



LIGHTNING PROTECTION INSTITUTE INSPECTION PROGRAM

ISSUE

01

WINTER/SPRING

| A step forward.

The benchmark for independent third-party lightning protection system inspection and certification.

Big Shoes to Fill (Our own)

We've already taken the first important steps. How far will you go with us?

Before you answer:

LPI-IP continues to evolve as the benchmark for independent third-party lightning protection system

inspection and certification. To what extent we fulfill our potential is determined in large measure by the extent to which you utilize our programs.

Using LPI's programs and support impacts your fulfillment of your own business potential.

Motivations to utilize LPI-IP should be many. In an industry

What's Inside:

Big shoes to fill
pgs. 1-3

The company we keep
pg. 4

Investment matters
pg. 5

Team member spotlight
pg. 6

Downloadable resources
pg. 7

Any project worth installing is a project worth inspecting and certifying.

on the cusp of explosive growth, more and more, “knowledgeable” customers are demanding third-party inspected and certified systems. More customers are becoming “knowledgeable.” Surprised? You shouldn’t be.

The larger point.

This is to your benefit. As a member of the Lightning Protection Institute (you are a member, right?) you already hold yourself to a higher standard. There is no better way to further separate your company and the systems you design and install than with third-party inspection and

certification of your projects. Demand this final stamp of approval and your customers will, too.

Any project worth installing is a project worth inspecting and certifying. As you adopt certification as the norm, your customers do as well. Over time, this softens the ground at the critical point in your sales cycle. That’s what all this is about—helping you sell.

As other professionals come to regard your work as no less professional than their own, the idea of paying a premium for the complex systems you design and install becomes commonplace. The idea that

“anyone can do what you do” is not only wrong, it’s counter profitable. Setting your company, yourself and your work apart is the best thing you can do for your personal success and the long-term success of the industry.

Silence is golden.

It’s also a terrible way to drive progress. We need to hear from you. And, we listen. The LPI-IP **Online Application Portal** is a direct result of your feedback and input. It’s a member resource designed specifically to expedite and streamline the application and certification process by providing one place to submit and view all applications and supporting documentation, including image files, PDFs and as-built drawings. Programming now allows` multiple, simultaneous application submissions—**all because you asked us to.**

Thank you for choosing the LPI-IP. With much less than 2% of all structures in the U.S. protected by a lightning protection system of any kind, we have a long way to go.

The first step is easy. We return your call.



The Company We Keep

Larson Lightning
LPI-IP inspected projects
include:



HOLICONG
MIDDLE SCHOOL



With nearly 10,000 jobs submitted for inspection and certification since 2011, the number of companies certifying lightning protection compliance with national safety standards and project specifications is growing.

Meet two standouts:

Larson Lightning Protection

Since 1917, Larson Lightning Protection has designed and installed lightning protection systems on prominent buildings across eastern Pennsylvania, the U.S. and abroad. They include systems at Santander Arena, Berks Heim Nursing and Rehabilitation, the barn at Fort Hunter Park, Bayer's Myerstown facility, and residence halls at Penn State Berks.

Commercial Lightning Protection

Serving military, commercial and the industrial industries since 2009, Commercial Lightning Protection delivers turnkey lightning protection installation and solutions to customers in North Carolina, South Carolina, Virginia, Georgia, Washington, D.C. and Maryland.



Commercial Lightning Protection
The National Museum of the Army

Investment Matters

Core to our mission is advocating the widespread adoption of lightning protection systems and, where appropriate, grounding systems. We elevate member-designed and installed systems, certifying them as optimal, requisite life safety systems.

We do this by investing in:



Education & Training

In January, LPI-IP hosted a ULPA Installer Workshop in Charlotte, N.C.

Over the summer, two LPI-IP inspector-training classes grew our team of inspectors by 10.



Industry Initiatives

This year, in addition to taking an active role in industry planning meetings, we supplied the industry's associations with marketing funds to better advocate for professionally designed and installed lightning protection systems and grounding systems.



Community Building

Whether sponsoring dinners at industry conferences, or engaging in—and then acting on—feedback from Lightning Protection Institute member companies, we create opportunities to transfer knowledge and strengthen partnerships.

“A breath of fresh air in an industry that is over 200 years old, the LPI-IP is an excellent resource for the lightning protection community. Knowledgeable, friendly, and client-focused, LPI-IP consistently goes above and beyond to support companies in protecting as many structures as possible. From providing inspections and certifications, to assisting with the interpretation of standards for buildings that require more intricate installations, LPI-IP is truly a game changer—a real step forward.”

- Commercial Lightning Protection, LLC

Team Member Spotlight

Gregg Jaroch Program Engineer

Gregg Jaroch brings 40 years experience as a consulting engineer to his work as Program Engineer for the LPI-IP. Since 2011, Gregg provides third-party review of as-built documentation, submitted by installing contractors. He confirms that each lightning protection system is in compliance with national standards and applicable codes.

What's one way the LPI-IP has stepped forward to the benefit of its contractors this year?

The addition of the online portal has further streamlined LPI-IP's inspection and certification process. It acts as an online checklist, allowing anyone on the team to check



on the review process and provide updates if needed. Contractors can submit the required documentation as it becomes available versus waiting for a complete submission at project completion.

Efficiency matters. Tell us more about that.

Time is money. We all win when tasks are completed better and faster. It's satisfying to provide an online resource that dynamically assists the contracting industry in delivering superior products.

What is the lightning protection industry doing well?

Everyone knows there is lightning, but they probably don't understand the true danger that exists. The LPI-IP and its affiliates provide a valuable resource for information on the dangers of lightning and how to protect what is important to you. That matters.

What's important to you outside of work?

Spending time at my lake house in northern Wisconsin with my wife, three kids, and granddaughter.

Downloadable Resources

The resources you need, when you need them. We've made it easy.



Services Overview

Understand how we deliver inspection, certification, specification, design consulting and review, and interpretation, as well as other services to meet your needs and help you meet your customers' needs.



Application Instructions

Our process is comprehensive, streamlined and optimized for your benefit. It starts here.



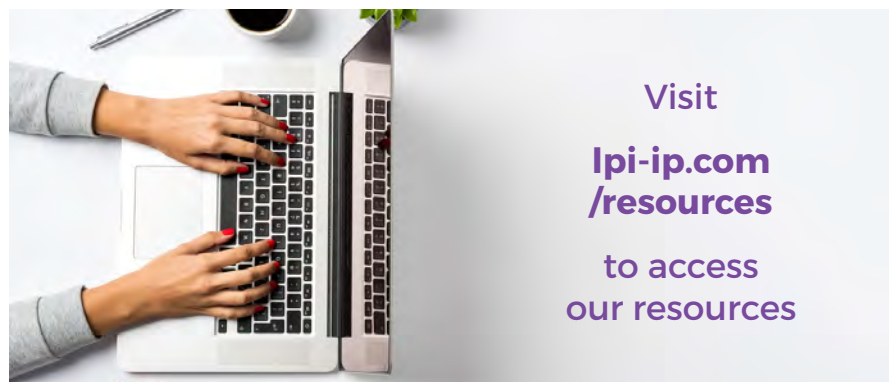
Sample Specifications

Ease of specification is fundamental to LPI-IP's solutions. We conduct nationwide no-cost professional specification review. If you have specifications that you're just not sure accomplish all you wish, or what the project demands, we're happy to assist you.



LPI-IP Overview Video

Since 2010, we develop and deliver the lightning protection industry's most comprehensive inspection and certification program, spanning the full spectrum of national standards. See how in the 3-minute video available on our website.



Visit
lpi-ip.com/resources
 to access
 our resources



A step forward.

**224.433.6680 | info@lpi-ip.com | lpi-ip.com
333 Peterson Road, Suite F, Libertyville, IL 60048**