



Distributor Connection

Spring 2019

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Summer Promotion

JUNE 21ST - SEPTEMBER 23RD 2019

From **June 21st** until **September 23rd**, receive **\$2,500.00** off your instrument purchase or with the purchase of two Quantum[®] Oxidation Testers.

Upcoming Events

ASTM, Denver	June	23-27
InterLubric, China	Aug.	21-23
Analitica, Brazil	Sept.	24-26

Save the Date!

Distributor Training this October!

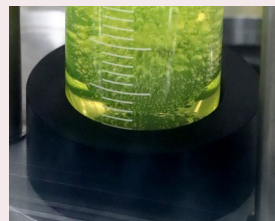
Tannas Co. and King Refrigeration, Inc. are hosting a

DISTRIBUTOR SERVICE TRAINING SEMINAR

October 21st-24th
in Bangkok, Thailand

Contact Rob Gordon at rgordon@savantgroup.com to learn more about this hands-on week of training!

D1881 & D7840 ASSEMBLY - TFAB



As reported in the Fall 2018 Distributor Connection, the TFAB is now available with the needed features and apparatus to run the ASTM D1881 and D7840 test methods to test foam tendencies of Coolants. Pictured here are the parts of the Foam Test Cylinder Assembly (D1881 & D7840) via P/N 550200 for use in the TFAB.

This assembly includes:

- 500 mL Glass Cylinder
- Top and Bottom Inserts
- Diffuser Tube Assembly
- Cylinder Stopper Assembly
- Round Diffuser Stone

For pricing, please refer to your Tannas Distributor Quote Sheet.



JDQ 73 ASSEMBLY - KING BLB

The JDQ 73 test is a John Deere Standard for evaluating low temperature fluidity of Tractor Hydraulic/Transmission Oils subjected to extended periods of low temperatures (cold soak). The King BLB allows the JDQ test to be run with the below mentioned Modification Assembly.

Similar to the Pour Point D97 test, samples are pre-heated and then exposed at a specified temperature ranging from 0 to -55C for a specified period of time. After which, samples are placed in a horizontal position. The time required for the oil to flow 30 mm is recorded. Single-wall glass test jars for running both the JDQ 73 and JDQ 74 tests include additional lines positioned at 5, 10, 15, 20, 25 and 30 mm above the 54 mm fill line.

The JDQ Modification Assembly (P/N 170038) includes:

- (1) 5-Position testing carousel
- (5) JDQ testing jars with plugs

For pricing, please refer to your King Distributor Quote Sheet.



Marked test jars

Developing Teamwork

*Sarah Nuss-Warren,
Technical Development Manager*



The recent distributor training and first installation of our new model TBS 3000 in a customer laboratory marks the culmination of a significant effort on the part of the Technical

Development team as well as the Production and Operations teams at Tannas. This overhaul of our flagship instrument has coincided with the growth of the Technical Development group from three to seven members. This growth and learning experience served to build a strong foundation that can be leveraged forward to continue to deliver similar innovations into the future.

Working together to complete this upgrade has helped the group integrate their skills to form a team that covers the wide knowledge base needed for any instrument development we might pursue. The constant exchange of ideas and the process of transferring instrument improvements into the production process has grown strong partnerships between the Technical Development team and the Manufacturing, Product Integration, Testing, Service, Marketing, and Administrative teams. Through this close collaboration, it was possible to ensure the product not only matches the high quality test results that have long been associated with the TBS instrument but in a way that also simplifies production, improves reliability, and most importantly improves the user experience. Working through this project has helped in the progression of the Technical Development team from good to great, and it positions Tannas to continue as an industry leader in developing key instrumentation for testing the physical and chemical properties of lubricants and related fluids. As the industry reveals new challenges, Tannas & King is now better prepared to develop robust solutions to address those challenges.

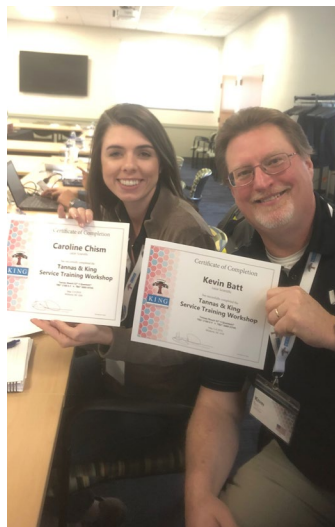


FACTORY DISTRIBUTOR TRAINING — Midland, MI

Distributors from around the globe were welcomed to the Midland Headquarters for a Hands-on Instrument Service Training Seminar held May 6-9th, 2019. Eighteen (18) attendees from eleven (11) different companies/countries participated in the seminar for training on the TBS® Viscometer (2100E-F and new 3000 models), Noack S2®, SB+2, TFAB®, King BLB, and MRV instruments. Fun activities in the Midland area filled each evening and the group enjoyed spirited games of cornhole during the Annual Savant Group Cornhole Tournament event!

To view more photos from the training seminar, check out our Dropbox: <https://www.dropbox.com/sh/gly88mi7cniucos/AABpEaGgz5lsaoYxfAzYc94ea?dl=0>





Tannas & King Backpacks are now available for Pre-Order! They are being offered to distributors at cost for us - \$95.00. If you would like to purchase them for you and others in your organization, please contact McKenzie at mdempsey@savantgroup.com before July 1st. The order will then be made and backpacks shipped to you upon receipt.

The eleven™ Rutter TSA 17 inch Computer Backpack fits most 1" laptops in a padded rear computer compartment. Main compartment has a file divider and tablet pocket. RFID pocket helps prevent identity theft by shielding your credit card and passport. Multiple pockets and water bottle pockets. Padded handle and back. Suitcase handle attachment on back panel.

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