



Distributor Connection

Summer 2019

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Upcoming Events

Analitica, Brazil	Sept. 24-26
Gulf Coast Conference, US	Oct. 15-16
Lab Asia, Malaysia	Oct. 15-17
Distributor Training, Thailand	Oct. 21-24
ASTM, New Orleans, US	Dec. 8-12

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!

Have you explored our new DISTRIBUTOR PORTAL?

On August 1st, we launched our Tannas & King Distributor Portal! This hub is an excellent resource for Marketing & Sales files as well as Technical Development updates. Instrument Operations Manuals, Troubleshooting Guides, Reference Oil Certificates, brochures, videos, and logos are all available to download. Additionally, instrument parts from your Distributor Quote Sheets are pictured and listed by number with a Parts Search feature.

You will receive email updates as we continue to upload instrument parts and add other files to the portal. If you have not received a log-in email, please contact Rob or McKenzie to have another sent to you. Be sure to check your spam folder to ensure you are receiving the e-mail notifications.





Meet Our Traveling Engineers!



In the coming year, Tannas & King Refrigeration engineers will continue to be conducting Distributor Trainings all around the world! With our upcoming training in Thailand this October and four trainings in the works for 2020, we would like to introduce you to our Traveling Service Engineers.



Brandon Hall graduated with a Bachelor of Science in Mechanical Engineering and Mechanical Technology from Ferris State University. Brandon tests and certifies instruments after they are manufactured and communicates with customers to schedule installations. He frequently travels to customer sites to install instruments and provide training and Preventive Maintenance. One of his personal goals is to go deep sea fishing in Mexico.



Ryan Hill is a Chemical Engineer with professional experience in process management. He coordinates the shipping of completed certified instruments, performs certification tests, and solves problems that may arise during the testing of products. Ryan has a Bachelor of Science in Chemical Engineering from Michigan Technological University. His personal goal is to improve his marathon time.



Robert Day has over 24 years experience in mechanical engineering. He received a Bachelor of Science in Mechanical Engineering Technology and Mechanical Engineering Design from Central Michigan University. Robert tests and calibrates new instruments and conducts installations and Preventive Maintenance at customer sites worldwide. He also reviews instruments for needed improvements and redesigns. Outside of work he volunteers his time cleaning up the environment and enjoys as much time as possible outdoors.



Michael Henry graduated from Northwestern University with a Bachelor of Science in Mechanical Engineering. Michael certifies newly manufactured instruments before shipment, collaborates with Technical Services, and communicates with customers regarding upcoming or recently completed Preventive Maintenance and installations. Michael's personal goal is to hike the Pacific Crest Trail.



UNVEILING OUR FUTURE HEADQUARTERS — Midland, MI



On August 7th, 2019, we unveiled the first look of the new global headquarters for the Savant Group of companies during the 50th Anniversary Celebration of Savant Labs. The new facilities will be constructed on a 30-acre parcel of land next to our current facility in Midland, Michigan—reaffirming the Group's long-term commitment to the Great Lakes Bay region. The new 53,000 square foot building will welcome the natural beauty of the heavily wooded site and bring the outside in with high ceilings, large energy-efficient windows, skylights, automatic control systems, and an open floor plan design. The campus will embrace the wetlands adjacent to the building, enhancing them with nature trails where possible. Inspiring collaboration and innovation, the interior will be designed in an urban industrial style throughout.

The new facility will house Tannas Co., Savant Labs, King Refrigeration, and the Institute of Materials along with the Center for Quality Assurance (CQA) and an expanded machine shop. It will include laboratory testing, manufacturing, research, technical training, and administrative space with room to grow, allowing for an anticipated 40% increase to our current 85 employee base over the next several years.

"This is an exciting time for us as we unveil our new headquarters in the year of our 50th anniversary. We have come a long way since Ted Selby started Savant Labs in 1969 as a materials-consulting firm. It truly shows the dedication and hard work of our employees and is a significant milestone in pursuit of our goal to continuously

improve our service to our growing global customer base," said Rebecca Cox, President.

Recently awarded his 50th patent, Ted Selby commented, "Patents are the result of a number of different minds working together to obtain new insights into innovative approaches and technologies. Our patents have multiple inventors listed and are a great example of how our companies have worked together successfully over the years." Ted continued, "As it relates to 50 years in business, this is a statement more about our people being wise servants to our companies, each other, and, most importantly, our customers."

Designed by FED Design/Builders from Gladwin, Michigan with interior design by SPACE from Midland, MI, the headquarters are scheduled to be completed in early 2021. We look forward to providing you further updates as the construction progresses.



Reference Oil Updates

We have streamlined our reference & calibration oil selection for the TBS Viscometer to ease the ordering process.

Many of the various TBS oils for operating at different temperatures according to both ASTM and CEC methods have been combined to share part numbers. These changes are reflected in our new Oil Certificates available on the Distributor Portal.

Please note that R-100 and R-500 now have a corresponding RL number per the CEC L-36 test method.

Stay tuned for more upcoming adjustments to our reference oil program that will continue to benefit our customers.

High-temperature, Newtonian Viscosity Reference Oils						
Product		Pint (0.47 liter)	Quart (0.94 liter)	Half Gallon (1.89 liter)	Gallon (3.78 liter)	
R-100 RL 236*		020100	030100	040100	050100	
R-200 R-2200 RL 241*		020200	030200	040200	050200	
R-300 R-2300		020300	030300	040300	050300	
R-350 R-2350 RL 242*		020350	030350	040350	050350	
R-400 RL 238*		020400	030400	040400	050400	
R-2400		020240	030240	040240	050240	
R-450 R-2450 RL 239*		020450	030450	040450	050450	
R-500 RL 237*		020500	030500	040500	050500	
R-600		020600	030600	040600	050600	
150°C TBS operation 120°C TBS operation 100°C TBS operation 80°C TBS operation						
High temperature, High Shear, Non-Newtonian Viscosity Reference Oils						
Product		Pint (0.47 liter)	Quart (0.94 liter)	Half Gallon (1.89 liter)	Gallon (3.78 liter)	
NNR-03 RL 240*		020024	030024	040024	050024	
NNR-120		020120	030120	040120	050120	
NNR-10		020025	030025	040025	050025	
NNR-80		020026	030026	040026	050026	

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