



Laura Dover

Presidents Column

I am honored to represent you this year as President of SEICA, and I am looking forward to an enjoyable and productive year ahead. Many of you know me, but as an introduction: I am the owner of Dover Insulation, a mechanical insulation contractor in the beautiful foothills of North Carolina. My family has been in this business since 1915, when my grandfather learned the trade at a local paper mill. My father worked alongside my grandfather, eventually starting his own business in 1965. Though I had worked and spent time at Dover Insulation throughout my childhood, I found myself rather unexpectedly in charge of the business when my father, William Dover, became ill in 2002 and subsequently died in 2004. As a former editor, taking on this responsibility has been a daunting, challenging, but rewarding adventure, to say the least.

It was so nice to see many of you in Williamsburg at our Fall Meeting. I have found SEICA meetings to be a terrific resource for exchanging ideas and improving our industry—and a lot of fun as well. I enjoyed and learned from the presentations given by Richard Lee of Old Dominion Fireproofing, who offered many words of wisdom that I intend to use in my own business.

One of Richard's comments in particular made me think. He said that, when making decisions about how to manage change within your company, you should ask yourself "What would the founder do?" I constantly ask myself how my Dad would handle any given situation. Nearly 10 years after his death, he is still the little voice in my head, and for that I am very thankful. I appreciated Richard's reminder not to stray too far from my Dad's example when making choices for my business. And I would encourage you all to look within your organization to those whose instincts and decision-making have built your company—and our industry.

Sincerely,

Laura

SEICA President

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