



**Drying Solutions**  
INCORPORATED

# THE DRYING TIMES

IT'S NEVER A GOOD DAY FOR A SPRINKLER COMPANY WHEN WATER COMES OUT AND THERE'S NO FIRE!

888-2-DRY-WET (237-9938)

Local Calls: 757-473-0560

[www.dryingsolutionsinc.com](http://www.dryingsolutionsinc.com)

5244 Challedon Dr.

Va. Beach, VA 23462



Imagine you're phone rings late one afternoon and it's one of your guys at an installation site saying, "Boss, we got a problem here"! Now imagine a moment later, it's the Site Superintendent of the GC that hired you who's calling you on the other line (most of what he's yelling cannot be re printed here) to let you know, "you better get out here now, we've got water everywhere!"

That's pretty much what happened a few weeks ago to Mike Glover, Operations Manager for Hiller Systems in Chesapeake, Va. The next thing Mike did was call Phyllis Woodhead at Drying Solutions. "Hey Phyllis, did my account get set up there, because I think I need you, NOW!" Almost a year ago they had met and set up the account "just in case I ever need you".

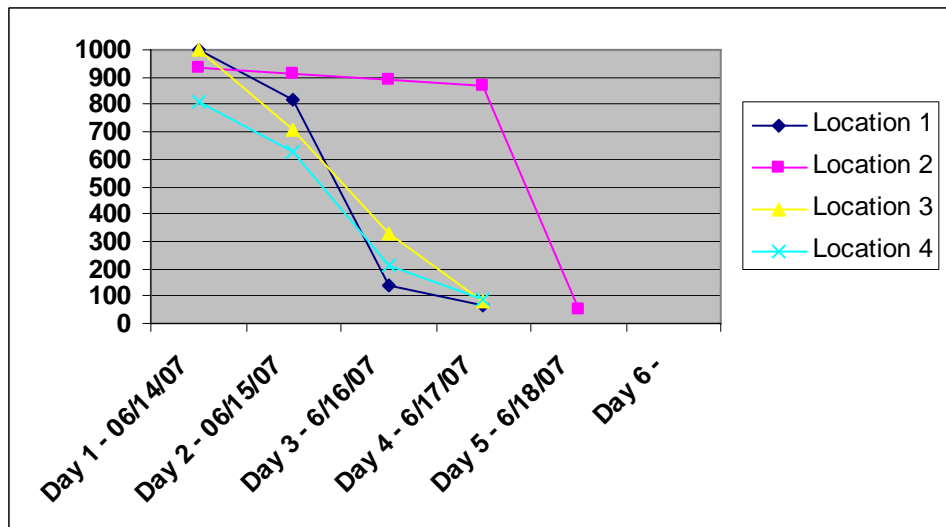
Mike wanted to first make sure it made sense to send us out, or just let the contractor handle it. He needed two important pieces of information, what will it cost, and will this come back to haunt me later with a mold problem?" (See drying documentation sample inserted below.)

Having a pre-established relationship with up front pricing enabled us to quickly answer his questions and help him make a fast decision about what would be right for Hiller as well as their customer.

Knowing that initiating drying within the first few hours and properly drying all the affected materials, mold would not be a problem, the next question was, will it be cheaper to tear out the drywall and carpet or dry it?

In less than an hour a DSI project manager was on site, and in less than 2 hours Mike had an estimated price for the emergency service and drying. He was then able to make a decision that drying would be less expensive than tearing things out and replacing them, which not only saved him "thousands" but also made his GC very happy that his project wouldn't be delayed. Mike said, "It was worth every penny to me and to the relationship with my customer. (Who was so impressed he later hired DSI to assist with an unrelated moisture problem too.)

"You guys were perfect! From response to results, you're the only company I'll call for water damage!"



**Helping Contractors when Help is Needed Most!**