



dry facts

...from Arctic India Sales

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Export-Round-Up

'DEHUMIDIFICATION COMES OF AGE IN MALAYSIA'

Mecomb Malaysia teamed up with Bry-Air (India) in late 1985 for marketing dehumidifiers in the Malaysian territory. Five numbers of compact units have already been sold by them against competition from Japan. They have been very active in their promotional efforts.

Among the major jobs expected from Malaysia, some applications of interest are Tobacco storage and dehumidification in Archives and Libraries.

NEW REPRESENTATION IN SINGAPORE

Lulla Motion, a dynamic company have teamed up with Bry-Air (India) for non exclusive representation in Singapore for selling Bry-Air products. They also intend to promote the products in Malaysia, Indonesia and Brunei through their sales offices.

In mid August a trip was taken by Mr. Dinesh Gupta, Bry-Air Export Manager and Mr. Rajnish Joshi to Thailand, Malaysia and Singapore for an agent support visit and signing new representations. Some of the new Sales Engineers from all these countries will be trained at our Delhi plant in mid November.

A Prestigious Job

HEAT EXCHANGERS FOR IPCL

Two numbers large heat exchangers valued at Rs. 1.8 million are being processed for IPCL at Bry-Air, based on the heat pipe concept. The exchangers will be used for recycling waste thermal energy of exhaust of a drum dryer to preheat incoming make up air.

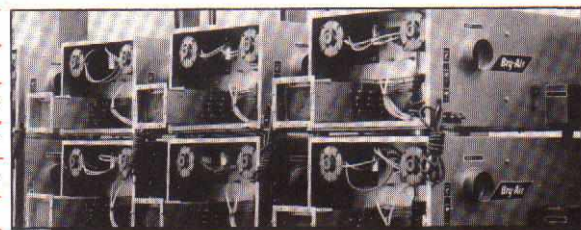
SHOW TIME AGAIN AT



38th Indian Pharmaceutical Congress is being held at Ahmedabad between December 20-22nd. Arctic India Sales is looking forward to meeting all its friends from the pharmaceutical industry at the exhibition organized on the occasion. Till then, 'Happy Drying'.

Mark II - The Energy Saver

Compacts
under
assembly



1986 shipments of compacts have been of the improved Mark II with the additional feature of a modulating timer to improve performance and less energy consumption. Field reports of the equipment have been good, indicating the maintenance free operation. Standardization and batch productions have helped contain the costs, giving the customers more value for money.

Jessops India Ltd. has recently placed an order for seven 150 cfm units to maintain the humidity at 35% RH for preventing corrosion.

When Moisture Is Torture!!!

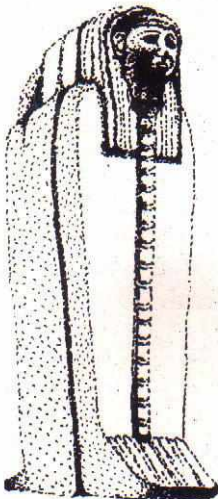
'What can embalming of an Egyptian Mummy and dehumidification have in common?'

The key word is 'preservation'. Ancient Egyptians embalmed their dead so as to preserve their bodies. Dehumidification helps preserve too. It has proven itself essential in preservation of rare objects, records, paintings and books.

Museums, Libraries and Archives are all custodians of our national heritage and keep our culture alive through invaluable paintings, objets d'art and historical records. That this invaluable wealth be preserved for generations in its original state is of prime importance.

The natural environment takes its toll over the years leading to decay of paper, parchment, colours, being exposed to temperature differences, dust and humidity.

Humidity/Moisture is a natural enemy of preservation. We are all familiar with forms of organic corrosion, objects in dampness or in areas of constant high



humidity. Bacterial propagation proceeds at phenomenal rates in presence of high humidity.

Dehumidification keeps relative humidity level low and retards or prevents spoilage from organic corrosion.

Museums with paintings and libraries with books and data need to keep their atmosphere at 40-45% RH, at a level that prevents *drying out* but still

prevents mildew formation and warped canvases.

Archival storage may have different requirements depending on the item stored. Negative film storage requires very low temperatures and a relative humidity of 30%, Whereas drawings and maps can be stored at 70°F and 30% RH.

Museums also, often house many objects of steel, and steel objects will corrode in presence of high humidity. Hence the perfect environment to maintain them in their shining state would entail controlling humidity at 35% RH.

Bry-Air Dehumidifiers have been successfully used in Europe and the U.S. to control humidity in Museums, Libraries and Archives.

Available in 25 compact and custom built sizes, the compact units have the option of being wall mounted, ceiling suspended or being used on table top.

So embalm the national treasures with the right environment and preserve them for life!!!

'Selling Strengths Through Traininig'

One of the major strengths of Bry-Air has been in Application Engineering support. Bry-Air engineers are trained to solve humidity related problems into effective solutions and can provide the customer complete support, from designing to installing the appropriate equipment. All new sales engineers, even though experts in the air conditioning and refrigeration field, are trained at the plant for all aspects in the field of dehumidification and heat recovery for one week.

The recent training programme held from 1st to 7th August had seven members from all branches participating. So customers can look forward to improved quality of support from all branches in the traditional Bry-Air style.

New Entrants



Mr. R.S. Grover (Mech. Engg.) as Sales Engineer, Delhi.



Mr. P.R. Srinivasan, (Mech. Engg.), to assist Mr. Pankaj Shah in handling Sales for the Bangalore Office.



Mr. R. Kannan (Chem. Engg.) as Madras representative of Arctic India Sales Office.



Mr. Satish Kumar to assist Mr. Ravikanth in handling Sales for the Hyderabad Office.



Don't Let The Heat Escape!!!

HEAT RECOVERY IN THE TEXTILE INDUSTRY

Stanter Frame Textile Drying Oven is the drying machine used for drying of cloth in the final stages of finishing. The stander requires large quantities of hot air for drying; steam being the most commonly used source of heat for heating the incoming air. The temperature of air depends on the type of cloth being dried and also varies along the length of the frame of the cloth, the desired temperature to be maintained being between 150°C-250°C.

Air is drawn through steam coils, being heated, prior to entering the drying chamber. During the process of drying, the wet cloth emits moisture and thus the air gets moisture laden and has to be discharged for maintaining effective drying. The moisture laden hot exhaust carries a lot of energy which is wasted.

Bry-Air, air to air recovery system can successfully recover this waste energy from the exhaust. Based on latest technology of heat pipes, the Bry-Air system can transfer thermal energy from the exhaust to incoming make up air heating upto 100-130°C. The preheated air is then passed over the steam coil for further heating upto the desired temperature and is used for drying. Bry Air system when installed with stander can reduce steam requirement by 30-40% and hence pays back original equipment cost within 6-12 months.

Hot air and make up air are carried in two separate ducts and are not allowed to come in physical contact with each other when passing through the exchanger by means of an air tight partition. The preheated air remains unaffected by moisture laden exhaust air and hence is ideally suited for the process.

Recent Applications

SEED DRYING

A specially engineered 500 cfm industrial dehumidifier for seed preservation for genetic conservation has been supplied to National Bureau of Plant Genetic Resources. The unique feature of this dryer is that the seed can be dried both at low and high temperatures, making it a versatile system.

One among the many seed dryers operating in the country, three of the same capacity are working at AADF Nasik, and Karnal centres and Haryana Seed Development Corporation at Kurukshetra.

COMPUTER ROOMS

Deccan Herald, Bangalore, Webel Machines, Calcutta,

Who Do I Talk To???

In case you are wondering just which department and person could best serve you when calling our offices, we are giving you a list of sales and office personnel with their job descriptions. Feel free to contact anyone on the list at any time.

ACTIVITY

Sales Matters &
Equipment Operating
Problems/Field Service

Delhi Branch ...
Bombay ...
Bangalore ...
Calcutta ...
Madras ...
Hyderabad ...

PERSONNEL

Ramesh Arora
Prem Sagar
Pankaj Shah
Tapan Das
R. Kannan
K.V. Ravikanth.

Sales-Heat Recovery
Division

Delhi

Vivek Raman

Engineering Assistance
Drawing Approvals
Shipping Dates

Dilip Sharma (Plant)
Dilip Sharma (Plant)
Sushil Saxena (Plant)
Rajnish Joshi (Delhi)
Mamta Saxena (Delhi)
Vinita Pahwa (Delhi)
V.K. Sharma (A.I.S. Delhi)
Anil Sehgal (Bry-Air Plant)
Dinesh Gupta (Delhi)
Rajnish Joshi (Delhi)
Deepak Pahwa (Delhi)

Literature Requirements
Advertising and Publicity
Accounting Matters

Imports and Exports
Sales Policy
Company Policy

The contact numbers and telex numbers are listed below for ease of communication.

Delhi	Tel: (011) 252 2424	Tlx: 031-61203 AISL IN
Bombay	Tel: (022) 4935155	Tlx: 011-76068 AISL IN
Bangalore	Tel: (0812) 227405	Tlx: 0845 VAKO IN
Calcutta	Tel: (033) 491104	
Hyderabad	Tel: (0842)-71227	
Plant	Tel: (01272) 22481, 22524	TLX: 0342-243 BAIL IN
Madras	Tel: PP 662711	

Mohan Das Oswal cancer treatment centre, Ludhiana and Defence Institute of work study, Mussorie use Bry-Air compacts to maintain the desired humidity in their computer rooms.

BATTERY MANUFACTURE

UB Mech, Batteries have employed a MVB-10 unit to hasten the drying rate of battery plates processed by them.

STORAGE

HMT Nainital uses 500 cfm industrial unit to store sophisticated material used for manufacture of components for watches.

Art commercio centre Bombay, stores the TV/Electrical components using a compact unit.

BHEL Trichy uses three compact units for the storage of welding electrodes.

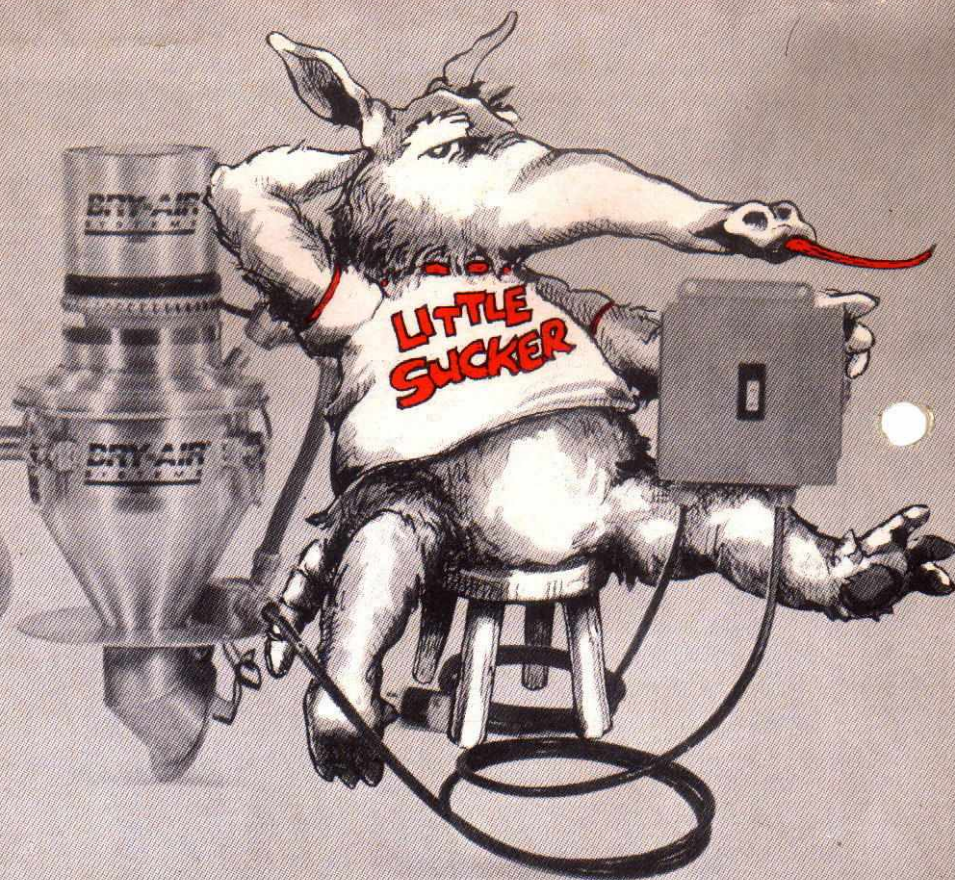
Hilton Rubber uses a 500 cfm unit for storage of Rubber at 50% RH at 59°F.

BISCUIT STORAGE/CONFECTIONERY

Ampro Food Products, Hyderabad, Nasha Food, Tarapur, Vinay Endeavours, Siliguri, Kiran Biscuits, Secunderabad, LVT Products, Hubli, Natural Food Products, Madras, all use compacts to store biscuits.

Everything Bry-Air Makes, Makes Plastics Handling Easier

**THIS LITTLE
SUCKER DOES
A BIG JOB**



The Drying
Hopper
Model H 160
capable
of handling
1600 lbs
of plastic resin

DRYING HOPPERS

The Bry-Air Drying Hopper is a reliable companion to the Bry-Air dryer. Designed and engineered for ease of cleaning and high drying capacity, the hopper gets maximum benefit from its supply of dry air by

distributing it evenly through a perforated diffuser throughout the resins residence cycle. Engineered to assure full even air distribution and mass flow on a first in, first out discharge basis. Because wet material does not enter the processing equipment, your profits go up as production of moisture related parts is eliminated.

Drying Hoppers are available in capacities from 80 to 3000 lbs. Made from mild steel they can be machine or floor mounted. Additional features include a sight glass, slide gate and material drain and an access door for easy cleaning. The hoppers can be combined with Bry-Air loaders.

Bry-Air Load Star 1 machine loaders and Load Star II ratio loaders, deliver an accurate and constant supply of pelletized material to the processing machine, cycle after cycle. Their mild steel construction and compact size makes them durable and easy to handle. Their automatic level sensing flapper valve gives a positive keep full operation. The solid state printed circuit board has a unique shut down function to prevent the unit from running when no material is present and an audible alarm to signal when no material is being pulled. The Load Star II Ratio loader gives the option to vary the ratio of virgin and reground material delivered to the processing machines.