

IAQ Specialist



IAQ End-User Profile

Overview

“IAQ Specialist” is a general term for a professional who specializes in indoor air quality assessments and remediation. This individual may be an independent consultant, contractor (in the case of reconstruction/restoration), or in-house resource concerned with maintaining good indoor air quality. While Certified Industrial Hygienists (CIHs) technically hold the education and skillset required for IAQ Specialists, they are typically involved in a broader array of projects covering occupational and environmental health and safety. The CIH is considered a scientist, while the IAQ Specialist is generally regarded as a diagnostician – someone who will “get in the trenches,” diagnose a problem using test tools, then take steps to remediate the problem.

Where Certified Industrial Hygienist is a well-recognized designation, there are a variety of certifications that can be obtained by an IAQ Specialist, creating some skepticism as to the overall value of such titles. The Certified Indoor Environmentalist (CIE) is gaining recognition as a legitimate title, and it is offered by the newly consolidated Indoor Air Quality Association (IAQA), a rapidly growing organization

dedicated to promoting uniform standards, procedures, and protocols for indoor air quality.

Typically the IAQ Specialist is independently contracted by a company that has environmental concerns, works for a consulting firm or, in the case of a smaller number of progressive HVAC companies, is brought on board to sell IAQ services to the customer base. Many mold remediators, duct cleaners, and restoration contractors consider themselves IAQ Specialists in some capacity

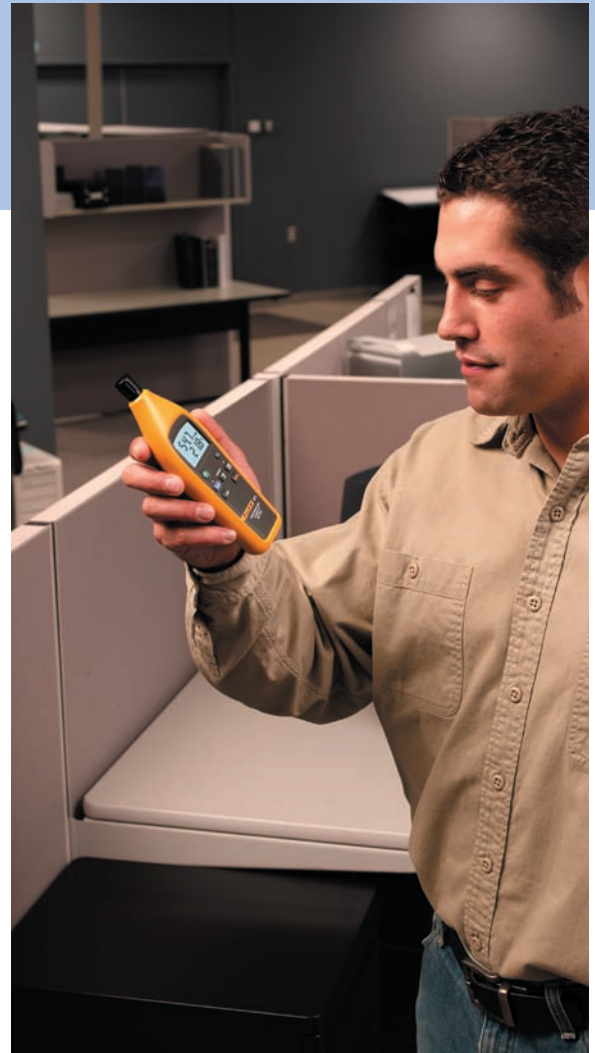
Like CIHs IAQ Specialists may also be called upon as expert witnesses in court, or to defend the outcome of a particular project. Accurate reporting is key to this user.

Minimum Qualifications:

- A Bachelor’s or advanced degree
- A minimum of 5 years of full-time professional experience in an IAQ industry (cleaning, restoration, or IAQ), or a combination of college education and experience.
- Successful completion of a written, comprehensive examination
- Continuing practice and professional education

Population:

Estimated 15,000 (U.S.)



Buying Patterns:

Working on a project basis can significantly change their tool buying pattern, shifting demand from a purchase to rental model. IAQ Specialists will either purchase or rent their equipment. Since this space does not have strong distribution channels per se, manufacturers will often go to market directly or via reps who can support a technical sale.

Where they Buy:

- Mfr rep/Mfr direct
- Catalog
- Laboratories
- Consulting firms
- Specialty distributors
- Rental agencies

Toolbelt:

- Particle counter
- Thermal Imager
- Photoionization detector (PID)
- Moisture meter
- Noise meter
- Sampling pump (with sampling media)
- Surface sampling kits
- Gas analyzers (CO, CO2, H2S, O2, O3, SO2)
- Temp/RH
- Manometer
- Moisture meter
- Hot-wire anemometer
- Pressure gauges (differential pressure)

Current Fluke Offering:

- 983 Particle Counter
- 971 Temperature Humidity Meter
- CO-220 Carbon Monoxide Tester
- CO-210 Carbon Monoxide Probe
- CO-205 Aspirator Kit
- Fluke 62 Mini IR Temperature
- Fluke 63 IR Temperature
- 5020A Thermo-Hygrometer

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Fluke Corporation

PO Box 9090, Everett, WA USA 98206

Fluke Europe B.V.
PO Box 1186, 5602 BD
Eindhoven, The Netherlands

For more information call:
In the U.S.A. (800) 443-5853 or
Fax (425) 446-5116
In Europe/M-East/Africa (31 40) 2 675 200 or
Fax (31 40) 2 675 222
In Canada (800) 36-FLUKE or
Fax (905) 890-6866
From other countries +1 (425) 446-5500 or
Fax +1 (425) 446-5116
Web access: <http://www.fluke.com>

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