

# Insulation Contractors **REPORT**

A PUBLICATION OF THE INSULATION CONTRACTORS ASSOCIATION OF AMERICA MARCH/APRIL 2011

## ORLANDO TO BE SITE OF 2011 ICAA CONVENTION AND TRADE SHOW

The 2011 ICAA Convention and Trade Show will be held at the Contemporary Resort in Orlando from September 22 to 24, 2011.

ICAA is preparing for a record attendance of exhibitors at the Trade Show, and an impressive diversity of insulation products and services will be available to contractors. The ICAA Trade Show is a once-a-year opportunity for suppliers and contractors to network and make deals.

The ICAA Convention provides sessions that focus on new technology, essential business skills, and ever-changing industry regulations and opportunities. The Platinum Sessions on the first day of the Convention will equip contractors with the wherewithal to do business better in challenging times.

Mark your calendars for September 22 to 24. Disney is a fabulous host to visitors to Orlando. Your travel and accommodations will be trouble free — and fun.

See you in Orlando. 



## Testing of Ignition Barriers in Attics and Crawl Spaces



**Mason Knowles, ICAA Member**  
**Mason Knowles Consulting LLC**

A recent change in the test procedures required by the ICC Evaluation Services has led to some confusion in the spray foam industry regarding approvals of spray foam applications in attics and crawl spaces. Some folks have interpreted this to mean that a building code change was implemented requiring ignition barriers over spray foam applications in attics and crawl spaces that were not required before. In order to set the record straight and to provide some background, I determined that the best way to address this issue is to use a question and answer format.

*Continued on page 12*

<b>INSIDE THIS ISSUE</b>	President's Message .....	2
	Spotlight on ICAA-Member Supplier Bullard .....	4
	Government Relations Update .....	6
	Mobile Credit Card Processing and How It Works .....	8
	Free SPF Health and Safety Training Program Available .....	16



**Daniel Austin**  
**ICAA President**  
**e-mail: [daustin@insulate.org](mailto:daustin@insulate.org)**

## Learn It, Practice It, and Use It

That the insulation industry has changed over the last few years is such an understatement. Transformed, overhauled, or reinvented may be better descriptions. Is it *building science* or *rocket science*? Some days I'm not so sure. What happened to the days of batts, a stapler, a knife, and a long stick? Our most sophisticated piece of equipment was a simple blowing machine and the truck we used to haul it. I suppose it is best those days are behind us, as we now know the practices and techniques of "the good ole days" were inadequate. *Weatherization* meant filling the car radiator with antifreeze, draining the boat engine block, or draining the water lines at the vacation cottage before winter set in. Or was that *winterize*?

Today blower door, manometer, infrared camera, proportioner, combustion analyzer and pressure pans are just a few of the pieces of equipment many of us must use on a regular basis. Terms such as energy audit, weatherization, combustion appliance safety, respiratory protection program, combustion appliance zone (caz), zonal pressures, air changes per hour (ach), minimum ventilation requirement (mvr), cubic feet per minute at 50 pascals (CFM50) were not used in many of our daily vocabularies in years gone by. It can be overwhelming.

Although we have become a much more technical industry, it all comes full circle back to the basics of providing quality energy saving products and services. In addition, we have the ability to qualify, quantify, measure, and substantiate our improvements precisely with more sophisticated equipment, formulas and processes, providing our customers with the assurance that the improvements made and the measure taken are of real long-term value. Of course, we should still provide basic products and services to those that insist all they want is a cap blown in their attic or insulation added to their floor, but I cringe when I see an order come through for insulation alone with no air sealing.

Our challenge as *energy professionals* is to educate ourselves, our employees, and our consumers in understanding that these

basic products and services help, but are only partial solutions to the buildings' inefficiencies. Completely weatherizing the building shell by air sealing the structure, adding insulation, and maintaining an acceptable rate of air changes while accounting for the safe use of combustion appliances are the future of our industry. As new construction continues to struggle, improving the efficiency of our existing buildings is essential to the conservation movement, to the environment, to our revenue streams, and to our very survival.

First, we must have the training and credentials by taking the necessary courses. The list seems endless and there are so many to choose from: BPI, RESNET, EFL, and LEED.... Secondly, and very important, is to apply what we have learned in our everyday course of business. This can be a greater challenge. Begin using the blower door and other equipment on our own homes, on employees' homes, on a neighbor's home. On the job, repetitive use of our equipment and installation techniques and application methods is essential. Learn it, practice it, and use it.

Networking has never been more crucial. Share referrals with other firms; partner with other trades, HVAC companies, home auditors, mold remediation firms, etc. Be involved with trade organizations and industry specific organizations. We can't do it alone.

We also need the support of our government on local and national levels. We need to join forces with other associations to help convince our elected officials to seriously consider legislation to reward, through tax credits and other incentives, those who take initiatives to improve the efficiency and comfort of their homes.

I hope you will consider joining our group as we travel to Capitol Hill March 17 for ICAA's first Legislative Action Day. We will visit Congress and staff to further promote our industry as one which has the tools, expertise, and manpower necessary to immediately make a positive impact on the economy by improving the efficiency and performance of the country's buildings while putting our labor force back to work. 

# THE LINE HAS BEEN DRAWN.



**It's thin, it's blue, and it's your best option for energy-efficient homes.**

Introducing Knauf Insulation EcoSeal™ Water-Based Elastomeric Sealant.

New EcoSeal forms a tight, flexible seal to prevent air infiltration in your building envelope. And when you pair EcoSeal with Knauf Insulation EcoBatt® or Jet Stream® Ultra Blowing Insulation, you get exceptional thermal performance, genuine sustainability and simplicity. All for a fraction of the cost of traditional foamed-in-place products.

Draw the line on home energy efficiency and request a free sample at [www.knaufinsulation.us](http://www.knaufinsulation.us).

## ECOSEAL™

**KNAUFINSULATION**  
*it's time to save energy*



**ICAA-Member Supplier**

**Bullard**

**859.234.6616**

**[www.bullard.com](http://www.bullard.com)**

**Grant Rowe**  
**Bullard Product Line Manager**  
**Respiratory Protection**

### **Bullard has been in business for over 100 years. What are some of the highlights of its impressive history?**

The invention of the hard hat, patented in 1919, is a great highlight for our company. Other highlights include developing one of the first abrasive blasting respirators during the building of the Golden Gate Bridge, the first Tychem® disposable hood style respirator in 1983, the launch of Bullard's thermal imaging product line in 1998, and the introduction of our cutting edge EVA Powered Air Purifying Respirator (PAPR) in 2009.



### **What are the best-selling Bullard products?**

Bullard competes very well with all of its product lines (hard hats, face protection, respiratory protection, fire helmets, and thermal imaging) in the niche markets that it focuses on. In the spray foam market, Bullard's best selling products are its line of Free Air® Pumps that provide portable fresh air to workers and the Spectrum™ Series Supplied Air Respirators, which provide high-level respiratory protection with full visibility in a streamlined profile.

### **What training opportunities are available to users of Bullard products?**

Bullard offers several ways for users to receive product training. Several of our products have training videos available for downloading from our company's website [www.bullard.com](http://www.bullard.com). Users can also view product videos on our YouTube channel, BullardTV, where training videos are being added all the time. In addition, we equip our distributor representatives and field sales

representatives with trainings for users in the workplace. We also offer advanced technical support to customers directly from Bullard's headquarters.

### **What Bullard products are of particular importance to insulation contractors?**

Our Free Air Pumps, Spectrum Series and CC20 Series Respirators, AC1000 Cool Tube and the DC70 Cool Vest:

- ◆ Free Air Pumps provide fresh breathing air without CO monitoring.
- ◆ Spectrum Series Full Face Mask Supplied Air Respirators have a very low profile and unparalleled visibility.
- ◆ CC20 Series Tychem Hood Respirators provide advanced respiratory protection without fit testing or the need to be clean shaven.
- ◆ AC1000 Cool tubes can be combined with CC20 Series respirators to provide cooling of 30 degrees or more to the worker.
- ◆ DC70 Cool vests can be combined with CC20 Series respirators and cool tubes to provide cooling to the workers respirator head top and torso.



*Continued on page 6*

# **Applied Energy**

**Products & Sales inc.**

*Serving your weatherization needs for over 25 years*

## **800-255-7996**

**www.appliedenergyproducts.com**

***Call and speak to one of our customer service associates about your weatherization needs.***

**Insulation Machines / Generators**

**Spray Foam / Accessories**

**Fiberglass / Insulation**

**Blowing Hose & Accessories**

**Caulk / Mastic**

**Vents / Baffles**

**CO Detectors / Thermostats**

**Tape / Adhesive / Staplers**

**Weatherstrip / Door Sweeps**

**Lead Safe Products**

**Light Bulbs**

**Fein Multimaster Tool & Accessories**

**Window Kits / Accessories**

**Water Heater Accessories**



**4255 Kropf Avenue SW; Canton, OH 44706-3648 :: Fax: 330.484.2648**

## Spotlight on ICAA-Member Supplier Bullard *continued from page 4*

### What new products have been introduced recently by Bullard?

The EVA PAPR was introduced in 2009. It is a great product for those looking to be untethered from an air supply hose. In addition, the CAB Series line of Clean Air Boxes is relatively new to the market and helps users provide Grade D breathing air filtration and CO monitoring with auto-calibration.

### Clean air boxes are recommended by spray polyurethane foam suppliers as standard equipment. Tell us why they are needed, how they work, and what boxes you offer to our industry.

OSHA regulations require that employers provide their workers with Grade D air when using a supplied air respirator. The regulations also state that if an oil-lubricated compressor is used to provide breathing air to a respirator, then it must be equipped with a high temperature alarm or CO monitor. Bullard offers a line of CAB Series Clean Air Boxes with a three-stage



filtration system and integrated CO monitoring. These are available in several models ranging from a single outlet 15 CFM unit to an eight outlet 100 CFM unit, which can be housed in Pelican cases for portable use or mounted on a panel for fixed use.

### What special health and safety products are available to applicators of spray foam?

Spray foam chemicals are often respiratory, eye, and skin hazards to contractors. Coveralls and gloves are obvious choices for skin protection and the wide variety of eye, face, and respiratory protection can be overwhelming to consider. Some products offer protection for a combination of these hazards. For example, a supplied air respirator with a full face mask provides respiratory and face protection in a single product. Finally, heat stress is becoming an increasing workplace health concern, especially in the insulation contractor industry. Some respirators can provide fresh breathing air and body cooling at the same time with cool tubes that separate air into its hot and cool components, exhausting the hot air and delivering the cool air to the worker. An additional benefit of this type of protection is the improved productivity from workers who do not need to take as many breaks due to heat stress. 

## Government Relations Update

Energy efficient programs may take a backseat to attempts by Congress to enact fiscal restraint to the budget; however, there is a chance that the Senate will introduce legislation in the 112<sup>th</sup> Congress that would include provisions incentivizing building retrofits. The bill may contain a PACE-like financing program that would permit counties and municipalities to offer financing options to install energy efficient equipment such as building insulation. Tax incentives for energy efficiency may be more *politically viable* than incentives in

the form of direct government payments such as the Home Star model.

Industry interests include:

- 1 IRS Section 25c tax credit extension for insulation upgrades beyond 2011 that would include a heftier tax credit and inclusion of the labor cost component as well as the material cost for insulation upgrades.
- 2 PACE-type financing for insulation upgrades. This form of consumer debt could be repaid through increased property taxes over a long period of time.

*Continued on page 15*

©2010 CertainTeed Corporation

# GREEN. Inside & Out.

NEW! sustainable insulation.

Initial Launch In California

For more, visit [SustainableInsulation.com](http://SustainableInsulation.com)

When you insulate, you not only save money and energy, you help save the environment from tons of extra carbon dioxide that otherwise would be generated to support higher energy use in your home.



## CertainTeed INSULATION.

The Inside Out Energy Saver

It's one of the most powerful sustainable choices you can make for your home. Insulate with CertainTeed and enjoy green *inside & out*.

*Savings vary. Find out why in the seller's fact sheet on R-values. Higher R-values mean greater insulating power.*



PARTNER OF THE YEAR

800-233-8990 • [Certainteed.com](http://Certainteed.com)

**CertainTeed**  
SAINT-GOBAIN

**EXTERIOR:** ROOFING • SIDING • WINDOWS • FENCE • RAILING • TRIM • DECKING • FOUNDATIONS • PIPE  
**INTERIOR:** INSULATION • GYPSUM • CEILINGS

# Mobile Credit Card Processing and How It Works



BankServ offers ICAA members the handheld, wireless Mobilescape terminal for lease or purchase with low credit card

processing transaction fees. For further information and a free evaluation, visit [www.mobilescape.com/icaa](http://www.mobilescape.com/icaa) or contact Joe Hochhauser at 936.827.1155.

**Authored by Richard Howell  
Vice President, Mobile Payments  
BankServ**

The American Bankers Association reported in 2009 that more than \$2.5 trillion in transactions were conducted by credit card, with an additional \$1.6 trillion transacted by debit and prepaid cards. If you're not taking some form of plastic for payment, you're probably losing business.

To walk through the credit card payment process, let's use a sample transaction in which a customer pays you \$100.00 using an "ABC Bank" VISA card.

## Authorization, Processing, and Settlement

When you swipe the customer's card, several bits of information such as the credit card number, the payment amount, and your merchant ID, are sent to a credit card network (e.g., VISA). Then the data goes to the bank (ABC Bank) that issued the card, which makes sure that the customer has enough credit to cover the purchase. If so, the bank sends you an authorization. This all happens in a matter of seconds.

Next, your processor will credit you for the amount of the payment, minus some fees for their services. Your processor also pays a fee to the card issuing bank (ABC) and the credit card network (VISA). Both of these fees are deducted from the final payment to you, the merchant.

Even with payments being processed by modern computer networks, it can still take a couple of days before the money is moved into your account.

## Getting Started

In order to accept credit cards, you need to have a special account called a merchant account. Your bank may have a merchant services group that can help you, or they may refer you to a credit card processing partner called an ISO, or independent sales organization. These companies

will help you fill out the paperwork needed to accept cards and will also help you with point-of-sale equipment.

## Choosing Equipment

The first thing to consider when selecting your credit card processing system is:

Where will you be accepting payments? For example, if you ran a retail store and needed to swipe credit cards at the cash register, a hard-wired (landline) terminal would probably be the best equipment for your needs. You may want an online service to accept credit cards through your website. Or, if you perform work at customers' homes and businesses and collect payments on-site, a mobile terminal is the right answer for you.

In the home services business, customers increasingly expect to pay on the spot, whether by check, debit card or credit card. And at the same time, they are growing increasingly concerned about fraud and data security. Without a mobile payment solution, your business can be at a disadvantage:

- ◆ You may write down incorrect credit card numbers
- ◆ You may carry credit card receipts in service trucks for long periods of time, leaving data at risk for theft or loss
- ◆ You will incur higher fees by calling in "card-not-present" transactions to your home office

Given the problems of handling payments away from the office, mobile solutions offer some great advantages. They make accepting credit cards cheaper, safer, and more efficient:

- ◆ Lower processing rates for businesses due to swiping the card

*Continued on page 10*



INNOVATIONS FOR LIVING®

# Insulation that works as hard as you do.



## Owens Corning **PROPINK® L77 Loosefill Insulation**

It only takes one product, one truck, and one hose to cover all this when you choose high-performance **PROPINK® L77** from Owens Corning. It's loosefill insulation that works everywhere you do—attics, walls, floors and cathedral ceilings. It provides you with greater coverage and faster application while giving your customers one of the highest rated R-values per inch, thanks to advanced fiberizing technology that resists heat transfer. All of which means less time on the job. Less space in your warehouse and truck.

And more money in your pocket.

[owenscorning.com/PROPinkL77](http://owenscorning.com/PROPinkL77)



THE PINK PANTHER® & © 1964–2010 Metro-Goldwyn-Mayer Studios Inc. All Rights Reserved.  
The color PINK is a registered trademark of Owens Corning. ©2010 Owens Corning.

## Mobile Credit Card Processing and How it Works *continued from page 8*

- ◆ No plug-in power needed
- ◆ No phone lines required or phone line installation cost
- ◆ Reduced risk of taking a bad card since a real-time authorization happens at the sale

With many different solutions available, how do you decide what's right for your business? Here are a few tips to help you choose the best solution for your business.

### **Negotiate the equipment cost separately.**

It's tempting to think that there is such a thing as free credit card swiping equipment. But consider that if it really were free, the hardware manufacturers wouldn't be in business. Someone has to buy the machines! The credit card processor will often purchase the equipment and then increase other fees and processing rates to cover the cost of the equipment. This is certainly one approach, but you may be better off negotiating the cost of the equipment separately from the processing costs.

**Beware of claims that offer unusually low processing rates.** When you see an advertisement that makes bold statements, such as "rates as low as 1.1%!", that may be true, but it's only true for one very specific type of credit card (e.g., a no-rebate, fee-based consumer credit card). Credit card processing rates (interchange rates) are determined by many factors, including the type of card, the type of business, the nature of the transaction, and whether the card is physically swiped or keyed in.

Typically, you will incur the lowest transaction fees when the card is physically swiped.

You may wonder where the credit card processing companies come up with all the money for the lavish rewards and cash rebates they pay to credit card holders. These rebates are offset by "hidden" surcharges to your credit card processing fees, charged to you by many credit card processors. That's why it is so important to study what the "interchange" fees are, because you *can* minimize them by evaluating the economics of your credit card processing.

**Sometimes a phone won't cut it.** You might see certain mobile solutions that claim to run off a Smart Phone. That might work in situations where the volume is low, and the phone doesn't have to stand up to a harsh working environment. On the other hand, phones don't have built-in receipt printers and still have to be fitted with a separate piece of hardware that enables credit cards to be swiped. Otherwise, you'll still be paying the higher keyed-entry processing fee. For a field environment, an all-in-one solution is often a better choice for the long term.

**Checks aren't dead yet.** We may not write many checks anymore, but once payment methods are introduced, it takes a long time for them to go away. Checks are no exception. Many people are comfortable writing a check for services at their home, don't have a credit card, or don't want to put a large transaction such as a home repair bill on a credit card. That leaves you with the burden of verifying that the check is good, keeping track of it until you get it back to the office, and then having someone else manually take the check to the bank for deposit. Consider a solution that processes the check at the point of sale, increasing the velocity of your money and saving you the trouble of taking the check to the bank.

### **Poor data security can kill your business.**

Customers are rightfully getting more concerned about their credit card information and about the possibility of fraud. What does it say to the savvy customer when someone writes down their full account number, the three or four-digit card security number (called a CVV or CID), and their name, and carries this information around on a piece of paper? This system is not secure and leaves customers open for fraud. Card issuers and associations (VISA, MasterCard) take data fraud very seriously, and defending yourself against a lawsuit over poor data security practices could seriously hurt your business.

**Doing it the way you've always done it costs you money.** The reality is by calling in or key-entering credit card numbers, you could very easily be paying processing fees of 3.5% or even higher. From a risk perspective, swiping a customer's card at the point of sale and getting their signature is one of the safest kinds of transaction, and therefore costs the least to

*Continued on page 15*

# Full Line Distributor

**JR** the Insulator's Warehouse  
J&R PRODUCTS, INC.

*Call and talk to one of our customer service representatives about your insulating needs.*

- Blowing Machines
- Foam Systems
- Caulk/Mastic
- Vents/Baffles
- Tape/Adhesive/Staplers
- Webbing/Netting
- Blowing Hose/Hose Reels
- Hole Saws/Bits/Knives
- Testing Equipment
- Truck Systems
- Vacuums
- Weatherstrip
- Batt Supports/Anchors



**TWO LOCATIONS TO SERVE YOU**

**BLUFFTON, IN  
RENO, NV**

**1-800-343-4446**

**[www.jrproductsinc.com](http://www.jrproductsinc.com)**



## Testing of Ignition Barriers in Attics and Crawl Spaces *continued from page 1*

### Have the building codes been changed so that spray foam is treated differently than before?

No, building codes have changed very little in the last 35 years in regards to foam plastics and specifically spray polyurethane foam. Both the International Residential Code (IRC) and the International Building Code (IBC) require a thermal barrier (as tested in accordance with ASTM E 119) in all inhabited areas of a building and an ignition barrier in attics and crawl spaces where access is only provided for service of utilities.

The only change to that requirement was around 15 years ago when the codes specifically allowed the use of spray polyurethane foam in sill plate and headers to be left uncovered if the foam was a class I material in accordance with ASTM E -84.

### So what has changed?

While the building codes have not changed, the test used by ICC Evaluation Services to approve exceptions to the ignition barrier requirement in attics and crawl spaces has.

### What are the fire tests used to determine thermal barrier and ignition barrier requirements?

If you do not want to use a code designated thermal barrier or ignition barrier, the building codes provide exceptions to the thermal barrier and ignition barrier requirements. Assemblies (such as walls, floors, ceilings, etc) can be specifically approved based on large scale fire tests such as, but not limited to, NPFA 286, FM 4880, UL 1040, or UL 1715.

The tests listed above are generally accepted by the construction industry to have the ability to determine if an assembly would require a code designated thermal barrier. However, none of the tests are specifically designed to determine if a material is suitable as an ignition barrier or as part of an assembly that would not require an ignition barrier.

Ignition Barriers are designated in the building codes as follows:

- ◆ 1.5 inches of mineral fiber
- ◆ ¼ inch of wood structural panel, particle board or hardboard
- ◆ 0.375 inch gypsum wallboard
- ◆ 0.16 inch of corrosion resistant steel

### Aren't intumescent paints and coatings ignition barriers?

No, fire retardant paints such as intumescent coatings are not listed as ignition barriers in the building codes. In order to use them with spray foam, they must be tested with the specific foam that they will be used to cover.

### How does a supplier test their material to determine if they require a code designated ignition barrier?

While the codes do not have an ignition barrier test listed, the ICC Evaluation Service does have a test that can be used by suppliers to gain approval for assemblies that do not have a code designated ignition barrier. Many foam suppliers have tested their products in different assemblies with and without a variety of coverings (such as intumescent paints) and have received approvals for those assemblies without a code designated ignition barrier.

The test procedure for testing spray foam applications in attics and crawl spaces is provided in the Acceptance Criteria for Spray Polyurethane foam (AC 377). AC 377 lists sprayfoam materials into four types: sealant, low density, medium density and roofing sprayfoam. It lists the physical properties of each type of material and the ASTM tests required to provide the properties.

This test is what has changed over the last three years and has required every spray foam manufacturer to re-test their materials to obtain approvals for exceptions to the ignition barrier requirement.

### Why did ICC Evaluation Services change the test?

The old test (SWRI-99) was developed in the 90s to qualify EPS (expanded polystyrene foam) for use in kneewalls of crawl spaces. The pass/fail criteria originally was to obtain a baseline with a code designated ignition barrier covering the

foam and compare it to the foam with another covering or in some cases without a covering. If it performed better or equal to the baseline assembly, it would pass.

However, during the trials, comparison testing was performed using kraft-faced fiberglass batts within a wall and/or ceiling assembly as the baseline. Somehow this became the baseline that was accepted by the ICC Evaluation Services in 2000 to determine the relative safety of ignition barriers (or bare foam) in attics and crawl spaces. While fiberglass has good fire resistant properties, kraft-faced paper does not. Consequently, kraft-faced fiberglass is not accepted as an ignition barrier in the building codes.

When this was brought to the attention of the ICC Evaluation Services by folks in the foam plastic and construction industry, they instructed the industry to develop a new test.

### How did the new test get developed?

The SPFA developed a task group in January 2008 that consisted of more than 40 members



SWRI-99 Test (courtesy of SPFA)

representing 23 different companies. The task group identified two interim tests that were approved by ICC Evaluation Services for a temporary period of time. The interim tests were to allow the task group time to develop the new test.

The first interim test was based on the SWRI-99 procedure but used ¼ plywood sheathing to

*Continued on page 14*

## High Volume Diversified Insulation Machines



### Introducing New! Ark Seal SUPER HV

This machine is well-suited for most insulation materials. Can also be equipped with optional liquid pump for spray on applications.

**72" H x 75" W x 56.5" D**  
**1800 lbs.**

#### Features for Ark Seal SUPER HV & HV:

- Advanced Feeding & Delivery System
- Positive Displacement Blower
- Automatic Back-Pressure Check Valve
- Tachometer, Fully Sealed Feeder
- 150 ft. Twist Lock Remote Controls
- PTO, Diesel, Gas

### New Upgraded! Ark Seal HV

Same high volume Insulation blowing machine with advanced material feeding and delivery. Large capacity hopper has been added.

**72" H x 70" W x 40" D**  
**1600 lbs.**

#### Output for both machines:

Fiberglass: 60 Bags per hour  
Cellulose: 90 Bags per hour



### Options for both machines: PTO, Diesel, or Gas Engine

MP20 or MC20 Wet spray system can be purchased separate or built on your machine. Compressor can be added to all our machines to blow Fiberiffic, call for more information.

**ark-seal**  
INTERNATIONAL  
Premium Insulation Machines

Call today for pricing 1.800.525.8990 or visit our website.  
303-934-2174 Office • 303-934-2175 Fax  
E-mail: barbara@arkseal.com • Website: www.arkseal.com  
Denver, Colorado 80112

## Testing of Ignition Barriers in Attics and Crawl Spaces *continued from page 13*

provide timed pass/fail criteria. Another test that was accepted as an alternate was a generic room corner test using ¼ inch plywood as a baseline for comparison.

By March of 2009, the task group had developed the new test protocol based on a modified NFPA 286 test. The new test protocol and baseline criteria were approved by ICC Evaluation Services in June, 2009.

### How did this affect existing evaluation reports?

The ICC Evaluation Services provided a phase-out schedule for evaluation reports based on the SWRI-99 test procedure and the interim tests. The original SWRI-99 test could be used to develop evaluation reports until June 2008 and the reports were valid until June 2009. The SWRI-99 interim test could be used until June 2009 and the reports were valid until June 2010. The generic room corner test using plywood could be used until Jan 2010 with the reports valid until Jan 2011.

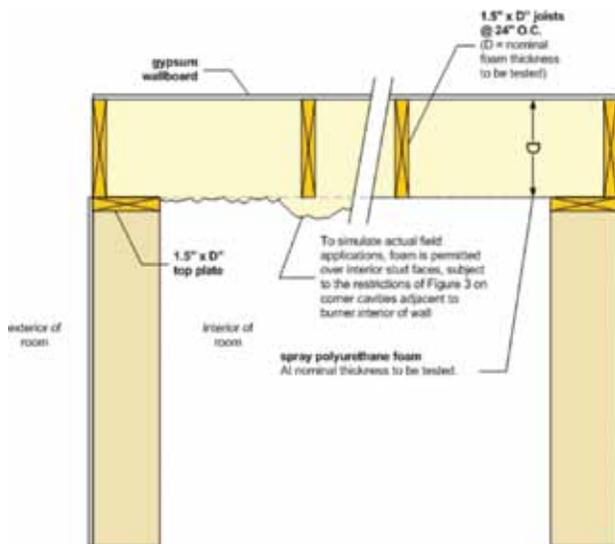
So that brings us to the present. The evaluation reports based on the interim generic room corner tests using plywood as the baseline were phased out in Jan 2011. So, from this day forward all evaluation reports that have exceptions to the ignition barrier requirement would be based on the new modified NFPA 286 test protocol and criteria.

### Have the thermal barrier tests been modified also?

No, ASTM E-119 is still the test used to qualify materials as thermal barriers and the same code designated room corner tests (NFPA 286, FM 4880, UL 1715, UL 1040) are used to qualify assemblies for exceptions to the thermal barrier requirement.

### How do I know if my foam is approved in the manner I want to spray it?

Go to [www.icc-es.org](http://www.icc-es.org) and click on evaluation reports. It will list all of the current ICC evaluation reports by number or by manufacturer. Search by listing your manufacturer's name, and it will bring up all of the evaluation reports listed



*NFPA 286 Modified Test configuration  
(above courtesy of SPFA)*

for them. The evaluation reports will let you know how the material can be used and the tests used to determine its approval. 

*Mason Knowles specializes in troubleshooting problem SPF applications and providing technical information, education, and training for the SPF industry.*

*He has more than 40 years experience in the spray polyurethane industry as a consultant, contractor, material supplier / manufacturer, equipment manufacturer, and trade association professional.*

[www.masonknowles.com](http://www.masonknowles.com)

[www.sprayfoameducation.com](http://www.sprayfoameducation.com)

## Mobile Credit Card Processing and How it Works *continued from page 10*

process. With a mobile solution that enables you to swipe cards at the point of sale, you could drop your processing costs to less than 2%.

Let's look at how those savings filter down to your bottom line. Say you have a truck that processes \$5,000 in credit card transactions per month:

- ◆ \$5,000 x 12 months = \$60,000 per truck per year
- ◆ Calling in and key entering: \$60,000 x 3.5% = \$2,100.00 in fees
- ◆ Using a mobile payment solution: \$60,000 x 1.9% = \$1,140.00 in fees

That's almost \$1,000.00 per truck, per year, in savings in credit card processing fees. Now, your actual savings may be more or less than that depending on some of the factors mentioned above, but it's a reasonable estimate — and taking the time to calculate how much your own business processes in credit card payments can help it be more profitable.

Add in the other benefits of customer perception, processing compliance, data security, and faster deposits into your account, and adopting mobile credit card processing deserves serious consideration. 

## Government Relations Update

*continued from page 6*

- 3 IRS Section 179D tax deduction for commercial building energy efficiency improvements. The current \$1.80 per square foot tax deduction (\$0.60 psf for a partial deduction) for "50% better than code" in energy efficiency improvements might be modified to \$3.00 per square foot with a partial deduction at \$1.00 per square foot.
- 4 A tax credit for a homeowner who undergoes an energy rating/audit to determine what energy efficient investments are necessary. 



PERFECT FOR WALLS





# MEGA FILL PRO DS

## Disposable Spray Foam Systems

www.tvmi.com

- 1.75 lb Closed Cell 2 Component Foam
- Expands 6 times the dispensed volume
- Tack free in 30 – 60 seconds
- May be cut in 2 – 5 minutes
- Contains no ureaformaldehyde, VOC's, CFC's or Penta - BDE's
- Available in 200 & 600 Board ft



Available in Standard & Class 1 Fire Rating



888.699.1645

AND ATTICS





## ADO Products

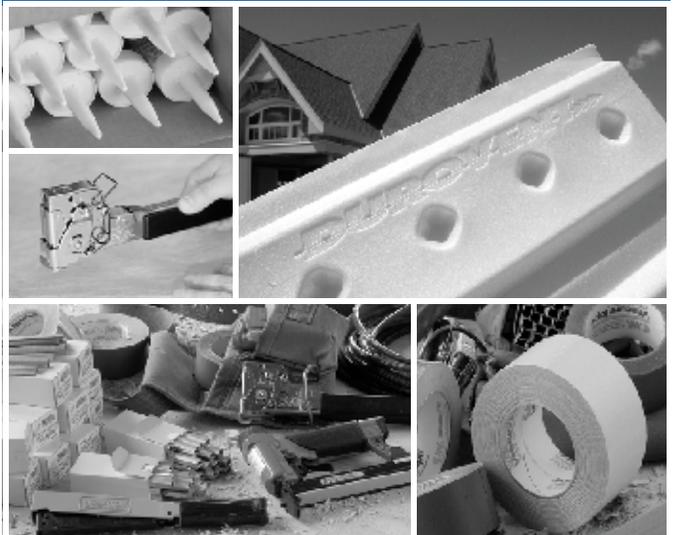
**WE HAVE EVERYTHING YOU NEED TO INSULATE**

Call or Email us to Receive Our Latest Catalog

ADO: Phone 1-800-666-8191 Fax: 1-888-641-3904

Email: [sales@adoproducts.com](mailto:sales@adoproducts.com)

### INSULATION CONTRACTOR ACCESSORIES



# FREE SPF HEALTH AND SAFETY TRAINING PROGRAM NOW AVAILABLE

A free SPF Chemical Health and Safety Training Program has been introduced by the Center for the Polyurethane Industry (CPI) of the American Chemistry Council (AAC). This web-based program has been designed as a training resource to educate spray polyurethane foam (SPF) users on good safety practices.

The SPF Chemical Health and Safety Training Program is interactive and self-paced. It is available 24/7. There are 12 units with slides and audio that include information on SPF ingredients; safe use, handling, and disposal of SPF; and safety control measures including engineering controls, work practices, and personal protective equipment (PPE). Questions follow each unit and grading is immediate. The training takes about 1½ to 2 hours to complete.

At the end of the SPF Chemical Health and Safety Training Program, users successfully passing a test on the training material receive a "Recognition of Completion" form and wallet-sized card that are valid for two years.

The "Recognition of Completion" is useful for employers, contractors, and customers to verify that spray foam applicators have completed the program successfully. Through a simple search feature on the training website, you can search the ID number on a "Recognition of Completion" card to confirm a person's training status.

A Spanish language version of the SPF Chemical Health and Safety Training program will be available soon.

To register for the online training, verify an applicator's training status, or learn more about the training program, visit the CPI SPF website at [www.spraypolyurethane.org](http://www.spraypolyurethane.org). 

## 2011 ICAA CALENDAR OF EVENTS

Thursday, March 17 — Washington, DC  
ICAA Legislative Day on Capitol Hill

Friday, March 18 — Washington, DC  
ICAA Committee Meetings

Friday, June 24 — San Diego, CA  
ICAA Committee Meetings

September 22-24 — Orlando, FL  
ICAA Committee Meetings and  
2011 ICAA Convention & Trade Show



1321 Duke Street, Suite 303  
Alexandria, VA 22314  
Tel: 703.739.0356  
Fax: 703.739.0412

Website: [www.insulate.org](http://www.insulate.org) • e-mail: [icaa@insulate.org](mailto:icaa@insulate.org)

Published by the Insulation Contractors Association of America and provided as a service to its members. ©Copyright 2011.

ICAA is the trade association representing the insulation contracting industry.

Executive Director **Michael Kwart**

### 2011 ICAA BOARD OF DIRECTORS

President

**Daniel Austin**

President-elect

**Kevin Kinzler**

Second Vice President

**Ted Blanchard**

Secretary

**Jeff Hire**

Treasurer

**Wayne Sullivan**

Directors:

**Jeff Banker**

**Ginny Cameron**

**Richard Carroll**

**Pete Dittmore**

**Ferrell Drum**

**Michael Hobson**

**Joe Miller**

**Philip W. Rice**

**Todd Sawyer**

**Mel Tabor**

**Thomas Turner**