

The **tes**-timonial

Directed Heat Drying™

July 2010

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TES-timonial: Ed Prevost - ServiceMaster by Integrity

The E-TES is the best piece of equipment we have purchased the last 2 years. It has helped us to dry some difficult jobs more quickly than we ever have.

Last week we received a call from an adjuster we had never worked for. Obviously we wanted to make a good impression. The job was a 15x13 bedroom that a tree had fallen through the roof. There was no heat in this room and approximately 60% of the room was affected from the ceiling to the subfloor with moisture content readings ranging from 40% to 100%. The outside temperature was 34 degrees and the temperature in the room was 38 degrees.

We pulled pad and installed the E-TES at 10:00 a.m. We met the adjuster on the job at 12:00 pm the following day. EVERYTHING was bone dry. There was no moisture reading above 6% and the ambient room temperature was 122 degrees! The adjuster was thrilled as was the homeowner. The estimate for drying this room with conventional methods was approximately \$1700. The adjuster was extremely happy to see the bill come in at \$931. The best part was we only had 4 man hours invested in this job. \$232.75 per hour*... not bad.



*Results may vary.

E-TES Instant Rebate!



Air mover not included.

\$200

INSTANT REBATE

E-TES 120 volt
reg. price \$2,195.00 **NOW \$1,995.00**

E-TES 240 volt
reg. price \$2,395.00 **NOW \$2,195.00**

(Also available for the E-TES Smart Dry (SD) 240 or 120 at an additional \$100.)

E-TES rents for \$230 per day with airmover. Xactimate WTR HTAM and WTR DRY.

Purchase an E-TES 240 or 120 between July 1, 2010 and August 31, 2010 and get a \$200 Instant Rebate. Here is your chance to step into restoration with the unsurpassed *Directed Heat Drying™* technology.

Offer valid between
July 1 and
August 31, 2010.
Only 4 rebates per
company.

\$200

INSTANT REBATE

Clip this coupon and present it to your nearest Interlink Supply Affiliate for a \$200 Instant Rebate on an E-TES 240 or 120.



www.TesDryingSystem.com or 800-948-1794

Interlink Financial Services

Financing Dedicated to the Professional Cleaner and Restorer

Up to \$100,000 PRE APPROVED Equipment Financing!

Your business is not limited to "bankers hours", and your equipment needs can not wait for financing approval and funding. That is why Interlink Financial Services offers professional cleaners and restorers the Pre-Approval program. The Pre-Approval program allows you to put financing in place before you need it. When your business needs equipment, you can draw from the pre approved amount to purchase equipment from your local Interlink Supply affiliate. Eligible equipment includes most restoration equipment, including air movers, dehumidifiers, HEPA systems, TES, E-TES as well as truck mounted and portable cleaning and extraction equipment. There is not cost and no obligation to put the pre approval in place, and payments do not start until you purchase equipment using your preapproval and unlike your banks line of credit, the Interlink Financial Services Pre-Approval program does not tie up your borrowing capacity or report to your personal credit.

To find out more about the pre-approval and how it can help you manage your equipment needs and cash flow, contact Interlink Financial Services at (800) 655-1207 or e-mail us at Info@InterlinkFS.com.

Interlink Financial Services offers:

- Leases and Loans
- Equipment Insurance
- New Chevrolet Cargo Vans
- Custom Designed Restoration Box Trucks
- Homeowner Support
- Payment plans to match your business needs

Planning to Win



- Are You Losing Jobs to Preferred Vendor Programs?
- Have Adjusters Slashed Invoices Refusing to Pay for Legitimate Charges?
- Are Your Marketing Efforts Not Working As Well as They Used To?

If you answered YES to any of these questions or you are having trouble growing your business in this highly competitive and ever changing industry, the Planning to Win symposium will help you!

Come to learn new and proven marketing tactics and skills never presented in public forums before. Learn the negotiating techniques of adjusters and how to overcome them. Discover how the right differentiation gives key contacts powerful reasons to hire, refer and work with your company.

Learn the financial and management obstacles that come with growth and how to prepare for and avoid them. This five-day, jam-packed seminar will elevate your business to a whole new level – GUARANTEED! If you are not completely satisfied with the value of Planning To Win, we will refund 100% of the registration fee!



Register Now—Seats Are Limited!

Dates: August 17-21, 2010

Location: Reets Drying Academy and Convention Center
Sharpsburg, GA

To register or for more information visit
www.PlanningtoWin.biz
(800) 658-5314 ext. 251, Taylor Laub

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



Upcoming Seminars & Events

Date	Event	Host	Location	Registration	Contact
July 01	tes Seminar 8:00 am to 12:00 pm	interlinksupply of Seattle	Tukwila, WA	866-320-8244	Luke Draeger
July 13 to 15	Class: IICRC ASD Course Advanced Structural Drying	Reets Drying Academy	Sharpsburg, GA	770-712-7293	Mellissa Kelley
July 20 to 22	Class: The World's Fastest Drying System	Reets Drying Academy	Sharpsburg, GA	770-712-7293	Mellissa Kelley
July 23	Class: The World's Best Agent Marketing Program	Reets Drying Academy	Sharpsburg, GA	770-712-7293	Mellissa Kelley
July 26 to 30	Class: IICRC Commercial Drying Specialist Course	Reets Drying Academy	Sharpsburg, GA	770-712-7293	Mellissa Kelley
July 27	tes Seminar 8:00 am to 12:00 pm	Cleaning & Restoration Supply an interlinksupply Distributor	Portland, OR	503-230-2969	Dave Diebert
July 28	tes Seminar 8:00 am to 12:00 pm	Cleaning & Restoration Supply an interlinksupply Distributor	Medford, OR	541-772-2217	Dave Diebert
August 09 to 13	Class: IICRC ASD & WRT Combo Advanced Structural Drying & Water Damage Restoration Technician	Reets Drying Academy	Sharpsburg, GA	770-712-7293	Mellissa Kelley
August 10	tes Seminar 8:00 am to 12:00 pm	Cleaner's Closet an interlinksupply Distributor	Virginia Beach, VA	800-477-1102	Mike Wheatley
August 11	tes Seminar 8:00 am to 12:00 pm	Cleaner's Closet an interlinksupply Distributor	Richmond, VA	888-743-8690	Mike Wheatley
August 12	tes Seminar 8:00 am to 12:00 pm	Cleaner's Closet an interlinksupply Distributor	Lorton, VA	800-996-1540	Mike Wheatley
August 13	tes Seminar 8:00 am to 12:00 pm	Cleaner's Closet an interlinksupply Distributor	Glen Burnie, MD	410-761-9283	Mike Wheatley
August 16 to 20	Class: IICRC ASD & WFDS Combo Advanced Structural Drying & The World's Fastest Drying System	Reets Drying Academy	Sharpsburg, GA	770-712-7293	Mellissa Kelley
August 23 to 27	Symposium: Planning to WIN The Business of Restoration	Reets Drying Academy	Sharpsburg, GA	800-658-5314 ext. 251 or 2436	Taylor Laub or DaLyn Casto
August 24	tes Seminar 8:00 am to 12:00 pm	Professional Cleaning Supply an interlinksupply Distributor	Oklahoma City, OK	888-313-8173	James Longley
August 25	tes Seminar 8:00 am to 12:00 pm	Professional Cleaning Supply an interlinksupply Distributor	Tulsa, OK	918-250-9000	James Longley

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.