



**NEWS RELEASE**

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## Ray Blackwater is America's Best Insulation Installer

*Colorado-Based Installer Takes First Place in National Insulation Installation Competition  
Presented by Johns Manville and Insulate America*

**DENVER, Oct. 6, 2008** – Insulation installer Ray Blackwater of Durango, Colo.-based San Juan Insulation & Drywall, Inc., was named the “Best Insulation Installer in America” at the 2008 America’s Best Installer national finals held September 27, 2008 at the Exdo Events Center in Denver. An annual competition now in its sixth year, Best Installer featured the country’s top five insulation professionals vying for the top spot as they drew attention to the energy-saving benefits of quality insulation installation.

As winner of the 2008 title, Blackwater was awarded a cash prize and an automatic invite to next year’s competition to defend his title.

“Winning this competition is a huge honor and I’m grateful for the recognition,” said Blackwater. “I had a great time at the final competition in Denver and enjoyed learning from other competitors. It’s rare for professionals in our industry to receive recognition for our hard work, so it’s especially rewarding to be recognized on a national stage.”

“Insulate America is thrilled to recognize these installers at the top of their game,” said Jared Ingwalson, vice president of Insulate America. “We’re proud to partner with Johns Manville for the Best Installer competition, and it has been incredible to watch the competition grow over the past six years. This year was the best event yet, and we’re already looking forward to the 2009 competition.”

At the finals each of the five competitors took a turn installing insulation products in a wooden mock home structure complete with construction obstacles, including an arched window, electric outlets, pipes and a vaulted ceiling. Contestants were judged using several criteria including quality of workmanship and installation, adherence to safety rules and speed/productivity. New for the 2008 finals, competitors were also judged by the amount of scrap they created as a way of further simulating a real job site.

The Best Installer competition was created in 2003 by Denver-based building products manufacturer Johns Manville and Insulate America to highlight the importance of a quality insulation installation. And with October being Energy Awareness Month and the price of natural gas and home heating oil significantly higher than last year, the competition serves as a timely reminder of the role properly-installed insulation plays in home energy efficiency.

“Every year the competitors get better and better, and it’s extremely exciting to see these professionals compete,” said Dud Colton, manager of strategic partnerships for Johns Manville. “This competition is a great opportunity to showcase industry best practices and to earn well-deserved recognition for the value these installers add to every installation project. This competition raises the bar for the entire industry, which improves the quality of installations overall for homeowners.”

**About Johns Manville**

Johns Manville, a Berkshire Hathaway company (NYSE: BRK.A, BRK.B), is a leading manufacturer and marketer of premium-quality building and specialty products. In business since 1858, the Denver-based company has annual sales in excess of \$2 billion and holds leadership positions in all of the key markets that it serves. Johns Manville employs approximately 7,800 people and operates 41 manufacturing facilities in North America, Europe and China. Additional information can be found at [www.jmhomeowner.com](http://www.jmhomeowner.com).

**About Insulate America**

Insulate America is a national cooperative group of locally-owned, independent insulation contractors specializing in quality insulation installation and other services for residential and commercial construction. The North Carolina-based organization is the largest independent insulation contracting organization in the United States with more than 250 locations in 46 states. Insulate America gives contractors the buying power to offer competitive pricing on all insulation products.

For more information, or to locate and Insulate America contractor, visit [www.insulateamerica.com](http://www.insulateamerica.com).

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