

2016 ICAA Convention
DENVER
& Trade Show 9.28.16–10.1.16
DENVER MARRIOTT CITY CENTER

PROGRAM

THE LEADING EDGE



2016 ICAA CONVENTION & TRADE SHOW

AT A GLANCE

All events open to all attendees.

Wednesday, September 28

ICAA PRE-CONVENTION WORKSHOP

Denver Ballroom

1:00 PM – 4:00 PM Training the Competent Person for the New OSHA Confined Spaces in Construction Standard

Thursday, September 29

ICAA CONVENTION GENERAL SESSION

Denver Ballroom

9:00 AM – 9:30 AM **ICAA Welcome**

Making the Case for Insulation – ICAA President's Address

9:30 AM – 12:00 PM **ICAA Platinum Educational Sessions**

- ▶ Challenges and Opportunities: How to Increase Desire for Insulation
- ▶ You Just Lost \$100,000 – Theft Prevention for Insulation Contractors
- ▶ Reading the Tea Leaves – Adjust, Adapt, Act

12:00 PM – 12:30 PM How to Contest and Reduce OSHA Citations

12:30 PM – 1:30 PM **ICAA Networking Luncheon**

1:30 PM – 2:30 PM **ICAA Committee Meetings**

4:30 PM – 7:30 PM **ICAA Trade Show —
Grand Opening and Evening Reception**

Colorado Ballroom and Foyer

Friday, September 30

ICAA CONVENTION GENERAL SESSION

Denver Ballroom

8:00 AM – 10:00 AM Clause and Effect — For Non-Lawyers
Best Practices for Creating Effective Incentive Compensation Plans and Hiring Talent

10:00 AM – 11:00 AM **ICAA Platinum Educational Session**

- ▶ Building Envelope Requirements of the 2015 IECC

11:00 AM – 3:00 PM **ICAA Trade Show**
Lunch is served inside the Trade Show.
Contractor drawings start at 2:15 PM.

Colorado Ballroom and Foyer

Saturday, October 1

ICAA CONVENTION GENERAL SESSION

Denver Ballroom

8:00 AM – 10:00 AM Pay Attention C Corps, S Corps, and LLCs — Tax Reform Will Affect You!
ICAA Take-Off and Estimating Contest
Continuous Insulation: An Opportunity to Increase Sales

10:45 AM **ICAA Golf Tournament at Fossil Trace Golf Club**
Meet in the hotel lobby. 11:30 a.m. tee time.

DETAILED SCHEDULE

Wednesday, September 28, 2016

1:00 PM – 4:00 PM | DENVER BALLROOM

ICAA PRE-CONVENTION WORKSHOP

Training the Competent Person for the New OSHA Confined Spaces in Construction Standard

The aim of this workshop is to 'train the trainer' so that the designated Competent Person possesses the understanding, knowledge, and skills necessary for the safe performance of the duties required under the OSHA standard. The training will include an understanding of hazard assessment in the worksite; identifying confined spaces, non-permit required confined spaces, and permit-required confined spaces; hazards in the permit space; and methods used to isolate, control, or in other ways protect employees from these hazards. A Certificate of Completion will be issued at the end of the course.

*Gary Auman, Esq., Dunlevey, Mahan, & Furry
Mason Knowles, Mason Knowles Consulting LLC*

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Thursday, September 29, 2016

9:00 A.M. – 9:30 A.M. | DENVER BALLROOM

ICAA GENERAL SESSION

ICAA Welcome

*Ferrell Drum
ICAA Convention Planning Committee Co-Chair
President
Garland Insulating Ltd.*

*Paul Valle
ICAA Convention Planning Committee Co-Chair
President and CEO
Demilec*

Making the Case for Insulation — ICAA President's Address

ICAA President Jeff Beck addresses the 40th annual meeting of the ICAA.

*Jeff Beck, ICAA President
TruTeam, LLC*

9:30 A.M. – 12:00 P.M. | DENVER BALLROOM

ICAA PLATINUM EDUCATIONAL SESSIONS

Challenges and Opportunities: How to Increase Desire for Insulation

How can the insulation industry overcome its value proposition problem, increase desire and demand for insulation, and begin selling more product? Hear insights from the latest polling of Americans, and receive recommendations on how to best position, message, and sell insulation.

*Suzanne Shelton, President and CEO
Shelton Group*

CertainTeed
SAINT-GOBAIN

You Just Lost \$100,000 — Theft Prevention for Insulation Contractors

Learn where theft occurs, how to close the opportunity gap, and what controls successful insulators have implemented to reduce and eliminate theft.

Owens Corning

**OWENS
CORNING**
INNOVATIONS FOR LIVING™

Reading the Tea Leaves — Adjust, Adapt, Act

Peek into the future to see what the next two to five years hold for the industry and its key organizations. This presentation will look at the macro drivers impacting construction trends and what contractors can do to get ready for impending market changes.

*Cynthia Paul, Managing Director
FMI Corporation*

JM
Johns Manville

Thursday, September 29, 2016 *continued*

12:00 P.M. – 12:30 P.M. | DENVER BALLROOM

How to Contest and Reduce OSHA Citations

Review OSHA's step-by-step decision-making process and hear strategies and tips on responding to an OSHA citation.

Gary Auman, Esq., Dunlevey, Mahan, & Furry

Michael Kwart, ICAA Executive Director

12:30 P.M. – 1:30 P.M.

ICAA Networking Luncheon

Fred Stephan, Senior Vice President and General Manager of Johns Manville, will welcome us to the Mile High City.

1:30 P.M. – 2:30 P.M.

ICAA Committee Meetings

All members are invited. Topics include *The 5 Policy Trends of 2017 Most Likely to Impact the Insulation Industry*; *Spray Foam Industry Update*; *Distracted Driving—What's Important to You?*; *Advances in SPF Spraying*.

4:30 P.M. – 7:30 P.M. | COLORADO BALLROOM & FOYER

ICAA TRADE SHOW — GRAND OPENING AND EVENING RECEPTION

Evaluate the newest products, services, and technologies all in one place at one time. This unique event features an unparalleled showcase of industry vendors.

Friday, September 30, 2016

7:30 A.M. – 8:00 A.M. | DENVER BALLROOM

CONTINENTAL BREAKFAST

8:00 A.M. – 10:00 A.M. | DENVER BALLROOM

ICAA GENERAL SESSION

Clause and Effect — For Non-Lawyers

We'll focus on the most onerous contract clauses so that you can confidently make the best business decisions for your company.

Mark Gruskin, Esq.

Senn Visciano Canges P.C.

Best Practices for Creating Effective Incentive Compensation Plans and Hiring Talent

Discover what makes an incentive compensation plan an effective one, and find out why certain types of plans work and why they don't. Learn to adapt your recruiting to attract quality talent and how to use specific recruitment strategies like outstanding job posts, websites, and social media.

Kelly McDonald, Founder

McDonald Marketing

10:00 A.M. – 11:00 A.M. | DENVER BALLROOM

ICAA PLATINUM EDUCATIONAL SESSION

Building Envelope Requirements of the 2015 IECC

Review select residential and commercial energy code provisions of the IECC and the four residential compliance options including the new performance path compliance alternative (R406) Energy Rating Index. Attendees will be eligible for BPI continuing education credits.

James Ball, Regional Manager

MaGrann Associates



Friday, September 30, 2016 *continued*

11:00 A.M. – 3:00 P.M. | COLORADO BALLROOM & FOYER

ICAA TRADE SHOW — LUNCH IS SERVED

Contractor drawings start at 2:15 P.M. Must be present to win!

Saturday, October 1, 2016

7:30 A.M. – 8:00 A.M. | DENVER BALLROOM

CONTINENTAL BREAKFAST

8:00 A.M. – 10:00 A.M. | DENVER BALLROOM

ICAA GENERAL SESSION

Pay Attention C Corps, S Corps, and LLCs — Tax Reform Will Affect You!

Regardless of how your company is organized, efforts by Congress to reform the tax code will impact your business. Learn the latest on tax policy, where tax reform is headed, and what it all means for businesses like yours.

Brian Reardon, President

The S Corporation Association

ICAA Take-Off and Estimating Contest

Everyone gets a chance to win! We will provide you with plans and specifications for you to review. Using assigned prices for materials, you will produce a cost estimate. After cost estimates are submitted, we'll review the assignment step-by-step. The top three estimates within 5% of the correct estimate will win a cash prize.

James Ball, Regional Manager
MaGrann Associates

Matthew Helminiak, Manager
USI Carroll Insulation

Continuous Insulation: An Opportunity to Increase Sales

Learn why continuous insulation is included in newer building codes, learn about the various insulation materials being installed to achieve code compliance, and discover which states have or will be adopting these new codes.

Tom Calzavara, Sr. Manager Field Technical Services
Johns Manville

10:45 A.M. | MEET IN HOTEL LOBBY

ICAA GOLF TOURNAMENT AT FOSSIL TRACE GOLF CLUB

Play Denver's top golf course featuring 18 holes of extraordinary golf set in the foothills of the Rocky Mountain Front Range. 11:30 A.M. tee time.



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TRADE SHOW FLOORPLAN

Graco Inc.	Graco Inc.	Graco Inc.		SOLEC-Solar Energy Corp.	International Cellulose Corporation	Service Partners	Service Partners	Icynene	Icynene
429	427	425		419	417	415	413	411	409
426	424	422	420	418	416		412	410	408
SES Foam	SES Foam	Distribution Int'l	Fleetmatics	Flash Trac Systems	CJ Spray, Inc.		Accella Polyurethane Systems	INTEC	INTEC
SES Foam	SES Foam	Flame Control Coatings	Rhino Linings Corp.	Rhino Linings Corp.	CJ Spray, Inc.		Demilec	Demilec	John Teer
327	325	323	321	319	317		313	311	309
326	324	322	320	318	316		312	310	308
Innovative Insulation Inc.	Appalachian Insulation Supply, Inc.	ITW Ramset	ITW Ramset	IDI Distributors	IDI Distributors		Knauf Insulation	Knauf Insulation	Milbu Products
Tenmat Inc.	Dow Building Solutions	SWD Urethane	SWD Urethane	Johns Manville	Johns Manville		Fi-Foil Company	ADO	AD
227	225	223	221	219	217		213	211	209
226	224	222	220	218	216		212	210	208
Dr. Energy Saver, Inc.	Insulation Materials, LLC	Flame Seal Products, Inc.	Custom Linings	Selena USA	ClosetMaid		Covestro	cfiFOAM, Inc.	BA Co
J & R Products	Sigma Technologies Int'l, LLC	Gaco Western	Rubbermaid	Owens Corning	Owens Corning		CertainTeed Insulation	CertainTeed Insulation	Cer Ins
127	125	123	121	119	117		113	111	109
COLORADO BALLROOM ENTRANCE									
		Organized Living	Applegate Insulation/Cotton Armor	Applegate Insulation/Cotton Armor	Krendl Machine			Wood Industries I	Wood Industries I
		18	16	15				14	13

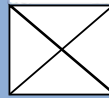


		Spray Foam Systems, LLC 405	Spray Insulation Components 401
08 TEC	406 STS Coatings, Inc.	404 Shurtape Technologies, LLC	402 NCFI Polyurethanes
bPro chnology	ICP Adhesives & Sealants, Inc.		Insulation Solutions, Inc.
09	307	305	303
08 text ilding oducts	306 NAIMA— Insulation Institute	304 SprayWorks Equipment	302 Titan Tool
00	Lapolla Industries	Lapolla Industries	Titan Tool
09	207	205	203
08 SF orporation	206 BASF Corporation	204 Rodenhouse Inc.	202 Ark Seal Service and Parts Inc.
tainTeed ulation	CertainTeed Machine Works	International Fireproof Technology, Inc.	Polyurethane Machinery Corporation (PMC)
9	107	105	103
nc.	General Coatings Mfg Corp.		American Sprayed Fibers, Inc.
	12	11	10

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**ELEVATOR/
ESCALATOR**



Next Generation Power Eng., Inc. Thermo Foam Systems Federated Insurance

3 2 1

4

Battic Door

5

FastEST, Inc.

Oak Ridge Foam & Coating Systems, Inc.

7 6

FOYER

Specialty Products, Inc.

19

High Performance Insulation Professionals (HPIP)

8

Thermal Design, Inc.

9

EnergyLogic, Inc.

17

CORRIDOR

REGISTRATION

2016 TRADE SHOW EXHIBITORS & BOOTH NUMBER(S)

Accella Polyurethane Systems 412 www.accellapolyurethane.com	EnergyLogic, Inc. 17 www.nrglogic.com
ADO Products 209, 211 www.adoproducts.com	FastEST, Inc. 5 www.fastest-inc.com
American Sprayed Fibers, Inc. 10 www.asfusa.com	Federated Insurance 1 www.federatedinsurance.com
Appalachian Insulation Supply, Inc. 324 www.aisl.us	Fi-Foil Company 213 www.fifoil.com
Applegate Insulation/Applegate Cotton Armor 16 www.applegateinsulation.com www.applegatecottonarmor.com	Flame Control Coatings 323 www.flamecontrol.com
Ark Seal Service and Parts, Inc. 202 www.arksealsp.com	Flame Seal Products, Inc. 222 www.flameseal.com
BASF Corporation 206, 208 www.spf.basf.com	Flash Trac Systems 418 www.flashtracsystems.com
Battic Door 4 www.batticdoor.com	Fleetmatics 420 www.fleetmatics.com
CertainTeed Insulation 109, 111, 113 www.certainteed.com/insulation	Gaco Western 123 www.gaco.com
CertainTeed Machine Works 107 www.certainteedmachineworks.com	General Coatings Mfg Corp. 11, 12 www.generalcoatings.net
cfiFOAM, Inc. 210 www.cfifoam.com	Graco Inc. 425, 427, 429 www.graco.com
CJ Spray, Inc. 317, 416 www.cjspray.com	High Performance Insulation Professionals 8 www.hpipros.org
ClosetMaid 216 www.closetmaid.com	ICP Adhesives & Sealants, Inc. 305, 307 www.icpadhesives.com
Covestro 212 www.covestro.com	Icynene 409, 411 www.icynene.com
Custom Linings 220 www.customlinings.com	IDI Distributors 316, 318 www.idi-insulation.com
Demilec 311, 313 www.demilec.com	Innovative Insulation Inc. 326 www.radiantbarrier.com
Distribution International 422 www.distributioninternational.com	Insulation Materials, LLC 224 www.insulationmaterials.com
Dow Building Solutions 225 www.building.dow.com	Insulation Solutions, Inc. 303 www.insulationsolutions.com
Dr. Energy Saver, Inc. 226 www.drenergysaverdealerships.com	INTEC 408, 410 www.inteccorp.com

International Cellulose Corporation 417 www.spray-on.com	Rubbermaid..... 121 www.rubbermaidpro.com
International Fireproof Technology, Inc. 105 www.painttoprotect.com	Selena USA 218 www.tytan.com
ITW Ramset 320, 322 www.ramset.com	Service Partners 413, 415 www.service-partners.com
J & R Products..... 127 www.jrproductsinc.com	SES Foam..... 325, 327, 424, 426 www.sesfoam.com
JobPro Technology 309 www.jobprotech.com	Shurtape Technologies, LLC 404 www.shurtape.com
Johns Manville217, 219 www.jm.com	Sigma Technologies Int'l, LLC 125 www.sigmalabs.com
Knauf Insulation 310, 312 www.knaufinsulation.us	SOLEC-Solar Energy Corp. 419 www.solec.org
Krendl Machine 15 www.krendlmachine.com	Specialty Products, Inc. 19 www.specialty-products.com
Lapolla Industries 205, 207 www.lapolla.com	Spray Foam Systems, LLC 405 www.sprayfoamsys.com
Mitex Building Products 308 www.mitexint.com	Spray Insulation Components..... 401 www.sprayinsulation.com
NAIMA - Insulation Institute 306 www.insulationinstitute.org	SprayWorks Equipment 304 www.sprayworksequipment.com
NCFI Polyurethanes 402 www.ncfi.com	STS Coatings, Inc. 406 www.stscoatings.com
Next Generation Power Engineering, Inc. 3 www.nextgenerationpower.com	SWD Urethane 221, 223 www.swdurethane.com
Oak Ridge Foam & Coating Systems, Inc. ... 6, 7 www.oakridgepoly.com	Tenmat Inc. 227 www.recessedlightcover.com
Organized Living 18 www.organizedliving.com	Thermal Design, Inc. 9 www.thermaldesign.com
Owens Corning 117, 119 www.owenscorning.com	Thermo Foam Systems 2 www.thermofoamsystems.com
Polyurethane Machinery Corporation (PMC) 103 www.polymacusa.com	Titan Tool 203, 302 www.titantool.com
Rhino Linings Corp..... 319, 321 www.rhino linings.com	Wood Industries Inc. 13, 14 www.eaglecompressor.com
Rodenhouse, Inc..... 204 www.rodenhouse-inc.com	

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