



## Director's Message



As time goes by, I often find myself thinking back to some of the sage advice that I received during my childhood years. As I have matured, I have found much of that advice applicable to my professional life. Of particular use has been the phrase, 'If you can't say something nice, don't say anything at all.'

## Upcoming Courses

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

#### [Thermographer®](#)

- Jul 8 – 12 Brisbane
- Jul 22 – 26 Perth
- Jul 22 – 26 Philadelphia
- Aug 26 – 30 Indonesia
- Sep 2 – 6 Sydney
- Sep 9 – 13 Philadelphia
- Oct 14 – 18 Melbourne
- Oct 21 – 25 Philadelphia

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

#### [Thermographer®](#)

- Sep 9 – 13 Kuala Lumpur
- Sep 23 – 27 Philadelphia

With over thirty years experience in thermography, I am disappointed to see how frequently some in our profession speak poorly of their competitors. From corporate managers to sales reps and consultants, no job title seems to be above mud slinging when sales are at stake.

Perhaps it is the anonymity of electronic communications or the lack of face-to-face interactions that encourage this type of behavior.

Regardless of reason, speaking ill of others never has an upside and is detrimental to our industry as a whole.

As our industry grows, it is incumbent upon all of us to be good ambassadors of our technology. When faced with competition, remain focused on the benefits of your products and services and avoid the temptation to speak negatively of others.

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## **SuccessIRies 103 – Starting, Marketing, and Managing an Infrared Consulting Company**

As the science of thermography expands, it continues to attract individuals and companies looking for business opportunities. Despite the acceptance of thermography, many companies struggle or fail at their attempts in offering this proven technology. Success in any consulting business requires a combination of technical and business skills and thermography is no exception.



Part of Infrasppection Institute's distance learning program, SuccessIRies 103 is intended for anyone wishing to start an infrared consulting business or to expand the service offerings of an established business. This course focuses on the fundamentals

[Level III Certified Infrared](#)

[Thermographer®](#)

- Sep 30 – Oct 2 Philadelphia
- Dec 9 – 11 Melbourne

[Full 2013 Schedule](#)

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## **Upcoming Conferences**

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

[EPRI Condition Based](#)

[Maintenance Meeting](#)

Jul 15 – 19, 2013

Baltimore, MD

[SMRP Conference](#)

Oct 14 – 16, 2013

Indianapolis, IN

[IR/INFO Conference](#)

Jan 19 – 22, 2014

New Orleans, LA

[United Infrared Thermal Imaging Conference](#)

June 2 – 5, 2014

Las Vegas, NV

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## **Links of Interest**

required to start, market, and maintain an infrared consulting company.

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

Course is designed for beginners and experienced thermographers.

[Maintenance & Reliability Topics](#)

Course is 40 minutes long and may be accessed 24/7 from a standard web browser or a smart device.

[NACBI](#)

[More Information](#)

[Temperatures.com](http://Temperatures.com)

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## Special Discount for September 2013 Level III

[Follow Infraspction on Twitter](#)

### Attendees



Infraspction Institute is pleased to announce a special offer available exclusively to our Newsletter subscribers. Attend our September 2013 Level III Certified Infrared

Thermographer® training course and receive a 50% discount on your course tuition!

Here's how it works: Companies that register two or more people may take 50% off of the tuition fee for a second person that they register for the same class. To take advantage of this offer, simply mention this Newsletter at the time of registration.

Special offer applies to Mount Laurel (Philadelphia area) courses only and may not be combined with any other discounts.

[More Information](#)

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## Call for Papers

Infraspction Institute is pleased to announce that its annual Advanced Training Conference, Technical Symposium and Technology Expo, IR/INFO 2014, will be held January 19 – 22, 2014 in New Orleans, Louisiana. Now in its 25th year, IR/INFO features four days of

networking, learning, and fun in a relaxed, yet professional, family atmosphere.

Infraspection Institute is presently seeking papers and presenters for IR/INFO 2014. 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](#)

**IR INFO**  
**CONFERENCE**

