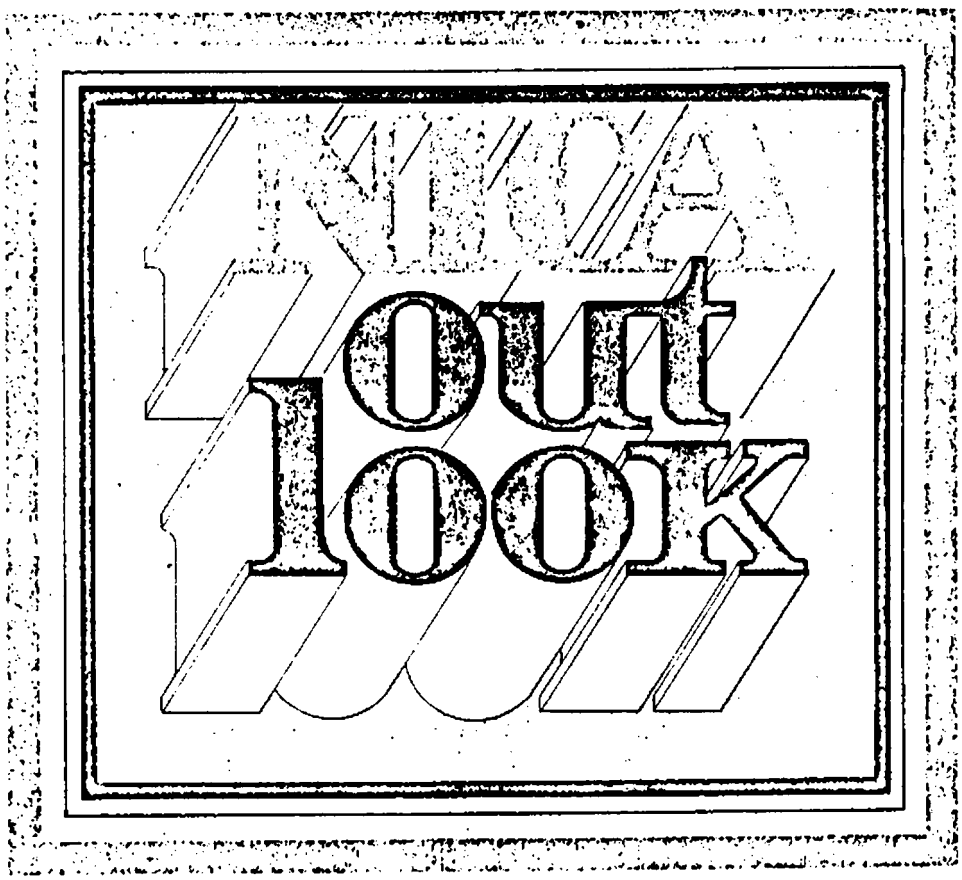
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6724



March, 1971

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Silver Spring, Maryland 20910

INDUSTRY FUNDS A REALITY
NOW THE INSULATION INDUSTRY CAN GROW!
PAGE 12

NIMA REPORTS ON HEALTH and SAFETY

AS PRESENTED AT THE 16th ANNUAL CONVENTION IN DALLAS, TEXAS

by
CLIFF SCHECKLER

INTRODUCTION
By Jack Barnhart:
NIMA Executive Secretary

Starting in 1966 and continuing through 1968, the NIMA Health and Safety Committee has given advise in the subject of health and safety to each of the NICA regional associations as well as being on the program at the National Association meetings.

In fact, we had two complete go arounds during that period. Our basic theme was, and will continue to be "any material can be handled safely, and any job can be installed safely".

NIMA published two pamphlets in 1968, one entitled "Recommended Health Safety Practices for Handling and Applying Thermal Insulation Products Containing Asbestos", and the other entitled "Recommended Health Safety Practices for Handling and Applying Thermal Insulation Products Containing Mineral Fibers". Incidentally, much of the subject matter discussed this morning is contained in these manuals. According to the response received from individual contractors, municipal and governmental agencies, health agencies, various engineering groups, etc., it is apparent that they are interested in the subject of insulation industry health and safety. In fact, we distributed some 10,000 of these brochures.

Gentlemen, I would like to introduce Cliff Scheckler. Cliff is Chairman of the NIMA Health and Safety Committee and will discuss the subject further. Most of you know Cliff, but for those who don't, he is the Corporate Manager of Accident Prevention and Health Administration for the Johns-Manville Corporation. In addition to his activities with NIMA, Cliff is also Chairman of the Health and Safety Committee of the Asbestos Textile Institute, and the Asbestos Cement Products Association. He is a member of the American Society of Safety Engineers, the American Industrial Hygiene Association and serves on Committees of the Industrial Health Foundation of America and a number of other health and safety organizations.

My purpose on this program today is to report on the role of the National Insulation Manufacturers in relation to the major theme of this meeting—Occupational Health and Safety.

Let me say at the outset, the fact that Health & Safety is the theme of your 15th Annual Convention, points up the awareness and interest you have in this very important subject.

I was pleased yesterday to hear Mr. Hutchinson's remarks that he and his executive board are dedicated to the effort of eliminating occupational injuries and diseases. This is an endeavor that can only be accomplished by complete cooperation between management and union.

Considerable time, effort and money has already been put into programs of injury prevention for insulation workers. These programs include projects, such as, the cooperative Insulation Industry Hygiene Research Program at Mt. Sinai; the outstanding work of Drs. Tabershaw, Cooper and Balzer on the West Coast; medical and engineering scientific research in which the manufacturers are participating; and the improvements made by many individual contractors, especially in your fabrication shops.

Perhaps some of you have not seen the direct results of these programs. The reason is that they are only now beginning to produce visible results. In the very near future you will see improved dust masks, dust collection equipment, new products and product packaging, identification of specific job site health problem areas by which you can pinpoint control requirements, and advantages of physical examination programs.

The question of whether there really is a serious health problem in the insulation industry has arisen several times during this week. Please let me add to what has already been said and assure you that a problem does exist it is one that is serious but not impossible to solve. Remember, that any material can be handled safely and any job done safely if proper equipment, methods, and precautions are taken. Batteries, paints and other lead-containing materials are manufactured with practically no cases of lead poisoning to workers. The petroleum industry manufacturing and distributing gasoline, benzene, naptha, and other highly flammable materials have reduced injury occurrences to a minimum. Between the contractors, the union and the manufacturers in our insulation industry, we have all the essential factors; brains, brawn, and drive to get this injury prevention job done. Others who have minimized their problems

were in no different position than we are. They had to stay competitive, they had insurance companies and government agencies breathing down their necks, they had public criticism. They also had a determination to do something about it, and so have we, otherwise we wouldn't be discussing it today.

There is an urgent need for NICA, NIMA and the Union to accelerate our efforts. Some of the immediate steps that we should be taking are:

1. Conduct industrial hygiene engineering surveys to identify typical jobs and operations that produce dust and present a health risk.
2. Assign priorities for correction in accordance with the health risk, taking into consideration the extent and duration of potential exposure.
3. Correct the conditions as quickly as possible. Give consideration to engineering control; development of new job methods; and improved work practices, in order to accomplish results. Certainly this will require the introduction of new ideas and changes, but that's the reason it needs to be a cooperative program with everyone willing to give it a try.
4. Establish industry standards for good housekeeping. Make everyone aware of them so there are no misunderstandings as to how good good housekeeping is. Solicit agreement to put them into effect. Institute a follow-up—a regular reminder that this is an agreed industry program.
5. A respiratory protection program is essential. Not a volunteer program nor one that requires wearing face masks in non-exposure areas, but a program designed to assure the wearing of respirators in areas above the allowable dust limits. These areas should be designated by the industrial hygiene engineering surveys. Sure, there will be areas that vary in exposure levels from time to time, but these can be defined. If there is a doubt, wear the respirator.
   Wearing a respirator is not comfortable. It's hot, difficult to see, and difficult to breathe. It therefore requires a damn good reason for a man to want or even agree to wear one. Tell him the reason why it's important to him. Provide him with the facts concerning potential health risks. Encourage his cooperation. A respirator worn around the worker's neck when in exposure areas, might as well not have been furnished.
6. Establish a periodic physical examination program, especially chest x-rays and pulmonary evaluation. Pre-employment examinations of young people entering the trade, through the apprentice program, or however they begin to work, should be done. This is necessary in order to eliminate aggravation to pre-existing pulmonary problems that might cause further serious and even irreversible injury and disability. Other impairments, such as, cardiac or circulatory disorders, should be detected to avoid serious or fatal injuries, especially where climbing and scaffolding work is a job requirement. Physical examinations will be an asset to the older workers, especially those who have a physical impairment. They will be knowledgeable of their condition and more receptive to taking special precautions. You can also help their situation by special precautions, such as, personal protective equipment and job placement. Physical examination programs are necessary in order that you have knowledge of the effectiveness of your injury prevention controls. We know that there is a direct relationship between extent of dust exposure and disease occurrence. Reduce the dust and you reduce the disease occurrence. In order to really know the effectiveness of controls, you must know what is happening to the people who are exposed.
7. Consider a safety program and safety contest within the insulation industry. Make it interesting and worthwhile to all involved. Exchange accident occurrence and investigation information to avoid recurrences. Exchange safety ideas that will prevent accidents. Don't overlook accidents that cause no injury but cause extensive equipment and material damage. Remember that determining the "cause" of the accident is the most important factor. The seriousness of the injury is a by-product. The difference between a minor and serious injury can be a matter of a split second, fraction of an inch, or sheer luck. Eliminate the "cause" and you eliminate the injury.

I've spent a lot of time making recommendations as to what needs to be done. Let me tell you how we in NIMA can and will help you.

If you, as individual contractors, have a problem in the areas which I have been discussing, that you cannot solve, bring it to the attention of your NICA Health and Safety Committee. They will provide assistance where possible. If, however, they need additional help, they will contact NIMA and we will try

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NIMA'S REPORT ON HEALTH AND SAFETY

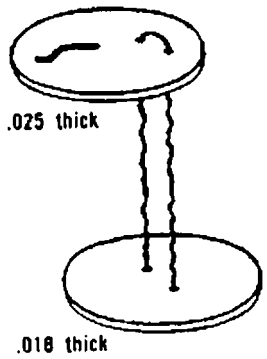
to provide the necessary services to assist you. I have discussed this procedure in some detail with Don Bradshaw and Ted Brodie. We stand ready to provide NICA with assistance when needed.

I would like to make one more suggestion. That is, that NICA utilize its Health and Safety efforts, and money, toward identification of job site hazards; eliminating the basic cause of those hazards; providing education, instruction and equipment to prevent injuries; and initiate physical examination programs.

The manufacturers will continue to conduct medical and engineering scientific research on insulation materials. It would be needless waste for NICA to duplicate this effort. Improved communications will provide NICA members with information concerning the progress of the manufacturers research work and other studies being conducted throughout the world. Some of the research studies currently underway in which the manufacturing companies are participating are:

1. A Fibrous Dust Study by the Industrial Health Foundation of America, Pittsburgh, Penna.
2. An Epidemiological Study of the Canadian General Population by The Institute of Occupational and Environmental Health, Montreal, Quebec, Canada.
3. Establishment of a Library of World-Wide Asbestos Research and Health Studies by The Institute of Occupational and Environmental Health, Montreal, Quebec, Canada.
4. An Asbestos Industry Study by the United States Public Health Service.
5. The Insulation Industry Hygiene Research Program by Mt. Sinai Environmental Sciences Laboratory, New York City.
6. A Fibrous Glass and Mineral Wool Industry Study by the United States Public Health Service.
7. A Respirator Development Program by Johns-Manville and Mt. Sinai Environmental Sciences Laboratory, New York City.
8. A Study of the Bioeffects of Fibrous Glass by the Industrial Health Foundation of America, Pittsburgh, Penna.
9. A Study of Exposure of Insulation Workers to Airborne Fibrous Materials by the University of California, Berkeley, Calif.
10. An Epidemiological Study of Asbestos Exposed Manufacturing Workers by Tulane University, New Orleans, La.
11. A Study of the Relationship Between Fibre Dimensions and Pulmonary Response by St. Luke's Hospital, Cleveland, Ohio.

Thank you for inviting NIMA to participate in this meeting. Again, we will consider it a privilege to be of assistance to the NICA organization.



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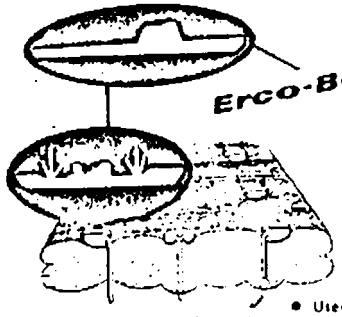
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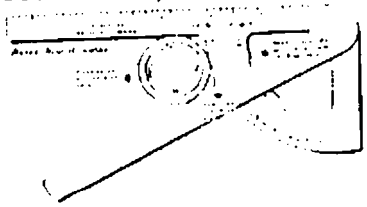
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HEALTH AND SAFETY FUND
NATIONAL INSULATION CONTRACTORS ASSOCIATION

Attached is a report made by Don Bradshaw, Chairman of the N. I. C. A. Occupational Health Committee at the recent Board of Directors Meeting in New Orleans.

This Committee is not to be confused with the Health and Safety Fund, but from time to time they will be making suggestions and recommendations to the Fund as to the scope of activity that they will have this Fund investigate.

I am going to be out of town almost continuously between now and the first of March, so I would appreciate your letting me know as soon as possible about my suggestion of meeting with the Contractor members of this fund on the day before our meeting with the Fund Directors on Tuesday, March 2.

R. A. STAPLETON

RAS:lmz

N.I.C.A. OCCUPATIONAL HEALTH COMMITTEE

don Bradshaw

PURPOSE: To responsively relate to the occupational health problems of the insulation contracting industry, so as to develop, propose, and through the Board of Directors of N.I.C.A. implement programs to minimize, and if possible eliminate the worker occupational health hazards of the industry.

METHOD: Since no power of enforcement is held by N.I.C.A. as a body, all programs require to be on an educational and persuasive basis. However, a national body such as N.I.C.A. must occupy its position judiciously and to full effect in implementing occupational health committee programs.

FOREWARD: The occupational health hazards of the insulation industry, outside the accident safety area, are caused by the inhalation of hazardous insulation material dusts, and the inhalation of harmful vapors and/or the absorbtion through the skin of harmful liquids of materials used in the insulation industry in various ways. All programs of the committee should therefore relate to reducing to a minimum the worker exposure. This can be done by:

1. Providing and requiring the use of protective methods and equipment, and/or

2. The modification, reduction, or elimination of the hazard causing substances.

The insulation industry has faced a rapid rise in the cost of in-place insulation work, and the use of protective methods and equipment for the health protection of the insulation worker, plus good housekeeping for the protection of all workers in the immediate working environment, adds to the cost of the work of the industry if the health hazard causes continue to be present.

N.I.C.A. OCCUPATIONAL HEALTH COMMITTEE

GOAL: "The cleaning up of every jobsite and fabrication shop in the country."

The authority required to totally accomplish such a goal in the near future lies neither in the N.I.C.A. board of directors, its committees, or its membership. Much can be done towards achieving the goal by specific actions of the board.

1. That the board go on record in writing with the National Insulation Manufacturers Association and other such similar bodies, that time is of the essence in removing the health hazards from thermal insulating materials.

2. That the board recognize the need for uniform national occupational health work practices, and approve the inclusion of such practices when prepared and reviewed, in all collective bargaining agreements at the earliest possible date.

COMMITTEE PROGRAM: -

After the above two actions have been taken, the committee work would then consist of the following actions to further the accomplishment of the goal.

1. Draft occupational health work practices in a concise manner for inclusion in collective bargaining agreements.

2. Work with the N.I.C.A. apprenticeship training program committee to develop adequate training in industry good housekeeping for health protection and safety.

3. Assemble, review, and promote through the N.I.C.A. Outlook, the use of insulation contractor and fabricator health protection equipment and methods, and encourage the continued development and improvement of such equipment and methods throughout the industry.

4. Work with the N.I.C.A. board of directors in establishing priorities for the funded occupational health programs.

5. Provide N.I.C.A. representatives to attend various occupational health industry meetings, and to serve as members or advisors on committees working to control or eliminate health hazards in the insulation contracting industry.

6. Publish and distribute as needed, health and safety legislation information.

Other considerations at this time should include:

1. Health hazardous material identification with directions on installation safety precautions in each container.

2. The retention of professional services as soon as finances will permit to do much of the promotional and development work on health and safety equipment and methods.

3. An annual award to the insulation industry manufacturer of materials or equipment who makes the most significant contribution to health safety in the industry.

NICA 1970

NICA

NATIONAL INSULATION CONTRACTORS ASSOCIATION

15th Annual Convention

October 4-8, 1970

DALLAS, TEXAS

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1953-1954 . . . . . WALTER E. CAMPBELL,* Washington, D.C.

1955-1956 . . . . . LEON E. BUTLER, Philadelphia, Pa.

1957-1958 . . . . . FRANK R. HICKORY, Minneapolis, Minn.

1959-1960 . . . . . WILLIAM J. DONAHOE, Chicago, Illinois

1961-1962 . . . . . E. E. SABERHAGEN, Seattle, Washington

1963-1964 . . . . . CHARLES T. VAUGHN, Omaha, Nebraska

1965-1966 . . . . . DILLARD BREEDING,* Nashville, Tenn.

1967-1968 . . . . . J. KENNETH DIXON, Houston, Texas

*Deceased



Welcome . . .

to Dallas, to Texas, to our Southwest Regional Association, and to NICA's 15th Annual Convention.

This Convention marks the end of my two year term as President of NICA–two years in which we have resolved many problems, worked on many others, and found many more facing us, as an Association, as an Industry, and as independent contractors.

Some of the problems we face are in the areas of health, safety, and training. In the first two we find that our workmen's compensation coverage is being cancelled, that we are being accused of gross disregard for the environmental welfare of our people. In the last we are faced with government decree, labor demands, and a continuing shortage of skilled workmen.

Thus, the theme of this Convention is timely–the subject area covered is broad and to the point. I trust all of you will profit and learn.

Our grateful acknowledgement to Bob Murfin, Claude Foster, and Carl Shilcutt for their untiring efforts to make the educational and social programs ones that will be long remembered. Our sincere thanks, also, to SWICA, our host region, for their assistance in the overall planning of this Convention.

As I wrote last year . . . enjoy yourself . . . work hard . . . have fun . . .
BENEFIT

A. Marvin Gibbons
President–NICA

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T. H. BRODIE,
President-Elect



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Occupational Health Committee
Donald Bradshaw, *Chairman*

Apprenticeship Training Committee
W. Robert Murfin, *Chairman*

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C. E. Thurston, *Vice Chairman*

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J. Kenneth Dixon, *Chairman*

Technical Committee
William A. Bayer, *Chairman*

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Important instructions and information to help make your time at the Convention more enjoyable and beneficial

When you registered, you received a copy of this program, your name badge, a book of tickets, and workshop table assignments. The entire program–both the educational and social functions–have been developed over the past many months to insure that NICA's 15th ANNUAL CONVENTION is designed to help you better understand the outside pressures that the Industry faces, and as a pleasant reminder that NICA–YOUR ASSOCIATION–is constantly working in your behalf.

Please wear your name badge at all times during program hours as it will help to identify you to your fellow registrants. The book of tickets contains your admittance to each of the business sessions and/or social events. *Please bring this book with you* as it is your means of admittance to each function. Nobody will be permitted to attend any event without the proper ticket.

All sessions will start on schedule. To assist in this respect, please be on time.

All of the educational programs will be workshops. Each registrant will be assigned to a table–see listing you were given when you checked in at the registration desk. We have attempted to make each table as representative of the Industry and of the country as possible. Your table assignment is for each of the four days so please sit at your assigned table for each session–this is important. If, due to late registration, you have not been assigned to a table, please check with NICA's Executive Director, John C. Pollock, or his secretary, Miss Dennis.

For the first time, NICA is holding a Trade Show. May we urge you to visit the exhibits on Tuesday and Wednesday evenings. You will find much of interest on display–new products, new materials, new techniques.

On Wednesday you will have the chance to win a $50 U.S. Savings Bond as each Exhibitor will award one such Bond. At every booth there will be a box into which you should deposit the correct tickets from the book you received at the registration desk. These tickets must be correctly filled out with your name, company name, and address. The winners will be announced during the Farewell Luncheon. Good luck!

Our many valued Associate Members support your Association. Support them by visiting their exhibits in the Grand Ballroom.

On Thursday, at the Farewell Luncheon the newly elected NICA officers commence their terms of office.

1971 Convention–Historic and beautiful Williamsburg, Virginia, is the site of our 16th Annual Convention which will be held in early November. Plan to attend.

PLEASE BRING THE NAVY BLUE FOLDER CONTAINING WORKSHOP MATERIAL TO ALL EDUCATIONAL SESSIONS.

Registration:

NICA's registration desk will be on the mezzanine floor of the Hilton Hotel and will be open at the following times:

Saturday, October 3	12:00 noon to 5:00 p.m.
Sunday, October 4	10:00 a.m. to 7:00 p.m.
Monday, October 5	7:00 a.m. to 3:00 p.m.
Tuesday, October 6	8:00 a.m. to 3:00 p.m.

HOSPITALITY ROOM (Court Room) will be open on the following days for the convenience of the ladies to meet, play cards, plan shopping trips, or just relax:

Sunday, October 4	3:00 p.m. to 5:00 p.m.
Monday, October 5	10:00 a.m. to 4:00 p.m.
Tuesday, October 6	10:00 a.m. to 4:00 p.m.
Wednesday, October 7	10:00 a.m. to 4:00 p.m.
Thursday, October 8	9:30 a.m. to 11:00 a.m.

Mrs. A. Marvin Gibbons and Mrs. Theodore H. Brodie will be your hostesses on Sunday from 3:00 p.m. to 5:00 p.m. and on Monday from 10:00 a.m. to 12:00 noon.

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NICA

15th ANNUAL CONVENTION

PROGRAM

FRIDAY, OCTOBER 2

1:30 p.m.	**SWICA Board of Directors Meeting**	Silver Room

SATURDAY, OCTOBER 3

9:00 a.m.	**SWICA General Meeting**	Embassy West
10:00 a.m.	**NICA Budget Committee Meeting**	Mustang Room
1:00 p.m.	**NICA Nominating Committee Meeting**	Bluebonnett Room
1:30 p.m.	**SWICA General Meeting (Reconvene)**	Embassy West
3:30 p.m.	**NICA Board of Directors Meeting** (closed meeting)	Silver Room

SUNDAY, OCTOBER 4

7:30 a.m.	**NICA Board of Directors Breakfast** (and invited guests)	Bluebonnett Room
8:30 a.m.	**NICA Board of Directors Meeting**	Ballroom Assembly
1:00 p.m.	**NICA Board of Directors Luncheon** (and invited guests)	Ballroom Assembly
2:00 p.m.	**NICA Associate Members Committee Meeting**	Embassy West
	NICA Technical Committee Meeting	Mustang Room
	NICA Occupational Health and Safety Committee Meeting*	Bluebonnett Room
	NICA Labor Committee Meeting*	Embassy East
	NICA Apprenticeship Training Committee Meeting*	El Corralito

*These three Committees will meet together at 3:30 p.m. in the Embassy East. All Members are invited to attend any of the Committee Meetings.

SUNDAY, OCTOBER 4 (continued)

3:30 p.m.	**Team Captains Meeting**	Gold Room
4:30 p.m.	**Team Recorders Meeting**	Gold Room
6:30- 7:30 p.m.	**Welcome Reception**	Embassy Ballroom
	Dinner on your own	

MONDAY, OCTOBER 5

8:15 a.m. **General Meeting** — Junior Ballroom

Call to Order
A. Marvin Gibbons
President, NICA

Invocation
J. Kenneth Dixon
Immediate Past President, NICA

Welcome to Texas
W. Robert Murfin
President, SWICA

"The Challenge–The National Funds"
Albert E. Hutchinson
General President, International Association of Heat and Frost Insulators and Asbestos Workers

Paul J. Helmer
Chicago, Illinois

A. Marvin Gibbons
President, NICA

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MONDAY, OCTOBER 5 (continued)

Productive Thinking Project
Moderator–Professor Ben A. Lindberg

Team Discussions and Reports*

11:45 a.m. **Adjourn**

12:15 p.m. **Golf Tournament** (optional)
Brook Haven Country Club
Championship Course
Buses will depart from Jackson Street entrance of hotel . . .
buses leave for return to hotel at 6:30 p.m.

2:30 p.m. **SURPRISE PARTY** (optional) — Gold Room
In place of the tour, we are giving you a Surprise Party which should prove even more enjoyable.

8:00 p.m. **Dinner and the Theatre** (optional)
Charter buses to the Windmill Dinner Theatre will depart from Jackson Street entrance of hotel

TUESDAY, OCTOBER 6

8:30 a.m. **General Meeting** — Junior Ballroom
Call to Order
Theodore H. Brodie
President Elect, NICA

"Health and Safety –The Challenge of The '70's"

"The Human Body And Health"
Lt. Col. William W. Burgin, M.C.,
U.S. Army
Brooke General Hospital

"Occupational Environment"
Leroy J. Balzer
Industrial Hygiene Engineer
Tabershaw-Cooper Associates

* Coffee will be available

TUESDAY, OCTOBER 6 (continued)

"Occupational Good Housekeeping"
Donald Bradshaw
Chairman, NICA Occupational
Health and Safety Committee

"Occupational Health"
Dr. Irving J. Selikoff
Director, Environmental Science
Laboratory
Mount Sinai School of Medicine

Team Discussions and Reports*
Moderator–Professor Ben A. Lindberg
(the speakers will be available for
consultation at the tables during
this discussion period)

12:30 p.m. **Luncheon** Ballroom Assembly
(program participants only)

1:30 p.m. **Reconvene** Junior Ballroom

"Ecology: Legislation: Consequences"
Dr. Floyd Durham
Department of Economics
Texas Christian University

NIMA'S New Health & Safety Program
J. M. Barnhart, *Executive Secretary*, NIMA
C. Sheckler, *Chairman*
NIMA Education & Legislation Committee

Team Discussions And Reports*
Moderator–Professor Ben A. Lindberg

Concluding Observations and Summaries by Speakers

4:20 p.m. **Adjourn**

4:30 p.m. **Official Opening of Trade Show** Grand Ballroom
Champagne will be served

See an insulator's version of
"HAIR"

*Coffee will be available

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TUESDAY, OCTOBER 6 (continued)

7:30 p.m.	**President's Reception**	Gold Room
8:15 p.m.	**President's Dinner Dance** NICA Awards Prize Drawings	Embassy Ballroom
1:00 a.m.	**"Good night, sweet dreams–tomorrow's a busy day"**	

WEDNESDAY, OCTOBER 7

8:30 a.m.	**General Meeting** Call to Order A. Marvin Gibbons *President*, NICA	Junior Ballroom
	Report of NICA Labor Committee Theodore H. Brodie *Chairman*	
	Question and Answer Session	
	"Training–The Challenge of The '70's"	
	"Training Needs of the Insulation Industry" William A. Bayer *Chairman*, NICA Technical Committee	
	"What Are We Doing Now?" W. Robert Murfin *Chairman*, NICA Apprenticeship Training Committee	
	"Productivity Challenges" Professor Hugh Fleming *Chairman*, Department of Management St. Mary's University	
	"Modern Instructional Methods" Lt. Col. Donald L. Stinson, U.S.A.F. *Chief*, Programmed Learning Advisory Service Division	
	Team Discussions and Reports* *Moderator*–Professor Ben A. Lindberg (the speakers will be available for consultation at the tables during this discussion period)	

*Coffee will be available

WEDNESDAY, OCTOBER 7 (continued)

12:30 p.m.	**Luncheon** (program participants only)	Ballroom Assembly
1:30 p.m.	**Reconvene**	Junior Ballroom
	"Societal Regulations During 1970" Richard O. Beil *Supt. of Training* City Public Service Board	
	Team Discussions and Reports* *Moderator*–Professor Ben A. Lindberg	
	Concluding Observations and Summaries By Speakers	
3:55 p.m.	**Adjourn**	
4:00 p.m.	**Trade Show** Win a $50 U.S. Savings Bond	Grand Ballroom
7:30 p.m.	**Mexican Fiesta**	Junior Ballroom
10:00 p.m.	"Buenas Noches"	

THURSDAY, OCTOBER 8

8:30 a.m.	**General Meeting** Call to Order A. Marvin Gibbons *President*, NICA	Junior Ballroom
	"Contract Management and The Business Functions" *Moderator*–Professor Ben A. Lindberg	
	Team Discussions and Reports*	
11:00 a.m.	**General Business Meeting and Discussion of Industry Funds**	
	Nominations J. Kenneth Dixon *Chairman*, NICA Nominating Committee	
	1971 Budget James R. Pfister *Chairman*, NICA Budget Committee	

*Coffee will be available

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THURSDAY, OCTOBER 8 (continued)

"THE CHALLENGE"
Moderator–Theodore H. Brodie
A. Marvin Gibbons
Albert E. Hutchinson
Paul J. Helmer

PLUS–Three Registrants from the Audience

Three volunteers will be invited to serve on the panel and answer questions from the audience

12:30 p.m. **Adjourn**

1:00 p.m. **Farewell Luncheon** — Junior Ballroom
Introduction of Newly Elected Officers
A. Marvin Gibbons
Immediate Past President, NICA

Awarding of Golf Tournament Prizes
Announcement of U.S. Savings Bond Winners

"The Dignity of Work"
Dr. Walter Kerr
Executive Vice President
Construction Industry Council for Education Manpower and Research, Inc.

Closing Remarks
Theodore H. Brodie
President, NICA

3:15 p.m. **Adjourn**

3:30 p.m. **NICA Board of Directors Meeting** — Silver Room

LADIES' PROGRAM

SUNDAY, OCTOBER 4

6:30- 7:30 p.m.	**Welcome Reception**	Embassy Ballroom
	Dinner on your own	

MONDAY, OCTOBER 5

12:15 p.m.	**Golf Tournament** (optional) Brook Haven Country Club Championship Course Buses will depart from Jackson Street entrance of hotel . . . buses leave for return to hotel at 6:30 p.m.	
2:30 p.m.	**SURPRISE PARTY** (optional) In place of the tour, we are giving you a Surprise Party which should prove even more enjoyable.	Gold Room
8:00 p.m.	**Dinner and the Theatre** (optional) Charter buses to the Windmill Dinner Theatre will depart from Jackson Street entrance of hotel	

TUESDAY, OCTOBER 6

9:00 a.m.	**"Get Together Breakfast"** *Hostess*–Mrs. A. Marvin Gibbons *Speaker*–Alton "Bo" Gates "The second biggest liar in Texas"	Embassy East
4:30 p.m.	**Official Opening Of Trade Show** Champagne will be served See an insulator's version of **"HAIR"**	Grand Ballroom
7:30 p.m.	**President's Reception**	Gold Room
8:15 p.m.	**President's Dinner Dance** NICA Awards Prize Drawings	Embassy Ballroom
1:00 a.m.	**"Good night, sweet dreams–tomorrow's a busy day"**	

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WEDNESDAY, OCTOBER 7

11:30 a.m.	**Brunch and Fashion Show**	Embassy Ballroom
4:00 p.m.	**Trade Show**	Grand Ballroom
7:30 p.m.	**Mexican Fiesta**	Junior Ballroom
10:00 p.m.	**"Beunas Noches"**	

THURSDAY, OCTOBER 8

1:00 p.m.	**Farewell Luncheon**	Junior Ballroom

"The Dignity of Work"
Dr. Walter Kerr
Executive Vice President
Construction Industry Council for
Education Manpower and
Research, Inc.

3:15 p.m. **Adjourn**

******** NICA–WORKING FOR YOU AND THE INDUSTRY ********

TRADE SHOW

In order to help you derive as much benefit as possible from the exhibits, here is some good advice.

1. Use your official program. Check off the names of exhibitors and booth numbers that you definitely want to visit.
2. Ask questions–exhibitors are seldom able to display all their products and services.
3. Take a notebook and pencil with you to jot down any information you want to remember.
4. Look over the exhibitors' literature–but collect only what will really be helpful to you.
5. Take the time to tour the entire show area.
6. When you get home, review the material, file important brochures where you can find them again when you need them, and toss out the rest.
7. Make up a report on new lines, products, etc., for those in your organization who did not attend the Convention.
8. Support the exhibitors all year round–they support your Association.

EXHIBITORS

	Booth Number
Apache Foam Products Division Millmaster Oynx Chemical Linden, N.J.	14
Armstrong Cork Company Lancaster, Pa.	15
Asbestospray Corporation Newark, N.J.	6
Certain-Teed Saint Gobain Bala Cynwyd, Pa.	12
Childers Products Company Cleveland, Ohio	28 + 30
The Dow Chemical Company Midland, Michigan	19 + 21
Eagle-Picher Industries, Inc. Cincinnati, Ohio	22
Epolux Manufacturing Corp. Long Island City, N.Y.	24
Foster Division Amchem Products, Inc. Ambler, Pa	25 + 27
GAF Corp. New York, N.Y.	29
A. J. Gerrard Company Des Plaines, Illinois	17
Herren Metals, Inc. Shreveport, La.	31
Insta-Foam Products, Inc. Addison, Illinois	26
Johns-Manville New York, N.Y.	2 + 4
Lamotite Products Cleveland, Ohio	9
NICA Silver Spring, Md.	18
Owens-Corning Fiberglas Corp. New York, N.Y.	20
Pittsburgh Corning Corp. Pittsburgh, Pa.	34
H. K. Porter Co., Inc. Thermoid Division Pittsburgh, Pa.	7
PPG Industries, Inc. Pittsburgh, Pa.	16
Premetco International Shreveport, La.	1 + 3
Rock Wool Mfg. Co. Leeds, Alabama	13
Ryder Industries, Inc. Dallas, Texas	8 + 10
Styro Fabricators Kansas City, Kansas	5
T & H Metals, Corporation Palestine, Texas	23
U.F. Chemical Corp. Woodside, New York	11
Zeston, Inc. Fords, N.J.	32 + 33

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NOTES

ASSOCIATE MEMBERS

AGM INDUSTRIES, INC.
Canton, Mass.

ALPHA ASSOCIATES, INC.
Kenilworth, N.J.

APACHE FOAM PRODUCTS
Division Millmaster Oynx Chemical
Linden, N.J.

ARMSTRONG CORK COMPANY
Lancaster, Pa.

ASBESTOSPRAY CORPORATION
Newark, N.J.

BURLINGTON SPECIAL PRODUCTS
Division of Burlington Industries
New York, N.Y.

CERTAIN-TEED SAINT GOBAIN
Bala Cynwyn, Pa.

CHEMBEST DIVISION
Owens-Corning Fiberglas Corp.
Bloomington, Illinois

CHILDERS PRODUCTS COMPANY
Cleveland, Ohio

THE DOW CHEMICAL COMPANY
Midland, Michigan

EAGLE-PICHER INDUSTRIES, INC.
Cincinnati, Ohio

FIBREBOARD CORP.
San Francisco, California

FORTY-EIGHT INSULATIONS
Aurora, Illinois

FOSTER DIVISION
Amchem Products, Inc.
Ambler, Pa.

GAF CORPORATION
New York, N.Y.

A. J. GERRARD COMPANY
Des Plaines, Illinois

GREAT LAKES TEXTILES, INC.
Cleveland, Ohio

GUSTIN-BACON DIVISION
Certain-Teed Products Corporation
Kansas City, Kansas

CHAS. HARMON COMPANY
New York, N.Y.

HERREN METALS, INC.
Shreveport, La.

INDUSTRIAL TEXTILE CORP.
Los Angeles, California

INMONT CORPORATION
Presstite Products
St. Louis, Mo.

INSTA-FOAM PRODUCTS, INC.
Addison, Illinois

INSUL-COUSTIC
Division Birma Products
Sayreville, N.J.

INTERNATIONAL INSULATION, INC.
Elmhurst, Illinois

JOHNS-MANVILLE CORP.
New York, N.Y.

H. A. JONES COMPANY
Dayton, Ohio

KEENE CORPORATION
Trenton, N.J.

LAMOTITE PRODUCTS
Cleveland, Ohio

THE LAMPORTS COMPANY
Cleveland, Ohio

MEHLER-ZARIN CORPORATION
Valley Stream, N.Y.

MIRACLE ADHESIVES CORP.
Bellmore, N.Y.

OWENS-CORNING FIBERGLAS CORP.
New York, N.Y.

PITTSBURGH CORNING CORP.
Pittsburgh, Pa.

PPG INDUSTRIES, INC.
Pittsburgh, Pa.

H. K. PORTER CO.
Thermoid Division
Pittsburgh, Pa.

PREMETCO INTERNATIONAL
Shreveport, La.

ROCK WOOL MFG. Co.
Leeds, Alabama

RYDER INDUSTRIES, INC.
Dallas, Texas

STIC-KLIP MFG. CO.
Cambridge, Mass.

STYRO FABRICATORS
Kansas City, Kansas

TECHNICAL SPECIALTIES, INC.
Wilmington, Delaware

U.F. CHEMICAL CORP.
Woodside, N.Y.

ZESTON, INC.
Fords, N.J.

ZONOLITE DIVISION
W. R. Grace Co.
Cambridge, Mass.

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Room Numbers to be Remembered

Susan	241
Dolly	132C
Kitty	418

in unity there is strength

SEICA CSICA

MICA NICA WICA

SWICA EASICA

NATIONAL INSULATION CONTRACTORS ASSOCIATION
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