

## 2009 Seminars & Events

Date	Event	Host	Location	Registration	Contact
December 01	tes Seminar 8:00 am to 12:00 pm	Truckmounts, Inc.	Norcross, GA	770-729-7117	Joanna Deloatch
December 01 to 03	Class: IICRC ASD Course Advanced Structural Drying	Reets Drying Academy	Sharpsburg, GA	770-712-7293	Melissa Kelley
December 03	tes Seminar 8:00 am to 12:00 pm	LPM of Spokane	Spokane, WA	509-328-0858	Scott Schulte
December 03	tes Seminar 8:00 am to 12:00 pm	interlinksupply of Ontario	Ontario, CA	877-467-3005	Kim Heiman
December 04	tes Seminar 8:00 am to 12:00 pm	Cleaning & Restoration Supply an interlinksupply Distributor	Portland, OR	503-230-2969	Dave Diebert
December 08	tes Seminar 8:00 am to 12:00 pm	interlinksupply of Tampa Bay	Largo, FL	800-282-6130	Jill Werth
December 08 to 10	Class: The World's Fastest Drying System	Reets Drying Academy	Sharpsburg, GA	770-712-7293	Melissa Kelley
December 09	tes Seminar 8:00 am to 12:00 pm	Advantage Marketing an interlinksupply Distributor	Indianapolis, IN	800-242-4952	Kristen Bonwell
December 10	tes Seminar 8:00 am to 12:00 pm	Advantage Marketing an interlinksupply Distributor	Erlanger, KY	800-379-5573	Randy Cinci
December 10	tes Seminar 8:00 am to 12:00 pm	interlinksupply of Greensboro	Greensboro, NC	800-264-8328	Kim Heiman
December 11	Class: The World's Best Agent Marketing Program	Reets Drying Academy	Sharpsburg, GA	770-712-7293	Melissa Kelley
December 18	tes Seminar 8:00 am to 12:00 pm	Central California Cleaning Supply an interlinksupply Distributor	Fresno, CA	800-336-2829	Tony Lima

## 2010 Seminars & Events

Date	Event	Host	Location	Registration	Contact
January 05	tes Seminar 8:00 am to 12:00 pm	Cleanserv an interlinksupply Distributor	Columbus, OH	614-471-5096	Tony Stickel
January 06	tes Seminar 8:00 am to 12:00 pm	Cleaner's Connection of Arkansas an interlinksupply Distributor	N. Little Rock, AR	479-899-6745	Rob Dulac
January 07	tes Seminar 8:00 am to 12:00 pm	Cleaner Solutions, Inc. an interlinksupply Distributor	Rogers, AR	479-899-6745	Ronnie Coleman
January 11 to 15	Class: IICRC Commercial Drying Specialist Course	Reets Drying Academy	Sharpsburg, GA	770-712-7293	Melissa Kelley
January 14	tes Seminar 8:00 am to 12:00 pm	Great Lakes Steamway an interlinksupply Distributor	Wayne, MI	734-722-0168	Pam or Garry Moyer
January 25 to 29	Class: IICRC ASD & WRT Combo Advanced Structural Drying & Water Damage Restoration Technician	Reets Drying Academy	Sharpsburg, GA	770-712-7293	Melissa Kelley
January 27	tes Seminar 8:00 am to 12:00 pm	Able Service & Supply an interlinksupply Distributor	Skokie, IL	800-842-3620	Jack Roth
January 28	tes Seminar 8:00 am to 12:00 pm	Able Service & Supply an interlinksupply Distributor	Janesville, WI	800-842-3620	Doug Mueller
January 28	tes Seminar 8:00 am to 12:00 pm	Professional Solutions an interlinksupply Distributor	Mechanicsburg, PA	800-537-2090	Dave Winston
February 02	tes Seminar 8:00 am to 12:00 pm	Century Supply an interlinksupply Distributor	Houston, TX	800-800-0969	Greg Hanslip
February 03	tes Seminar 8:00 am to 12:00 pm	Service Products of San Antonio an interlinksupply Distributor	San Antonio, TX	210-590-1622	Margie or Stan

To view the complete calendar of events, visit us online at  
<http://www.tesdryingsystem.com/events.html>  
 You may also contact the **tes hotline** at (800) 948-1754.



## December 2009

### TES-timonial: ARC - Advanced Remediation & Construction, LLC - Greater Greenville Area, SC



One of the advantages of owning a TES unit is the having the opportunity and support from TES Drying System to have CEC classes for adjusters and agents. Continuing Education Credit classes are one of the biggest marketing tools you can provide to get in front of the adjusters and agents. Gary Van Dyne the owner of ARC restoration out of Greenville, S.C. took advantage of this great opportunity on October 15, 2009. ARC Restoration held this event at the local Hampton Inn. During the CEC class when the group

takes a break, the restorer shows the adjusters and agents the TES equipment and other tools the restoration company uses for their business. Basically, it is an opportunity to show off to the adjusters and agents what they use for mitigation jobs.

What was amazing with this CEC class, the Hampton Inn where ARC restoration held the class, actually had a flood the day before the CEC class. Now because Gary with ARC restoration had discussed with the hotel manager what kind of class they were going to have, the hotel manager called ARC restoration and said you don't need to do a demo for the adjusters because we actually have a flood in our hotel and need your company to dry out the flooded rooms.

Gary stated "we couldn't have asked for a better opportunity to demo to the adjusters how the TES system worked." During the presentation when we took a little trip to the flooded rooms, the adjusters were just AMAZED at how quiet the equipment was and that they were very impressed with how the equipment worked.

One of the several comments we heard from the 38 adjusters and agents that attended the seminar, was that they had heard about the TES system before the seminar and was very happy that they attended the class to learn more about the TES and Direct Heat Drying equipment. Another comment made from one of the adjusters was that they wouldn't mind paying for TES if they were able to close their files in half the time. Overall Gary from ARC restoration stated he was very happy with the CEC class, the support from the TES representative John Otero, especially since John helped work on the flood job with Gary and his son GL till 2:30am.



If you own a TES or are looking at owning a TES unit and are interested in holding CEC classes, please call John Otero at 727-657-1563 and he can explain how the CEC program works.

## TES Owners: New Marketing Tools

TES is now offering some new programs for E-TES and TES owners to help you diversify your company.

You can now order a 6 page high gloss booklet customized with your company name and logo on the front and back of the booklet. It explains the advantages of your company and what the advantages of using Direct Heat Drying. This applies for TES and ETES owners. The cost of the booklet is \$2.50 for each booklet with a minimum order of 50, with an additional one-time setup fee of \$25.



Another marketing tool that TES provides is an 11 minute marketing DVD that is customized with your company name and logo at the beginning of the presentation and at the end. This is a very professional marketing tool. The cost of the dvd is \$2.50 for each dvd with a minimum order of 100, with an additional one-time setup fee of \$75. The DVD explains how the TES system works, the advantage of Direct Heat Drying and contains testimonials from actual TES customers.

If you are interested in ordering the NEW customizable 6 page TES booklet, please visit [tesdryingsystem.com/booklet](http://tesdryingsystem.com/booklet) or visit [tesdryingsystem.com/dvd](http://tesdryingsystem.com/dvd) for the customizable marketing DVD. You may also email [info@tesdryingsystem.com](mailto:info@tesdryingsystem.com) for additional information.

We are also offering to assist you in holding a CEC (Continuing Education Credits) class for adjusters and agents in your market. Right now our TES representatives are approved in many states and if we are not approved we can assist you in getting a CEC class approved in your state. Holding CEC classes is the #1 marketing tool to get in front of adjusters and agents. Usually we have on average 20 adjusters and agents at these classes.

TES will also help you market your CEC class. How this program works is when you purchased your TES, you were given a list of adjusters and agents within a 50 mile radius of your office. Now we provide a customizable CEC postcard to use as a direct mail piece for the adjusters and agents. We will also mail out the direct mail piece for your company. If you are interested in having a CEC class for your company in your market, please contact John Otero and he can explain in more detail how this great marketing program works.

## Reets Drying Academy

Another class of students just completed the World's Fastest Drying System course at Reets Drying Academy. Attendees received specialized hands-on training to maximize the TES system. The flood house is unique as it gives students the opportunity to learn the techniques for the fastest drying of carpet, pad, wood sub floor, ceramic, stone, wood flooring, cabinets, walls, insulation, crawlspace, and concrete. Everyone was able to experience drying a structure in 1/3 of the time, and left armed with the tools they need to get out and take charge of their market with this superior drying method.



## Planning to Win



*"I've been a restorer long enough to tell you that there's a lot of opportunity in restoration but it isn't a 'get rich quick' business. My experience is that you have to learn how to deal with what's around the next corner — and how to successfully deal with it — before it happens. I wish this symposium existed 5 years ago!"*

## Now There's An Easier Way to Grow a Restoration Business!

Why should it take 15 or 20 years attending the "School of Hard Knocks" to finally reach your goal of a thriving, highly successful restoration business and all the perks that go with it?

Learning "the hard way" is stressful, expensive, can slow your growth, limit your potential and even put you out of business! Why not discover the secrets others have learned before you and how to successfully navigate the inevitable obstacles to your growth and success?

Interlink Supply is proud to introduce **Planning to Win: The Business of Restoration** symposium. This five-day training event is taught by renowned industry experts and focuses on the real-life **business** issues that every restorer will confront as their company grows.

**Register Now—Seats Are Limited!**

**Dates:** February 15-19, 2010

**Location:** Reets Drying Academy,  
Sharpsburg (Atlanta), GA

To register or for more information visit

[www.PlanningtoWin.biz](http://www.PlanningtoWin.biz)

(800) 658-5314 ext. 251, Taylor Laub

**Free Recorded Message at**  
(888) 287-1821 ext. 8601



## Reets Drying Academy: New IICRC Commercial Drying Specialist Course

There is a new course being introduced from the IICRC. Learn how to inspect, evaluate, dry, administer and manage large losses. Instruction on damage inspection and evaluation, work flow management, process administration and technical methods of effective and timely drying of commercial, industrial, institutional and complex residential water-damaged structures, systems, furniture, fixtures, and equipment (FFE). Resources for this course include: the current ANSI/IICRC S500 Standard and Reference Guide for Professional Water Damage Restoration, reference media, scientific, technical, and industry resources.



Prerequisites for this course are WRT and HST (or equivalent 10 hour OSHA course).

This is not just a course about drying hotels and high rises. It encompasses hotel, office buildings, manufacturing plants, distribution warehouses, hospitals, schools, apartments, duplex, large homes, etc. No matter how big or small your company is, you can benefit from this course. Class is scheduled for January 11-15, 2010.

Learn more online at [www.reetsdryingacademy.com](http://www.reetsdryingacademy.com) or call 770-712-7293.