



Eastern States Insulation Contractors Association, Inc.



# ESICA CSIA

## 2018 Fall Conference

### SEPTEMBER 6 - 8, 2018

*Savannah, Georgia*



**REGISTER  
BY  
AUGUST 3<sup>RD</sup>!**

# SCHEDULE OF EVENTS

## THURSDAY, SEPTEMBER 6<sup>TH</sup>

1:00 - 5:00 PM	Registration
2:00 - 5:00 PM	ESICA Executive Board Meeting
2:00 - 5:00 PM	CSIA Executive Board Meeting
5:00 - 7:00 PM	Associates Cocktail Reception
- - -	<i>Dinner on your own.</i>

## FRIDAY, SEPTEMBER 7<sup>TH</sup>

7:00 - 8:00 AM	Breakfast
8:00 - 8:30 AM	<b>Opening Session &amp; Welcome</b> from ESICA President, Ray Levesque & CSIA President, Michael O'Connell. With a special performance by Tell Scarlet!
8:30 - 9:00 AM	<b>NIA Update</b> by Michele M. Jones, NIA Executive Vice President/CEO
9:00 - 10:00 AM	<b>Keynote Presentation: The Power of Storytelling</b> Ty Bennett, <i>CEO, Entrepreneur, &amp; Best Selling Author</i>
10:00 - 10:15 AM	<i>B R E A K</i>
10:30 AM	<b>Associate Breakout Presentation: Transportation Industry Update</b> David A. Sardinta, <i>Senior Logistics Manager, Johns Manville</i>
10:30 AM	<b>Contractor Breakout Presentation: Mechanical Insulation's Key Estimator™ (MIKE™) &amp; Visual TakeOff® (VTO)</b> Michael McMillin, <i>President &amp; General Manager of Comput-Ability, Inc.</i>
12:00 PM	Golf Tournament at the Club at Savannah Harbor
12:00 PM	Narrated Harbor Luncheon Cruise with Savannah Riverboat Cruises
12:00 PM	Fishing Trip with Miss Judy Charters
7:00 PM	<b>Annual Fall Conference Dinner</b> <i>With Mentalist Team, Larry &amp; Raven!</i>

## SATURDAY, SEPTEMBER 8<sup>TH</sup>

8:00 - 8:30 AM	Breakfast
8:30 - 10:30 AM	ESICA/CSIA Breakout Meetings
10:30 - 11:30 AM	ESICA/CSIA Board Meetings
11:30 AM	Joint Board Meeting

# CONFERENCE SPEAKERS



**TY BENNETT**

CEO, Entrepreneur & Best Selling Author  
Leadership, Inc.

**TY BENNETT | RELEVANT LEADERSHIP**

## THE THE POWER OF STORYTELLING

*Cultivating Connection and Strengthening Engagement*

500% better. That's how much more we retain information when told to us in the context of a story. Five hundred percent! Why? Because communication plus storytelling creates connection. Invokes passion. Engages emotions. And most importantly? Moves people to take ACTION. Teaching audience members to effectively and creatively adopt the skills and mindsets necessary to communicate at their highest level is exactly what Business Keynote Speaker Ty Bennett delivers in this game-changing topic.

Essentially? We are ALL in the business of people. Developing relationships, cultivating trust, and weaving a connection that allows for deeper understanding is ultimately a big part of why we are all here. Life is all about contribution – and how we connect through communication determines our level of influence. With heart and high-energy, Ty teaches leaders and sales professionals to adopt valuable storytelling skills to leverage that influence, extend their emotional reach, and even create customers for life.



**MICHAEL MCMILLIN**  
President & General Manager  
Comput-Ability®, Inc.



Comput-Ability®, Inc. (CAI) has been in business since 1988. CAI currently has over 1,500 users of the MIKE10/VTO5 systems, mostly in the US and Canada. They also have a few systems internationally. The MIKE™ system was designed and programmed specifically for the mechanical insulation industry.

CAI maintains and distributes to customers as a support a mechanical insulation manufactures and fabricator pricing update service. The current pricing database contains over 270,000 prices. The MIKE™ system does not contain prices by distributor in the US market, but they do in the Canadian market.

Mike will be presenting the new versions of Mechanical Insulation's Key Estimator™ (MIKE™) version 11 and Visual TakeOff® (VTO) version 6 to show the new features in them.

Mike has over 35 years' experience working in the Mechanical Insulation Industry. He has held management positions with Owens Corning and Performance Contracting Group and founded CAI in 1988. Mike is also the author of the Mechanical Insulation's Key Estimator (MIKE)™ Estimating System © and the Interior's Key Estimator™ (IKE) Estimating System ©.



**DAVID A. SARDINTA**  
Senior Logistics Manager,  
Johns Manville



David is responsible for managing the Service and Operations of the Transportation Department, the Load Control Center, the Inbound Raw Materials Team and is the Transportation EP Business Unit liaison.

Prior to joining the JM Team, Dave spent 20 years in the U.S. Marine Corps as an Aviation Ordnance Chief, responsible for assembly/disassembly, warehousing, inventory control, and asset management of Aviation Ordnance. After retiring in 2000 and returning to Colorado, he took a position as a Warehouse Distribution Manager for a large local company.

He began his career at JM in 2005 working as a Load Planner in the Load Control Center. Over the last 13 years, he has been responsible for Roofing Systems (RS) Transportation, Managing the Load Control Center, Engineered Product (EP) Transportation, carrier procurement and rate management.

### ***David will be discussing:***

1. Capacity Constraints in the Market
2. Driver Shortage
3. Regulations Changes
  - Hours of Service (HOS) - Electronic Log Devices
4. What Shippers & Receivers Need to do in this Constrained Market

# CONFERENCE ACTIVITIES

## GOLF TOURNAMENT AT THE CLUB AT SAVANNAH HARBOR

As home for The PGA TOUR's Champions Tour, Liberty Mutual Insurance Legends of Golf Championship, The Club at Savannah Harbor lies nestled between the banks of the Savannah and Back Rivers of the splendid Georgia Low Country. The serenity of coastal Georgia, with its tidal marshes and abundant wildlife provides the canvas for The Club at Savannah Harbor, an 18-hole masterpiece created and designed by renowned architect Robert Cupp in conjunction with the legendary "Slammin' Sammy" Snead.

Unique green complexes with Tour-quality putting surfaces challenge golfers' skills for successful scoring in this pristine golf environment providing players a pure golf experience. The Club at Savannah Harbor offers unparalleled views of historic downtown Savannah while it gently winds its way through tidal wetlands. In the true Troon Golf tradition, you can be assured a round at The Club at Savannah Harbor is certain to provide an enjoyable and challenging golfing experience for players of all abilities.



**\$175 PER PERSON**

*(Includes lunch)*

## NARRATED HARBOR LUNCHEON CRUISE

Find out what Southern hospitality is all about during a daily luncheon cruise! Come ready to relax and feast on a delicious southern style buffet all while cruising along the Savannah River listening to the Captain's intriguing tales and historic facts.

The Georgia Queen measures an impressive 230 ft long, 64 ft wide and a towering 68 ft tall and features three grand ballrooms with over 15,000 square feet of dining space, a 5,000 square foot, fully open-air top deck with patio seating. The entire boat encompasses a total of 38,000 square feet.

The riverboat tours leave the dock right next to the exact location where General Oglethorpe first landed on the river front and head upriver, into the Port of Savannah, and then turn around and head back under the Eugene Talmadge Memorial Bridge and past the historic river front. The tours continue downriver passing the world famous Waving Girl, Florence Martus, through the ship yards and just past the tip of Hutchinson Island and Old Fort Jackson. There, the boat circles back upriver to arrive gently back at the dock.



**\$150 PER PERSON**

*(Includes lunch)*

## FISHING TRIP WITH MISS JUDY CHARTERS

In Spring of 2014, several ESICA members had the pleasure of fishing with Miss Judy Charters. It was a great experience, so its only fitting that, while we are back in Savannah, we visit Miss Judy!

Participate in a 4-hour offshore fishing trip where you will be trolling Georgia's artificial reefs for potential catches like King Mackerel, Spanish Mackerel, Little Tunny, Blue Fish, and Spadefish, Barracuda.

Miss Judy Charters has been "Kicking Fish Tail Since 1956". They have been fishing in Savannah, Tybee and adjacent waters for over 60 years!



**\$225 PER PERSON**

*(Includes lunch)*

# BREATH OF LIFE FOUNDATION

At our Associates Cocktail Reception, on Thursday, September 6<sup>th</sup>, we will be hosting our annual fundraiser. All proceeds will be donated to the Breath of Life Foundation.



The Breath of Life Foundation was established through a cooperative effort of the insulating industry to seek a cure for mesothelioma and asbestos related diseases. In this time of reduced public funding for medical research, the Breath of Life Foundation was established to make sure that asbestos exposure is properly treated and that proper funding for research and the search for a cure for mesothelioma goes on. For more information on this foundation, please visit [www.breathoflifefoundation.net](http://www.breathoflifefoundation.net).

## NIA UPDATE

Michele Jones will join us to review NIA's current activities with an emphasis on its new certification class, the "Thermal Insulation Inspection Program".

**MICHELE M. JONES**  
Executive Vice President/CEO  
National Insulation Association (NIA)



## OPENING PERFORMANCE - TELL SCARLET

Tell Scarlet is an Alternative-Pop-Rock & Country band based in Savannah, GA. The band formed in 2012 and quickly became a very popular local draw, and gained attention as an award-winning wedding and event band. By fusing together the individual talents of members of their family, Tell Scarlet has created a powerhouse sound that is growing beyond their Savannah Roots.



## DINNER PERFORMANCE - LARRY & RAVEN

*ESP, telepathy, mind reading: If there is such a thing, wouldn't you want to see for yourself?*

Larry and Raven are "genuine" mentalist couple; simply stated they are mind readers. Today, only a few contemporary couples have developed these skills to demonstrate highly developed mental or intuitive abilities. They are part of a mentalist lineage that spans more than 150 years. For the last 20+ years, they have been melting the hearts and tickling the minds of savvy audiences with a topic that is universally appealing, the amazing and inexplicable mind inside all of us.



## CONFERENCE MOBILE APP

**Sponsored by FBM-SPI!**

**Download the app on iOS or Android:**

1. Visit <http://my.yapp.us/ESICACSIA18> on your device and follow instructions on page.
2. You'll be asked to install Yapp from the app store (if you don't have it already).
3. Open Yapp and tap "Download an existing Yapp" and your app will appear.

*Don't have an iOS or Android device? You can view this app from your desktop browser by clicking the [my.yapp.us](http://my.yapp.us) URL above.*



... WELCOME TO ...  
**SAVANNAH**  
 ✦ GEORGIA ✦




Savannah, Georgia is a charming Southern escape where art, period architecture, trendy boutiques and ghost stories are all set under a veil of Spanish moss. Savannah is a place where cuisine comes straight from the coast and cocktails are served at every meal. Consistently named one of the “world’s friendliest cities” by Condé Nast Traveler readers, this coastal town has a world-class reputation for hospitality and grace.

**SAVANNAH IN SEPTEMBER:** Average High 86° | Average Low 69°

**HOTEL INFORMATION:**

Westin Savannah Golf Resort & Spa  
 1 Resort Drive, Savannah, GA 31421  
[www.westinsavannah.com](http://www.westinsavannah.com)

Nestled along the banks of the Savannah River and situated just a ninety second ferry ride away from historic downtown, The Westin Savannah Harbor Golf Resort & Spa offers travelers an elevated escape in Georgia’s oldest city.

**FOR HOTEL RESERVATIONS:**

Call 1-800-228-3000

**Group Rate:**

Traditional Room: \$221/night  
 \*Premium Room: \$251/night

*\*Premium rooms are available at a limited quantity.*

**GROUP RATE CUT-OFF IS AUGUST 3RD!**

*Guest room rates will be in effect from Thursday, September 6<sup>th</sup> (arrival date) until Saturday, September 8<sup>th</sup> (departure date). Extensions prior to or post event are subject to room availability at the time of your reservation. Group rates will apply to conference dates as well as extension days. The hotel cannot guarantee rooms and group rates after August 3rd. All reservations must be canceled 7 days prior to arrival, in order to avoid being charged one night room and tax.*

# REGISTRATION & SPONSORSHIP



## REGISTER ONLINE AT [WWW.ESICA.ORG](http://WWW.ESICA.ORG)!

*\*A hard copy of the registration form will also be posted to website.*

<b>REGISTRATION FEES:</b>	<b>EARLY REGISTRATION (BEFORE 8/3):</b>	<b>LATE REGISTRATION (AFTER 8/3):</b>
Contractor Member	\$675	\$725
Contractor Member & Spouse	\$875	\$925
Associate Member	\$800	\$850
Associate Member & Spouse	\$1,000	\$1,050
Non ESICA/CSIA Member	\$875	\$925
Sponsorship Credit	-\$125	-\$125
Unregistered Guests and/or Children <i>(Attending final dinner only)</i>	\$150	\$150

<b>ACTIVITY FEES:</b>	<b>COST:</b>
Golf Tournament at the Club at Savannah Harbor <i>(Includes lunch)</i>	\$175/person
Narrated Harbor Luncheon Cruise <i>(Includes lunch)</i>	\$150/person
Fishing Trip with Miss Judy Charters <i>(Includes lunch)</i>	\$225/person

<b>CONFERENCE SPONSORSHIP:</b>	<b>COST:</b>
Includes Sponsor's name displayed throughout the conference and acknowledgment in our newsletter. Sponsors are given the opportunity to make a 3-5 minute presentation.	\$625

*\* Please note, a 90% refund is given for cancellations received prior to August 3<sup>rd</sup>.  
No refund will be given on cancellations received after August 3<sup>rd</sup>.*

*\*\*When registering, please be sure to submit your billing address!\*\**

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