



New IPA® Designs Get Nod from Fleet Owners

It is said that success has many parents. Chief among them for the New York-based Innovative Products of America (IPA) is experience. Company president Peter Vinci brought to the establishing of his business 41 years industry experience – twenty as technician and 20 years in

ly entrenched with the introduction of two new products that promise to increase efficiency and save on man hours and money. The Super Mobile Universal Trailer Tester, affectionately known as the SUPER MUTT, is IPA's solution to time consuming and often inaccurate testing of trailer circuits and braking systems. The SUPER MUTT is an advanced diagnostic tool which has already gained the support of major American fleets. Equipped with one Group 31 battery, and a remote control, it quickly tests and identifies all trailer lighting functions. Cross circuits, short circuits, and open circuits are the most common problems of trailer wiring systems that the Super MUTT identifies, and does so in a fraction of the time it would take for less advanced technologies.

Innovative Products of America subscribes to the principal that "the work starts when the guesswork stops." That guiding axiom lies at the crux of IPA's popularity with fleet owners who have embraced the Super MUTT as a cost savings tool. "Fleets which have tested this have found that it saves a minimum of 20 to 25 minutes per healthy trailer inspection and countless hours on problem trailers," says Ian Vinci.

The Super MUTT is admired for many reasons, the main one being its compact size which renders it easily transportable to off-road sites and equally manoeuvrable around

docking yards. Its robust design encased with laser-cut metal is equipped with rubber tires, remote control air brakes, full time emergency air supply, and advanced diagnostics that enable it to test all circuits simultaneously. Standing alongside this suite of benefits is price. "The Super MUTT retails for about \$2,000 U.S., about half the cost of our competitors' versions," Ian notes.

High-volume production gives IPA the advantage of purchasing the best quality materials at the best price, savings which are passed onto distributors and end users. The Super MUTT's capacity to identify electrical and brake-system malfunctions in seconds, coupled with competitive pricing that far exceeds the competition, has positioned this fast-growing enterprise for entry into the Canadian market. In January 2010, Super MUTT, having met Canadian regulatory

standard: will be available from distributors in Canada, an advantage few in the service industry can afford to overlook in light of the rapid return on investment.

"Shop managers will not only gain from the efficiencies of the Super MUTT; they will benefit from an average return on investment in 26 days. In the first year the product will pay for itself 12 times over. That's why many national fleets are already using this product," Ian explains.

Joining the Super MUTT in IPA's family of recent additions to the heavy-duty transportation in-

dustry is the Mobile Fuel Transfer System. In response to a request from a national fleet, IPA drew on its tradition of invention to design and manufacture a product capable of transferring fuel rapidly. The result is the Mobile Fuel Transfer Unit. Welded on a steel frame and powered by two Group 31 batteries, the mobile unit can transfer fuel up to nine hours and pump fuel from tanks, drums, or storage containers at a rate of 20 gallons per minute. Like the Super MUTT, the Mobile Fuel Transfer is noted for its mobility. Ideally suited for roadside accidents, it can be brought to a scene and wheeled to a tank to begin fuel extraction. Equipped with two six-foot hoses (extension hoses optional), and a fuel dispensing nozzle, the Mobile Fuel Transfer System also has a resettable flow meter with a lifetime tally. An in-line filter and water separator eliminate condensation problems.

Ian Vinci credits the transfer system unit for its multiple uses. "The Mobile Fuel Transfer is not only used for emptying tanks at roadside accidents. It can easily and quickly empty tanks that need repair, can transfer fuel from one container to another, or benefit scrap yard dealers who remove fuel from tanks before the disposing of vehicles."

Securing fuel, storing fuel, or removing fuel, the Mobile Transfer Unit has earned the appreciation of fleet owners and other service providers involved with the transfer of fuel quantities.

IPA's family of products includes trailer remedies, grease joint rejuvenators, hand tools, diagnostic tools such as the Super MUTT and Mobile Fuel Transfer, as well as specialty tools. Common among this diversity is the commitment to quality. IPA products are available through a network of

international distributors equally insistent on product quality.

"Our products have to meet rigorous quality assessment procedures," says Ian Vinci. "We sell worldwide to professional tool distributors who insist on quality standards that are second to none."

Solid warranties, qual-

ity products, competitive prices, and originally-designed tools together form a set of business principles that will continue to earn the company the admiration of distributors and consumers around the world.

More information is available at www.ipatools.com.

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"Super Mutt" Mobile Universal Trailer Tester

designing and manufacturing tools and equipment. That track record accounts for IPA's rapid growth. Established in 1996, it has become a major supplier of tools and equipment to distributors with sterling reputations worldwide. "We have been successful in earning the trust of our suppliers by our commitment to quality, ingenuity, and customer satisfaction. The last thing we want is an unhappy customer," says company representative, Ian Vinci, who has helped transform IPA into an international symbol for quality tools and equipment. The company invests extensively in research and development. Several full time technicians help design, manufacture, and test products, the results of which have contributed to IPA's reputation.

That distinction, already secured in the industry, is becoming more firm



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