 Michele Wierzbicki - Western Region 801-835-7686

## *EXPO/Byron Sadler Craft Competition Committee*

The Committee had it's first meeting on May 9th. The Pasadena Convention Center will host Expo 2019 and the Rigid/Removable/Commercial competitions on February 7, 2019 and the cryo competition will be held January 15, 2019 at Rilco Inc.

The committee has decided to make some changes this year to all competitions. The Cryo Competition will be 3 person team including a foreman with a PIR application and pipe supports.

The rigid competition will be held with Expo and competitors will be applying Aspen Aerogel.

We will be showing the excellent Cryo competi-

tion filmed at Owens Corning Foamglas facility- last year as well as the PIR application filmed the month previous at Rilco.

Roland Linan, Miller Insulation and Trent Lesikar, Petrin LLC volunteered to market the events on LinkedIn and Facebook.

We need to thank Miller Insulation who like Rilco, Inc offered their facilities, model fabrication and video talents. And, Owens Corning-Foamglas again stepped up to used their facility. First we had no choice and now it's hard to choose. We appreciate the industry support. Our Expo Team is focused and they came to volunteer and execute and excel in our craft competitions and our craft. Thanks to all.....



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## The Expo/Craft Commmittee

Jay Bridgewater      Petrin LLC  
Expo Chariman

Ron Roth	FBM-SPI
Mike Feehery	FBM-SPI
Mark Rich	FBM-SPI
Daniel King	Bay Insulation
David Patrick	Apache Industrial
Vince Darder	BrandSafway
Ginny Gier	Distribution International
Ian Rogero	Miller Insulation
Roland Linan	Miller Insulatin
John Harvey	Talon Products
Gabe Nath	Owens Corning Foamglas
Bobby Ferrell	Owens Corning Foamglas
Jenny Ferrell	Coastal Plains Insulation
Michael Alcorn	Aspen Aerogel
Jeff Murphy	Distribution International

Trent Lesikar	Petrin LLC
Sean Grimes	Aspen Aerogel
Matt Ball	JM
Blake Salem	PCI
Adam Whitney	Rockwool Technical Insulation
Paul Brown	Echo Group
Mark Stripling	HB Fuller/Foster

We need Judges: Bobby Ferrell, OC-Foamglas and DJ Page have volunteered for both competitions.

We need a speaker that can contribute a seminar that can earn attendees CEU's

This is a huge undertaking so don't be afraid to volunteer and help out. Next meeting July 18th at Pappassitos I10 @ Federal at 11 AM. Join us-- You'll be in Good Company!

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\* See data page for complete details



## SWICA's Loss

Dear SMC customers, (From Gary Sproule)



We are heartbroken to report that SMC Industries' Sales Director Tracy Ludwick passed unexpectedly April 11th. At the young age of 50, he leaves behind a family that brought great joy to his life—his wife Shelley and two children, 15 year old Karson and 10 year old Dunham.

Tracy worked at SMC for 12 years. As an employer, I greatly appreciated his evident dedication and skilled communication with me and his colleagues. As you all well know from your interactions with Tracy, he was a naturally talented sales

person who genuinely enjoyed his work. In my 40 years in business, I have never met someone who so enthusiastically welcomed the opportunity to reach out to new clients—even jumping at cold calls and visits. He was as gregarious as he was honest and fair. As much as he was a people lover, he was as deeply knowledgeable in his field and highly respected by his peers.

Here at SMC, we remember Tracy looking forward every February to showing clients a great time at the Houston Livestock Show & Rodeo where he was an officer on the Safety Committee and a member of the Coyote Cook Team. I know many of you were lucky enough to join him at the Rodeo Cook-off for his prize-winning brisket. He was also famous here for his logo-sandblasted Yetis—Tracy couldn't see

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fit to tour a client through the shop without their own Texas-made coffee travel mug with their company's logo on the side. Being from the north in Pennsylvania, Tracy taught me about taking the time to catch up and connect with someone before delving directly into business. And whenever I or my family was in town, we always went to Tracy first to find the most fun and interesting places to go and things to do.

As the SMC team grieves, we greatly appreciate the heartfelt messages from so many of you whom already heard word of his passing. Many of you expressed profound remorse that evidences just how genuine the relationships were that Tracy forged with his clients. Thank you for sharing memories of what a caring and humble person Tracy was, truly making friends out of clients. Thank you equally for your words honoring his professionalism, expertise, and quick wit. We were incredibly touched to learn that just hours after learning of his passing, several of you even started a GoFundMe page (<https://www.gofundme.com/TracyLudwick-Memorial#>) in support of his family during this time.

SMC's Houston offices closed Tuesday, April 17th in honor of his services. We are so saddened and sorry to share this news with you and thank you for your generous outpouring of support and celebration of Tracy. We send our very best to you, your loved ones, and your coworkers as we all grieve and remember a truly loved and respected person.

Sincerely,

*Gary Sproule and the entire SMC Team*

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## *Pause And Reflect..... And Let Go: 3 Ways To Stop Over-Thinking*

There is a difference between strategic thinking and over-thinking.

As happens so often, we cross that line and let ourselves submerge in a sea of indecisiveness and distress.

That being said, here is how you can determine the difference between the two. Strategic thinking is when you reach conclusions toward better decisions promptly. It is when you make a plan and revisit it only when necessary.

Over-thinking is when you start wallowing in too many "what-ifs." It is when you doubt every step and never seem to be able to finish a thought before you have a new one. You may not even realize you are over-thinking; to you,

the damaging process seems normal, and you attribute it to gaining perfection.

By over-thinking, you do not only waste time and possibly resources, but also lay waste to your mental health. A study of more than 30,000 people showed that negative meditation is a chief factor in several mental health issues.

It is time for you to let go. These three simple steps will help you break that cycle of self-induced negativity and free your mind:

1. Not every problem has a solution  
Accept that you may not be able to get to the bottom of a certain issue. Sometimes there is no answer, no underlying cause. We live in a complex world, where both personal and professional lives demand too much of our analytical powers.

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Once you realize that you cannot solve a problem and it is time to either let someone else take over or let it go entirely, you will be much more content.

## 2. Have clarity and a sense of direction

The expression having “thoughts all over the place” comes from the fact that people often get distracted and focus on too many things in too little time. It is as if their thoughts are derailed, spread around and attacking from all sides.

This can be avoided by limiting the number of things you focus on in a given time. Taking on a job assignment, learning that new skill, trying to renovate your home, trying to support your friend-if you take on all of these at the same time, you will likely become disoriented and start over-thinking.

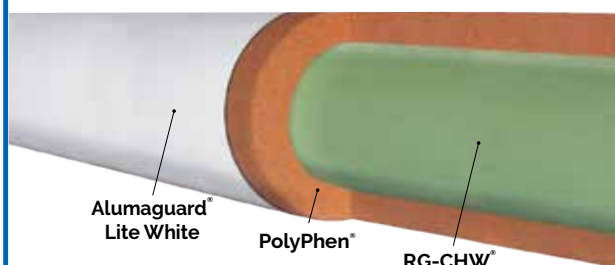
Take on just a few things at a time; that should be your strategy to keep your sanity intact.

## 3. Big decisions have small steps

Small decisions lead to the big picture. If you worry too much about 10-year plans, you may not realize that you are actually damaging your present.

Start small. If you are aiming for that big promotion, list weekly or monthly milestones and check them off as you go. Even a single great idea you contribute during that one meeting can play its part in your great vision.

# The Optimal Chilled Water System

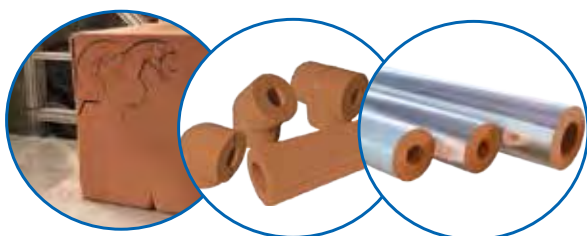


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## Why You Need a Personal Umbrella Policy

March, 2018

*International Risk Management Institute*

One of the most important insurance policies you can buy is the personal umbrella policy, but many people are unaware they need one. This policy provides high limits of liability to protect you against a catastrophic liability loss. For example, a major car accident may injure numerous people or cause head

injuries or death that will result in liability far in excess of the limits typically purchased in a personal auto policy. An umbrella policy sits on top of the auto and homeowners policies to provide higher limits of protection. In addition to providing higher limits, this policy normally pays for some losses not covered by the underlying policy, such as legitimate allegations concerning libel or slander.

Personal umbrella policies are growing in popularity. In the past, only wealthy individuals and families purchased this coverage. Today, middle-income families also may procure this policy for protection in our society's increasingly litigious climate. As the tendency to sue for damages rises and awards granted by the courts grow, the personal umbrella policy is increasingly seen as an insurance necessity, rather than a luxury. It is especially attractive because of its relatively low cost.

In particular, people with certain characteristics or who engage in certain activities have a higher-than-average need for a personal umbrella policy. These situations include the following.

- Your total assets are greater than your underlying liability limits.
- You are financially responsible for the actions of a young, inexperienced driver.
- You live in an exclusive and affluent neighborhood.
- You have a high-profile career or high income.

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Indeed, one could even argue that a lower-income person needs an umbrella policy. Consider an apartment dweller who inadvertently starts a fire while smoking in bed, and the fire damages adjoining apartments. The smoker's liability exposure could be enormous in such a situation. So, once again, a personal umbrella policy is a wise purchase for people in nearly all income groups.



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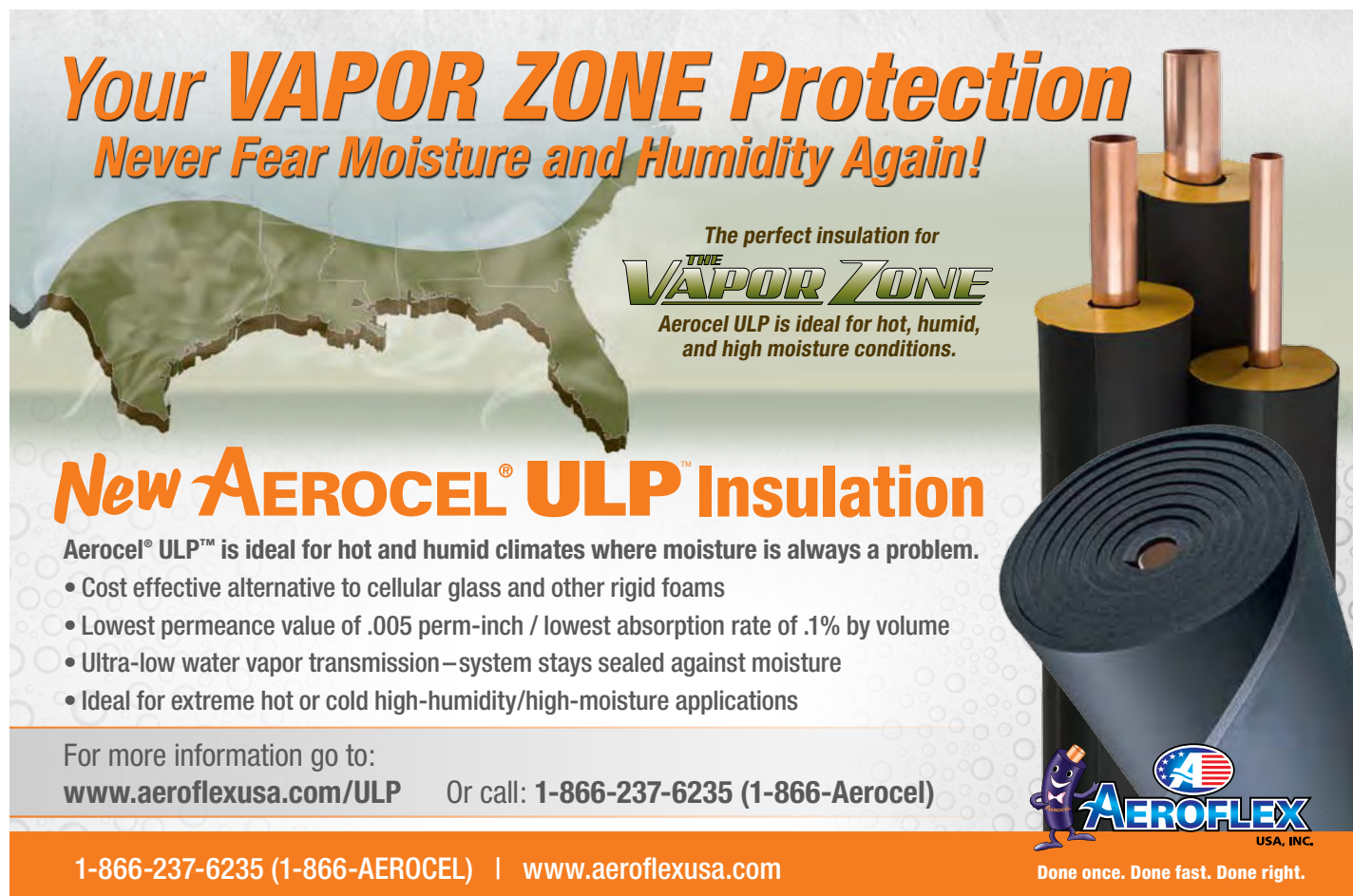
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## MESOTHELIOMA RESEARCH ADVOCACY AND GOVERNMENT AFFAIRS

Advocacy for mesothelioma research funding is central the Mesothelioma Applied Research Foundation mission to eradicate mesothelioma and the suffering caused by it. The mesothelioma community comprised of patients, their loved ones, caregivers, doctors, researchers and nurses meets annually to share their stories with Congress and educate them on the devastation caused by mesothelioma.

The advocacy of the mesothelioma community, led by the Mesothelioma Applied Research Foundation, has driven Congress to find a way to fund research. For example, a new stream of funding for

mesothelioma research through the Congressionally Directed Medical Research Programs (CDMRP) that has resulted in \$15.1 million in mesothelioma research funding is a direct result of the hard work of mesothelioma advocates.

Learn more about mesothelioma and how you can get involved in their Ambassador Program.

If you have any questions or need assistance as you reach out to your members of Congress, please contact us at [info@curemeso.org](mailto:info@curemeso.org) or 877-363-6376.



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## A PASSION FOR SWICA AND INSULATION

*John Juzswik, Building Specialties, Inc.*

As SWICA celebrates its 60th Anniversary I think back on the history and where we are today.

When I first joined the industry I had a thirst for a greater knowledge and understanding of the insulation industry. Our company had been absent from participation in SWICA for several years as previous management and ownership did not realize the value the organization had to offer. From the Golf Tournament, Expo and Craft Competition and other industry events I saw the passion in others and a place where we could come together for the common good of the industry and address issues that affect us all. For me it was infectious.

The networking opportunities prove invaluable as they allow me to develop and strengthen relationships, get introduced to new products and services, gain that greater understanding of common issues that impact all our companies and pick up some great ideas on the many issues from colleagues, key note speakers and industry panels that help us all.

Realizing that you get out of it what you put into it I joined committees, entered our company in the Craft Competition and engaged in something greater than just our company. There are common issues like labor (shortages, an aging workforce, millennials), quality and completeness of specifications, supply issues, best practices, corrosion under insulation, technology and a general awareness of the Mechanical Insulation Industry just to name a few.

Until I got involved I did not realize the hundreds of hours of planning, preparation and hard work it takes to make each of these events worthwhile.

SWICA formed a committee and developed a YouTube video that all of us can use to direct people to that raises awareness of the importance Mechanical Insulation as we all experience people who have no idea of what we do and how important what we do really is. The link is to the video can be found at <https://swicaonline.org> and many members also have that link on their webpage.

The SWICA craft competition hosts allows companies to put forth their team of insulators for all to see the quality, specification compliance, safety and completeness of their work. It also allows those in attendance of the Expo that otherwise may never see the numerous applications of mechanical insulation and removable covers. Our team had to take a written test to determine



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their understanding of the products and math skills it takes to perform their jobs and endure the scrutiny of the judges that inspect their work. I was very proud of our company's team when they brought home a first-place trophy, more than once.

The Expo allows Manufacturers, Distributors, Fabricators, Contractors and Service Providers to show their products and services and the value they bring to the industry. As much as you think you know there is always a new product, service or industry knowledge to pick up from this event.

This is just a few of the events and initiatives that SWICA hosts or participates in.

But it's not just all about us. During the Annual Golf Tournament and Conference SWICA members have raised tens of thousands of dollars for charity through silent and live auc-

tions and adopted Combat Marine Outdoors as their charity that has been instrumental in helping our vets returning from serving our country. Knowing that someone cares about them can mean the difference between life or death for some.

One of the thoughts I came away with from one of the conferences I attended was "You can't change how you act until you change how you believe." Its participation and action that makes SWICA the organization it is today and it's the passion for the industry that will carry it for the next 60 years.

*John Juzswik is President and Owner of Building Specialties, INC. (BSI) and serves on the SWICA Board of Directors as well as several committees BSI is an insulation contractor, founded in 1951, based in Houston Texas and concentrates its business in Commercial Mechanical Insulation*

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## 7 Powerful Ways To Motivate Yourself

Everyone has days where they feel like giving up. When life has pushed them to such limits that all they want to do is quit their work, isolate themselves from their social life and come home to burrow in their bed and not move...ever.

If you're going through the same mix of emotions, it's going to be okay. You're not failing at life, you're just uninspired. Your lack of enthusiasm is short-lived, and you can reignite your passion. You just need a push-or seven-to do so...

### 1. Take on new challenges

Monotony fuels demotivation. If you're going through the same personal and work life routine every other day, you're obviously bound to lose your zeal.

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challenging things. Work on a fitness goal, learn a new skill, brave a new relationship, do something you've been nervous about.

## 2. *Treat yourself*

Invest in something that makes you happy and one that adds to your growth. Have a big corporate meeting coming up? Get a new suit or dress, and you'll walk in looking and feeling better. Is it payday? Get a brand new espresso machine or a piece of gym equipment to start your mornings feeling rejuvenated.

## 3. *Create success and failure logs*

It may sound odd to jot down your fallouts, but remember, failure is a far more riveting teacher than success. At this point in life, you're uninspired, and you're likely wondering what it is that you've accomplished so far.

Your success will help you understand what you are capable of, and your failure will help you realize what you've overcome.

## 4. *Go on a vacation*

Take a leave from work and plan a short getaway. Go solo or with friends or set out on a journey to do nothing but see new things and enjoy yourself. Not only may you build up creativity along the way, but you also might miss and appreciate the good things in your old routine.

## 5. *Meet up with a mentor*

If you are struggling with finding your passion, seek out the help of someone you look up to, a teacher who inspired you to step out on your path all those years ago. Have lunch with them and spend an afternoon once again under their tutelage. They've likely gone through the same situation you're in and will have advice for you.

## 6. *Connect with others like you*

Sometimes, support and advice do not have to come from someone with more experience and skill than you.

Spending time getting closer to people who are going through the same dilemmas as you helps. Find support groups in your area or online and actively take part in group conversations. You'll feel more inspired every time!

## 7. *Attend a motivational seminar*

There's nothing like a good long session of listening to a professional motivational speaker to find your energy to get back up and get going. Hearing someone tell stories and share experiences you can relate to is always effective. *(Contributed and suggested by Steve Rizzo - SWICA Speaker!)*

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*Byron Sadler, Owner YO Ranch Headquarters and SWICA Past President with veteran Matt Connally proudly displaying his prize Fallow from a Combat Marine Outdoor hunt weekend at the YO Headquarters Ranch in Kerrville.*



SWICA has proudly adopted CMO as our charitable foundation with 100% support of all funds raised going back to CMO from our auctions and golf tournament for a great cause.

The Combat Marine Outdoors story began in 2005 after visiting combat wounded Marines and Sailors from the 1st Marine Division at Brooke Army Medical Center for several months. The Marines, Sailors and service members there needed an opportunity to get away from the hospital, in an environment of friendship, camaraderie, and fellowship with fellow Marines in order to accelerate their recovery from the traumatic injuries they sustained in combat. In many cases, these service members did not want to leave the confines of the hospital, but it was (and is) crucial to begin to re-inculcate back into society. In every case, the Marines and other service members who participated in the outings felt an enormous sense of accomplishment and a new sense of hope and belonging once the trip was completed.

While the hunting and fishing aspects of the program are important, they are merely a vehicle to demonstrate to these heroes that there are tens of thousands of patriotic Americans who truly care about these brave warriors and are willing to show their



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appreciation and support by providing once-in-a-lifetime adventures in some of the most incredible places in the world. The camaraderie, friendship and fellowship associated with each outing have had an incredible healing property, and in many cases, were a turning point in the emotional recovery of these Marines, Sailors and service members. We continue to provide life-changing outdoor adventures to these brave heroes and we have approximately 50 ranches who actively participate in the program. To date, we have taken over 2000 combat wounded on the adventure of a lifetime.

You can support this great effort at our CMO fund raisers events. Golf tournament next on September 6, 2018.

***David Gottlich***  
***The Face***  
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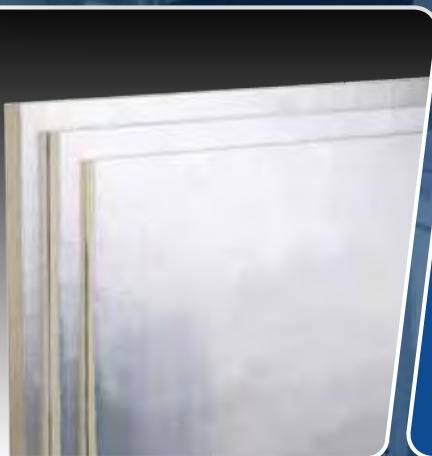


SWICA Past President and Legacy Recipient has become the Area Manager, covering Texas for the new Petrin LLC location in Corpus Christi. Give him a shout - a winning team!

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## *Armacell acquires TB Concept Inc. – the Canadian innovator of Insuguard pipe support solutions*

- Comprehensive range of innovative and high-quality products made in Canada
- Strengthening mechanical insulation accessories business worldwide
- Increasing energy efficient solutions for global customer base

Luxembourg / Montreal, 25 April 2018 – Armacell, a global leader in flexible foam for the equipment insulation market and a leading provider of engineered foams, acquires TB Concept Inc., a Montreal-based company specialised in the manufacturing of patented pipe support solutions. The transaction strengthens Armacell's global accessories business and the group's footprint in Canada.

TB Concept Inc. has been developing easy-to-install pipe saddles and shields for almost two decades. The company was the first to recognise requirements for tool-free pipe support solutions securing piping systems while at the same time eliminating the typical thermal bridge and protecting the pipe and its insulation from damage.

Today, the company offers a complete suite of innovative pipe support solutions, including the leading Insuguard® brand. Insuguard's revolutionary design allows for pipe movement within the support system, thereby minimising maintenance or repairs and considerably reducing energy loss.

Commenting on the transaction, Keith A. Norwood, Vice President of Armacell Americas, said: "We are



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excited to be working with TB Concept and their talented team. The company's unique product solutions are a great asset to our customers and perfectly fit into our business model, underlining once again our technical leadership in the insulation industry." Martin Boudreau, the Co-founder and President of TB Concept Inc., added: "Joining forces with Armacell allows us to present Insuguard pipe support solutions to a much wider range of customers than ever before and take our organisation to the next level."

Operating worldwide – with key target markets in Northern America and Australasia – the company's pipe hanger solutions are principally used in industrial and commercial HVAC, refrigeration and heating systems. As part of the transaction, the co-founder and shareholders of TB Concept Inc. will join Armacell and reinforce the regional management team. The parties have agreed to keep the purchase price of the transaction confidential.



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## *Exhibit Space now available to choose your location for SWICA EXPO 2019*

The SWICA EXPO 2019 and Byron Sadler Craft Competition has been moved to the Pasadena Convention Center for next years event. We hope this move will be more convenient for plant/owners/engineers in the area. You can now choose the best opportunity to show your company services to the best and brightest in our industry. This is a unique show to this region and specific to the industrial mechanical insulation business. No other exhibition is this product and service specific. So sign up today with a 50% deposit and secure the perfect space. Additionally, there will be industry relative seminars with details to come on presenters or you might have a presentation you can submit to the committee for approval.

We will be having a Cryogenic competition off site on January 15th and that competition will be on video during this event February 7th and the winners will be presented with the Rigid, Removable and Commercial winners in the 2019 Byron Sadler Craft Competition.

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**EXHIBIT SPACE REGISTRATION CONTRACT**

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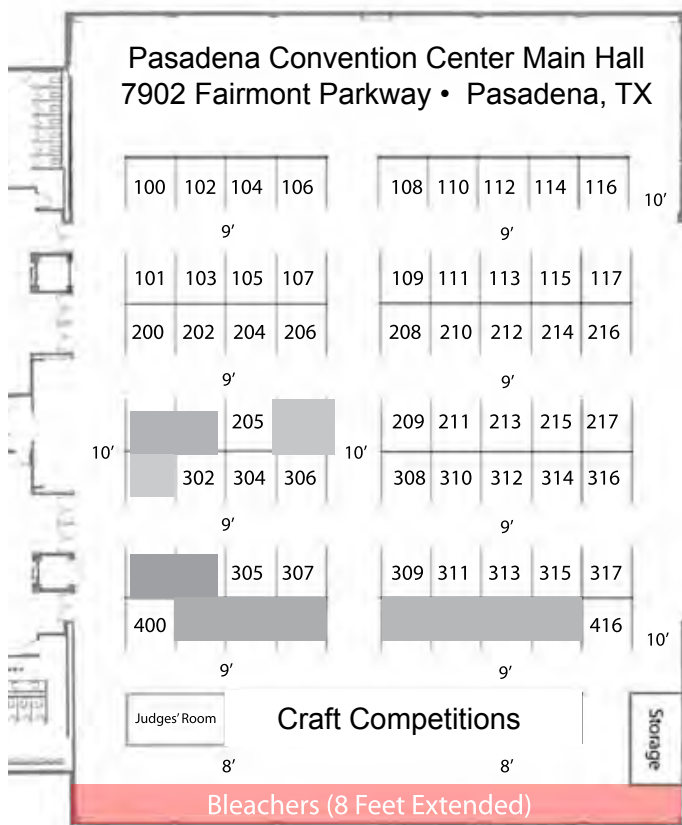
The **Southwest Insulation Contractors Association EXPO 2019** will offer 63 exhibits. By submitting ONE SIGNED COPY of this contract, we apply for the SWICA Industry Exposition, requesting the following location(s) in order of preference:

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We agree to comply with all instructions, rules and regulations of the SWICA Industry Exposition (printed on the reverse side of the contract) and agree to submit promptly all information required and requested by the exposition management.



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