



Industry News from our Lifting Expert

Having worked and grown with the utility industry for decades, we enjoyed the opportunity to interact in person with our industry colleagues at the recent Utility Expo in Louisville, Kentucky. With 16,500 attendees and nearly 900 exhibitors at this year's expo, we are glad that our paths crossed with many of you at the IIA booth.

The utility industry is just one of many industries that we serve. Our Lifting Services group provides state-of-the-art mobile pump testing to meet required NFPA tests to fire stations as well as aerial and lift device inspections and certifications to a variety of companies, public and private utilities, and municipalities across the US and Canada. IIA is one of the only companies in the U.S. that offers on-site live line testing for the utility industry.

In this newsletter, you'll learn more about our capabilities, including:

- [Six questions](#) to help determine your next lift plan
- What to look for from your next [annual crane inspection](#), and
- Why many customers use [IIA every time](#)

We are proud to be the provider of choice for leading companies in virtually every industry. We're here for you, too.

Sincerely,

A handwritten signature in black ink that reads "Dan York".

Director of Sales, IIA

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Join Us - Trade Shows

We're excited to get back to meeting safely face-to-face. You can find us at the upcoming shows.

January 5-8

[CES](#)

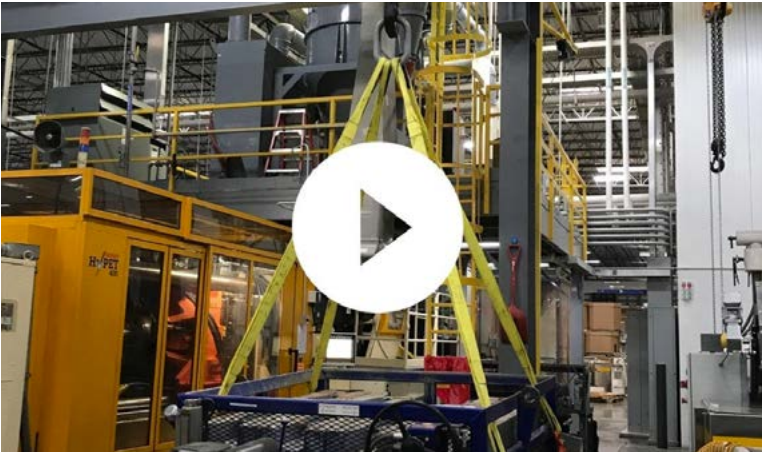
Las Vegas, NV

January 10-12

[MUG](#)

Booth #313
Orlando, FL

Three Reasons to Hire a Full-Service Crane Company



Your overhead cranes must be inspected every year to remain in compliance. Sure, an inspection-only company can get the job done. But we believe a full-service crane company like IIA is the smart choice.

[Here are three reasons why.](#)

Equipment Certifications? Leave Them to a Leader



When you're busy keeping customers happy, it's easy to lose sight of the forest for the trees. When a busy tree service company discovered that its equipment certification due dates were fast approaching, they found an ally in IIA.

Within 24 hours, our inspection team was on site to lend a hand. We were able to [certify all of the company's bucket truck equipment](#) within a 12-hour period — on a Sunday, no less! Our client was able to avoid downtime and trucks were ready to roll on Monday morning.

Across industries, IIA is familiar with all of the codes and certifications that keep your business in compliance. We can track and complete all compliance-related inspections, so you can focus on what you do best. As this satisfied tree service learned, when turnaround time is important, turn to the experts at IIA.

Serving Those Who Serve Us



In their critical mission to save lives and protect property, fire departments rely on aerial devices every day. Over time, metal components on ladders and other aerial devices can weaken, increasing the risk of failure. Routine testing is critical to ensure aerial devices are safe and sound for first responders to use. From elevated platforms to sectional ladders and booms, IIA is the industry leader in [aerial device testing](#), as well as [top-to-bottom fire truck inspections](#).

With our state-of-the-art mobile pump testing units, we can complete required NFPA tests at your location — which means minimal downtime for this critical equipment.

Our proprietary equipment uses only clean and cool water for testing, which is safer for your pumps and better for the environment. Our team has a complete understanding of NFPA testing requirements. Our trained, EVT-certified pump technicians have years of experience in real fire situations and can quickly pinpoint problems with your apparatus and assure safe fire ground operations. Learn more about IIA's Fire Pump Testing Services and why your safety is our concern.

When do you need a critical lift plan



It's one of the most frequent questions asked of our lifting engineers. Lift plans are used as a precautionary means of protecting your load, your people, and your surrounding property. Based on our experience with critical lift planning and applicable standards, we've put together a list of [six questions to help you determine if you need a lift plan](#).

If your lift is a critical one, you may need additional resources to complete the job safely. From extra lift equipment and lift operators to engineering expertise, [learn how IIA can help plan your lift](#).

Let's Connect

We want to hear from you! Let us know about your testing, inspection and certification needs. Whether you have a quick technical question or need urgent on-site assistance, we're here for you. Call us at **(623) 235-8188** or complete our [online form](#) and we'll get back to you within 24 hours.

Be sure to follow us on [LinkedIn](#) to learn about the latest tools and techniques we're using to solve our clients' problems and make the world safer.

If you found something helpful in this newsletter, feel free to share it with a colleague or customer.