

Upcoming Seminars & Events

| Date | Event | Host | Location | Registration | Contact |
|-------------------------|--|---|--------------------|--------------|------------------|
| March 04 | tes Seminar 8:00 am to 12:00 pm | interlinksupply of Nashville | Nashville, TN | 800-715-2295 | Kim Heiman |
| March 05 | tes Seminar 8:00 am to 12:00 pm | CleanSource an interlinksupply Distributor | Columbia, SC | 800-457-0102 | Herb Stutts |
| March 06 | tes Seminar 8:00 am to 12:00 pm | CleanSource an interlinksupply Distributor | Charlotte, NC | 800-292-3309 | Herb Stutts |
| March 10 to 14 | RIA Convention | Wyndham Palm Springs Hotel & Convention Center | Palm Springs, CA | 800-272-7012 | |
| March 17 | tes Seminar 8:00 am to 12:00 pm | The Cleaner's Closet an interlinksupply Distributor | Glen Burnie, MD | 800-477-1102 | Mike Wheatley |
| March 18 | tes Seminar 8:00 am to 12:00 pm | The Cleaner's Closet an interlinksupply Distributor | Lorton, VA | 800-996-1540 | Mike Wheatley |
| March 19 | tes Seminar 8:00 am to 12:00 pm | The Cleaner's Closet an interlinksupply Distributor | Richmond, VA | 888-743-8690 | Mike Wheatley |
| March 20 | tes Seminar 8:00 am to 12:00 pm | The Cleaner's Closet an interlinksupply Distributor | Virginia Beach, VA | 800-477-1102 | Mike Wheatley |
| March 22 to 25 | Claims Convention | Washington State Convention & Trade Center | Seattle, WA | 630-724-2255 | |
| March 30 to April 01 | Class: The World's Fastest Drying System | Reets Drying Academy | Sharpsburg, GA | 770-712-7293 | Danielle Vincent |
| March 31 | tes Seminar 8:00 am to 12:00 pm | Able Service & Supply an interlinksupply Distributor | Skokie, IL | 800-842-3620 | Jack Roth |
| April 01 | tes Seminar 8:00 am to 12:00 pm | Able Service & Supply an interlinksupply Distributor | Milwaukee, WI | 847-679-0468 | Jack Roth |
| April 02 | Class: The World's Best Agent Marketing Program | Reets Drying Academy | Sharpsburg, GA | 770-712-7293 | Danielle Vincent |
| April 08 | tes Seminar 8:00 am to 12:00 pm | interlinksupply of Largo | Largo, FL | 800-282-6130 | Jill Werth |
| April 09 | tes Seminar 8:00 am to 12:00 pm | Service Products an interlinksupply Distributor | San Antonio, TX | 800-959-1622 | Margie or Stan |
| April 10 | tes Seminar 8:00 am to 12:00 pm | interlinksupply of Austin | Austin, TX | 888-445-7490 | Margie or Stan |
| April 15 | tes Seminar 8:00 am to 12:00 pm | interlinksupply of Ontario | Ontario, CA | 877-467-3005 | Kim Heiman |
| April 16 | tes Seminar 8:00 am to 12:00 pm | Express Distributing an interlinksupply Distributor | Missoula, MT | 888-728-5450 | Bill or Micah |
| April 17 | tes Seminar 8:00 am to 12:00 pm | Express Distributing an interlinksupply Distributor | Billings, MT | 800-406-6022 | Bill or Micah |
| April 24 | tes Seminar 8:00 am to 12:00 pm | interlinksupply of Tempe | Tempe, AZ | 800-720-0221 | Dean Phillips |
| April 29 | tes Seminar 8:00 am to 12:00 pm | interlinksupply of Kansas | Kansas City, KS | 800-831-4399 | Jill Werth |
| April 30 | tes Seminar 8:00 am to 12:00 pm | interlinksupply of Omaha | Omaha, NE | 800-283-0801 | Jill Werth |

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.

The tes-timonial

Directed Heat Drying™

March 2009

TES-timonial: Thomas Dean Geer, Kodiak Restoration



In August of 2007, I moved my family to Montana from Michigan due to a very poor economy. Without any business contacts and no capital for marketing, we started from scratch with nothing but an Xtreme Xtractor and my TES. Several people in our industry, not familiar with TES, told me that I wouldn't be able to support my family with a start up company and the current established competition. If I was lucky, it would take me a year and a half before I would be able to pay bills.

I started marketing to insurance agents by going to their office and introducing myself and TES, I promised three things: #1- I would complete jobs in half or less the time so their clients/customers would be back to normal and inconvenienced as little as possible.

#2- The drying fee would be the same or less than they were paying the other guys. #3- There would be additional savings, with less demolition, repairs, ALE's and processing fees.

It didn't take too long until we picked up our first job, it went extremely well. We returned the home back to pre-loss condition in a fraction of the time that was expected by the insurance adjuster. We did so well on the residential job that it helped land us our first commercial job in Montana. A sprinkler head went off on the fourth floor of a hotel and dumped 7500 gallons of water into the room, affecting all four floors. We returned the hotel back to pre-loss condition in two weeks; my past experience is that this loss would have been a four to five week process to complete. The best part is that we earned the same income in half the time so our profit margins are higher and we saved the insurance company thousands of dollars in "loss of business" expenses.

Insurance adjusters and agents are continually impressed by our TES. They are learning by using our company that we dry things that our competition can't. We recently saved a travertine floor in a newly remodeled bathroom. Everyone wins with TES, the homeowner is back to normal sooner, the insurance company spends less and closes the file sooner, and WE make more money per-hour/per-day.

The purchase of our TES unit put us on the map. Our competition was well established and we were a new company. TES and its high speed drying, gave us the competitive edge and financial advantages, which allowed us to establish ourselves as a leading restoration company in the area. What we were told couldn't be done, WE DID IN 3 MONTHS. A huge thank you to Dave Hanks and Jeremy Reets for having the foresight and courage to "try something new." TES is the future of restorative drying.



TES Xactimate Information

E-TES officially in Xactimate

Xactimate pricing software recently added (January 2009 edition) the E-TES as a line item. The code and description are:
 WTR HTAM > Heat drying, thermal air mover, electric, high cfm.
 Reference: E-TES \$230.00 per 24 hour run-time (varies slightly by region).
 It does not distinguish a difference between the 240volt Model and the 120volt model.



Previously water restoration contractors have been charging any where from \$150 to \$300 per 24 hours. Although less for some and more for others this should clarify much of the discussion in working with insurance providers; of course everyone has the right to charge what they choose, but TES manufacturing believes this is a reasonable guideline for all parties.

E-TES stands for “electric - thermal energy system” and works on the principle of Directed Heat Drying™. The key to rapid evaporation is to build a greater vapor pressure in the wet materials-structure than in the surrounding air; this is accomplished by increasing the energy (directed heat) in to the material. The greater the differential from the material to the air, the faster the evaporation will take place. Humidity and excess heat are normally exhausted to the outside (additional charge) as the final step in the process.

E-TES is an exclusive product offered by the Interlink Supply Network. Visit www.interlinksupply.com for you nearest affiliate.

TES Product Spotlight

Delmhorst Navigator Pro - Restoration Package

State-of-the-Art Moisture Meter for Restoration Pros!

The Navigator Pro is the state-of-the-art in moisture measurement technology for the water restoration pro! This three-in-one meter integrates pin and pinless technologies in one instrument. With an optional hammer probe you can take all required measurements including RH, temperature and moisture content of virtually any material. Plus, the Navigator Pro corrects for materials temperature for TES operators!



In addition, the Navigator Pro offers outstanding data logging capability so you can document that you are drying correctly to justify your charges and protect yourself from liability. Comes with insulation probe and carrying case.

Restoration Package Contents:

- Includes Meter
- 26-ES electrode
- 2-E electrode
- 21-E electrode
- (20) CS-2 sleeves
- PC/KIT software application program
- RHT-C1 cable and carrying case. Great for the restoration contractor who needs to provide documentation.

Part # AC8202, Contractor Price \$1,320

Technical Bulletin: Propane Vaporization Rates

When you purchase propane, the tanks are filled with liquid propane. To operate your TES, the liquid propane in the tanks must be converted to vapor or gas and delivered to the TES burner. The vapor or gas is created when the liquid propane in the tank boils or vaporizes due to the heat transfer between the tank and the outside air. As long as the outside air temperature is warmer than -44°F vaporization will take place.

The rate of vaporization is affected by the outside temperatures. Higher temperatures increase the vaporization rate; lower temperatures lower the vaporization rate.

Changes in the rate of vaporization will change the pressure and the volume of propane vapor delivered to the regulator and then to the burner.

If the vaporization rate is too low, not enough gas will get to the burner for proper heating. If the vaporization rate falls below the 200,000 or 250,000 BTU/HR required for TES operation, the TES burner may not necessarily turn off, but the reduced amount of propane will prevent the TES unit from heating properly.

In addition to temperature, one other factor will affect the rate of vaporization. It is the “wetted surface” area of the container. The “wetted surface” area is the tank surface area in contact with the liquid propane. The greater the “wetted surface” the more heat will be transferred to the liquid propane, increasing vaporization (Little or no heat is transferred via the vapor space).

Therefore, when the outside air temperature is lower or the container has less liquid in it, the vaporization rate of the container is a lower value. For example, at 70°F a full 100# propane tank has a maximum draw of 300,000 BTU per hour. At the same temperature a half full 100# tank has a maximum draw of only 167,000 BTU per hour. At 0°F a full 100# tank has a maximum draw of only 113,000 BTU per hour. At the same temperature a half full 100# tank the maximum draw drops way down to 64,000 BTU per hour.

To assure that there is enough vaporization to operate your TES burner, it is important to consider the lowest temperature during operation. Where temperatures may reach 0°F, the rule of thumb for the vaporization rate of a 100 # tank is approximately 50,000 BTU/HR Multiple tanks will need to be connected to give the required vaporization capacity for TES operation. (Multiple 100# tanks are recommended rather than a single tank of larger capacity, due to the fact that multiple small tanks have a greater “wetted surface” area than a single large tank.)

To determine the required number of cylinders for proper operation of a 200,000 BTU TES unit, divide 200,000 by 50,000. This would be four tanks. For a 250,000 BTU TES unit it would be five tanks (250,000 BTU/HR / 50,000).

If you cannot connect additional tanks, refilling the tanks more often to maintain higher tank liquid levels and greater “wetted surface” area may maintain sufficient vaporization to operate your TES unit.

| Propane Vaporization Rates | | | | | |
|-------------------------------------|--|---------|---------|---------|---------|
| Lbs. of Propane In 100# Cylinder | Maximum Continuous Draw in BTU per Hour for a single 100# Propane tank at Various Temperatures | | | | |
| | 0°F | 20°F | 40°F | 60°F | 70°F |
| 100 | 113,000 | 167,000 | 214,000 | 277,000 | 300,000 |
| 90 | 104,000 | 152,000 | 200,000 | 247,000 | 277,000 |
| 80 | 94,000 | 137,000 | 180,000 | 214,000 | 236,000 |
| 70 | 83,000 | 122,000 | 160,000 | 199,000 | 214,000 |
| 60 | 75,000 | 109,000 | 140,000 | 176,000 | 192,000 |
| 50 | 64,000 | 94,000 | 125,000 | 154,000 | 167,000 |
| 40 | 55,000 | 79,000 | 105,000 | 131,000 | 141,000 |
| 30 | 45,000 | 66,000 | 85,000 | 107,000 | 118,000 |
| 20 | 36,000 | 51,000 | 68,000 | 83,000 | 92,000 |
| 10 | 28,000 | 38,000 | 49,000 | 60,000 | 66,000 |

• Blue numbers indicate range where one 100 pound propane tank can support 200,000 BTU heater operation.
 • Red numbers indicate range where at least two 100 pound propane tanks are required to support 200,000 BTU heater operation.
 • Green numbers indicate range where at least three 100 pound propane tanks are required to support 200,000 BTU heater operation.
 • Black numbers indicate range where at least four 100 pound propane tanks are required to support 200,000 BTU heater operation.
 • Orange numbers indicate range where five or more 100 pound propane tanks would be required to support 200,000 BTU heater operation.