



We Rig it Right!
1.800.727.6355 | iti.com

TRAINING

FIELD SERVICES

CERTIFICATION

BOOKSTORE

WEBINARS

E-LEARNING

WORKSHOPS



THE ITI **MISSION**

To be regarded as the world's foremost provider of educational and technical services for those who use cranes, rigging and load handling equipment.



OUR CUSTOMERS

The World's Greatest Organizations Trust ITI's Expertise with their Crane & Rigging Operations.



WHO WE ARE

- Privately Owned and Operated
- Serving a Variety of Industries – Aerospace, Chemicals, Construction, DOD, DOE, Electric Utility, Hydro, Manufacturing, Maritime, Mining, Nuclear, Oil & Gas, Pulp & Paper, Railroad, Shipbuilding, and Wind Energy
- Training Centers: Woodland, WA, Memphis, TN, Edmonton, AB
- Providing Services in over 20 Countries Worldwide
- 2013 Subsidiary in Brazil to serve South America
- 2014 Subsidiary in Eastern Hemisphere



GROWTH THROUGH **INNOVATION**

- **Increased revenue**
15% per year, 2005-2013



OUR HISTORY

- 1986 Wire Rope & Rigging Consultants Founded by Mike and Darlene Parnell
- 1990 Crane & Equipment Training Established
- 1995 Training & Inspection Resource Center Established
- 1996 Industrial Training International absorbs WRRC, CET, TIRC
- 1997 ITI Training Center Established in Woodland, Washington, USA
- 2003 ITI Training Center Established in Birmingham, Alabama, USA
- 2009 ITI Expands to Five Divisions – Training, Field Services, Certification, Bookstore, E-Learning
- 2010 ITI Partners with Barnhart Crane & Rigging, Establishing a New Training Center in Memphis, Tennessee
- 2012 Subsidiary established in Edmonton, AB to serve Canada
- 2012 ITI becomes first LEEA Certified Training Company in North America
- 2013 Subsidiary established in Brazil to serve Latin America



EXPERTISE & RECOGNITION



Lifting Equipment Engineers Association

- Corporate Certification
- All ITI Instructors and 19 Courses are LEEA Certified



American Society of Mechanical Engineers

- Mike Parnell, ITI CEO/President

Past Vice Chair ASME B30 Safety Standards Committee for Cableways, Cranes, Derricks, Hoists, Hooks, Jacks, and Slings

Chair ASME P30 Planning for the Use of Cranes, Derricks, Hoists, Cableways, Aerial Devices, and Lifting Accessories



American Society of Safety Engineers

- Affiliate Member, Mike Parnell, ITI CEO/President



Association of Crane & Rigging Professional

- Charter Member ITI
- Directors, Mike Parnell & Devon Beasley, ITI



Associated Wire Rope Fabricators

- Member, ITI



EXECUTIVE LEADERSHIP TEAM



Mike Parnell
President, Technical
Director & CEO

- ASME B30 Vice Chair
- ASME P30 Chair
- CSA Z150 Technical
Committee on
Mobile Cranes

mike@iti.com



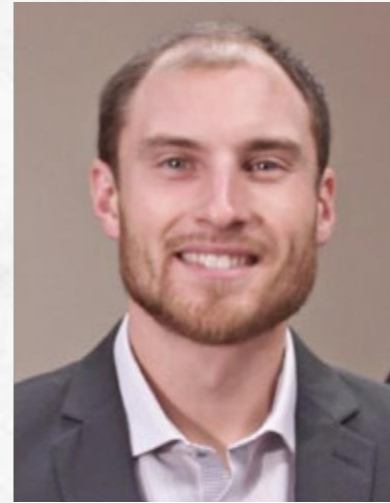
Darlene Parnell
Executive Vice
President & CFO

darlene@iti.com



Zack Parnell, MBA
Vice President & COO

zack@iti.com



Jonathan Parnell, PE
Project Manager

jonathan@iti.com



Judy Chenoweth
Manager of Field
Services

judy@iti.com



Carol Winten
Director of Human
Capital & General
Manager – ITI Bookstore

carol@iti.com

TRAINING SOLUTIONS **TEAM**

BUSINESS DEVELOPMENT **TEAM**



Jeff Sgro
Senior Business Development Specialist
jeff@iti.com



Lori Anderson
Business Development Representative
lori@iti.com



Terry Topolnisky
Business Development Lead (ITI Canada)
terry@iti.com

CLIENT SUCCESS **TEAM**



Valerie Hayes
Senior Client Success Specialist
valerie@iti.com



Scott Stewart
Client Success Lead
scott@iti.com

MEET THE TRAINERS



Devon Beasley
Senior Instructor, USA



Les Bernier
Instructor, USA



Patrick Cotnoir
Instructor, Canada



Jim Cox
Senior Instructor



Jay Dyson
Instructor, USA



Fernando Ferraz
Managing Director (ITI Latin Training Manager, USA America), Brazil



Michael Johnson



Joe Kuzar
Assistant Training Manager, USA



Richard Marcotte
Instructor, Canada



John Bartlett
Instructor, USA



Mike Parnell
Technical Director, USA



Jonathan Parnell, P.E.
Project Manager, USA



Alberto Rocha
Instructor, Brazil



Bob Schumacher
Senior Instructor, USA

CORPORATE DIVISIONS

Training

Hands-on crane and rigging training spearheaded by an interactive instructional design that never leaves a hand clean or a mind disengaged.

Field Services

Experience and expertise are what our clients appreciate the most when conducting services like audits, lift planning, and expert witness testimony.

Certification

A nationally-accredited certification for crane operators, riggers and signal persons who need professional knowledge and skill level documentation.

Bookstore

The primary resource used by industry professionals and corporate trainers to educate themselves and all of their employees.

E-Learning

Delivering knowledge and understanding to those who use cranes and rigging in easy-to-understand modules for beginners and veterans alike.

Workshops

ITI Workshops are single-track, interactive learning events that bring ITI course content to a specific region, with a few special guest speakers.



TRAINING

Ensuring That Our Customers Always Rig It Right!

Engaging minds and exercising hands

Crane & Equipment Courses

- Mobile Crane Operation
- Overhead Crane Operation
- Mobile Crane Inspection
- Overhead Crane Inspection
- Forklift Operation
- Pedestal Crane Operation
- Aerial Lift Platform
- Knuckle Boom

Lift Planning & Management Courses

- Lift Director & Site Supervisor
- Critical Lift Planning
- Crane Assembly & Disassembly Director
- Accident Investigation for Cranes, Rigging, and Material Handling Operations

Rigging Courses

- Fundamentals of Rigging Engineering
- Master Rigger
- Advanced Rigger
- Certified Rigging Gear Inspector
- Journeyman Rigger
- Basic Rigger/Signal Person

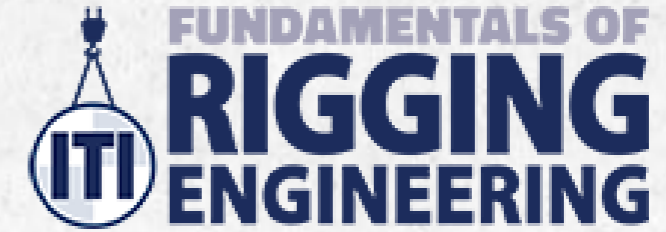
Training Centers: Woodland, WA | Memphis, TN | Edmonton, AB

Client-Site Training accounts for 75% of programs



FUNDAMENTALS OF RIGGING ENGINEERING

- 20+ Industry Leading Instructors & Program Contributors
- Program Consists of 12 Courses
- Innovative Learning Formats
 - Online & On-Demand
 - Hands-On Training
- Unique Instructional Design
 - Reading & Media Viewing
 - Lecture Recording
 - Discussion Questions
 - Assignments & Workshops
 - Exams



This program was built to prepare key personnel with foundational knowledge in rigging engineering, exposing students to what they need to consider, and provide them with the resources to solve a challenge when it arises.



The World's Only Rigging Engineering Training Program

FIELD SERVICES

Educated Minds and Experienced Hands
Your Business + Our Expertise = Solutions²

- Accident Investigation
- Crane & Rigging Performance Evaluations
- Expert Witness Testimony
- Lift Directing
- Critical Lift Planning



CERTIFICATION

The Crown of Professionalism

Excellence in knowledge and performance

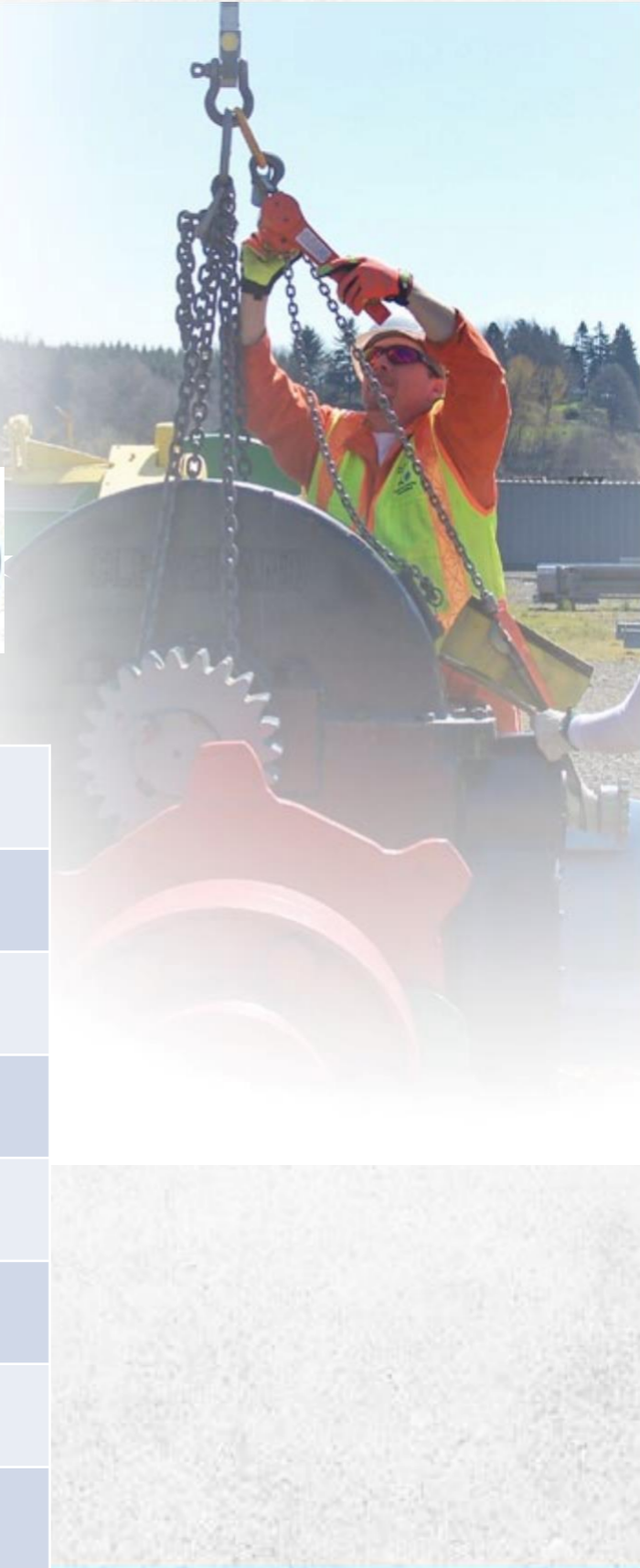


*

*

**

Signal Person & Basic Rigger	✓	✓	✓
Advanced Rigger	✓	✓	✓
Rigging Gear Inspector			✓
Lift Director			✓
Mobile Crane Operator	✓	✓	✓
Overhead Crane Operator		✓	✓
Mobile Crane Inspector			✓
Overhead Crane Inspector			✓



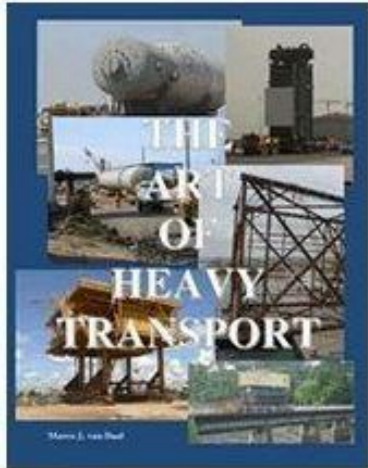
BOOKSTORE

A World Leader in Crane and Rigging Resources

Outfitting students and customers with field references and training materials

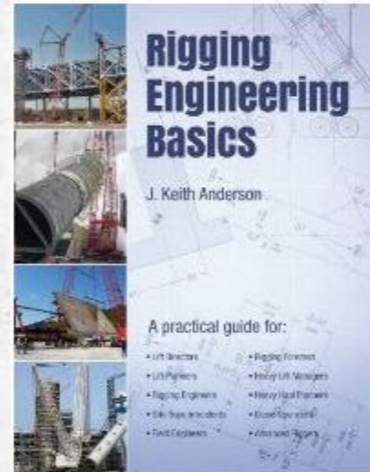
- Books, Standards, DVDs, Tools
- Training Materials
- Field Reference Cards **OVER 3 MILLION SOLD!**

EXCLUSIVELY AT THE ITI BOOKSTORE



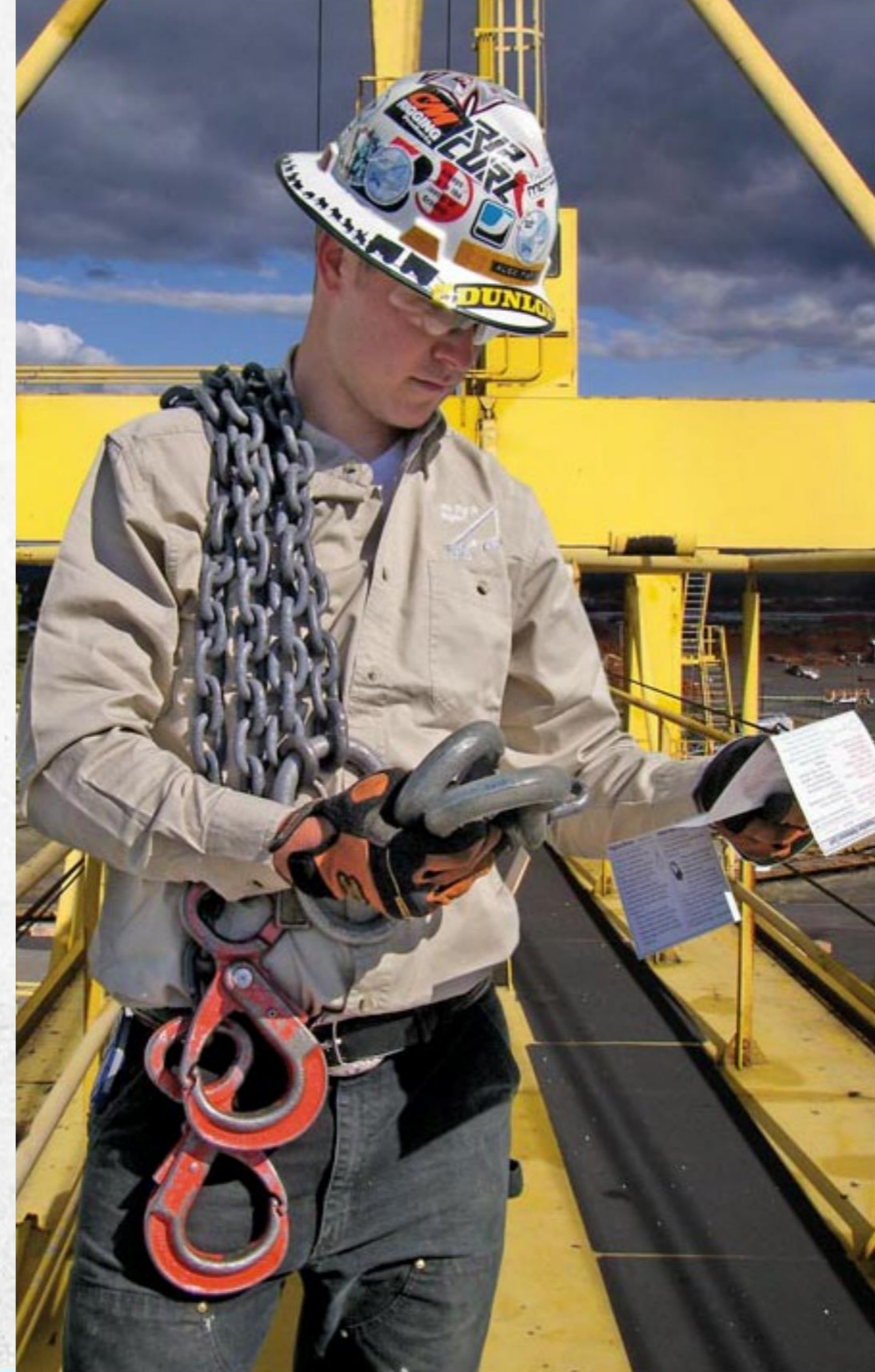
The Art of Heavy Transport

Author:
Marco van Daal



Rigging Engineering Basics

Author:
J. Keith Anderson, PE



E-LEARNING

Interactive Learning with No Boundaries

Featured Courses

Basic Rigger

- Rigging Identification
- Steel Slings
- Synthetic Slings
- Rigging Hardware
- Hitch Capacities and Sling Protection

Intermediate Rigging

- Journeyman Rigger's Reference Card Orientation
- Load Weight Estimation
- Center of Gravity
- Load Distribution
- Load Control
- Sling Tension

Lift Director & Site Supervisor

- Lift Site Preparation
- Traffic Control
- Load Chart Confirmation
- Responsibilities of Operators, Rigger, Signaler
- ASME B30.5 Responsibilities
- Hazard Recognition
- Multiple Crane Lifts
- Lifting Personnel

Signal Person & Crane Operations

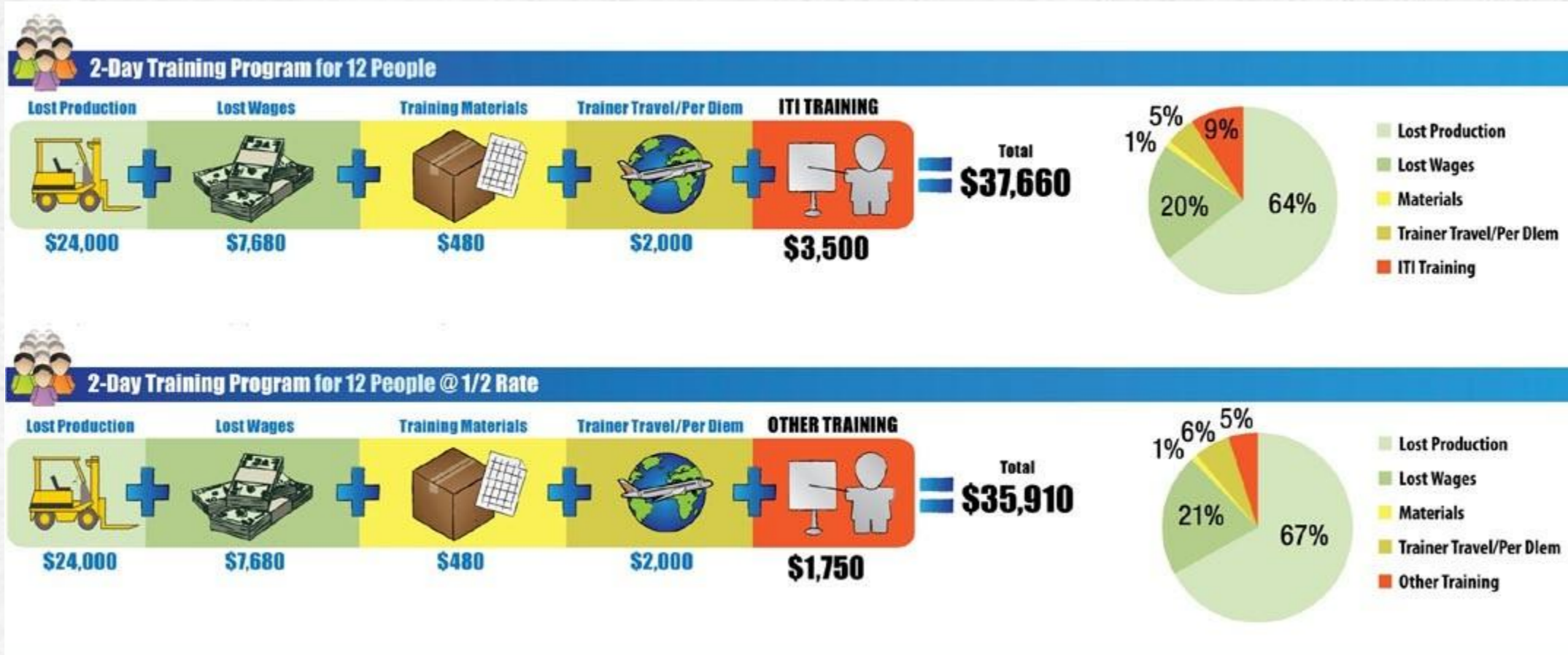
- Crane Operations
- Knots, Hitches, Taglines
- Hand Signals
- Verbal Signals

Advanced Rigging

- Master Rigger's Reference Card Orientation
- Load Turning
- Chain Hoists/Load Drifting
- Winches and Blocks
- Levers, Jacking, Rolling
- Off-Level Pick Points



HOW MUCH DOES TRAINING REALLY COST?



Overall cost difference is less than 5% for premium training versus lower priced training.

ITI TRAINING NETWORK



GLOBAL REACH

Some of Countries in Which ITI Has Trained Over the Past Five Years



United States of America



Australia



Azerbaijan



Brazil



Canada



China



Columbia



Indonesia



Italy



Mexico



Nigeria



Panama



Qatar



Saudi Arabia



Singapore



Sweden



United Arab Emirates

OUR VISION

To assist worldwide organizations in preparing competent work forces who conduct efficient, proper, and innovative lifting activities.

