

TRIBOLOGIK®

IS NOW



INDUSTRIAL®
INSPECTION & ANALYSIS



**EXPERT LUBRICANT ANALYSIS.
DELIVERED BY YOUR EQUIPMENT'S BEST FRIEND**

TRIBOLOGIK®

IS NOW



Tribologik is now IIA Tribologik.

Combined, we provide expert lubricant analysis to monitor equipment health in addition to comprehensive lab services, turnkey inspection services, and lift, crane and fire equipment inspection services. Our lubricant analysis tests include oil, grease, fuel, varnish, coolant, and chip testing.

TABLE OF CONTENTS

- 3 / About IIA Tribologik
- 7 / Why Oil Analysis
- 8 / Types of Equipment and Industries
- 9 / White Label Programs
- 10 / Green Initiative
- 11 / Services

How Industrial Inspection & Analysis / Tribologik can Become Your Equipment's Best Friend

At its core, Industrial Inspection & Analysis / Tribologik (IIA Tribologik) uses an incredibly powerful artificial intelligence software that continually learns. Developed with the input of clients, OEM experts and maintenance personnel frustrated with a lack of depth and interpretation of reports in their fluid analysis, we harness the knowledge of these experts by collecting a vast array of detailed information on lubricant and equipment types.

This includes:

- Manufacturers
- Models
- Specific components
- How machines and lubricants perform under different conditions
- Operating pressure
- Manufacturers' tolerances
- Recommendations for optimal operation
- Specific lubricants
- Suppliers
- OEM guidelines



In creating the Tribologik intelligence system, we laid the foundation for what would be continually evolving software, learning from every bit of information it received, and creating rules for any unique information given. From equipment manuals to first hand descriptions of symptoms, no detail is too small to include in our enormous knowledge base.

After years of continuous and ongoing development, and collecting information learned from hundreds of thousands of laboratory tests our fluid testing and analysis is the most detailed and accurate, as it's always learning. And that's why we are your equipment's best friend.





Monitoring equipment health

We provide expert lubricant analysis to monitor equipment health through tests, including oil, grease, fuel, varnish, coolant, and chip testing.

WE FOCUS ON PROACTIVE MAINTENANCE TO SAVE YOU MONEY.

Beyond preventative, we will help you be proactive with the maintenance that your equipment will need through regular scheduled sampling, testing and analysis. We save you money by helping you keep your mobile or stationary machinery running optimally, extending the life of your equipment and helping you prevent unexpected and expensive down time.

OUR EXPERT SYSTEM MAKES US DIFFERENT.

Our software learns by asking questions, dynamically absorbing information and experience over time. It is an artificial intelligence software, using reasoning, knowledge, learning and perception to provide an immense database of conditions and parameters. With IIA Tribologik's commitment to research and development, thousands of performance rules have been assembled and new information is continually being added from maintenance manuals, manufacturers and technical data.

OUR PEOPLE BRING THE REAL VALUE.

Our dynamic fluid testing and analysis system harnesses the vast knowledge and experience of managers, engineers, chemists, and technicians who work with lubricants and machinery every day. Our Tribologik system asks questions and considers your reported symptoms, it learns from a client's personal experience, aggregating this expert wisdom into our knowledge database giving us a deeper understanding of the variety of conditions that occur, and providing a more accurate analysis to our clients.





OUR EXPERTS PERSONALLY VERIFY EACH AND EVERY REPORT.

The depth and detail of analysis of our reporting is unparalleled in the fluid testing industry. For one, no matter which one of our laboratories is handling the testing, you'll benefit from consistent Global reporting – which means that our reports, recommendations and logic will be consistent no matter which lab handles the test – an important factor when looking at the trends of a particular machine over an extended period of time, allowing you to schedule regular maintenance. And, although we know our testing and analysis system is the best, there is no replacement for human experience to ensure your test results are valid.

That's why one of our highly experienced team members reviews and verifies each report prior to release to look for unusual results and add knowledge to the system. If we find an anomaly, our team will dig deeper to discover the cause and advise you. Plus, having developed new, friendlier reports, you'll be able to quickly see what course of action needs to be taken with your equipment – and why. With our system and our expert staff, you can rely on us to deliver reliable, accurate, actionable results.

HANDS ON SALES SUPPORT

Our sales team adds a personal element to all clients, working with you closely to ensure that you understand every aspect of the Tribologik system. To start you off, your sales representative will help design a custom testing program that best suits the needs of your equipment. From there, they'll continue to help you modify and tweak to ensure optimal analysis.

THE POWER TO CONTROL YOUR UNIQUE PROGRAM IS IN YOUR HANDS.

Our online portal gives you control over every aspect of your fluid testing and analysis program. Add equipment information, designate who receives the report at each plant and the language of communication, access and download your current and historical reports, and use the tools and resources created just for you such as clicking to instantly find out when you last sampled a particular machine. We are always adding new client control features and functionality, with an eye towards giving you an innovative, technologically advanced system to trust. Built around your needs, including access in English, Spanish and French, our client portal is the most robust on the market.



AS AN ISO 17025:
2017 CERTIFIED
LABORATORY, WE
ARE COMMITTED
TO MAINTAINING
EXCELLENT QUALITY
CONTROL.



Because the quality of your equipment comes down to our quality control

Our commitment to quality goes further than simple laboratory instrument calibration and is well above industry standard. We also use standard quality testing and duplicate quality testing to maintain excellence and reliability. In addition, concise record keeping and traceable quality control actions are available in weekly quality performance graphs.

One of the ways we maintain the integrity of our testing between calibrations is through standard quality, or sq, testing. With this method of quality control, a standard is conducted and, based on statistical analysis from research and development, the Tribologik system directs the laboratory at pre-determined intervals to run another standard. The two standards are compared, and if the repeat standard deviates beyond statistical norms, the laboratory instrument is recalibrated, and the entire batch of tests conducted in the interval between standards is redone.

With our duplicate quality, or DQ, control process, the Tribologik system uses statistical analysis to generate orders throughout the day to repeat random client tests. If the duplicate test results deviate from the original test, the instrument is reset and the entire batch of tests between those intervals is repeated.

As an ISO 9001:2000 certified business, we are committed to maintaining excellent quality control, concise record keeping and traceability in our operations. In addition to instrument calibration, standards quality and duplicate quality, we maintain meticulous records of our daily control tests. Weekly graphs illustrating the quality performance of the tests are available upon request.

Finally, our quality control process demands that each and every client report is verified prior to release by a qualified laboratory technician. Why? Because while our expert system draws on a huge database of experience and knowledge, and our laboratory instruments are maintained to very high standards, sometimes it takes a human eye to spot something out of the ordinary.

“

The lubricant and fuel analysis capability that Tribologik conducts goes beyond simply providing our lift vehicle fleet customers with money saving reduced maintenance costs. We can now service our facility customers with rapid analysis of their rotating equipment fluids too. - Chris Niebuhr

Poised for major growth

Now with 40 years of accumulated knowledge stored in its artificial intelligence database, we are ready for the world.

With the addition of Tribologik to Industrial Inspection & Analysis, we're expanding our ten labs to twelve with additional labs in Montreal, Canada and the Greater Chicago area..

And, the addition of our fluid analysis expertise to Industrial Inspection & Analysis's expert services on lift, crane, and fire equipment provides a more complete service package to our customers. Not only will we inspect your equipment to make sure it's in safe, reliable working order, we can now test the fluids they rely on.

Why test your lubricants?

There are different reasons why you may want to start testing the lubricants that run through your equipment. For starters, doing so will help you understand what's happening with your equipment right now. As a result, you'll be able to manage your machine for the future and ensure that your lubricants are in good working order. Over time, this will help you gauge how and when your lubricants are deteriorating and take the appropriate action to keep your equipment healthy.

Running a fluid testing and analysis program will help you:

- Extend the life of your equipment
- Avoid unscheduled down time
- Save you money

And when it comes right down to it, why wouldn't you want to do these things? To learn more about starting your lubricant analysis program with us ask us how we can be of service.



TESTING LUBRICANTS WILL PROVIDE YOU WITH REAL INSIGHT INTO YOUR EQUIPMENT'S HEALTH, ALLOWING YOU TO BE PROACTIVE WITH YOUR MAINTENANCE PROGRAM.





Can we be your equipment's best friend?

Yes, it's likely we can be. In fact, through our work with OEM's, plant managers, and other contributing factors, we have developed numerous different test packages with over 75 supplemental tests for specific equipment, each based on your range of budget and goals. We're open to working with any industry, and now more than ever, you can rest assured that we have the depth of experience and knowledge of your environment, particularly in the following industries:

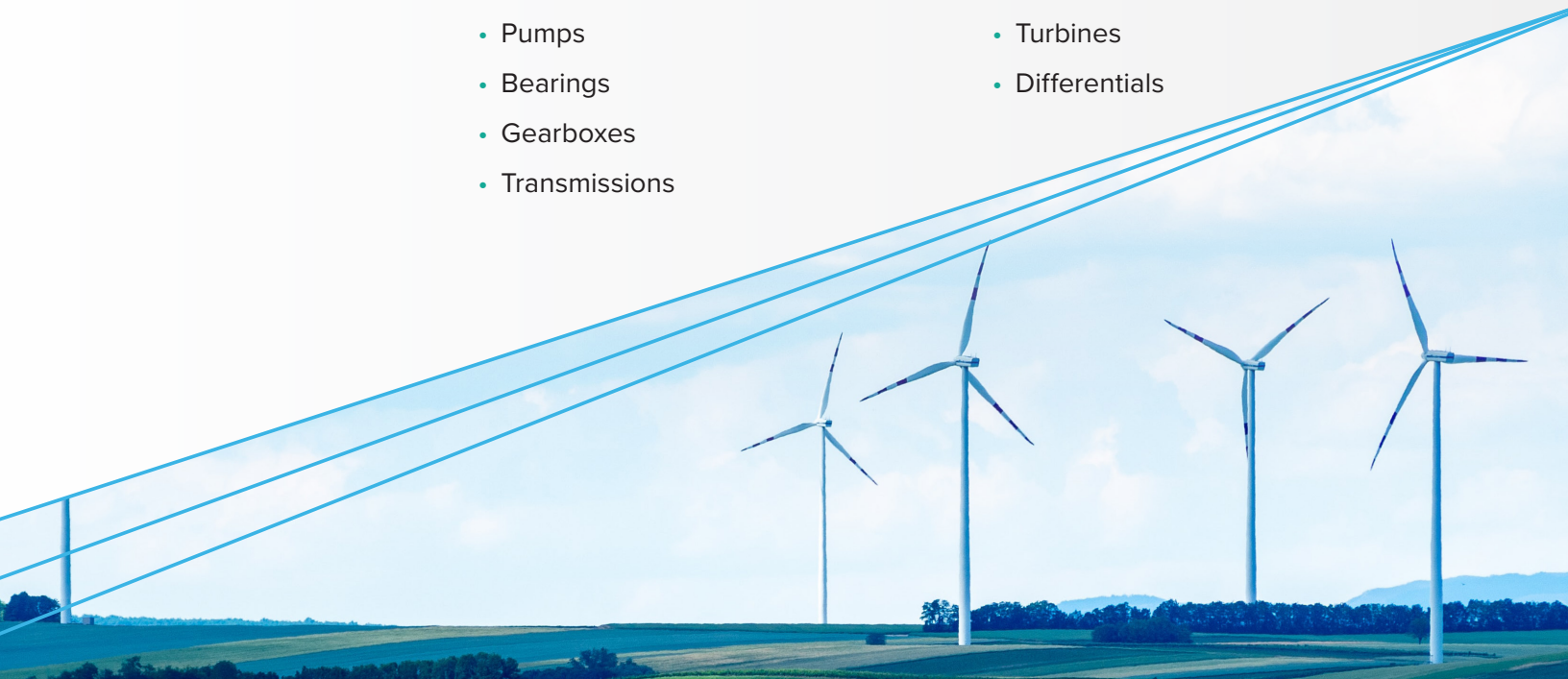
- Aviation
- Marine
- Power Generation
- Heavy Equipment
- Mining
- Pulp & Paper
- HVAC
- Oil & Gas
- Transportation
- Manufacturing/Industrial

In addition, the Tribologik expert system can be applied to many different types of equipment to save you time and money as you embark on a proactive maintenance program. So if you're running the following types of equipment, ask us how we can specifically help your business run more efficiently.

- Aeronautics
- Engines
- Pumps
- Bearings
- Gearboxes
- Transmissions
- Compressors
- Hydraulics
- Turbines
- Differentials



REST ASSURED THAT WE HAVE THE DEPTH OF EXPERIENCE AND KNOWLEDGE OF YOUR ENVIRONMENT.



All the benefits of the Tribologik system. And the recognition of your brand.

Want to offer the power of the Tribologik expert system as part of your own services? Now you can, with our private label fluid testing and analysis program.



Offer your customers the very best in fluid testing and analysis as part of their overall equipment maintenance program, while extending the reach of your brand, providing a value added service and increasing your revenues.

The Tribologik private label program is perfect for businesses that serve industries like:

- Original equipment manufacturers (OEM)
- Oil, lubricant and fuel suppliers
- Equipment maintenance services
- Parts suppliers

Provided together with your main offerings, the Tribologik private label fluid testing and analysis service creates new business opportunities for your company and increases your revenue without risk. Our private label program is a long-term service that brings repeat business throughout the year, and is perfect for companies of all sizes looking to increase their presence in the market.



OUR PRIVATE LABEL FLUID TESTING AND ANALYSIS SERVICE CREATES NEW BUSINESS OPPORTUNITIES FOR YOUR COMPANY AND INCREASES YOUR REVENUE WITHOUT RISK.



HERE ARE SOME REASONS TO CONSIDER TEAMING UP WITH US:

Fluid Testing and Analysis is a Vital Component of Product Warranty

Smart service providers offer oil, grease, varnish, fuel or coolant testing and analysis as part of a machine's overall service plan, capturing more of the business associated with that unit.

Full Marketing Support

With our easy set up, in a few simple steps you will have fully branded support for labels, reports and marketing materials. Our private label program includes a comprehensive, information-packed, and professionally designed web site that integrates seamlessly with your business identity.

Easy to Manage

Our program includes powerful client side tools. The branded client portal is where your customers can view and manage their testing program, while private label service providers can view all of their clients' activities with one login.

A Dedicated Sales Team

Working with our expert sales team, we'll help get your own sales team up to speed on the ins and outs of lubricant analysis and IIA Tribologik's system. Every step of the way, our experts will guide yours, making sure that you can hit the ground running with a successful program and keep giving you support as you build your own business relationships.

Sampling Supplies

We offer a wide array of sampling supplies to help your clients draw lubricants from their machines. Turn to us to explain sampling procedures and to the supplies we offer to get the testing process started.



JUST BY STARTING A FLUID MAINTENANCE PROGRAM, OUR CLIENTS ARE ALREADY CONTRIBUTING TO A GREENER PLANET.



Making lubricants greener

We are committed to doing our best to reducing the impact of our business on the Earth. That's why our Green Initiative combines with IIA's mission for environmental, social and governance (ESG) performance.

We are committed to operating in an environmentally and socially responsible manner and to helping our customers do so as well. We are proud to support our clients' clean energy projects and initiatives. And across every industry we serve, we offer inspection and engineering services that promote safety, efficiency and compliance with all applicable regulations. At each step in our business practices and throughout our supply chain we are finding ways to implement the philosophy of reduce, reuse and recycle in everything that we do.

Starting with the nature of our core business, we help large industrial organizations to reduce their consumption of oil and other fluids by giving them the information necessary to keep equipment running optimally. Healthy machines have fewer emissions, require fewer oil changes, consume less fluid and have longer life spans. Just by starting a fluid maintenance program, our clients are already contributing to a greener planet.

However, in order to provide this service to our customers, we must test used oil, and lots of it. Environmentally, used oil is a pollution threat if it makes its way into storm drains or trash cans where it leeches into groundwater and contaminates the soil. However, used oil can be cleaned of its impurities and used again and again. Recycling oil reduces the burden on our natural resources and keeps it out of the soil and water supply.

We ensure proper handling of used oil samples at our laboratories to minimize risk of pollution. All used lubricants, containers and filters are collected and recycled by a government approved company specializing in the recovery and reclamation of used oils. In addition, the clean bottles sent to clients for oil sample collection are made from recycled plastic.

Beyond oil, we strive to make good-for-the-Earth decisions about how we do business every day. That's why our reporting system is paperless, allowing clients to view reports as PDF files or online. Wherever possible we will choose electronic data delivery over paper, including choosing email over faxes or postal mail for company communications.

When paper is necessary we make the wisest choice available, including recycled. Even our business cards are printed on carbon neutral paper, produced by e-certified renewable wind energy.

We offset our carbon footprint by planting trees. It's just one more action in our Green Initiative to help make the planet a healthier place.



Industrial Inspection & Analysis (IIA) provides an expanded array of industrial services across several industries. We offer nationwide field inspection services and support the operation, maintenance, compliance, and repair for your systems to ensure safe, smooth, and reliable facility operations.



LAB SERVICES

As one of the largest dedicated quality service providers in the Nation, IIA is the only lab source you need for Dimensional Inspection, Calibration, Certification, Testing, Failure and Engineering Analysis. We have strategically placed specialized equipment to support our customers throughout North America.



INDUSTRIAL INSPECTIONS

IIA's expert technicians are available 24/7 to support your planned or unplanned inspection needs while keeping safety, compliance, and quality as our top priority. Our multi-disciplined technicians are the go-to experts in providing examinations across the NDE spectrum. IIA offers both traditional and advanced NDE methods that you may not be familiar with. Some of these advanced methods include, but are not limited to, automated ultrasonics, laser profilometry, pulsed eddy current, guided wave and much more.

IIA has developed several proprietary NDE techniques and inspection methods to better assist our clients. Understanding the client's needs is paramount to IIA, and we pride ourselves on partnering with our clients to utilize the most efficient and effective methods for examinations and reporting.



TURNKEY SOLUTIONS

IIA's Inspection Services are backed by turnkey solutions to your inspection and engineering challenges by providing design and integrity assessment services for structural, civil, mechanical, and reverse engineering, and also lift planning engineering. This makes problem-solving more accurate, timely, and cost effective with quicker on-site solutions.

We are also the only source you need for all your Lab and Engineering Services projects. We provide full-service crane care, lift inspections, maintenance, modifications, and repairs, and we also provide top-to-bottom inspections for fire trucks, including detailed fleet safety reports in our custom Fleet Industrial Inspection Tracker (FIIT)[™] software.



LIFTING SERVICES

We offer comprehensive Crane and Lift services for companies, municipalities, and all organizations that need annual inspections, maintenance, modifications, and repairs for lift and crane equipment, including top-to-bottom inspections of fire trucks. We also track fleet services and provide a detailed analysis of your fleet's safety in our custom FIIT[™] software.



FIRE EQUIPMENT SERVICES

We have over 45 years of experience performing inspections and non-destructive testing services. IIA's Fire Equipment Services provides fire hose, fire pump and nozzle/appliance testing services 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 US that offers onsite, live line testing for the utility industry.





514-383-6330
 312-800-2888
industrial-ia.com
tribologik.com



Industrial Inspection & Analysis

USA Lab

1212 172nd Street Hammond, IN, 46324

Canadian Lab

6980 Cote De Liesse Montreal, Quebec
 H4T 1Y5