



Member spotlight on Quality Insulators, Inc.

Award-winning with customers and contractors alike

By Nancy Jean

The employees of Quality Insulators, Inc., 3142 S. Ridge Rd. in Green Bay, are starting 2010 on a professional high.

In late 2009, the company was recognized with one of the prestigious Build Wisconsin Awards given annually by the Associated General Contractors of Wisconsin. Named in the “Specialty Contractor-Exterior Finishes” category, they were honored Dec. 3 at the awards ceremony at the Kalahari Resort and Convention Center in the Wisconsin Dells for the heat recovery steam generator insulator stack project they did at the Fox Energy Center in Wrightstown.

“You can see it from the highway,” said Jim Zambrowicz, operations manager.

Their role in the project, like all their insulation work, was to aid in making the system as energy efficient as possible.

Quality Insulators, founded in 1982, is well-known as an industrial and commercial insulation contractor. Their work is done primarily in Wisconsin with an emphasis on Northeast Wisconsin to Wausau and as far south as Fond du Lac. Some work also takes them into other parts of the Midwest.

For Bill Monfre, president of Quality Insulators, the award is recognition they have achieved their mission statement: “To exceed the expectations of our customers through quality workmanship and unmatched service, while creating a safe work environment for our employees and our customers.”

Monfre purchased and became president of Quality Insulators, along with its sister company Asbestos Removal, Inc., in July 2008. It was a company he was proud to purchase and he’s just as proud of winning the Wisconsin Build Award the first time they applied.



The Quality Insulators, Inc., team includes (from left) Jim Zambrowicz, Quality Insulators operations manager, Bill Monfre, Quality Insulators president, Dan Heusinger, Quality Insulators foreman, Kurt Goranson, Allied Insulation Supply Company and Mark Jadin, Quality Insulators vice president.

Monfre spent 23 years as an engineer at a local paper manufacturer and was seeking a business opportunity of his own. “The easy thing would have been just to work there,” he said. “But I was interested in doing something different and something new.”

It was his wife, Karen, who learned of the business opportunity.

“It’s been a very seamless transition,” he said. Monfre’s broad smile is easy to read. “I love it. What I really enjoy most is the autonomy” as well as “the sense of pride in ownership,” he said.

Mark Jadin, vice president, has been with the company since 1996 and remains an owner. Jadin agreed to stay to transition the business until his retirement. “That was what sealed the deal for me,” added Monfre.

The business is successful because it is diversified, said Monfre, serving the power and paper industries as well as food processors, the marine and chemical industries and others. They

are also at work on government contracts for new U.S. Coast Guard vessels.

Quality Insulators specializes in insulations systems such as hot and cold piping, boiler and hot air duct systems, breaching insulation, process piping, steam turbine insulation, refrigeration and HVAC systems.

Revenues for Quality Insulators typically range between \$5 million and \$6 million annually. Its sister company Asbestos Removal, Inc., has handled abatement issues for customers since its founding in 1985.

The business has 52 employees. And Monfre emphasized that winning the Wisconsin Build Award “was a total team effort.”

“They were thrilled,” he said. “The foreman (Dan Heusinger) who ran the project was ecstatic.”

Here are some other thoughts from Quality Insulators:

– “Word of mouth” has been the best

advertising for Quality Insulators, said Zambrowicz, who has been with the company almost from the start. The company has “name recognition within the trades,” he said. Zambrowicz came to the company after graduating from the Northeast Wisconsin Technical College. Today, said Monfre, “He’s the face of the company.”

– There’s a new vitality at the 28-year-old company, said Zambrowicz. “It’s a great place to work.”

– Why is Quality Insulators so successful? For Zambrowicz, the answer is simple: “I guess we do the right thing – giving the customer what they want.”

Success boils down to customer service and building long-term relationships, Monfre and Zambrowicz agreed. “We don’t just chase every job that’s out there,” said Monfre.

– Because of the nature of its work Quality Insulators has been ahead of the curve when it comes to “green” endeavors. “A lot of what we do is save money by conserving energy,” said Monfre.

– Safety is the number one concern for Quality Insulators and Asbestos Removal. The company has an excellent safety record. Employees work at all heights and in all temperatures. “We make sure they’re safe,” he said.

– In the initial phases of ownership some costs were cut to make business more efficient, said Monfre. “But we’ve actually hired a half dozen people.” The business has its own apprenticeship program, and skill training for all employees in the field is continuous.

– As for 2010, Zambrowicz said they have “a healthy backlog” of projects. They also have a large opportunity in Utah.

– Quality Insulators is a long-time member of the Green Bay Area Chamber of Commerce. “We very much value our Chamber membership,” said Monfre, who also recently joined a CEO Roundtable.

For more information contact Quality Insulators at (920) 336-3595 visit qualityinsulators.com.

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Partners in Education hosts informational financial aid seminar

Money may be tight these days but there are still many options available to pay for your children's college education.

Partners in Education, a program of the Green Bay Area Chamber of Commerce, and Wells Fargo Bank will host a financial aid seminar on Tuesday, Feb. 2, 2010 at the Bemis Center at St. Norbert College. During the program you will learn:

- the basics of federal, state and institutional financial aid programs
- how to work with the financial aid office, complete the FASFA application and understand the Financial Aid Award Letter.

- how to meet important deadlines
- how to fill out the appropriate forms for grants, scholarships, federal work-study and student loans.

Financial aid officers from University of Wisconsin-Green Bay, Northeast Wisconsin Technical College and St. Norbert College will be on hand to answer your questions during the program's Q& A session. The program will begin at 6:30 p.m., followed by the Q&A session at 7:30 p.m.

To register, please call Partner in Education at (920) 437-8704.

Milano joins Chamber board of directors

Maria Milano, owner and president of Parallel 44 Vineyard and Winery, has joined the Chamber board of directors.

Since graduating from Marquette Law School in 1995, Milano and her husband, Steve Johnson, decided to turn their hobby for wine into something more. They began planting their vineyard in 2005 and have built Parallel 44 Vineyard & Winery into a destination for wine connoisseurs.

She's reached another milestone as a new member of the Chamber's board of

directors. Milano is excited to contribute her insights as both a business owner and an attorney. Some of the issues she plans to address while on the board include taxes and health care issues.



Milano

Currently, Milano is a member of the Green Bay Redevelopment Authority as well as a graduate of Leadership Green Bay. "I hope to be an active participant in the Chamber organization and add value to the issues that affect all business owners," she said.

Chamber Events

The Green Bay Area of Chamber of Commerce promotes business growth and retention, and strives to improve the quality of life for all area residents. Check out its latest events, designed to inform, assist and promote your business. To register for any Chamber events or to discuss Chamber membership call (920) 437-8704 or visit titletown.org.

Business & Breakfast

Thursday, Jan. 21, 2010, 7 a.m. to 8:30 a.m.

F.K. Bemis Center, St. Norbert College campus

To register, visit titletown.org or call (920) 437-8704

Cost: \$18 for members, \$35 for prospective members

Don't miss this presentation on Effectively Working a Room: 10 Ways to Turn Introductions into Leads, which has gotten rave reviews with other groups. Diane Roundy of Schenck Business Solutions will discuss networking basics and address how to meet key people, hold lively conversations with strangers and obtain leads.

Partners in Education Drug Alliance Prom Fashion Show

Sunday, Jan. 31, 2010, 2 p.m.

Radisson Hotel & Conference Center, Green Bay

For more information, contact Rebecca Deschane at (920) 593-3406.

This popular event hosted by the Partners in Education Drug Alliance offers a prom fashion show, featuring the latest prom fashions, as well a return of the Mr. Titledown Competition. This competition brings together winners from area high school Mr. Man contests to compete in a county-wide competition. The event also promotes alcohol-free post-prom activities.

Power Networking Breakfast

Tuesday, Feb. 2, 2010, 7:30 a.m. to 8:30 a.m.

Green Bay Area Chamber of Commerce, 300 N. Broadway, Ste. 3A, Green Bay

To register, visit titletown.org or call (920) 437-8704

Cost: Free to members, \$16 for prospective members

Introduce your company and products/services to up to 40 of your peers in this quick-paced networking opportunity. Sponsored by Peterson, Berk & Cross. Food provided by the Radisson.

Partners in Education Drug Alliance Great Paper Airplane Toss

Saturday, Feb. 6, 2010, 11 a.m. to 3 p.m.

Lambeau Field Atrium

Cost: First airplane toss is free; additional tosses are 25 cents each

Ready, set, fly! Lambeau Field is ready for takeoff with the Great Paper Airplane Toss, presented by the Partners in Education Drug Alliance. This family-oriented event gives families a fun and wholesome activity that includes a bit of competition - family versus family teams as well as competition categories by grades. Paper will be supplied and the airplanes in the competition must be folded during the event.

Read to Lead

Monday, Feb. 8, 2010, 5:30 p.m. to 7 p.m.

Jimmy Seas, 1330 Marine St., Green Bay

Registration is required; email Brian Johnson at bjohnson@titletown.org or call (920) 593-3408.

Cost: Free

This month, we're reading *World Wide Rave: Creating Triggers that Get Millions of People to Spread Your Ideas and Share Your Stories* by David Meerman Scott. Discussion leader is Jeff Mirkes, executive director, Downtown Green Bay, Inc. & Olde Main St. Inc.

If you're interested in becoming a member of the Green Bay Area Chamber of Commerce, call sales today at (920) 437-8704. For questions about this and other editorial found on these pages, call Lori Kaye Lodes, marketing communications manager and editor at (920) 593-3423 or e-mail llodes@titletown.org.