

dry facts

...from BRY-AIR

OCT. NOV. DEC. 94

VOL. 3 NO. 4

Happy
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We wish our readers
'A very Happy New Year'
and look forward to another year
of close 'contact'.

CUSTOM - MADE DIRECT FROM THE PLANT

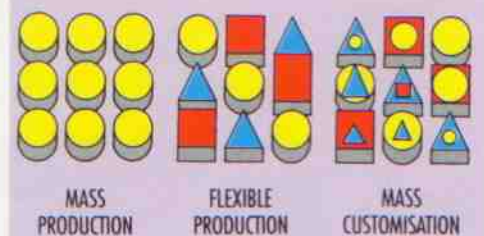
" The newest manufacturing combines state - of the - art fabrication and product-delivery technologies with old - world artisan's aim to please. . . . Manufacturing is fast entering a new age of industrial excellence: mass customization. . . .from autos to computers, will be manufactured to match each customer's taste, specifications, and budget. Mass customization will mark the culmination and synthesis of agile manufacturing, virtual companies, and total quality management . . ."

Business Week, December 19, 1994 Pg 28.

The author, in this article foresees what manufacturing will mean in the year 2010.

But at Bry-Air, we have been doing exactly this for more than a decade : **Mass Customisation!** Bry Air designs and manufactures dehumidification and environmental control systems,

as per individual process requirement as a standard engineering practice. Systems are "tailor-made" to customer specification in same time span and cost as standard systems. Bry-Air provides complete engineered solutions to all environmental control problems in every industry.



Today, Bry-Air, has the capability to design and customize systems to handle almost any moisture and environmental control problems.



WORLD SUMMIT ON TRADE EFFICIENCY

It was indeed a great privilege to be invited to address an august gathering of over 1000 delegates at the International summit on Trade Efficiency - an official

United Nations Conference on Trade and Development (UNCTAD) held in Columbus, Ohio, Oct. 17 - 20, 1994. "Global Trade alliances for small and medium sized companies" was the title of Mr. Pahwa's address to the gathering, highlighting how the changing technology offers new opportunities for small and medium sized companies to compete in global markets, to forge new alliances and joint ventures. Mr. Pahwa enumerated **Bry-Air as an example of small - medium enterprise which based on its high technological base has**



Mr. Deepak Pahwa, M.D., Bry-Air India in teleconference with Mr. Al Gore, Vice President of US, on the occasion of the world Executive summit.

been able to sell today in all the world markets and build strategic alliances in key countries. 'Thinking globally and acting locally' is the main reason of its successful penetration into different market places, in key countries.

R

ewinding 1994



A Bry-Air Hot Air Dryer on a plastics moulding machine.

Bry-Air booth at PLASTINDIA '94



Microprocessor Controls of the Bry Air Dehumidifying Plastics Dryer

Tank protected by the Bry Air FBS.



Bry Air booth at Defence S.

1994 saw Bry Air evolve from a specialised dryer company to a "One Stop Shop" for all plastic auxilliary equipments.



New literature to complement the expanded range



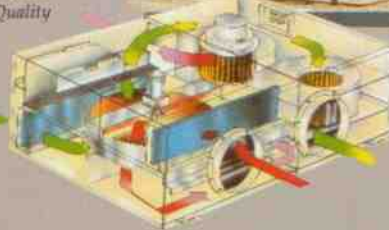
The One Stop Shop...

A typical Solvent Recovery System



Bry Air booth at Chemtech '94

Eco-Fresh Energy Saving Preconditioner for a better Indoor Air Quality



Bry Air launched 2 new products, at Chemtech to enhance Indoor Air Quality - EcoFresh Energy Saving Preconditioners and Solvent Recovery System.

Bry-Air
Reaching greater heights...



A place in the sun...
...some rewarding moments.

Mr. Deepak Paldua, Convenor Seminar Committee, Ashrae India Chapter giving the welcome address



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For Bry-Air and its group companies – Arctic India Sales, Delair India and Arctic India Engineering - 1994, was a "good year". At end of the year, we look back with a feeling of satisfaction for things well done and look forward to 1995. In this page, we share with you some of the great moments of 1994.



Col. Ravinder Kumar presenting a paper on 'Preservation of Aircrafts using Dehumidification'

Major Gen. Dato Ibrahim during a visit to the Bry Air Malaysia plant

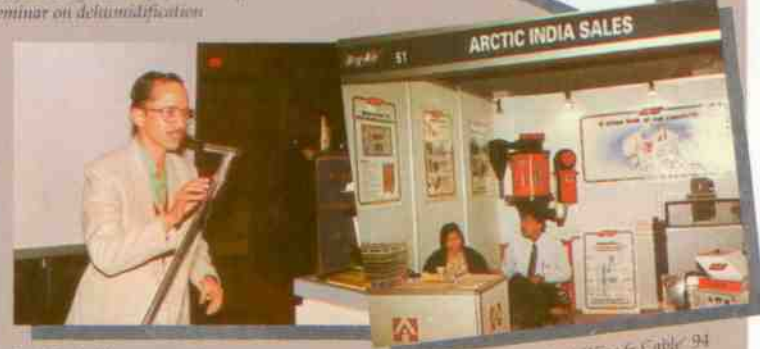
successful implementation of systems in India proved Bry-Air's command over all moisture related problems in the defence sector.

Keeping in touch . . .



Mr. Jim McMillan, Salt Life Croftshire, U.K. presenting a paper on Solvent Recovery Systems

Mr. Peter Tomm, H.C. Airconditioning, S. Africa, Bry-Air Rep. presenting a seminar on dehumidification

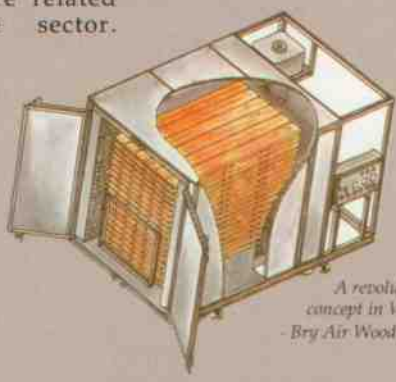


Prof. P. L. Dhar, presenting a paper on 'Desiccant Based Cooling Systems' at a seminar organised by Ashrae India Chapter

Arctic India Sales Booth at Wire & Cable '94



A wide range of Control Panel Heat Extractors was launched in 1994



A revolutionary concept in Wood Drying - Bry Air Wood Dryer

Engineered for complete solutions.



A typical engineered compressed air dryer

Customised to customer requirement from Bry Air

Awarded for outstanding Export Performance for year 1994

Bry World - Bry Air's Int'l newsletter wins the ABCI award for best publication

Bry-Air invited to present a technical paper on 'Desiccant Based Cooling Systems' at the prestigious Ashrae Seminar, Chicago.

Networking for growth . . .



Bry-Air has a rep. in almost all the countries.

WHEN MOISTURE IS TORTURE !!

In this column we will share with you regularly our experience on major application areas where usage of dehumidification is both extensive and essential.

Flexible Barrier Storage System (FBS)

... on - site, safe preservation from condensation damage.

Flexible Barrier Storage systems (FBS) employed and adopted by the army, navy and air force all over the world to check the elements of destruction — corrosion, rot and mildew — for preservation of equipment and storage of active-status material, have now been adopted by the Indian Defence Force also.

Bry-Air leads the way . . .

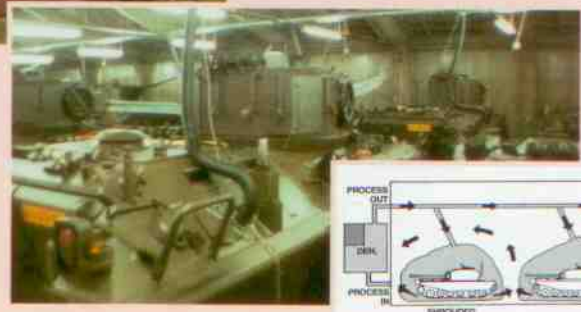
. . . in the region

Bry-Air India has supplied and successfully installed eight numbers of complete Flexible Barrier Storage Systems (FBS), for preservation of Sea King helicopters and Sea Harrier

storage sheds, reduces manpower cost and is easy to maintain even by unskilled personnel. The high degree of preservation achieved through the



dehumidification system enables rapid reactivation of the defence equipment. Being mobile, it can move with the troops and can be installed on site when ever required, on any terrain. The FBS system protects military equipment from corrosion and from the effects of humidity, salt, pollutants, dust and insects. It also protects equipment from effects of



aircrafts . . . for the Indian Defence.

Bry Air India, a joint venture with Bry-Air USA, leaders in dehumidification and product drying, have the complete knowhow to provide complete Flexible Barrier Storage systems in India.

WHAT IS THE FBS ?

The Flexible Barrier, or the Flexible Barrier Storage systems (FBS), as it is called, consists of a reusable cover, which is resistant to moisture, oil, bacteria, insects, rodents, etc., a humidity sensing device and a chemical dehumidifier. This system of preservation is very versatile, more practical and technically superior to any other system of preservation in the world. It assures flexibility and mobility in choice of storage sites and eliminates the need for

ultra-violet rays of the sun on metal, rubber, paint, canvas, etc. Damage caused by micro-organisms such as fungi and molds is avoided. Environmental protection also increases MTBF of the equipment - ranging in size and sophistication - from the smallest piece of electronics to modern computer guided bomber aircrafts and armoured fighting vehicles (AFVs), from batteries to radars and missiles. Shrouding of aircrafts, helicopters and missiles using the Flexible Barrier System protects them from the damaging effects of moisture, dust and ultra violet rays.



This article is the third in the series of how 'moisture' can be harmful to your business.

For Further Information write to:
**BRY-AIR (MALAYSIA)
Sdn. Bhd.**
Lot 11, Jalan P/7 Bangi Industrial Estate
43650, Bandar Baru Bangi,
Selangor, Malaysia
Phone-60-3-825 6622
Fax-60-03-825 9957

Bry-Air

BRY-AIR INC.
P. O. Box 269, Rt.37 West
Sunbury, Ohio 43074 U.S.A.
Phone-614-965-2974
Tlx-246-698
Fax-614-965-5470

**BRY-AIR INDIA
PVT. LTD.**
20, Rajpur Road
Delhi-110 054
Phone- (011) 2912800
Tlx-031-78003 AISL IN
Fax-91-11-2915127