



Insulation Solutions Newsletter

Distribution vs. Buying Direct

How Distributors Add Value:

ITW Insulation Systems has an extensive network of distributors throughout the United States. We have made the commitment to sell through distribution because of the benefits distribution provides throughout the entire supply chain.

While "buying direct" from the manufacturer or OEM may seem like a good way to cut out the middleman and reduce costs, it more often proves to be more expensive to do so.

The distributor's contributions to the Supply Chain are numerous to the consumer. The customer has a single point of contact for many complimentary insulation products, not just ITWIS products. Beyond the multiple vendors inventory, the **transactional savings** start to add up:

- **One Invoice** - the cost of processing a single invoice can range between \$12-\$30, and as much as \$40 in high-salaried areas of the country
- **One Freight Charge** - this is a big one, especially when the shipment is scheduled from a local warehouse vs. the multiple manufacturer's facilities that may not be in your backyard
- **Purchase Quantities** - distributors are better equipped to fulfill orders of all sizes, large or small
- **Will Call** - most distributors have a will call desk or a pick-up counter if you need something in short order
- **Just in Time Deliveries** - distributors will provide materials when need, eliminating the hunting in

We want to Congratulate our own Jim Young, Technical Director at ITW Insulation Systems. Jim received the Honor Award from ASTM: Committee C16 on Thermal Insulation, for his significant, career-long contributions to Thermal Insulation. We are so proud of Jim!



trailers or warehouses

- **Purchasing based on Take-offs** - often buying direct could result in over or under purchasing based on take-offs or estimates, leaving you faced with restocking fees, or the inability to return products which ultimately means money spent is now being stored in your warehouse
- **Product Issues** - buying through distribution may limit non-conforming products issues vs. using that material left over from a previous job
- **Support from Dedicated Representatives** - Customer Service, Outside Sales and Branch Managers are there to support you

Many of our distributors have multiple locations, they share inventory data and personnel resources. Our network of distributors has a high level of experience and product knowledge, they solve problems and answer questions every day, and many times on weekends. Their dedication to their customers, and the local service and support they supply, are the top reasons they have been in the industry for many decades.

Put your local distributor to the test, let them bring you the value you need to improve your operations. To find a U.S. distributor near you, visit our [Where To Buy](#) section on our website.



Safety Minute!

Reverse Parking

Did you know that backing into a parking spot can save lives? Parking in reverse is a simple way to reduce the risk of accidents. The National Highway Traffic Safety Administration (NHTSA) estimates that “267 people are killed and 15,000 injured each year by drivers not parking forward first, usually in driveways or parking lots.”

Unfortunately, most often it is children and elderly people who are killed in backover crashes.

Next time you go to the grocery store, take a look around the parking lot as you walk through. You'll likely notice that very few cars are parking forward first. In a study conducted by the NHTSA, on average 76% of drivers park nose-in, the way many of us are used to parking. Forward first parking is something that may feel awkward at first, but after a few times it'll become an easy habit, even without a backup camera.

Reverse Parking has numerous advantages:

- You avoid backing out blindly into oncoming traffic or into the path of pedestrians.
- The time you'll take to back in, you'll save later when you can seamlessly drive out of the stall when leaving. And who doesn't want that at the end of a long day?
- Trying to back out into unknown traffic is more hazardous, it is much easier to back into a clear and safe parking stall. Or even better...if possible, pull through to the a vacant connecting spot in front of you, so you're ultimately facing forward.
- When leaving the parking space, you are able to see the surroundings more clearly.
- Studies have shown you attain a confidence boost when you start a journey by moving forward first!
- And it makes you special, you're not like 76% of the population!

We encourage everyone to park facing forward to promote the safety and wellbeing of yourself, your team members, your family, and the community in which you live.



Did You Know?

It's still the **Year of the Elbow** and you can request Elbow Selection Guides from our website! We have 2 formats, a laminated pocket guide to carry in your tool belt or briefcase, as well as a poster version to hang on your office or shop wall. [Click here to go to our sample request page](#), and select which (or both) Selection Guide you'd like to receive. In the comment

area, tells us how many you need, please be specific.

ALUMINUM MULTI-FIT									
Fits both Long & Short Radius Elbows									
IPS	1"	1 1/2"	2"	3/4 1/2"	3"	3/4 1/2"	4"	4 1/2"	6"
1/2"	3	4	5	6	7	8	9	10	11
3/4"	3	4	5	6	7	8	9	10	11
1"	3 1/2	4 1/2	5 1/2	6	7	8	9	10	11
1 1/4"	3 1/2	5	5 1/2	6	7	8	9	10	11
1 1/2"	4	5	6	7	8	9	10	11	12
2"	4 1/2	5 1/2	6	7	8	9	10	11	12
3/4 1/2"	5	6	7	8	9	10	11	11	12
3"	5 1/2	6	7	8	9	10	11	11	12
3 1/2"	6	7	8	9	10	11	11	12	
4"	6	7	8	9	10	11	11	12	
4 1/2"	7	8	9	10	11	11	12		
5"	7	8	9	10	11	11	12		
6"	8	9	10	11	11	12			
7"	9	10	11	11	12				
8"	10	11	11	12					
9"	11	11	12						
10"	11	12							

Multi-Fit elbow covers are available in aluminum only and in the sizes listed above.

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TECHNICAL SUPPORT

Unsurpassed Support through Email Tech Request, by Phone, or with critical data at our Web-Based Tech Library.



ITW INSULATION SYSTEMS
 1370 East 40th Street • Houston, TX 77022
 (800) 231-1024 • Phone: 713 691-7002
www.itwinsulation.com

ITW INSULATION SYSTEMS
FITTING SELECTION GUIDE

90° and 45° Long Radius
 90° Short Radius
 Multi-Fit



News and Upcoming Events:



We will be closed on

Summer Means Convention Season!

**Monday,
May 27, 2019**

In Observance of Memorial Day.

Please make time in your fun-filled, relaxing weekend to honor those who gave the ultimate sacrifice defending our freedom and democracy.

Thank you to all that served and to those currently serving!



**Results of our Industry Poll from
the last Newsletter:**

Do you know where your Safety Data Sheets are stored?

50% Yes, on our server.

50% Yes, in paper format in the office.

0% No Clue! (0% a good thing)

Join our BDMs:

Greg Todd & Mel Rasco
at the

SWICA Convention

June 9-11, 2019
Boca Raton, FL

R.T. Behm, Kathi Coyle & Mel Rasco
at the

MICA Convention

June 17-20, 2019
Broomfield, CO

Greg Todd
at the

SEICA Convention

June 23-25, 2019
Myrtle Beach, SC



Upcoming Webinar:

Presented by:
Heather Sharif, Technical Support Engineer
ITW Insulation Systems

What you will learn:

Definitions of XPS and EPS
Comparisons and differences
What are the effects of water on an insulation system?
Industry standards for refrigeration applications

[Register Here](#)

Industry Poll

Do you attend one or more Insulation Contractor Association Conventions?

Yes

Select

Sometimes

Select

No

Select

[Sign Up for Newsletters and Webinar Announcements](#)



ITW Insulation Systems | 1370 E. 40th St., Houston, TX 77022

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