

Upcoming Seminars & Events

Date	Event	Host	Location	Registration	Contact
June 03	tes Seminar 8:00 am to 12:00 pm	interlinksupply Hosted at: Hampton Inn Miami Airport West	Miami, FL	800-282-6130	Angela Pless
June 29	tes Seminar 8:00 am to 12:00 pm	interlinksupply of Ontario	Ontario, CA	877-467-3005	Serena Compton
June 30	tes Seminar 8:00 am to 12:00 pm	Central California Cleaning Supply an interlinksupply Distributor	North Highlands, CA	916-489-6100	Scott Stout
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	Taylor Laub
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
August 31 to September 02	Class: The World's Fastest Drying System	Reets Drying Academy	Sharpsburg, GA	770-712-7293	Mellissa Kelley
September 03	Class: The World's Best Agent Marketing Program	Reets Drying Academy	Sharpsburg, GA	770-712-7293	Mellissa Kelley
September 14 to 16	Class: IICRC ASD Course Advanced Structural Drying	Reets Drying Academy	Sharpsburg, GA	770-712-7293	Mellissa Kelley
September 16	tes Seminar 8:00 am to 12:00 pm	Great Lakes Steamway an interlinksupply Distributor Hosted at: Holiday Inn West Bay	Traverse, MI	800-654-3537	Pam or Garry Moyer
September 29, 30 & October 01	Connections Conference	Las Vegas Hilton	Las Vegas, NV	888-881-1001	
October 07	tes Seminar 8:00 am to 12:00 pm	Great Lakes Steamway an interlinksupply Distributor	Wayne, MI	800-654-3537	Pam or Garry Moyer
October 11 to 15	Class: IICRC ASD & WRT Combo Advanced Structural Drying & Water Damage Restoration Technician	Reets Drying Academy	Sharpsburg, GA	770-712-7293	Mellissa Kelley
October 25 to 29	Class: IICRC Commercial Drying Specialist Course	Reets Drying Academy	Sharpsburg, GA	770-712-7293	Mellissa Kelley
October 26	tes Seminar 8:00 am to 12:00 pm	interlinksupply of Salt Lake City	Salt Lake City, UT	800-225-9807	Shane Wrigley

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.

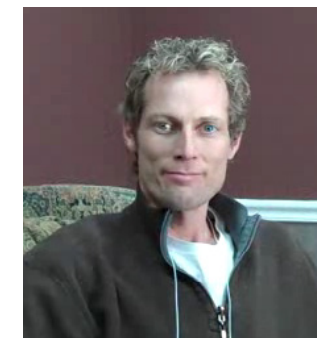
The *tes*-timonial

Directed Heat Drying™

June 2010

TES-timonial: Bob Zupke - Immaculate Cleaning

We had a job recently, a large house and they had about 1100 square feet of American Cherry wood floor buckled. About 1/3 of the floor was buckled. We got the TES unit hooked up, we put the mats on the floor and a couple of the other restorers that were on the job, just assisting with a couple of things there and they said, ya know what Bob, you're going to have to throw this floor out. Rip it out, get rid of it. I had two opinions like that from restores. We got the TES hooked up, got the mats on the floor, and we took our measurements middle lower and higher and in about 8 hours, the buckling was down. I found that I couldn't even keep the mats on the floor in that section for more than 8 to 12 hours in different sections, the most was about 12 hours. We ended up saving the whole wood floor. Everything was good; the adjuster was happy; we kept it way way under the cost of replacing the floor and as far as the time to replace the floor, the wood floor people told me it was going to take about an extra 30 days and we were out of there in a fraction of that, with the whole job. Very pleased with TES, very happy with it and I would say another thing about it is, that I came right out of the school and into that job and did that job from the school.



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



Facebook

Become a fan today to receive updates, post your pictures and videos of your TES, E-TES and jobs. We would also love to read your TES-timonials. Become a Fan at www.Facebook.com and search for TES Drying System.

Heat - The Missing Piece?

As an IICRC Approved Instructor, one of the courses I most enjoy teaching is Water Damage Restoration Technician (WRT). During this 3-day class I start with the basic principles of drying water damaged structures. The 4 basic principles are as follows:

- 1. Removal:** The first job is to remove as much water as possible. We employ extraction, mopping, pumping, wiping, use of squeegees, etc to accomplish this part of the project. Meticulous water removal is critical to decrease overall drying time. It is estimated that proper detailed extraction can decrease the time it will take to dry a structure by as much as 20 to 30 percent.
- 2. Evaporation:** Since the rate of evaporation determines the time it will take to dry, our goal is to maximize evaporation of trapped moisture out of structural materials. Generally, we assist evaporation using airflow with air movers. Additionally, specialized equipment may be employed to provide airflow into wall cavities, under flooring, behind and under cabinets and into other hard-to-reach areas.
- 3. Dehumidification:** Evaporated moisture from wet materials must be removed from the air in order to allow for continued evaporation and to reduce the potential for secondary damage. The most common way to do this is with dehumidifiers. There are a variety of types and sizes of dehumidifiers. All are designed to remove water vapor from the air.

Another less common method of dehumidification is called "open drying". As the name suggests, the structure is opened, and drier outdoor air is used to replace humid indoor air. This method is quite effective, but is used less frequently due to security issues, outdoor temperature and humidity extremes, concerns of energy loss and comfort of workers and occupants.

- 4. Temperature Control:** This may be the most misunderstood and underappreciated aspect of structural drying. Historically, our primary concern is centered on maintaining the air temperature at 72-78 degrees to encourage evaporation and avoid condensation. Since 80 degrees is optimal for microbial growth, we generally try to stay below that temperature. Most often, we use the heating/cooling system of the structure to control air temperature. Where this is not feasible, portable heating/cooling equipment may be utilized.

Temperature plays a critical role in drying for several reasons. First, as you increase the temperature of air, you also increase its capacity to hold moisture. For example, air can hold about twice as much water vapor if you heat it from 60 to 80 degrees. This allows it to absorb more evaporated moisture from building materials.

In addition, heating the air increases the temperature of wet structural materials. Heat the material, and you heat the water trapped within it. By heating the trapped moisture, you increase its rate of evaporation, thus accelerating the drying process.

Everyone knows that heat makes water evaporate quickly. Although obvious, this principle is rarely put to use when discussing conventional drying systems. The following example demonstrates the sheer evaporative power of heat. On a hot sunny day, the temperature of the sidewalk is 125 degrees or more. If you pour a cup of water on the concrete, it will evaporate in minutes. Pour a cup of water on the same concrete at night, and it could take hours to dry, even if the air temperature is the same. Why? It's because the high temperature of the concrete has much more of an effect on the water than air temperature does.

So how can you take advantage of this principle in a structural drying job? First you have to find a way to get the heat directly to the water that is trapped in the materials. Just as a hot sidewalk causes rapid drying, heating structural materials accelerates evaporation of trapped water.

Heating the air in the structure is one way to do this. You could employ a large heating system and increase the air temperature to over 120 degrees. But this requires massive amounts of energy, and the environment would be unbearable for workers and occupants.

Then there is the problem of getting the heat to the materials that are wet. Since hot air rises and water tends to flow downward, the hottest air is at the ceiling but the wettest materials are usually at or near the floor.

You could use air movers and fans to circulate the heat downward, but you are still wasting a great deal of energy and effort to get hot air to the wettest materials. Much of the heat energy is wasted in areas where it is usually not needed such as the ceiling and upper portions of walls.

But what if you concentrate the hot air directly on the wettest materials such as the bottom portions of walls, flooring materials, baseboards, sill plates and even subfloors? Raising the temperature of these structural components would dramatically increase the rate of evaporation and decrease overall drying time. The key then, is to direct the hot air and contain it where it is needed most to increase the temperature of the wettest materials.

How can you do this?

TES (Thermal Energy System) from Bridgepoint Systems is one answer.

TES is designed to direct hot airflow directly to the wettest building materials using exclusive patented technology and design. Whether the floor is carpet, carpet over pad, hardwood, tile or even concrete, E-TES meets the demand of delivering heat and airflow I to the trapped water.

But floors are not all. E-TES, properly applied, works on walls, baseboards, cabinets, crawlspaces, and other difficult to dry areas. The result is your jobs are "Desert Dry in Record Time." What makes it even more amazing is that properly applied, E-TES drastically reduces the amount of equipment need to achieve drying in record time. Yet, because of how it is categorized in restoration software, you make the same amount of money as you would using more equipment for a longer period. Everybody wins. Insurer, Insured and YOU...

Bruce DeLoatch is an IICRC Approved Instructor, Master Textile Cleaner, Master Water Restorer and Master Fire and Smoke Restorer. He is President of The Cleaner's Coach, an education and consulting firm dedicated to the cleaning and restoration industry. You can email him at bruce@cleanerscoach.com or you can also email John Otero - Director of TES Sales at john.oter@tesdryingsystem.com or call him at 727-657-1567 or 800-948-1754.

Interlink Financial Services



Preserve your cash!

Get
PRE-APPROVED
for up to
\$100,000!*

Don't waste time!

Interlink Financial Services
4282 South 590 West
Salt Lake City, UT 84123

Need equipment in a hurry?

We understand that large restoration jobs come without warning and often require additional equipment. We want to help prepare you for those times!

Its easy as 1, 2, 3...

1. Send in your application now and get pre-approved!
2. All terms are agreed upon in advance
3. On the day of purchase, sign minimal paperwork (usually only 1 document), and drive away with your equipment

No need to worry...

With an active pre-approval through Interlink Financial Services, not only can you feel confident that you have financing in place for future equipment needs, you also have access to our exclusive Home Owner Support Program! This program helps YOUR customers to get cash in a hurry when they are uninsured or under-insured for their restoration needs.

Contact your Interlink Financial Services Representative for additional details on all available programs!

Phone: 800-655-1207
Fax: 801-281-5484
www.interlinkfinancialservices.com



Additional Information:

- Approval process carries no obligation and no cost
- Approvals are valid for up to 6 months
- Approvals available for up to \$50,000 on application only submissions (\$100,000 with a financial package) with up to a 6 draw maximum*
- Draws are set as a minimum of \$5000 in equipment*
- Payment discounts available for draws greater than \$15,000*

*All terms available OAC