

SPRAY FOAM COALITION

Serving the Contractors

January 31, 2018

SPFA Convention and Expo
Mobile, Alabama



Spray Foam
Coalition

ANTITRUST POLICY STATEMENT FOR SPRAY POLYURETHANE FOAM ALLIANCE MEETINGS

- It is and shall remain the policy of the Spray Polyurethane Foam Alliance ("SPFA"), and it is the continuing responsibility of every SPFA member company, SPFA meeting or event participant, as well as SPFA staff and leadership to comply in all respects with federal and state antitrust laws. No activity or discussion at any SPFA meeting or other function may be engaged in for the purpose of bringing about any understanding or agreement among members to (1) raise, lower or stabilize prices; (2) regulate production; (3) allocate markets; (4) encourage boycotts; (5) foster unfair or deceptive trade practices; (6) assist in monopolization; or (7) in any way violate or give the appearance of violating federal or state antitrust laws.
- Any concerns or questions regarding the meaning or applicability of this policy, as well as any concerns regarding activities or discussions at SPFA meetings should be promptly brought to the attention of SPFA's Executive Director and/or its legal counsel.

How Has SFC Supported Contractors?

- Spray Foam Coalition Overview
- Advocacy
 - California Safer Consumer Products Regulation
 - Blowing Agents Update
 - FTC R-value Rule
- Codes and Standards
 - Insulation Industry Product Category Rule
 - ICC 2021
 - Local Code Adoption
- Marketing
 - Trade Shows / Spray Foam Forums
 - Whysprayfoam.org
 - Roofing Brochure
- Contributions of the Insulation Industry to the U.S. Economy
- Resources

Mission Statement



SFC champions the use of spray polyurethane foam in North America by promoting its energy efficiency, performance, economic benefits, and contributions to sustainability. The SFC provides a forum to conduct research, to advocate for science-based public policy, excellence in safety, stewardship, training, and to advance technical knowledge.

Spray Foam Coalition Members

- Albemarle*
- Accella Polyurethane Systems, a division of Carlisle Construction Materials Corp
- Arkema*
- BASF
- Chemours*
- Clayton Corporation / DAP Foam
- COIM USA, Inc.*
- Covestro*
- Demilec USA
- Dow Building Solutions
- Elastochem Specialty Chemicals
- Evonik*
- Foam Supplies, Inc.
- Gaco Western
- General Coatings
- Graco, Inc.*
- Henry Company
- Honeywell*
- Huntsman International
- ICL-IP*
- ICP Adhesives and Sealants
- Icynene, Inc.
- Johns Manville
- NCFI Polyurethanes
- Polyurethane Machinery Corporation*
- SES Foam
- Solvay Fluorides*
- Stepan*
- SWD Urethane
- Volatile Free Inc.
- Wanhua Chemical (America)*

*Associate Member
SFC Leadership Committee

SFC Code of Conduct



CALIFORNIA SAFER CONSUMER PRODUCTS REGULATIONS



Center for the
Polyurethanes Industry

California Safer Consumer Product Regulations



- “SPF with Unreacted Isocyanates” identified as potential Priority Product.
- Focus: Worker exposure to isocyanates during applications.
- Industry opposed to Priority Product listing: Existing occupational regulations and industry training/product stewardship protect workers.
- Supporting California insulation contractors.

California Safer Consumer Product Regulations

Part #1

Candidate Chemical
List

Part #2

Priority Product
Identified by
Regulation

Part #3

Alternatives Analysis

Part #4

Regulatory Response

Proposed rule does not restrict use of
spray foam products.

Blowing Agents Update

- SNAP Rule 20 under litigation
 - Petitioners have requested a rehearing
 - Rule is still effective
 - SNAP Rule 21 litigation on hold, pending SNAP 20
- California Air Resources Board plans to address HFCs
 - Adopting SNAP 20 and 21 into CA regulation
 - Planning to address SPF later in 2018
 - Will likely require transition to HFO blowing agents

FTC R-value Rule

- Federal Trade Commission is proposing amendments to the R-value Rule
 - Proposing change to Fact Sheets related to:
 - air infiltration
 - proper installation
 - Maintains ability to cite R-value per inch
- SFC comments on ANPR secured key wins for SPF

Codes and Standards

The background of the slide is a photograph of a residential construction site. In the foreground, a two-story house is partially finished with brown horizontal siding and white window frames. Behind it, another house is under construction, showing its wooden frame and sheetrock. In the background, more houses are visible, some with roofs being installed. A red construction vehicle is parked on the right side of the site. The sky is clear and blue.

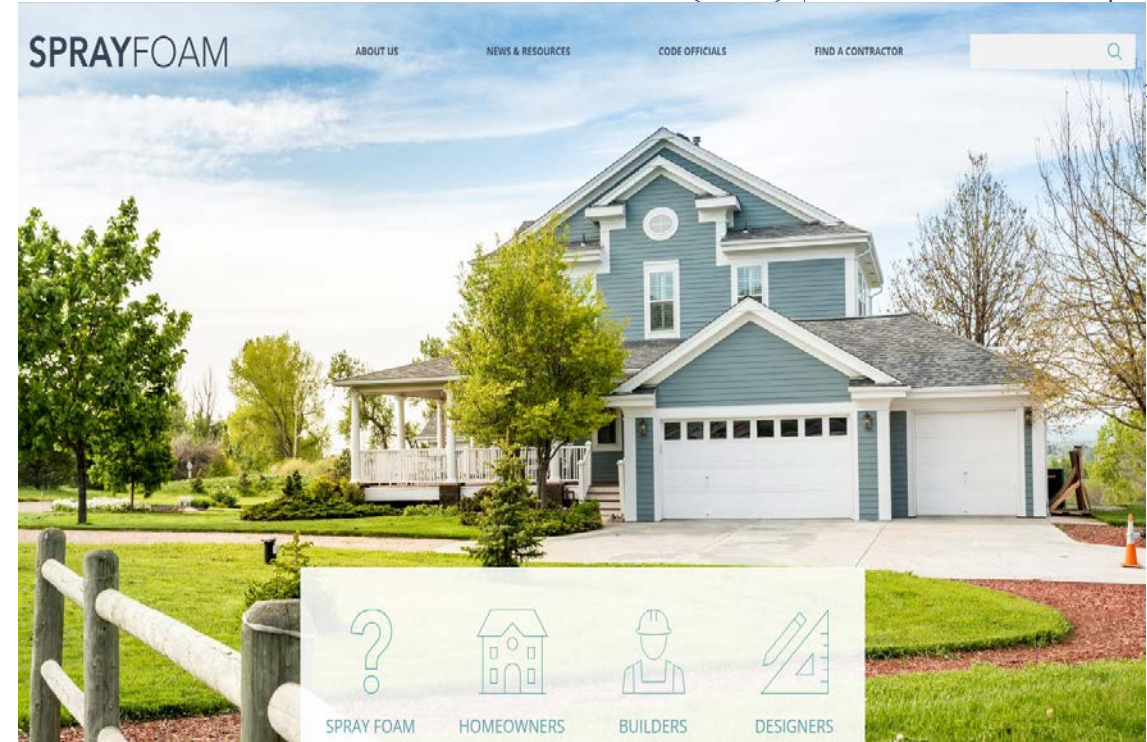
**Insulation
Industry Product
Category Rule**

**International
Construction
Code
2021 Code Cycle**

**State and Local
Adoption of ICC**

Marketing

- Held 3 successful SPF forums
- Revamped whysprayfoam.org
- Bylined articles
- Trade shows:
 - International Builder's Show
 - International Roofing Expo
 - Pacific Coast Builders' Conference
- SPF Roofing
 - Developing new promotional brochure





Contributions of the Insulation Industry to the U.S. Economy

What is the Insulation Industry?

Insulation Materials

- Cellulose
- Fiberglass
- Mineral wool
- Polyisocyanurate foam (polyiso)
- Polystyrene foam
- Polyurethane foam

Economic Snapshot of the Insulation Industry (2016)

	Employment	Payroll (\$billion)
Insulation Manufacturing	33,400	\$1.8
Distribution/Wholesale	32,500	\$2.1
Installation	323,600	\$16.3
Total	389,400	\$20.2

Upstream and Downstream Impacts

	Employment	Payroll (\$ billions)	Output (\$ billions)
Direct Impact (Manufacturers)	33,402	\$1.8	\$11.7
Indirect Impact (Supply Chain)	42,512	\$3.2	\$13.9
Payroll-Induced Impact	48,971	\$2.5	\$8.1
Total Impact	124,886	\$7.5	\$33.7

Downstream Employment and Payrolls (2016)

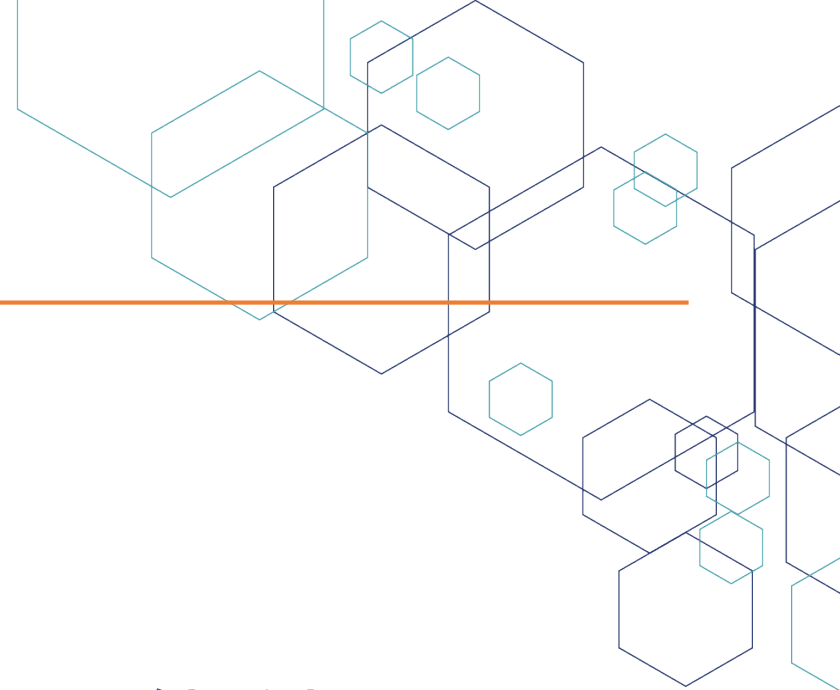
	Employment	Payroll (\$ billions)
<u>Distribution/Wholesale</u>		
Roofing, Siding, and Insulation Wholesalers	32,503	\$2.1
<u>Installation/Contractors</u>		
Drywall & Insulation - Residential	98,964	\$5.5
Drywall & Insulation - Nonresidential	128,207	\$6.9
Roofing - Nonresidential	96,375	\$3.9
Total Installation/Contractors	323,546	\$16.3

Upstream Economic Impact of Insulation Manufacturing (2016)

Report is available at: <https://polyurethane.americanchemistry.com/The-Contributions-of-Insulation-to-the-US-Economy-in-2016.pdf>

Resources

- Promotional Information
 - www.whysprayfoam.org
- Guidance Documents
 - <https://polyurethane.americanchemistry.com/Guidance-Documents/>
 - Booth 703
- ACC OSHA Alliance
 - <https://polyurethane.americanchemistry.com/ACC-and-OSHA-Alliance.html>



SPRAY POLYURETHANE FOAM HEALTH+SAFETY

Visit spraypolyurethane.org for:

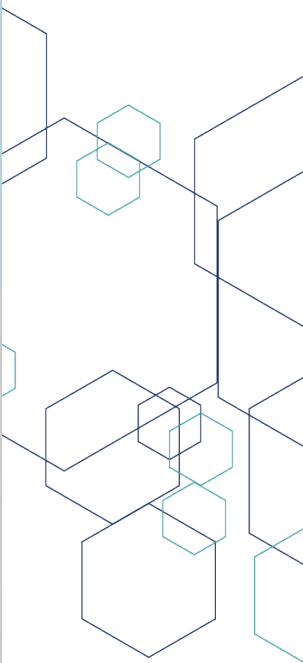
SPF Basics

Health and Safety Guidelines

Guidance Documents & Videos

What to Expect Installing SPF

SPF Training



Thank you!

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