



Catalog - Notes of Introduction



Welcome to the 21st Century Edition of Independent Protection Company's product catalog. This latest version is a major change from previous styles which had been in existence for many years. We have made every attempt to keep the catalog as accurate and concise as possible. Previous IPC catalog editions used a style referred to as half-tones to portray our product. This edition utilizes a digital format to give you a more visual portrayal of our products. This type of format will make it very easy for us to electronically transmit files to individual parties when the need arises.

We also wanted to make this catalog as user friendly as possible. The first section of the catalog contains a standard Table of Contents format. A numerical parts listing is included in the last section of the catalog. The numerical listing will greatly aid the user in locating parts within the catalog.

IPC continues to be a major leader and manufacturer in the production and design of lightning protection systems and equipment. IPC works with engineers, owners, architects, distributors, dealer/installers and other parties who may be specifying or purchasing lightning protection systems.

IPC has been involved in the field of lightning protection since the 1920s and was incorporated as a business in 1934. Our company is presently in the 4th generation of family ownership and day to day management. IPC employs a courteous and competent staff with many years experience to provide you with technical assistance for any project or design need. We couple these services, along with the quality products we manufacture to provide you with a "one-stop shopping" philosophy. If you don't find a particular item in our catalog, please let us know and we will be glad to assist you in locating the required product.

It is our pleasure to provide you our product catalog and to make you aware of the services we offer. It is our goal to attract you to IPC and have you take advantage of the quality products we produce and the service package that is available. When your project requires a lightning protection system, please call the experts at IPC. We will take care of you and all your project needs!



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Independent Protection Co., Inc.

Corporate Mission Statement

Our corporate mission is to provide manufactured products at a level to reward our team members with above normal living means and provide long-term job security to our employees while maintaining our position as a world class manufacturer and supplier of transit/specialty vehicles and lightning protection materials as defined by our customers in the areas of quality, delivery, technology and cost.

Our long-term objective is to instill in all our team members the belief that success, profit and job security can only be provided by satisfied customers.

Our goal is to develop customer service as our No. 1 priority in the belief that if we satisfy our customers beyond their expectations; satisfied customers will provide success, profit and job security to everyone within our organization.

Independent Protection Co., Inc.

Spiritual Mission Statement

Our spiritual mission is to provide a manufacturing work environment that will promote and strengthen a strong belief in God our Father, which will hopefully lead to a personal one on one relationship with Jesus Christ our Lord for everyone of our team members, customers and other contacts.

Our long-term objective is to support an attitude where family takes top priority and where involvement in church and local community service activities are encouraged.

Our goal is to tithe 10% of our annual corporate profits to the glory of God for the work of his Kingdom and the support of his will throughout the world.

IPC - Terms and Conditions of Sale

PRICES – All product pricing is shown on our price list and is not included as a part of our general catalog. The price list is included as a supplement. Prices shown are subject to change without notice.

F.O.B. POINT- Please note that the FOB point is Goshen, IN for products leaving our facility. Freight is prepaid and added to the invoice.

TERMS – With approved credit, our standard terms of sale is **2% discount 15 days/Net 30 days**. To establish an open credit line to receive these terms, please request a credit application and return promptly for processing.

CREDIT APPROVAL FOR U.S. CUSTOMERS – Until an open credit line has been approved by our Credit Department, orders may be shipped with payment by MasterCard, Visa, COD or prepaid in advance.

CREDIT APPROVAL FOR FOREIGN CUSTOMERS – Shipments to overseas accounts are sent after wire transfer or Letter of Credit has been received at our local bank. Payment is also acceptable by MasterCard or Visa or prepaid in advance.

MINIMUM \$ ORDER – In order remain a cost effective manufacturer, we require a minimum charge of \$50 per invoice. This minimum charge will cover our costs related to order entry and shipment processing.

FAX, EMAIL OR HARD-COPY ORDERS – To promote order accuracy and to assist us in order entry, we

encourage you to fax or email your orders. This also entitles you to an additional **1% discount** applicable only against the dollar value of the products portion of your order. Maximum of \$100 credit. Please use the standard IPC Order Form, copy included, or your own form.

PACKAGING OF YOUR SHIPMENT – Most parts are packaged in cardboard cartons with associated internal packing materials. For larger truck size shipments, cartons or spools are typically secured on pallets in a manner to prevent damage during transit

METHOD OF SHIPMENT – U.S. Unless specific instructions are noted by our customer, we will select the most economical method of transportation. The majority of shipments are made by UPS ground while larger shipments are made by common carrier. Other expedited methods are also available, including: UPS Next Day, 2nd Day, Airborne or Fed-Ex. If at all possible, please allow 48 hours notice for any special shipping instructions. - **FOREIGN** - Shipments to foreign customers will be made using a local freight forwarder unless you specify alternative arrangements. When placing your order, please specify the method or choice of transportation.

FREIGHT ESTIMATES – IPC can easily provide freight estimates for shipments by UPS, truck, air or sea freight. Once the material is readied for shipment and the number of pallets and weight is known, Order Services will contact the designated carrier for the estimated

IPC - Terms and Conditions of Sale

cost. Please advise method of shipment at the time you place your order.

READY TO SHIP ITEMS – Many of the items shown in our catalog will carry an in-stock designation "★". This designation is for products we manufacture that should normally be in stock and ready-to-ship when you place your order. For these items, you can expect your order to be shipped within 48 hours or less: i.e. an order received in our hands by 4:00 PM on a Monday, should ship by Tuesday or Wednesday. On occasion, there may be times when an item might not be readily available. For these few exceptions, please excuse us and you will be notified as to the shipping date.

SPECIAL ORDER ITEMS – There are some items still available that are not shown in our catalog. These items are considered obsolete because of low usage and demand. For these items, you will need to call in advance for pricing and minimum quantities. Orders placed for these items are considered non-cancelable and non-refundable.

PRODUCT WARRANTY – IPC warrants its products to be free from defects and will replace defective items for up to a period **five years**. IPC does not accept responsibility for improper handling or careless installation.

Return Material Authorization – An RMA number is assigned to items being returned to IPC. RMA numbers are assigned for parts that are received damaged, wrong parts shipped or for any other reason. Just ask for Order Services for the number.

RE-STOCKING CHARGE – A re-stocking charge of 25% will apply for items ordered but are no longer required. Items must be returned within 45 days from the original date of shipment. An RMA number is required prior to returning the product.

CLAIMS, SHORTAGES, ERRORS – It is best to check your order as soon as it arrives for any discrepancies. Please contact us immediately for resolution or to receive an RMA number if items need to be returned. Items will be accepted if returned within 45 days after material has been shipped.

DAMAGED SHIPMENTS – For shipments that are delivered and received as damaged, the carrier is responsible for any claims. You must note on the Bill of Lading that goods were received in a damaged condition to protect yourself. You then need to file a claim against the carrier within 5 days after receipt of the shipment. Call Order Services for any assistance we can offer.

PRODUCT QUALITY – IPC's goal is to only ship the best quality product to our customers. If for some reason we missed our goal, please contact us. In these instances, Order Services should be contacted and discuss correction, replacement or credit.

IPC - General Information

UL LISTED PRODUCT - Products manufactured by IPC are listed and approved for use in lightning protection system installations by Underwriters Laboratories. UL makes regular visits to our plant to verify that our products meet or exceed the criteria established by UL96. UL approved parts will carry the UL mark as well as IPC identification. These items are noted throughout the catalog and are signified by the UL logo and our listing number.

QUOTATIONS – IPC can provide written quotations on materials you select or on projects where we provide the design layout and recommend materials. IPC quotations are only as accurate as the drawings, specifications, pictures, etc., that we receive. Every attempt is made to make every quote as complete as possible based on the information provided. In all cases, we ask that you, our customer, review the design and quotation that IPC prepares and make any adjustments to material or part selection based on your knowledge of the project.

Please feel free to call our engineering staff for any design/installation questions **prior** to submitting the bid to your customer.

DESIGN CRITERIA – When designing structural lightning protection systems, we adhere to and recommend the following recognized lightning protection system installation standards: National Fire Protection Association, 780; Underwriters Laboratories, 96A; and the Lightning Protection Institute, 175. These nationally accepted standards are used throughout our industry for design

layout and installation.

SUBMITTAL DRAWINGS – Upon request, IPC supplies our dealers with AutoCAD® submittal drawings. IPC submittal drawings are developed after review of the specifications and blueprints that have been provided to us, as well as communications received through our dealers. In certain circumstances, it may become necessary for IPC engineering to have a direct communication link with the responsible parties that are working on the project. This communication may be verbal or through electronic transmission of specifications, blueprints, etc. Because of possible cost implications, contact will be made with our dealer **prior** to making any blueprint revisions. Only after you have received approval from you customer and notified us of approval, will we make the required revisions.

The format we use for issuance of blueprints is normally a set of three drawings: An overall design or footprint that shows overall location for key elements of the system: i.e. air terminals, cable, ground rods, etc. A drawing indicating the various part components to be used on the project; A third drawing will indicate any detail drawings that are specific for this particular installation.

Upon completion of the initial set of drawings, we request that a review meeting take place between you and your customer noting any changes and/or additions. Upon receipt of this "marked-up drawing", our staff will

IPC - General Information

review the changes and then issue the final set of drawings for your delivery.

DESIGN ASSISTANCE – IPC's Engineering Department is ready to provide our design and installation assistance for those unique or difficult installations. Please feel free to call IPC for our input.

PRODUCT REVISIONS/ADDITIONS

– IPC has an open door policy when it comes to reviewing current products or development of potential new parts into our product line. You are free to share your ideas with us in this effort. New products or changes to existing product will most likely require revised or new mold patterns and associated tool funds. In these cases, we will provide a careful analysis to be sure that we are moving in the right direction. Based on your input, we might move right into production and make the change. In other cases, we may solicit help and counsel from our larger dealers for their review and suggestions. In any case, we will keep you informed of the status of the request and appreciate your input in this area.

ADDITIONAL CATALOGS - This issue of our catalog is now the only active published edition that we will provide our dealers, prospective dealers, architects and other interested parties. Upon request, IPC is able to supply you with previously released catalog editions. These catalogs are for industrial stack applications, S931 and for flat cable applications, F645. Products in these catalogs are considered non-stock and non-standard and special pricing and/or minimum runs will apply. For specific requests,

please call us and we will provide you a quotation.

REVISIONS TO STANDARD PARTS

– There may be special applications where some alteration is necessary for standard parts that we supply. Examples of this are for additional size of threaded stem, larger diameter hole, etc. Please let us know the situation and we will advise if there is a way to accommodate you. Most cases, we are able to help solve the problem for you.

ADHESIVE REQUIREMENTS

– IPC offers a limited selection of adhesives for your needs. We suggest for compatibility reasons that you contact the roofing manufacturer for their recommendation for the specific application in question. For additional information with regard to adhesives, see the Adhesive page in the miscellaneous section of the catalog.

FASTENING REQUIREMENTS

– When purchasing IPC components don't forget about purchasing stainless steel screws, nails, bolts and nuts for your fastening requirements. You can find these items in our Fastener section. Nails are included with our tree air terminals and all hardware is included with shipment of our weathervanes. Other than these exceptions, you will need to select your choice of fastening equipment for installation of our products.

TIN COATING – There are occasions where tin coating is required on products for additional corrosion resistance. For products requiring this enhancement, just advise Order Services when placing your order.

