

Upcoming Seminars & Events

Date	Event	Host	Location	Registration	Contact
May 04	tes Seminar 1:00 pm to 4:00 pm	Iowa Paper, Inc. an interlinksupply Distributor	Iowa City, IA	319-354-9379	Ed or Cheryl
May 04 to 06	Class: The World's Fastest Drying System	Reets Drying Academy	Sharpsburg, GA	770-712-7293	Mellissa Kelley
May 05	tes Seminar 8:00 am to 12:00 pm	Advantage Marketing, Inc. an interlinksupply Distributor	Indianapolis, IN	317-297-0461	Kristen Bonwell
May 05	tes Seminar 8:00 am to 12:00 pm	Able Service & Supply an interlinksupply Distributor	Skokie, IL	800-842-3620	Jack Roth
May 06	tes Seminar 8:00 am to 12:00 pm	Advantage Marketing an interlinksupply Distributor	Erlanger, KY	859-647-7333	Kristen Bonwell
May 07	Class: The World's Best Agent Marketing Program	Reets Drying Academy	Sharpsburg, GA	770-712-7293	Mellissa Kelley
May 11	tes Seminar 8:00 am to 12:00 pm	interlinksupply of Tucson	Tucson, AZ	877-467-3002	Larry Maskell
May 12	tes Seminar 8:00 am to 12:00 pm	interlinksupply of Tempe	Tempe, AZ	800-720-0221	Dean Phillips
May 17 to 21	Symposium: Planning to WIN The Business of Restoration	Winner's Circle Training Center	Henderson, NV	800-658-5314 ext. 251	Taylor Laub
May 18 to 20	Class: IICRC ASD Course Advanced Structural Drying	Reets Drying Academy	Sharpsburg, GA	770-712-7293	Mellissa Kelley
May 25	tes Seminar 8:00 am to 12:00 pm	interlinksupply of Tampa Bay	Largo, FL	800-282-6130	John Morgado
May 26	tes Seminar 8:00 am to 12:00 pm	interlinksupply of Omaha	Omaha, NE	800-283-0801	Clarke Meacham
May 27	tes Seminar 8:00 am to 12:00 pm	interlinksupply of Kansas	Kansas City, KS	800-831-4399	Jeff Smith
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	Fresno, CA	559-271-8778	Tony Lima
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

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™

May 2010

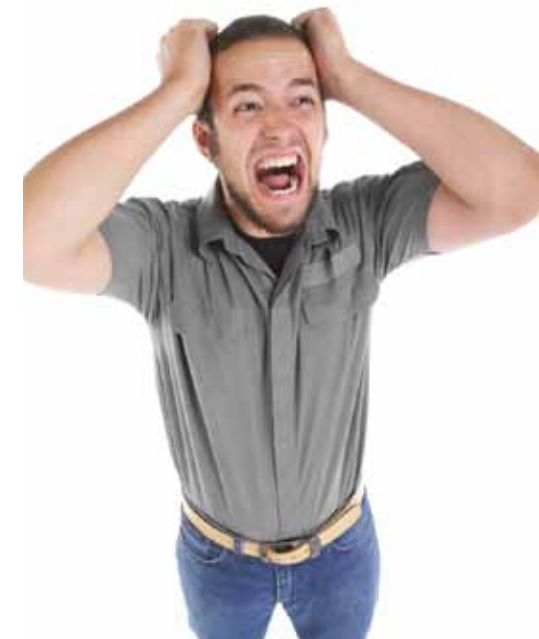
TES-timonial: Kent Hartshorn - Prestige Services

We started using TES about 5 years ago. Our company has experienced tremendous growth with TES, it gave us a competitive edge over our competitors. Our first TES system, that we had out in the market, our company experienced over \$150,000• worth of business in that first year. We've since purchased another TES system and for our company, that system has actually brought in over \$70,000• worth of business and we have only had the system about 6 months. Just the speed of drying systems, I'm able to turn the equipment so much faster, that the revenue is just incredible for our business and we just think it is awesome. That's all we use is TES.

• Results may vary.



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: May 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



TES is on 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.

Reets Drying Academy - ASD* Combined with The World's Fastest Drying System

Would you like to obtain your ASD Certification and receive hands-on training on the TES unit from Jeremy Reets all in one convenient trip? We have a solution for you. Until now, ASD and The World's Fastest Drying System Course have always been taught separately. Reets Drying Academy will be holding a Special 5 Day Combination ASD/WFDS Course on August 16-20, 2010. If you or some of your technicians need both an ASD certification and detailed training on the TES unit, it is now available.

The first three days of the course will be the IICRC ASD portion of this new combination class. Joe Dobbins, a highly skilled IICRC instructor, will lead the class through the Applied Structural Drying Course. Students will dry out the unique flood house using both standard drying equipment and directed heated drying. The last two days will be The World's Fastest Drying System section of the course taught by Jeremy Reets, innovator of the TES System. The house will be re-flooded and then dried in record time using the TES system. Students will receive both classroom and hands-on training during all five days of the course. This is a great opportunity to obtain both an advanced water restoration certification from the IICRC, and dramatically expand your knowledge on the TES unit in order to increase revenue. Accomplishing all of this in one visit was impossible until now.



Interlink Financial Services

  
NO WAITING! We have them ready to go, Limited stock on hand. - **NO WAITING!**

Cab Forward Chassis w/ 16' Custom Box

INCLUDES:

- 2010 W-3500 CHASSIS
- AM/FM CD STEREO RADIO
- HEATED MIRRORS
- S.S. WHEEL SIMULATORS
- BACK UP ALARM
- CHROME UPGRADE
- POWER WINDOWS AND LOCKS
- LINE-X BED LINER

Finance as low as **\$899 per month***



1 Ton Ext. Cut-away Van w/12' or 14' Custom Box

INCLUDES:

- 2010 CHEVY 1-TON CUTAWAY
- AM/FM STEREO
- POWER WINDOWS AND LOCKS
- CHROME
- REMOTE KEYLESS ENTRY
- FUEL FITTING
- REAR LOCKING DIFFERENTIAL
- TILT WHEEL AND CRUISE CONTROL
- 6.0L ENGINE
- LINE-X BED LINER

Finance as low as **\$699 per month***



1 Ton or 3/4 Ton Ext. Cargo Van

INCLUDES:

- 2010 CHEVY 1 OR 3/4 TON EXTENDED CARGO VAN
- 6.0L V8 ENGINE
- AM/FM STEREO
- OPTIONAL POWER WINDOWS AND LOCKS
- FUEL FITTING (FUEL LINE TAKE OFF)
- REAR AND SIDE GLASS
- CLOTH SEATS

Finance as low as **\$399 per month***



Custom orders available!

Vehicle use intended for the cleaning and restoration industry only and must be part of an industry specific equipment package. Some restrictions apply. Call Interlink Financial 800-655-1207 for full program details and restrictions.

* (OAC)

Technical Bulletin - by Jim Anders

The following article was written by Jim Anders from Injectidry regarding power distribution boxes. The application for E-TES units should be obvious. Power is always an issue for water restoration contractors. As you read the following keep in mind that by using distribution boxes, you can probably use more E-TES units than you thought. Here are the combinations you can use on a dryer or range outlet:

30 Amp Dryer	50 Amp Range
One E-TES 240 Unit or Two E-TES 120 Units	One E-TES 240 Unit and One E-TES 120 Unit or Three E-TES 120 Units

Being a restoration contractor involves being creative and resourceful. Here is a way to find the power you need to do the job right using Directed Heat Drying™.

Do you have the power?

Many times on many jobs I have allowed equipment to run (LGRs airmovers, heat units or floor drying systems) for an hour before leaving and still the next day when I return a blown circuit breaker has reduced my drying efforts to ZERO. It's the simple things that give us the most challenges, like electricity. A typical residential home will have (4+) duplex outlets on a single 15 amp breaker. That will run (1) LGR and a few airmovers. How can I be expected to dry class 2 or 3 water damage much less a class 4 with 1 LGR and a couple airmovers? Then comes the nightmare of extension cords, cords everywhere. Running from upstairs down, from down stairs up, all around the house it looks like a plate of spaghetti. Most all of us have run into this challenge from time to time. Some have even had electricians build power center equivalents on a small sheet of plywood to over come this lack of power issue. They worked well but didn't look very professional and probably did not meet safety standards.

There is a solution to this problem and we found it a few years back on a commercial construction site we were lending our drying efforts to. We saw "spider boxes" on each floor delivering power to the contractor and only a few feet from his equipment. Wow what an epiphany! How cool would it be if we could use these in a residential environment and put the power right where we need it? With the demands of the new drying equipment even with their efficiencies typical house power isn't enough.



Power in General

- Houses have either 15 amp or 20 amp circuits rated at 110 - 120 volts (called either 110, 115 or 120) but can range up to 125
- 20 amp circuits are always located in kitchens, dining rooms and behind the washer in utility. Almost all others are 15 amp.
- Most houses have 30 amp circuits located behind dryers rated at 220 - 240 volts (called 220, 230 or 240) but can range up to 250
- Most houses have 40 or 50 amp circuits located behind stoves rated at 220 - 240 volts
- A circuit should ideally be used at 80% of its amperage rating. e.g. a 15 amp circuit should be used at a not-to-exceed draw of 12 amps. 20% of 15 = 3 amps. 15-3=12.
- Most circuits can handle 100% of rated load as there is a 15% safety factor built in. Keep in mind that circuits are all protected at the main or subpanel in the structure.
- Likewise a 20 amp circuit should only be used at 16 amps.
- Temporary power boxes help the restorer get amperage to run the equipment necessary to dry the structure.
- When drying to IICRC "minimum recommended equipment" Standard needed on the first day, most structures do not have adequate 15 and 20 amp 120 volt outlets to handle the numbers of airmovers, dehumidifiers and AFDs needed to dry.
- Remember that the new Standards state that the restorer "should consider" the use of AFDs. Failure to at least consider does not rise to an adequate standard of care.

Advantages to Distribution Boxes

- Converts 50 amps 240 volt to 100 amps 120 volt
- Fewer blown circuit breakers from too much power being taken from building outlets
- They put the power where you need it
- GFCI on all 120 volt circuits. OSHA requirement for all construction job sites in U.S. Some power boxes use GFCIs that are not rated for construction sites, the highest level of use. These sites are often rained on and users stand in water when plugging equipment in. The GFCIs have to be rated for this type of abuse.

For more information, contact Jim Anders at Injectidry Systems Inc. jim@dry-it.com or 800-257-0797

Now if we could only get the customer to stop unplugging the equipment...