SPFA EPA Presentation
2011

A Contractors Perspective

Mr. Bob Duke
Carolina Comfort Foam
Applied Energy Savings Systems
• Introduction / Background
  – 7 years in the business
  – Residential into Commercial
  – Involvement & Training
    • Vice President of SPFA
    • SPFA Accreditation
    • ABAA Certified
    • BPI Certified
Industry Trends….and Realities

• *Growth!*

• Interdependence

• Responsibility

• Stewardship
Growth

Let’s Look At What The Data Shows…

<table>
<thead>
<tr>
<th>US Production of Spray Foam (Mlbs)</th>
<th>2004</th>
<th>2006</th>
<th>2008</th>
</tr>
</thead>
<tbody>
<tr>
<td>Residential Wall Insulation (Open Cell)</td>
<td>30</td>
<td>55</td>
<td>70</td>
</tr>
<tr>
<td>Residential Wall Insulation (Closed Cell)</td>
<td>15</td>
<td>20</td>
<td>45</td>
</tr>
<tr>
<td>Commercial Wall Insulation*</td>
<td>20</td>
<td>20</td>
<td>75</td>
</tr>
<tr>
<td>Residential Roofing</td>
<td>5</td>
<td>10</td>
<td>15</td>
</tr>
<tr>
<td>Commercial Roofing</td>
<td>100</td>
<td>110</td>
<td>110</td>
</tr>
<tr>
<td>Industrial Insulation</td>
<td>40</td>
<td>45</td>
<td>50</td>
</tr>
<tr>
<td><strong>Total 2K SPF for Insulation</strong></td>
<td><strong>210</strong></td>
<td><strong>260</strong></td>
<td><strong>365</strong></td>
</tr>
<tr>
<td>DIY OCF (Foam in a can)</td>
<td>45</td>
<td>53</td>
<td>55</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>255</strong></td>
<td><strong>313</strong></td>
<td><strong>420</strong></td>
</tr>
</tbody>
</table>

* inc agricultural and military structures **
** excludes some non insulation uses
Industry Message…..
Operate Safely !!

• *Spray Polyurethane Foam is an Interdependent business.*

• Who is involved / impacted?
  – Manufacturers
  – Architects
  – General Contractors
  – Spray Foam Contractors
  – Building Owners
  – Homeowners

• *Safe Operating Procedure is the boldest and most important thread running through our entire industry.*
Responsibility

• Who is responsible for safety?
  ....we all our.

• Who do all interdependent parties in the process rely on for a safe and effective application of SPF?
  ....The Contractor.

Be the Experts in the Room!
Stewardship

• Stewardship starts at “Home”.
• Training and outfitting a safe operating environment is investing in your future.
• Embracing a culture of safety is ensuring all of our futures.
• Creating and operating in a culture of safety ensures…..PROFITS !
Industry Trends…..and Realities

On the Precipice of tremendous growth and gains......

*If we embrace, create and operate in an environment of Safety !!*
Thank You.