

# PIATF ORM

A NEWSLETTER FOR OUR EMPLOYEES AND PARTNERS



FROM OUR

## PERSPECTIVE


**A** penny (or cup of joe) for your thoughts..... Our management team and staff are giving attention to a few focus areas that we have identified as priorities this year.

While reflecting on these priorities, I realized that these priorities are not just issues unique to our organization and that there is nobody with a better vantage point to provide insight to these efforts than our customers, suppliers, vendors and peers. I know your insight can provide valuable feedback to our effort and hope you reap some value from hearing about our efforts. For that reason I will share these focus areas with you and would welcome an opportunity to hear your feedback. Feel free to either schedule coffee or send an email over, either way we value your insight and would love to hear from you.

1. SAFETY & QUALITY - ongoing and expanding investment in our safety program, training and quality assurance. One of these investments is a decision to move from a split role safety administrator to hiring a full time safety administrator and trainer. This person will deliver standardized safety and quality assurance training and do compliance auditing.

2. PROCESS IMPROVEMENT - we are mapping and documenting our work flow and processes enterprise wide, evaluating the results and collaborating with peers in our industry to adopt a refined set of best practices and implement a new software platform to improve efficiency, accuracy, and customer service.

3. GROWTH - Since we have expanded our geographic footprint in recent years, we are looking for ways to add products and services that add value for our customers.

4. STEWARDSHIP & OUTREACH - leverage our time and resources to do more outreach both to those in need within our organization and in the communities we live and work. Find ways to communicate these efforts to encourage and inspire more of our colleagues and associates to participate in these efforts. 

Tanner Kinzler

## Going.... GREEN

Save paper, sign up to receive our newsletter via email. Please send an email titled, "KCS E-NEWSLETTER" to: soetken@insulation.net and include the following information:

- company name
- contact name
- email address

## Kinzler acquires air tight foam insulation, llc...



Kinzler Construction Services is proud to announce the enhancement of our spray foam division with the acquisition of certain assets and employees of Air Tight Foam Insulation, LLC (ATFI).

Since being founded in 2006, ATFI has focused its business on spray foam insulation installation for residential new construction in the Greater Des Moines Area. Being a licensed Icynene dealer has afforded ATFI's sales manager, Case Brendeland, with valuable experience and knowledge of the Icynene® insulation systems. In addition to the Icynene® systems, Case has had the opportunity to work with a myriad of spray foam product brands and applications.

For these reasons, Kinzler is excited to have Case on board as an addition to our sales team. His knowledge and experience will allow us to better serve our customers and local builders. Welcome Case!

## Say goodbye to housewrap & paint your house black...

Kinzler Construction Services is now installing Enviro-Dri™ weather resistant spray applied barrier. Call us today for a free quote!

515.292.5714


# WCK Holdings acquires Leo Jones

Tyler, TX

WCK Holdings, LLC is proud to announce the acquisition of Leo Jones Insulating Company of Tyler, TX.

Leo Jones Senior established Leo Jones Insulating Co. in 1947, which was then passed on to his son Leo Jones in 1987. Over the past 63 years, the company has built a legacy of quality and integrity. WCK Holdings looks forward to upholding this reputation with the help of the experienced sales and operating teams as the company continues operating under the Leo Jones Insulating Company name. The partnership WCK Holdings, LLC was

formed in 2010 by Woodman Insulation, Combee Insulation, Kinzler Construction Services, and Tanner Kinzler. The partners of WCK Holdings have over 100 years of combined experience working in the insulation industry and hope to use this knowledge to provide the best experience possible for their customers.

Leo Jones Insulating Co. will continue offering the same products and services with the addition of a full-line of metal building insulation and other specialty products. 


# Kinzler achieves Gold ABC safety training award.



Associated Builders and Contractors (ABC) of Iowa announced that Kinzler Construction Services, Inc., has achieved the gold level of ABC's Safety Training and Evaluation Process (STEP) program.

To achieve ABC's STEP gold level, among other requirements, a company must have an incidence rate no more than 1.5 times the national BLS average for applicant's NAICS code in the application year, and submit their official U.S. Department of Labor, Occupational Safety and Health Administration form on work-related injuries and illness. "It is truly an honor and a privilege to be able to recognize Kinzler Construction Services Inc., for their continued dedication to providing training and safe workplaces for their employees," said ABC

President and CEO Kirk Pickerel. "These companies have used the STEP program to evaluate and build upon already stellar safety programs and become leaders in training and incident prevention. Indeed, these companies continue to strive for our most important goal, to send every construction industry employee home safe to their families, every day."

STEP was established in 1989 to assist ABC member contractors in evaluating and improving corporate safety practices and recognize outstanding safety training efforts. STEP awards are presented annually in four categories: Bronze, Silver, Gold & Platinum. Each year, more than 2000 contractors participate in the STEP program. 



## Impact player of the year... Randy Rather

Over the past several years, Randy Rather has learned the ins-and-outs of installing several of our products and services making him a valuable cross-train crew member. In addition to years of experience, Randy's positive attitude and willingness to work until the job is done made him the prime candidate for the 2010 Impact Player of the Year - Thank you Randy for all of your hard work!



## Kevin Kinzler... voted ICAA president elect

As the 2011 President Elect of the Insulating Contractors Association of America, Kevin Kinzler will take the position of ICAA president in January of 2012. ICAA is a non profit trade organization that represents 90% of the residential and commercial insulation contractors in America and strives to educate, inform and offer technical services to its members.

For more information.....[www.insulate.org](http://www.insulate.org)



## Icynene® introduces new products systems.

Icynene has introduced new two pound closed cell foams - MDC-200 and MDR-210. MDC is a chemically blown foam and MDR is a water blown foam.

## New USG Ultralight Drywall at our Ankeny location.


- 30% lighter
- cuts and scores great
- can be used on ceilings and walls
- easier to carry and install

# Aviva achieves gold LEED Status

West Des Moines, Iowa



Kinzler Construction Services was recently involved in the construction of Aviva's USA headquarters which received a Leadership in Energy and Environmental Design (LEED) Gold building certification. Kinzler Construction was instrumental in the overall energy efficiency of the building envelope by applying 3" of closed cell spray foam insulation on all nine stories of the exterior walls.

The closed cell spray foam not only provides maximum energy efficiency with its air sealing properties, but also provides superior indoor air quality by eliminating random air leakage which can contain allergens and pollutants. With the capability to control their indoor environment, Aviva's employees will be both healthier and more comfortable. 

## Kinzler Construction Services receives Gold Circle Award.



Kinzler Construction Services was presented with the 2010 Gold Circle Icynene Dealer award at February's Icynene Conference. This award is given to the 25 largest volume dealers in North America. Thank you and congratulations to our spray foam division for all of your hard work.



## Kinzler locations...

Corporate office - Ames, IA  
Des Moines / Ankeny, IA  
Waterloo / Cedar Falls, IA  
Rochester, MN  
FIND US ON FACEBOOK!



## Pricing Volatility.

Please pay close attention to job quote expiration dates. Our industry is experiencing increasing price volatility. Close communication with your Kinzler representative will help to ensure we protect your jobs.

## Reaching us.

We have recently updated our phone system to better serve our customers. You can now reach employees and departments directly.

## Affiliates.



## Mission Statement.

Kinzler Companies is committed to: Recognizing & promoting growth in our lives and our communities, one relationship and one project at a time, through teaching, innovation, philanthropy, & customer focused service.



Learn more @ [www.kinzlercompanies.com](http://www.kinzlercompanies.com)  
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