

Air Mover Exercise

Exercise:

Step 1: Using your current method of figuring out how many air movers to use on a job, look at the building you're in and figure out how many air movers you'd use in that building.

Imagine that one room in this building's walls, ceilings, and floors are 100% wet. For the rest of the rooms, 100% of the floor is wet, but it only wicks up less than 24in up the wall.

Don't calculate, don't do anything different than you normally do. Write that in the blank next to original # of air movers

Step 2: Calculate air movers according the S500 standard:

- 1 per room
- 1 per every 50-70 sq ft of affected space
- 1 per every inset or offset over 18 in
- 1 per every 100-150 sq ft of affected wall or ceiling space above 24 in

Write the number down in the "Calculated # of air movers" blank. Now subtract that number from the Original # of Air Movers and write the amount in the "# Missed Air Movers"

Step 3: Fill in the blanks for # of missed air movers, daily rate charged per air mover, and avg # of drying days. Calculate the profit lost on 100 jobs

Step 4: Take that amount and fill it in the blank for profit lost on jobs. To fill in the net profit blank, figure out the average percentage of net profit that you make per job. For example, if your net profit is 20%, then put 20 in the net profit blank. Then calculate the revenue needed to replace the lost profit from missed air movers.

Original # of air movers _____ - Calculated # of air movers _____ = # Missed air movers _____

Missed air movers _____ X _____ daily rate charged per air mover X _____ Avg # drying days X 100 jobs = _____ profit lost on 100 jobs

_____ X (100/ _____) = _____
profit lost on 100 jobs net profit revenue needed to replace lost profit