

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.

Sincerely,



Thomas Dean Geer