



# WOYT INDUSTRIES, LLC

## BRYCE PERRY

### CASE STUDY

M-Test's relationship with Woyt Industries, LLC, shows how we can provide more than just testing equipment for inspection companies. Bryce Perry has been with Woyt for two years and speaks to the longstanding excellence M-Test and our manager Tom Swan bring.

Woyt Industries specializes in inspection and testing services. They also provide inspectors with various certifications including NACE Levels 1, 2 and 3, as well as SSPC and API. The company is certified to perform SSPC-QP5 coating inspections and offers fabrication and mechanical equipment inspections along with storage tank, coating and civil/structural inspections, among others.

It's fair to say that Bryce Perry knows the inspections industry. In his time with Woyt Industries, he has performed third-party

inspections himself and overseen these projects as manager and coordinator. Some of Bryce's major clients include Exxon Mobil and Shell, as well as CAPE, CH2M, Jacobs and Landmark Structures.

However, Bryce's relationship with M-Test stretches back earlier than that, when he worked at PK Industrial. After meeting Tom at a Houston Coatings Society gathering, Bryce continued to work with him. Over time, they have formed a strong business connection based on in-depth coatings knowledge.

For Bryce, the real advantage of working with M-Test has been how responsive Tom is. He told us that he can count on Tom to provide expert-level coating inspection equipment, no matter the job. When the right tools aren't available, Bryce said, Tom will do what needs to be done to satisfy the job's requirements.

**Here are some of the other great reasons to work with Tom and M-Test, according to Bryce:**

**HONESTY:** “Tom is honest about the products he sells and won’t try to sell you the most expensive piece of equipment for the job, he sells you the right tool for the job,” Bryce said.

**NO OBLIGATION:** Another reason to work with Tom, Bryce says, is the information Tom is willing to offer without any expectations. There’s no pressure to purchase anything if the client simply has some questions that need answering. “The great thing about Tom is that I can come to him with just a simple question and not buy anything and he is happy to answer the question and shows no signs of being annoyed with that fact that I am not buying anything at that moment,” he said.

**SAME-DAY CALIBRATION CERTIFICATION:**

Bryce says that Tom is the only person he’s aware of in Houston who does this service.

**STANDARDS:** Since Tom knows the major industry standards, he already understands the context for all of the equipment he sells. For inspectors that have never used certain tools before, having Tom onhand to be a resource is all the more important.

Inspections can be complex, and the testing tools needed for them have to be suited for the work. Above all, Tom has professional knowledge and can answer any user questions about the best way to use the products on M-Test’s website. Bryce says that’s a big difference between him and the competition.



***“Tom is the guy to go to for all your coating inspection equipment needs,” Bryce said. “So many of these other companies have over-the-phone salespeople who have no idea what they are selling, how it’s used, and why you would use it. I buy from Tom because he knows firsthand about the tools I use for my job. I highly recommend that if someone doesn’t buy from Tom yet they start immediately: it won’t take long for them to realize there isn’t anyone that compares to Tom.”***

Contact us today to learn more. For an example of M-Test’s superior product knowledge, you can also check out our [Coating Inspector’s Handbook here.](#)

