



## Director's Message



Having been in the infrared inspection business since 1984, I sometimes have a different perspective than others. The fear that lower priced imagers will harm the market for infrared inspection services has been around

for a long time. This same concern has been voiced by thermographers each and every time that imager prices have reached

## Upcoming Courses

### [Level I Certified Infrared](#)

#### [Thermographer®](#)

- Feb 3 – 7 Philadelphia
- Feb 10 – 14 Thessaloniki
- Mar 17 – 21 Athens
- Mar 17 – 21 Melbourne
- Mar 31 – Apr 4 Allentown
- Apr 28 – May 2 Philadelphia
- May 5 – 9 Trinidad
- May 12 – 16 Newcastle
- Jun 2 – 6 Philadelphia

### [Level II Certified Infrared](#)

#### [Thermographer®](#)

- Mar 3 – 7 Philadelphia

new lows during the past 15 years.

Lower equipment prices and better equipment are to be expected with any technology and the same is true with thermal imaging. While it is possible that some people may try to replace the services of their professional consultant by purchasing an imager, you should keep the following in mind: Thermal imaging is both art and science and relies upon a trained operator. It is not a 'point and shoot' technology.

Most firms that hire consultants are likely to continue to do so as they simply do not have the manpower to perform inspections in-house. Just because tools are available to laypeople, it does not mean the end of a trade. Trades with tools that are available to anyone include, but are not limited to: carpentry, plumbing, electrical, masonry, drywall, insulation, and painting. All of these trades continue to thrive despite the availability of tools and materials. Additionally, buyers will get what they pay for when it comes to inexpensive equipment.

Despite such record low prices for thermal imagers, 2013 was a record year in sales for many infrared inspection firms. I expect the same for 2014. As we move forward, the keys to success for professional thermographers will be to:

- Not panic or let irrational fear take over
- Welcome and embrace lower priced imagers as they will only increase public awareness of the technology
- Seek to enhance their credentials to the highest level possible
- Effectively communicate the value of their services to their clients
- Recognize that you cannot win every project. When it comes to sales – some will, some won't, so what – Next!

At present, the demand for competent thermographers still exceeds the supply and this trend is likely to continue for quite some time. For

- May 12 – 16 Philadelphia
- Jun 9 – 13 Philadelphia
- Jun 16 – 20 Melbourne

### [Level III Certified Infrared](#)

### [Thermographer®](#)

- Jun 16 – 18 Philadelphia

### [Full 2014 Schedule](#)

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## Upcoming Conferences

Infraspection Institute invites you to see us at the following upcoming conferences. Be sure to stop by and say Hello!

### [IR/INFO Conference](#)

Jan 18 – 21, 2015

New Orleans, LA

### [Ultrasound World X Conference](#)

May 13 – 16, 2014

Clearwater, FL

### [United Infrared Thermal Imaging Conference](#)

June 2 – 5, 2014

Las Vegas, NV

### [EPRI](#)

July 14 – 18, 2014

St. Louis, MO

### [SMRP](#)

professional thermographers who believe in their abilities and are committed to properly promoting themselves, I believe the future is bright!

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October 20 – 22, 2014

Orlando, FL

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## Links of Interest

[IRINFO.ORG](http://IRINFO.ORG)

[Maintenance & Reliability Topics](#)

[NACBI](#)

[CITA.ORG](#)

[Temperatures.com](#)

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## IR/INFO 2014 a Huge Success!

Infraspction Institute's IR/INFO conference was recently held in New Orleans, Louisiana. IR/INFO 2014 marks the 25th anniversary for the advanced training conference, technical symposium and technology expo. IR/INFO was attended by infrared thermographers, PdM technologists, engineers, and building inspection professionals from around the world who enjoyed four days of networking, learning, and fun in a relaxed, family-friendly atmosphere.



We thank our exhibitors, our speakers, and all who attended and helped to make this year's conference our best ever!

[More Information](#)

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## InterNACHI Partners with Infraspction for Member Training



The International Association for Home and Building Inspectors (InterNACHI) has partnered with Infraspction Institute of Burlington, NJ to provide thermographic training for InterNACHI members. The partnership will provide trade-

specific thermographic training for InterNACHI members and will also allow members to qualify for continuing education units.

“Thermography has become an increasingly common tool for home and building inspectors,” says Nick Gromicko, Director of InterNACHI.

“Proper training is imperative for accurate diagnoses. Infrasppection Institute has been selected as our training partner based on their professionalism and experience of almost 35 years. We believe that the ability for members to gain additional training and certification is invaluable. Infrasppection’s training courses can provide our members with additional expertise, ideas, and opportunities for expanding their businesses.”

Among the many benefits for InterNACHI members is exclusive pricing for Infrasppection’s 16 hour online training course, [Infrared Inspections for Home & Building Inspectors](#).

[More Information](#)

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## Call for Papers for IR/INFO 2015

Infrasppection Institute is pleased to announce that its annual Advanced Training Conference, Technical Symposium and Technology Expo, IR/INFO 2015, will be held



January 18 – 21, 2015 in New Orleans, Louisiana. Now in its 26th year, IR/INFO features four days of networking, learning, and fun in a relaxed, yet professional, family atmosphere.

Infrasppection Institute is presently seeking papers and presenters for IR/INFO 2015. Invited topics include, but are not limited to: safety, emerging applications, building sciences, related NDT, case histories, as well as tips and tricks. Presentations are typically 25 minutes with 5 minutes for Q & A time with the audience. All papers and presentations will be published in the IR/INFO Proceedings. The

deadline for abstract submissions is July 31.

[Submit an Abstract](#)

