



Distributor Connection

Summer 2020

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COVID-19 Update - Back to Work

The last few months have been tough for us all, to say the least. Fortunately, the light at the end of tunnel is getting brighter as countries and industries are beginning to reopen. The Governor of Michigan has continued to relax her stay at home mandate that has been in effect since mid-March, so the business environment here in Michigan is improving alongside the US as a whole.

We here at Tannas Co. and King Refrigeration have resumed full-staff operations. We are working hard to prepare and ship all past and current orders as quickly as possible, while adhering to critical back-to-work guidelines for safe operations. We are encouraged to hear positive news from several of our Distributors on improved and increased business activity. We look forward to working with you to continue generating and closing instrument sales for the remainder of 2020.

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2020 Distributor Training Cancellations

Fortunately, we were able to hold the Brazil Training course in February (details below). However, as you know, we had to cancel the Factory Training in Midland planned for May and postponed the Distributor Training scheduled for July in Thailand due to the COVID-19 pandemic. We will be in contact soon with reschedule dates for both courses; however, if your service staff need to be trained on specific instruments in the interim, please contact us so we can arrange either a virtual training course (details below) or as travel permits, a private training course here in Midland.

Virtual Training

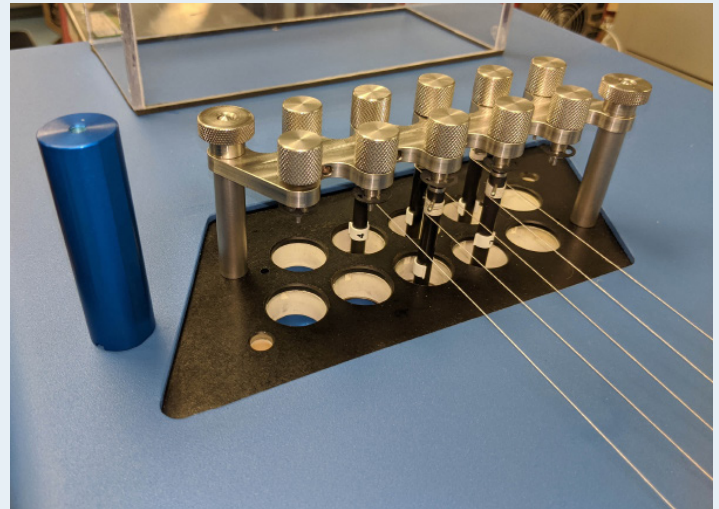
Our sales, engineering, and technical service staff are available for live instrument training and troubleshooting via Microsoft Teams, Zoom, FaceTime, Skype, or FB Messenger. Please contact Rob Gordon or James O'Dwyer to request a session time.

Change in Selling TEOST Rods

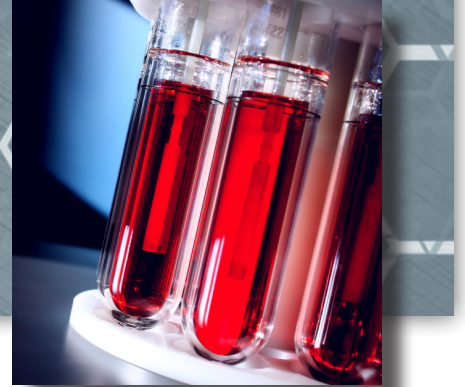
For the first time in over 25 years we made adjustments to pricing and how the TEOST Depositor Rods are sold. In addition to a nominal price increase, we are now including the same number of Filter Cartridges at no additional charge to the Depositor Rod order. No need to order Filter Cartridges separately now!

King MRV Stator Well Plugs

When operating the King MRV for D4684 low-temperature testing without the full complement of 10 test cells, an operator must use Stator Well Plugs to fill the empty wells to better-maintain temperatures during operation. Therefore, note the additional line item on the MRV quote sheets for Stator Well Plugs (P/N 350114), sold individually based on the number of open stator wells on each MRV. Please contact us with any questions.



Advantages of SimAir®



Advantages of SimAir® vs. Cannon's D2983, Proc D.

As many of you are aware, we have a new competitor to our King BLB and Tannas SB+2 models for low-temperature testing of ATF, hydraulic fluids and gear oils per ASTM D2983. Although there is still a pending study being conducted by an ASTM Task Force to confirm its sensitivity to properly measuring gelation prone fluids, the single-position thermoelectric cooling unit from Cannon Instruments (TESC) was recently added as D2983, Procedure D in the latest version of the method. Below are the competitive advantages of our D2983, Procedure C approach should the TESC be allowed to remain in the D2983 test method.

Brief summary of the historical Procedures for running D2983:

Procedure A – the original 'constant' temperature air-cooled bath technique developed by General Motors in the 1950s.

Procedure B – a 'programmable' liquid bath with a prescribed cool rate meant to replicate the cooling profile of the air-cooled bath.

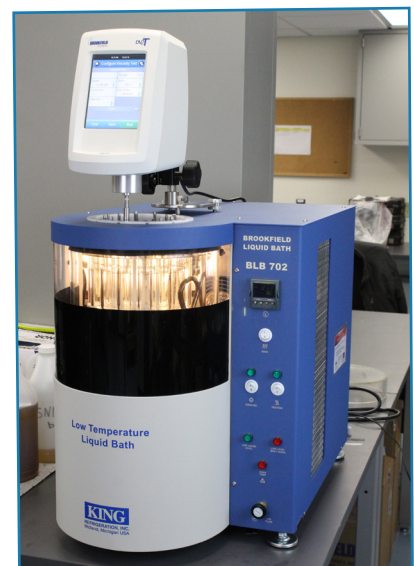
Procedure C – a technique using the patented SimAir® Stator and a 'constant' temperature liquid bath correlating the cooling profile of each sample to the air-cooled bath.

The advantages of our 'constant' temperature liquid baths (BLB & SB+2) and innovative SimAir® Test Cells still render the D2983, Procedure C approach as the preferred technique for labs looking to run more than one test sample at a time:

A) SimAir® advantages –

Innovative Design – While being used in a constant temperature liquid bath, the patented double-wall design of the SimAir stator allows each cell to cool its sample at the same rate as the original air-bath technique (per D2983, Procedure A), independent of the other samples in the bath. Since each sample cools at its own rate during its 16-hour soak period, samples can be added and removed at any time without affecting the other samples still in the bath, thus increasing testing through-put.

Correlation – The air gap between the two glass walls of the SimAir Stator simulates the same heat transfer rate for each sample just as the air-cooled cabinet used in Procedure A.



B) Easily capable of testing multiple samples simultaneously – Up to (12) SimAir Cells for the King BLB and up to (8) for the SB+2 fit in the bath to allow for multiple samples to be cooled at the same time – compared to the single-position TESC system.

C) Only (1) Viscometer needed for multiple sample testing – One Viscometer conveniently connects to either of our two multi-sample baths, compared to each single-position TESC needing its own Viscometer. The use of one Viscometer results in lower upfront instrument costs and less routine viscometer maintenance/calibration service, saving cost and downtime.

Let us know if you run across competition with this TESC system and we can work with you to ensure the customer understands these important distinctions.

South American Distributor Training - Brazil

Because of the COVID-19 pandemic, the only 2020 Distributor Training session held so far was in Sao Paulo, Brazil from February 18-20. Seven engineers from three different South American Distributors received hands-on training on the TBS, Quantum, TFAB, Noack S2, King MRV and King BLB. A very big **Thank You** goes out to the good folks at Pensalab for organizing and hosting the training event at their facilities.



Bob Day leading the training for the TBS and Quantum