



As a growth-driven company, we were excited to be able to bring IIA's premier fire hose services to new states and regions in 2023. Beyond geographic growth, IIA is always looking for ways to offer new and improved services that make life easier for our customers.

For example, IIA's lift and laboratory teams recently collaborated to bring a convenient new on-site testing service to one client (and many more to come). That's just one example of how a full-service provider can offer more creative, cost-effective solutions that benefit your bottom line.

Read on to learn about:

- IIA's new, on-site torque wrench calibration services that save customers time and money
- Common issues with cranes, and how routine inspections by a certified professional can help you avoid downtime, costly future repairs, and accidents
- How IIA helps airlines prepare for lift-off
- Why safety starts at the top at IIA
- You'll also meet Brian Molcany, IIA's Sales Professional of the Year
- And discover a fun fact about the history of our Diversified Inspections/Independent Testing Laboratories subsidiary!

Whatever your goals for 2023, IIA can help you achieve them. Please call (623) 235-8188 or visit [Industrial-IA.com](https://www.industrial-ia.com) to learn how we can help make your world safer.

Sincerely,

Sam Yank

Director of Sales, IIA

Torque Wrench Calibration: A New Twist for IIA's Mobile Testing Service



We know a good idea when we hear one. When one of our largest customers lobbied for a convenient new service, we listened — and within weeks, found a way to make it happen.

This live line tool testing customer, a major Midwestern utility, asked if IIA could also provide on-site calibration of torque wrenches. This would allow the company to avoid the expense and delay of shipping its torque wrenches to a testing lab for calibration. [Read how IIA made it happen](#) — and how you can take advantage of this convenient new service.

A Safety Commitment You Can Count On



At IIA, we are on a mission to make the world a safer place, and that starts with our own team. Our safety mission is to have zero work-related injuries and illnesses and to protect people and the environment with full integrity. At IIA, safety starts at the top. Our executive leadership team is heavily involved in the safety program and actively participates in safety meetings and job site visits. We are fully committed to providing a safe and healthy work environment for our employees, our customers, visitors, contractors, and our communities.

35 Years of Serving Those Who Serve Others



35 YEAR ANNIVERSARY

Fire Equipment Testing Division

Congratulations to our Fire Services group! 2023 marks 35 years of providing premier testing services that help keep firefighters safe.

Back in 1988, IIA's Fire Services division, known at the time as Fail Safe Testing, was created by a team of firefighters to serve firefighters. Those founders knew firsthand the importance of tool maintenance and safety — and that any minor error in the field can put lives in danger. Their vision and uncompromising commitment to quality remains as strong today as it was in 1988.

IIA Fire Services is proud to be the predominant provider of hydrostatic fire hose pressure testing, ground ladder testing, fire pump testing, aerial ladder testing, and nozzle and appliance testing for independent fire houses, municipal fire departments, fire districts, and corporate fire departments in the United States. Learn more about our [Fire Equipment Testing Services](#) and why we've been a testing leader for 35 years and counting.

Tips to Avoid Crane Failure

Many issues come into play with crane care and operation, and one often feeds into another. For example, a crane that is out of alignment will cause excessive wear on the wheels, which in turn creates issues with wheel bearings. Routine crane inspections will help ensure the safety of personnel and prolong the life of your equipment. [Read about some of the most common problems](#) that can arise with your fleet of overhead cranes, and how IIA can help you get a handle on defects and degradation.

Let's Connect

We want to hear from you! Let us know about your latest inspection challenges and how we can help. Call us at **(623) 235-8188** or complete our [online form](#) and we'll get back to you within 24 hours.



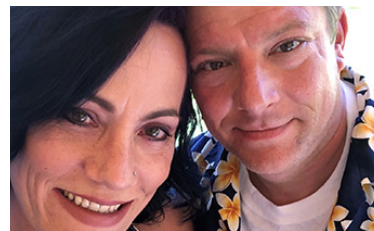
Airlines Prepare for Lift-Off with IIA



As a leader in non-destructive testing, IIA helps aerospace companies ensure the safety of parts, components, and equipment before they ever leave the ground. Many leading airlines partner with us to perform annual inspections for de-icers and other GSE, overhead cranes, emergency response vehicles, and other aerial and lift devices.

We provide NADCAP-accredited, ISO-compliant non-destructive testing in the field and in the lab. Our Sunnyvale and St. Louis labs are also certified FAA Repair Stations. Read more about our comprehensive services for aerospace companies.

Meet Brian Molcany: IIA Sales Professional of the Year



His career in sales began years ago, on the phones, in the telemarketing industry. Today, after two decades with IIA, Brian Molcany still spends most of his time connecting with

current and prospective IIA customers across the U.S. and organizing inspection renewals.

Using his life-long sales experience, Brian helped to build our sales department from the ground up. His recipe for success in sales (and in life) is simple: "listen more than you talk." When you [get to know Brian](#), like we have, you'll know why he's our Sales Professional of the Year.

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.

(816) 812-2205

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