



RIMA International **In the News**

March 2017

President's Letter –

It is with much sorrow that we report that Jeff Thistle is no longer with Novolex which means he is no longer able to continue as President of RIMA International. Jeff has been very active in the association and the work and effort he has contributed has been of great benefit to all. He forwarded the following message to share with the membership:

Dear RIMA Members,

On March 7th I was downsized from Novolex, as a result I am not in a position to fulfill my term as President of RIMA. This situation is a great disappointment to me. I have truly enjoyed these past seven years working with RIMA and getting to know all of you. RIMA is a very impressive group of business people that are doing outstanding work to position Reflective Insulation, IRCC's and Radiant Barriers for the future. My hope is to land a position where I can continue to work with RIMA, but at this time, that is all unknown. I have to be open to opportunities that fit my background and interests that may be in a different space.

I want to personally thank you for your support and hard work over the past seven years to advance our cause. Keep up that good work and please feel free to contact me in the future at: jgthistle@gmail.com or via phone at 920/540-0856.

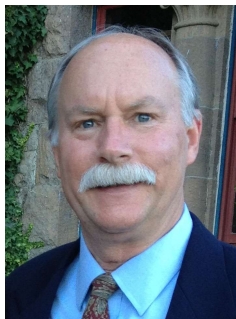
Regards - Jeff

We want to extend our thanks to Jeff for all he's done on behalf of the industry. He was our first supplier member to serve as President and he took on that responsibility with great enthusiasm. We wish Jeff all the best in his future endeavors and hope our paths will cross again. For now our Vice President Bobby Byrd will be stepping in until the board has an opportunity to discuss this unexpected change. We will have more information at the upcoming meeting in Nashville.



WELCOME/WELCOME BACK NEW BOARD MEMBERS

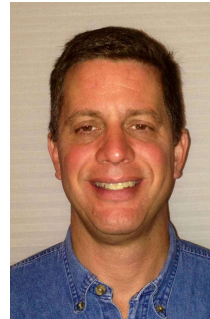
At the end of 2016, elections were held to fill the four retiring Director positions that concluded at the end of 2016. Three of the four Directors were re-elected and we welcome one new board member to the group. Lynn Walters of STS Coatings will replace John Kovacs on the board. Sergio Luconi, Doug Kinninger and Peter Highfill are all returning for another two year term.



DIRECTOR
Lynn Walters
STS Coatings



DIRECTOR
Sergio Luconi
Prodex



DIRECTOR
Doug Kinninger
Fi-Foil Company



DIRECTOR
Peter Highfill
Oracle (LL Flex)

This organization would not exist if it weren't for dedicated individuals like all those serving on the RIMA-I Board. It takes teamwork and strong leadership; and RIMA-I is privileged to have many great people willing to take on these roles. We extend our thanks to these individuals for their dedication and generous efforts that benefit the entire industry.

UPCOMING MEETING DETAILS . . .



Association to Meet In Music City

A city within a city is one way to describe the Gaylord Opryland Resort Hotel. If you have never been, be prepared to be amazed. This venue is absolutely astounding and a great way to start your Nashville experience.

The meetings will be held April 21-22 in Nashville, Tennessee. Attendance forms have been distributed and are due in to the RIMA-I office by **March 26**.

Individuals can make room reservations by using the reservation link on the RIMA-I website (under News & Events - Meetings), which will take you directly to our room block and book you with our group rate. **The hotel does not guarantee the group rate after March**

26 so be sure to make your reservations before the deadline.

Discounts are available 3 days before and 3 days after the meetings for those interested in spending a little extra time exploring the city can lock in that group rate. In addition, our own R&D Services, Inc. is a mere 90 minutes away from the resort; and those interested will be taking a tour of their facility after the Membership meeting on Saturday. *(more details below)*

If you check the calendar we are holding the meetings on Friday-Saturday this time. The Board will continue to review feedback and adjust the meeting schedule as they deem necessary for future events. For this meeting, committees will meet throughout the day on Friday to discuss ongoing issues, set goals and assign tasks. This is a working day for all committees. This all-day event will conclude with a sponsored cocktail reception at Fuse Bar *(hosted by R&D Services)* followed by a private group dinner at Jack Daniels Restaurant both located in the resort.

*NOTE: If you are a new member or new to these meetings and would like to get involved on a committee, please contact the RIMA-I office. If you aren't sure which committee(s) you would like to participate in, you are welcome to sit in **as an observer** on Friday to see where your expertise can best contribute to the association and industry's goals. Just indicate your interest on your attendance form.*

The full membership meeting will be held on Saturday. This is a reporting day for the association. Committees will report on their discussions outlined in the previous day's committee meetings; and old and new business will be addressed. **Non-member guests interested in learning more about the Association are welcome to attend as a guest on Sunday. All attendees must register in advance to attend. No walk-ins will be received.** Invitations are sent out two months prior to the event. If you would like to be added to the invite list to be a guest at the next RIMA-I meeting, please contact the RIMA-I office at 800/279-4123 or e-mail us at rima@rима.net.

(For more information on Nashville, check out www.visitmusiccity.com)

Golfers Compete for Bragging Rights and the Thursday

Located five minutes from Gaylord Opryland Resort, **Gaylord Springs Golf Links** has consistently been recognized among *Golf Week's* best courses to play in Tennessee. Carved from the banks of the meandering Cumberland River, their Scottish links-style, par-72 layout offers 18 holes bordered by limestone bluffs and wetlands. With challenges around every fairway bend, Gaylord Springs forces you to think and react, creating a



satisfying finish every time a flag is pulled from the cup. From tee to green, no matter your skill level, you'll be inspired by the beauty that surrounds you.

Tee times are set for 7:30 a.m. Thursday morning, April 20th. If you are chomping at the bit to take the trophy from current winner Mike Boulding, contact the RIMA-I office to join in the fun. May the best golfer win! (*For more course details visit www.gaylordsprings.com.)*

A Unique Opportunity – Tour R&D Services on Saturday

Since this is our first time (at least in a very long time) to hold the RIMA-I meetings in this neck of the woods before, R&D Services, Inc. is pleased to invite all interested members and guests of RIMA-I to take a visit of their test laboratory in Cookeville, TN. R&D has a 10,000 square foot laboratory used for testing many types of building materials, including reflective insulation, radiant barrier, and IRCC products. Tour guests will visit the laboratory seeing and learning about the various equipment used for testing RIMA-I member products. Some of the test equipment includes:

- R value testing for duct, board, and flexible products
- UV aging equipment
- Instron test equipment used for tensile and elongation testing
- Emissometer used to measure thermal emittance
- Reflectometer used to measure solar reflectance
- Water vapor transmission test equipment
- Pipe insulation test equipment
- Small scale fire test equipment
- Corrosion test equipment

This is a very unique opportunity to learn more about all that R&D Services does. We hope you take advantage of this open invitation and will enjoy this very special tour hosted by the R&D team. They are eager and ready to answer questions and provide insight into this very important aspect of the industry. The tour will depart following the brunch on Saturday (around 11:30 a.m.) and return around 4 p.m. Please confirm your participation so we can make sure to have transportation covered.

Join us for Cocktails Saturday Night Compliments of -----



Since the Opryland is a city within itself, we have decided to start our evening at Fuse Sports Bar for happy hour. Hosted by R&D Services, this will be a great ending to a full day of committee meetings. The cocktail hour begins at 6 p.m. with the dinner following at 7 at the Jack Daniels Restaurant nearby. This is a great time to rub elbows with your peers and socialize with one another so plan to join in this complimentary cocktail event.



Dinner to follow –

The next step in this evening adventure is Jack Daniels where we will experience the fine tradition of great southern food you would expect in Nashville. This restaurant and saloon is also located in the Opryland Hotel so transportation is easy so long as you have on comfy shoes! After dinner you can stick around for live music and dancing or you can wander from one venue to the next in this amazing hotel.

These dinner outings are always great social events. Great food and great friends equals great fun and we look forward to sharing this evening with you on Friday, April 21st.

On the Lookout for a Keynote -

We did have someone booked from Tennessee Technological University; however, something came up and they had to cancel so I've been on the lookout for other possible speakers to follow our membership meeting on Saturday. If we don't locate one, we can send the R&D Tour off as previously noted; however, we are continuing to fill this spot so if you have any recommendations, please send them to the RIMA-I office. Thank you -

OTHER THINGS YOU SHOULD KNOW . . .

Platinum and Silver No More

With the focus on codes being the #1 target for our efforts in 2017 and beyond, the Board decided last fall that we cannot rely on special assessments and the generosity of certain member companies to fund the work that this association needs to be doing to survive. Because of this, the added categories that were created to generate additional funds were eliminated and replaced with a membership dues amount that would equally spread the cost of the work to all association members. Since this was such a change for some members, quarterly payments were also approved as well as a new member incentive program (see below) which could be applied to dues balances. We are just finishing up the renewal process for 2017 and are pleased to report that almost all members have renewed at this time. We are looking at a 99% renewal so great job everyone!

*RIMA International extends a **BIG THANK YOU** to ALL our members for their involvement, dedication and support. We know each member contributes and is vital to this association and plays an important role in advancing this industry. We would not exist without you, and you are greatly appreciated!*

New Incentives Can Really Pay Off -

As previously mentioned a new member incentive program has been established to give existing members a **\$1,000** credit **for each new member** that joins RIMA International. This can add up quickly and go a long way to defray some of the costs of annual RIMA-I membership.

We took a poll in Orlando and almost every member indicated they know one or more companies that qualified for RIMA-I membership, so this is a GREAT time to get your associates to join the organization. Not only will it give the new member a good year to learn about and get involved with RIMA-I and all the various projects underway, but it will also start earning you fees to either pay toward the next quarterly payment or stash away for renewal for next year.



If you need assistance talking with any prospective members, let us know as we are always happy to help. There is membership information on our website at www.rimainternational.org (see the 'Join' button in the upper right-hand corner) along with descriptions of the categories, testimonials and application forms. **We all know we are much stronger the more we work together, so let's make bringing in a new member one of your top goals for 2017!**



I-RIM Conference and Spring RIMA-I Meetings in Costa Rica in 2018!

Dates and days are already in the works for our 2018 international event. **We are doing something we've never done before and that's combine both the I-RIM Conference and the bi-annual meetings together.** This means, all RIMA-I members should plan to join us in Costa Rica next Spring. We are giving you plenty of heads up so you can plan and budget accordingly.

Because we are doing both events together we need to determine what days of the week we want to schedule for each item, so those details will be a top priority for our discussions in Nashville. We are currently looking at the first half of May for these events but will have firm dates next month so be sure to read the minutes from our Nashville meetings.

We are always open to topics for the conference and any ideas on how we can make this event more enticing, so please share your thoughts. Thank you!

Submit Your Nominee for Alexander Schwartz Award

Nominations are already coming in for our first ever Alexander Schwartz Award winner and there is still time to get your nominee in. The recipient of this award is someone (person or company) who has made a significant contribution to the reflective products industry either through technical achievement, leadership, product development, and/or new technology. Through example, the recipient will have motivated industry representatives and advanced the reflective products industry and/or RIMA International and, in turn, contributed to the overall acceptance of reflective products within the building codes and in the overall marketplace.

Nominees are anyone that meets the above criteria – either member or non-members. There is no set schedule for this award as it is presented only when a worthy candidate has been nominated. When a candidate has been selected, they will be presented with the award at the next international conference, which in this case will be Spring of 2018. Nominations forms are on the member portal or can be obtained by contacting the RIMA-I office. Help us recognize those that have given so much to this industry – send in your nominee today!



Code Work - An Ongoing Effort



The #1 top priority within RIMA-I at this time is code work, and we have been very fortunate to have Wes Hall of Reflectix head up that effort for some time. We are excited to welcome some new leaders to this effort including Doug Kinninger of Fi-Foil Company and Matt Miles of Innovative Insulation.

The Advanced Building Code Coalition is now up and running and you can find a link to the ABCC page from RIMA-I's opening page in the Building Codes column. Content on that page is currently under review before we do a global launch but it is there and available not only from the RIMA-I page but also by typing in www.advancedbuildingcodecoalition.org. Included on the ABCC page is a new donation button that will allow companies that are not really qualified for membership to contribute to our code effort. There is also a members-only area accessible by password only, where code hearing reports and updates on specific code work and actions will be available to the membership. This is a confidential area for members only and will provide members insight on what's happening within the codes and how this issues will impact their business. If a company would like to have access to this information, they must be a member. Final details of the ABCC page will be determined at our upcoming meeting in Nashville so a full launch will follow.

We look forward to providing the members with information that is vital to their business and make membership in RIMA-I an invaluable tool in their professional arsenal.

Promote Your Verified Product Through RIMA International's You Tube Channel

For the **first time EVER**, RIMA International is creating **a forum to promote member's products through our You Tube Channel!** Subscriptions are for **one full year** with the following rates available:

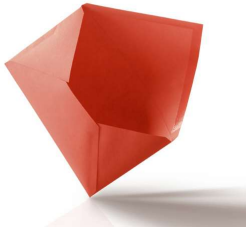
Annual Member Subscription Rates:

- 1st video - \$500/year
- 2nd video - \$300/year
- 3 videos - \$1,000/year for all three
- Additional videos after 3 are \$100 each/year

For more information or to subscribe to the service, contact the RIMA-I office. Videos are posted on a first-come, first in line basis so don't delay!!

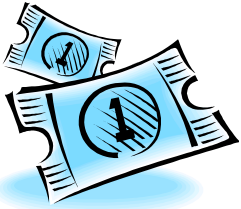


Be Our Guest –



If the committee updates have enticed you, perhaps you would like to come as a guest to learn more. RIMA-I holds membership meetings twice a year at various cities around the country, and guests are welcome to participate in the full membership meeting where they can hear full updates on all committee efforts and learn in more detail about the work RIMA-I is doing on behalf of the industry. We would welcome the opportunity to get to know you and treat you to brunch and our keynote speaker while you're there. To be added to the RIMA-I meeting guest list, please contact the RIMA-I office at 800/279-4123 or at rima@rima.net. Seating must be confirmed two weeks in advance, so reserve your seat and we will look forward to seeing you there!

50/50 Raffle!



RIMA-I conducts a 50/50 raffle in conjunction with our bi-annual meetings to help contribute to meeting costs and to add a little fun to the process. Everyone (including spouses) that registers to attend the RIMA-I meeting and gets their meeting fees paid in full by the deadline prominently noted on the attendance form (approximately 2 weeks prior to the meeting), will automatically receive a **complimentary raffle ticket**.

Additional tickets are available for purchase for \$5 each to increase your odds of winning, and **you don't have to attend the meeting to play!** You can purchase tickets for employees, family and friends without even being there; and you can **buy tickets in any increment**. We want this event to be fun for everyone; and give more people the opportunity to be our big winner. Good Luck!!



R&D Services, Inc. – Accredited as an Inspection Agency

R&D Services, Inc. has been providing testing and consulting services to insulation manufacturers since 1994. They are an accredited third part test laboratory (ISO 17025) and inspection agency (ISO 17020) by the International Accreditation Service (IAS). This accreditation qualifies R&D Services, Inc. to provide classification testing to satisfy ASTM specification, and provide qualified inspection and follow-on testing required by organizations such as ICC-ES, CCMC, and IAPMO. These qualifications and services can be viewed at www.rdservices.com.

R&D Services, Inc., is accredited for over 75 tests, including ASTM and CAN/ULC material specifications for reflective insulation, radiant barrier, IRCC, and many other insulation types. They also offer several non-accredited tests, and have capabilities to set up unique testing applications based on client requests.

- Reflective Insulations
- Radiant Barriers
- IRCC Products
- HVAC Application
- Product Approvals
- R-Value Calculations
- Energy Star Approvals
- UV Exposure Testing
- Water Vapor Transmission
- Emissivity
- Hot Surface Testing
- Air Barrier Testing

ICC Business Products – Discounts for Member's Only

This program offers members up to **50% discount** on manufacturer's suggested list price on such products as computer supplies, printer sales and supplies, standard office supplies, printed forms, furniture and promotional products. There's also a **2% rebate** at the end of the year, which can be taken as a check or credit onto your account. For more information on this special members-only program, contact Jess Ray at 800/547-2233.



C H O I C E H O T E L S I N T E R N A T I O N A L

RIMA International members can save at least 5-10% off the lowest rack rate with additional savings for seniors 50+ up to 30%. Additional benefits include:

- Upgraded rooms when available
- Free morning coffee and/or newspaper
- Complimentary continental breakfast at over 1,800 locations in the US
- Car rental discounts available
- Check cashing privileges with valid credit card companies
- Special corporate Toll Free reservation number (800) 258-2847 and online reservations at www.choicehotels.com

(Individual corporate travelers can also enroll in Choice Privileges, which as been voted the industry's best frequent stay program. Travelers can earn miles at participating airlines or points redeemable for free stays.)

RIMA-I members were sent Choice Hotel ID cards which you should carry at all times. Additional cards are available for employees, friends and family. Be sure to take advantage of all this program has to offer, and happy trails to you!

For more information on RIMA International or any of the topics contained in this newsletter, visit our website at www.rimainternational.org, call 800/279-4123 or e-mail at rima@rима.net.

RIMA *International*
Reflective Insulation Manufacturers Association International
