

NATIONAL INSULATION

NIMA

MANUFACTURERS ASS'N.

insulation newsletter

PUBLISHED BY NATIONAL INSULATION MANUFACTURERS ASSOCIATION, INC.

441 Lexington Ave., New York, N. Y. 10017 - Executive Secretary: J. M. Barnhart SEPTEMBER, 1966 Vol. I, No. 1

INTRODUCING NIMA

This first issue of the NIMA Insulation Newsletter is devoted entirely to a description of NIMA - its purposes, organization and activities.

WHO'S WHO IN NIMA Nine Companies In Association; Others Eligible

Full membership in NIMA is open to any individual company, firm, corporation or other form of enterprise within the United States engaged in the production of mineral insulation at the initial manufacturing level for industrial or commercial thermal use. Purchasers of such basic insulation who do no more than convert, adapt or fabricate are not eligible for membership. Under the same limitations, individuals or enterprises from most countries outside the United States are eligible for associate membership. Full details on membership are included in Article IV of the NIMA constitution.

Current NIMA member companies are:

Baldwin-Ehret-Hill, Inc.

500 Breunig Avenue

Trenton, N. J. 08602

Fibreboard Paper Products Corp.

475 Brannan Street

San Francisco, Calif. 94119

Forty-Eight Insulations, Inc.

Box 472

Aurora, Ill.

Gustin-Bacon Mfg. Company

911 Main Street

Kansas City, Mo. 64199

Johns-Manville Sales Corp.

22 East 40th Street

New York, New York 10016

N. L. Morell

128 West 4th Street

Bethlehem, Pa. 18016

Owens-Corning Fiberglas Corp.

717 Fifth Avenue

New York, New York 10022

Pittsburgh Plate Glass Company

One Gateway Center

Pittsburgh, Pa. 15222

The Ruberoid Company

733 Third Avenue

New York, New York 10017

Message from NIMA President M. M. Wilson: More Communication Channels Welcome

Keeping abreast of developments in the thermal insulation industry should be of major interest to manufacturers, contractors, distributors and all of us in our specialty.

This requires effective channels of communication. We hope that this newsletter will be such a link, one affording all elements of our industry an opportunity to exchange useful information. Toward this end we solicit your comments on matters of interest to the NIMA community and request your suggestions of topics for articles in these pages.

As president of the National Insulation Manufacturers Association I personally endorse the need for this communications vehicle and hope that all of you reading this message will support its objectives.

M. M. WILSON
President



M. M. Wilson, President of NIMA

ASSOCIATION GOALS

Industry Growth Sought by NIMA

The National Insulation Manufacturers Association (NIMA) was organized in its present form in 1959 by the companies that make industrial and commercial insulation to promote the growth and welfare of their industry.

Article III of NIMA's constitution, defines the Association's specific character and purposes as follows:

"This Association is formed as a voluntary and unincorporated organization to render service to manufacturers of insulation for industrial and commercial use and to promote the welfare and development of the industrial and commercial insulation industry.

"The Association is not organized for pecuniary profit.

"The purposes of the Association shall be:

(a) To disseminate accurate information regarding insulation products for industrial and commercial use.

(b) To promote and publicize the sale and use of insulation for industrial and commercial use.

(c) To collect and disseminate statistical information relating to production, distribution and use of commercial and industrial insulation.

(d) To assist to the extent legally permissible in the development of standards for insulation products for industrial and commercial use.

(e) To develop through research and other means new uses and markets for the products of the industry.

(f) To engage in lawful cooperation with government agencies and other industries in matters affecting the industry.

(g) In general, to engage in any legal and proper activities which will be of benefit to the industry and to the improving of the products of the industry and the serviceability of its products to all users."

NIMA OFFICERS, 1965-1966



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M. M. Wilson
Baldwin-Ehret-Hill



Vice President
J. F. Vyverberg
Owens-Corning



Treasurer
R. W. Henry
Ruberoid



Executive Secretary
J. M. Barnhart
NIMA

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T. S. Clousing, Forty-Eight Insulations	F. A. Nordstrom, Fibreboard Paper Products
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Executive Committee

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M. W. Burleson, Johns-Manville
R. W. Henry, Ruberoid
P. D. Kaley, Pittsburgh Plate Glass
J. F. Vyverberg, Owens-Corning

OPERATING COMMITTEES

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C. E. Ernst, Johns-Manville
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K. M. Ritchie

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H. O. Mulkey, Pittsburgh Plate Glass
T. C. Campbell, Owens-Corning
J. Dorsey, Johns-Manville
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Dr. K. W. Smith

Health & Safety Committee

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Dr. L. B. Grant, Pittsburgh Plate Glass
R. Kahn, Baldwin-Ehret-Hill
H. R. Mesler, Ruberoid
R. Ringwalt, Owens-Corning
W. Van Derbeek, Johns-Manville

What NIMA's Committees Do

NIMA activities are conducted by manufacturing company executives organized into eight working committees. Each of these operating teams is set up to meet a particular need relating to the growth or welfare of the industry. With continuity afforded by a permanent executive secretary, and with a steady inflow of fresh expertise and energy provided by rotation of committeemen and officers, the committees implement association policy efficiently and effectively. Here are brief descriptions of the purposes of the operating committees of National Insulation Manufacturers Association.

TECHNICAL AND RESEARCH COMMITTEE

Guidance by Experts Necessary for Best Industry Growth

The insulation industry grows on improved products and new applications involving new materials, standards, measurements, specifications, tests and other technical matters requiring careful attention by professionals.

In NIMA such technical considerations are part of the responsibility of the Technical and Research Committee. This two section team of 10 insulation experts meets regularly in Mineral-Fiber-Section or Molded-Section meetings to develop ways of satisfying the constantly changing requirements of the engineer and the application.

The Committee recently worked on harmonizing NIMA insulation specifications with those of the American Society of Testing Materials, as part of its effort to reduce confusion caused by conflicting specifications. Other recent activities include the identification of insulation materials approved by the U. S. Coast Guard, a manufacturers' certification statement for government specifications, and specifications for mineral fibers.

The Committee also reviewed proposed material for inclusion in the insulation manual being developed by the IDCNA, and sponsored a study of economic thickness at the University of West Virginia. This study resulted in a manual of design criteria.

GOVERNMENT T & R COMMITTEE

Government Standards and Specifications Pose Massive Task

The thermal insulation industry each year sells the world's biggest customer — the U. S. Government — a substantial portion of its products. Associated with these sales are a mass of requirements pertaining to specifications, standards, and regulations requiring give and take among representatives of the government and the industry. Speaking for the insulation manufacturers in these matters is NIMA's Government Technical and Research

Committee, a group closely linked to NIMA's Technical and Research Committee.

In its role as the manufacturers' technical spokesman, the committee recently took up the question of fiber diameter. This project began when Department of Defense insulation specialists considered the advisability of using fiber diameter as a valid criterion for specifying fiber glass type insulation. After checking the technical considerations involved, the committee agreed with the Department of Defense that fiber diameter should be included in military specifications. Similarly, the Committee is reviewing a proposal by the Naval Boiler and Turbine Laboratory suggesting a philosophy of thermal insulation.

An important function of the committee is to help write specifications for maximum utilization of standard products, which reduce or eliminate the need for specially manufactured forms and types. This has obvious advantages in lower costs to government and greater volume to industry.

The Government Technical and Research Committee is also discussing with government representatives methods of sampling production destined for the government users — so that satisfactory quality can be assured.

GLASS-PIPE INSULATION COMMITTEE

Drive On to Promote Fire-Safety Benefits Of Glass Pipe Insulation

Despite the excellent performance characteristics of fibrous glass, which make it the best choice for many pipe applications and a very widely used material, not all contractors and users are fully aware of its advantages, especially its high degree of resistance to fire.

The increasing concern with fire safety has resulted in a growing number of specifications being written with flame-spread requirements based on ASTM's method of test E-84. Much of the increased awareness of glass pipe insulation's fire-safety advantages originates with the Glass Pipe Insulation Committee, specifically formed to promote the merits of this type of pipe among interested organizations.

Toward this goal, the committee has stimulated independent testing of glass pipe and is helping users achieve the full benefits of glass pipe by establishing design criteria for use by engineers and contractors.

MARKETING RESEARCH COMMITTEE

Statistics are Markers Against Which Change Is Measured Accurately

Trade statistics provide management with bench marks against which degree of change and performance can be measured. For NIMA members these indicators are developed by the Marketing Research Committee, which maintains an internal statistical program. To serve NIMA members' needs for data on the industrial contract insulation market, the committee developed a program to collect, tabulate, and disseminate monthly statistics on the value of members' industrial insulation product shipments by state.

The Market Research Committee has also handled special assignments by direction of the Board of Directors. These have included: establishment of a statistical profile of industrial insulation markets by application, by material, and by temperature service; and a status report on cellular organic insulations in the industrial insulation contract market.

PUBLICITY COMMITTEE

Professional Guidance Improves Effectiveness Of NIMA's Voice

The member companies of NIMA want the insulation community and others to know about their activities, interests and services. To insure that the Association voices carrying NIMA's message benefit from professional counsel, the Publicity Committee serves to advise on public announcements and publications. The Publicity Committee is also interested in stimulating relevant communication between NIMA and interested organizations and individuals.

As part of this effort, the Publicity Committee, under the chairmanship of D. W. MacCurdy, initiated and is publish-

ing this newsletter. Besides being a forum for NIMA, the newsletter is intended to facilitate communication among all elements of the insulation industry. The Committee, through Jack Barnhart, executive secretary of NIMA, solicits your suggestions for topics that may be usefully discussed in these columns.

FIBROUS GLASS DUCT SYSTEMS COMMITTEE

Air Conditioning Needs Create Growing Demand For Fibrous Glass Duct

Because glass fiber duct offers four advantages in one (by providing thermal and acoustic insulation, a vapor barrier and an air-handling system) and because this product is competitive with conventionally lined or insulated metal duct, it is gaining in acceptance by heating and air-conditioning contractors and designers.

The Fibrous Glass Duct Committee was organized within NIMA to establish for this duct system the realistic industry standards for application and installation needed by mechanical engineers and contractors for proper certification and use, and to hasten acceptance in national and other building codes.

These goals are being reached through testing programs with Factory Mutual and Underwriters' Laboratory and with testing laboratories associated with major universities. Liaison work with other national industrial organizations is underway to increase the acceptance of the four-in-one fibrous-glass-duct concept.

HEALTH AND SAFETY COMMITTEE

Insulation-Related Data On Health Disseminated by NIMA

As both an extractive and a manufacturing industry, and as one whose products are widely distributed, the insulation industry is greatly concerned with health and safety among its workers, contractors and customers.

One reflection of this concern is NIMA's Health and Safety Committee, which was organized for three purposes.

The first is to promote good safety in general—in line with the recommendations of the National Safety Council and industrial safety organizations.

The second is to contribute to good health by supporting research and other activities that expand knowledge in this important field.

The third is disseminate accurate information on health and safety as it relates to the insulation industry.

TRAFFIC COMMITTEE

Constant Alertness Needed to Assure Fair Freight Rates

As a relatively bulky, although light and inexpensive product, insulation is sensitive to freight rates. Because a rise in rates quickly adds to users' costs for insulation, NIMA has organized a Traffic

Committee to monitor developments in transportation costs, techniques and legislation to assure the fairest possible rates—and the lowest costs to manufacturers, distributors, contractors and ultimate users.

The recent appearance by Committee representatives before the National Classification Board in Washington, D. C. to obtain equitable transportation rates is an example of the work done by the Traffic Committee.

The Committee has been instrumental in holding transportation costs down for the industry over the past several years. This has been accomplished by meetings with both railroad and motor-carrier representatives on important issues.

FREE OFFER

Newsletter readers are offered a free copy of a data sheet giving conductivity (k) values of various classes of insulation for design purposes. The sheet contains three graphs, showing, 1. thermal conductivity (k) of blocks, boards and pipe insulation of various thicknesses at temperatures ranging to 1000F; 2. values of k for mineral fiber, up to 500 F; and 3. values of k for insulating cements, ranging to 700 F.

For your copy write to J. M. Barnhart, executive secretary, NIMA, 441 Lexington Ave., New York, N. Y. 10017. Bulk quantities for distribution to your customers are also available at modest prices.

Contract Insulation Production: \$100-Million Annually

The industry represented by NIMA manufacturers produces \$100 million worth of insulation a year, (net value at the plant), exclusively for application to pipe, duct, vessels and equipment. The industry serves two large markets. One includes industrial, commercial and institutional buildings, in which NIMA-company products insulate air-handling and plumbing systems. The other includes power and process installations, where thermal insulation is used for electrical generators, petroleum distillation units and similar industrial equipment.

NIMA insulation is produced as duct liner and wrap, pre-fabricated duct, cold-storage insulation and insulation for equipment and vessels. Of course, these are not the only products made by NIMA member companies, but only those of interest to the Association.

Not of official interest to NIMA are insulations for metal buildings, transportation equipment, appliances, acoustics control, roofing and residential use, although these are made by NIMA members.

Products of interest to the Association are grouped in two classes for statistical

purposes, depending on the ultimate use and the form in which they are produced. In one group are pipe, block and cement. In the other are loose and granulated materials for block, cement, blanket, pipe, board and felt, and for duct-system products.

The products in these two groups are made from a variety of basic materials. These include hard or white goods such as asbestos, calcium silicate, 85% magnesia, and diatomaceous silica, and mineral-fiber materials manufactured from rock, slag and glass.

COMING
NEXT
ISSUE

A Report on the Annual Meeting
A Classified Product Listing by Manufacturers
A Master List of Up-to-Date ASTM and Government Specifications