



When it comes to our customers, we like to maximize convenience and minimize disruptions and downtime. That's why IIA is one of the few companies to [invest in mobile live-line tool testing labs](#). And it's why [our team recently worked around the clock](#) to complete one customer's required testing.

Along with those stories, in this newsletter you'll learn:

- Why it's important to consider TRIR (Total Recordable Incident Rate) when looking to hire an inspection, certification, or analysis company
- Why it pays to [partner with a full-service provider](#) like IIA
- How IIA supports the power generation industry — from wind turbines to nuclear power plants
- You'll also [meet Andrew McKinney](#), who brings a wealth of welding and CWI field experience to his role as Midwest Sales Manager.

Whatever your industry or need, your safety and success are our priorities. Call or email me today to learn how our [Lift Services team](#) can be of service.

Sincerely,

Sam Yank

Director of Sales, IIA



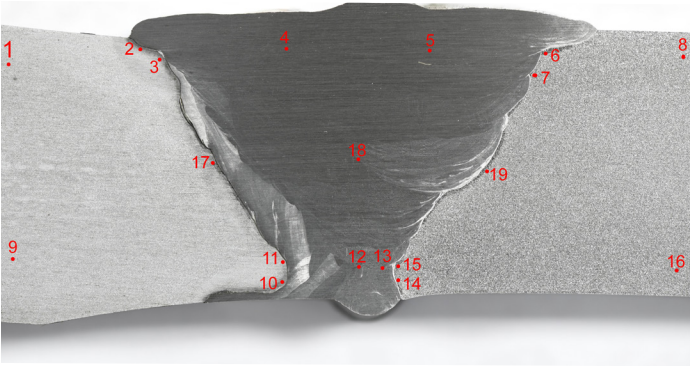
Lift Services Team Rallies to Keep Customer in Compliance

It was 6 p.m. on a Friday. As most people wrapped up their work week, Robert Roedell, IIA's Midwest Operations Manager of Lifting Services, learned that severe rain during the week had delayed scheduled inspections for a valued IIA customer. Unless required inspections were completed by the following day, the customer — a major Midwestern utility — could face compliance issues. [Read how](#) the IIA team rallied to keep this customer in compliance.



What is TRIR & Why is it Important?

Total Recordable Incident Rate (TRIR) — the number of injuries per hours worked — is an excellent indicator of a company's safety culture. IIA's low TRIR of .70 in 2022 reflects our high standard of workplace and job site safety. Our highly trained teams understand the potential risks around every corner, and know how to safely navigate job sites, avoid hazards, and keep everyone safe. [Read why](#) you should consider TRIR when evaluating inspection companies.



Our Services May Surprise You ...

Did you know that IIA has field inspection offices and state-of-the-art testing labs across North America? When you partner with IIA, you tap into a vast network of resources and expertise. IIA subsidiaries work together to bring creative solutions and story-worthy service to new people and places. [Read how](#) our Lift Services team collaborated with our St. Louis lab to deliver a convenient, on-site service to a valued utility customer.

IIA: Your Renewable Resource for Lift Services

As interest and demand for renewable energy continues to grow, IIA is proud to offer lift equipment inspections to support the safety and performance of hydroelectric plants and wind farms, as well as coal- and nuclear-powered facilities. Along with expert field inspections, we offer a full range of laboratory services. [Learn more](#) about our services for the power generation industry.



Live-Line Tools: Tested, Cleaned, Waxed, and Certified at Your Site (While You Sleep)

IIA's mobile live-line tool testing labs are a welcome sight for electric utilities, contractors and municipalities who would otherwise face the cumbersome task of labeling, packing, shipping and waiting for live line equipment to be tested, certified and returned. (Not to mention the unpacking after testing is complete!)

Our mobile labs save you time and trouble by bringing our testing, cleaning, waxing and certification services directly to your site. We will even perform testing after hours to keep disruptions to a minimum. Read more about IIA's [mobile labs](#) and our trouble-free, [on-site live line tools & rubber goods testing](#).

We're Closer Than You Think

We have established a vast network of trusted live line technicians to better serve customers across North America. With crews strategically located throughout the United States and Canada, we can bring our mobile live line testing lab to your site with minimal travel time.



Former Welder Sparks Sales at IIA

Having spent more than a decade working in the field as a welder and a Certified Welding Inspector (CWI), Andrew McKinney knows a good weld when he sees one. He also knows a good opportunity when he sees one, which is why he joined IIA as Midwest Regional Sales Manager in spring 2022.

“Being able to see everything we do at IIA has been a big eye opener for me,” he says. “There is a lot of really cool stuff happening here at IIA – you can feel the momentum.”

[Get to know Andrew!](#)



Congratulations to our Fire Equipment Testing Division for 35 Years of Safety and Service!

What Our Customers Are Saying

“I want to express my appreciation for the crew that came to our department to test our hose, ladders and nozzles. They arrived as scheduled and got right to work. They were extremely polite and respectful, and were patient with my inexperience of what to expect. We are a small department and the task of testing hose would be overwhelming if not for your services. Thank You!”

Chief Emil Braley, Limington Fire/EMS

CHECK OUT OUR PREMIER SERVICES FOR FIREFIGHTERS



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.

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.



623-235-8188

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