



dry facts

...from Arctic India Sales

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Vol. VII No. 3

'A RELOOK AT ARCTIC INDIA SALES'

THE AIRGINEERS

Profiles of companies interestingly change over the years and so has it been with us. You have been familiar with Arctic India Sales since its inception in 1979, a marketing company handling speciality product lines. Today Arctic India Sales is an application engineering company involved in air and gas—**CONDITIONING, CONTROL AND SIMULATION.**

WHY AIRGINEERS?

There is little in the field of air and gas treatment unknown at Arctic India Sales. The company offers the best today in the field of drying equipment and related product lines, applicable to almost every major industry—worldwide.

Backed by worldwide specialisation, expertise and experience, the engineers at Arctic India Sales develop proposals which can satisfy the most stringent tests. That's why they are called 'Airgineers'.

COMPANY STRENGTHS

Arctic India Sales' position as the Airgineers today has been backed by products and technologies which are based on intensive research and development and years of application engineering experience. The pillars on which our strength are founded are:

- Bry-Air India/Bry-Air Inc. U.S.A.
- Delair India/Delair Netherlands.
- The company's sales network.

BRY-AIR INDIA

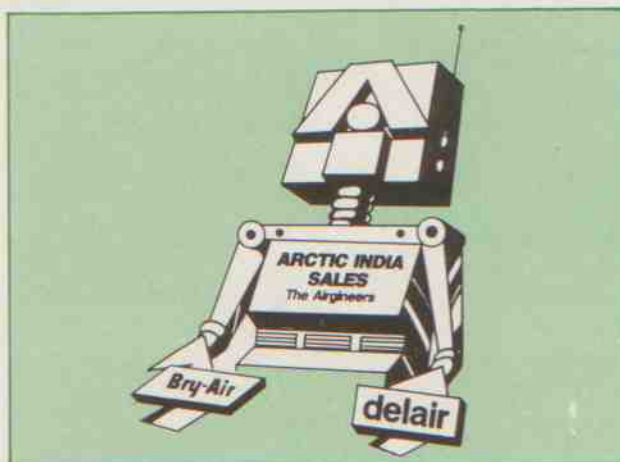
Arctic India Sales promoted the company Bry-Air India as a joint venture with Bry-Air Inc. of U.S.A. Through Bry-Air India, Arctic India Sales has brought many firsts to the Indian market:

- Chemical dehumidifiers
- Air-to-air waste heat recovery systems.
- Complete environmental control systems.



**MEET US AT
BOOTH # 65
PLASTICS PAVILLION
IITF-87 NOV. 14-29**

**ON DISPLAY
PLASTIC DRYERS, LOADERS, HOPPERS,
DEHUMIDIFIERS & COMPRESSED AIR DRYERS**



DELAIR INDIA

Delair India Pvt. Ltd. is a joint venture between Delair of Netherlands and Bry-Air India Pvt. Ltd.

Delair Netherlands is 50 years old and has the enviable reputation of being the best in the field of refrigeration and desiccant type compressed air dryers. Delair Netherlands is part owned by Atlas Copco of Sweden which in turn sells Delair dryers along with their famed air compressors. Delair product lines include

- Compressed air dryers—desiccant type
- Compressed air dryers—refrigeration type
- Waveguide dryers/dehydrators—for microwave application
- Cable dryers—for telecommunications
- Environmental control chambers
- Gas separation and purification plants
- Gas/vapour recovery.

THE COMPANY NETWORK

One of the most important strengths of the company has been its marketing techniques and its sales network, not to forget the dedicated team of sales engineers whose application engineering expertise gained through experience and training in India and abroad has provided profitable solutions for many a customer. With offices in all important metropolitan towns in India like Delhi, Bombay, Calcutta, Bangalore, Lucknow, Hyderabad, Madras and Cochin, we at AIS take pride in the fact that we have no 'orphans in the field'.

In brief, Arctic India Sales has the forte to provide a profitable solution to all your environmental control needs—anywhere anytime.

That's why they are 'Airgineers'.

HAPPENINGS

HEADING THE AIS DELHI BRANCH

Mr. J.K. Gupta, is our new Branch Manager at Delhi. He will be guiding the entire Northern India Sales for Bry-Air and Delair products.

An electronics engineer from BITS Pilani and MBA (Marketing), Mr. Gupta brings to the company with him his vast experience in sales, engineering and marketing from his association with well known companies in instrumentation and engineering. We welcome Mr. Gupta and look forward to a long association with him with the company.



SEMINAR ON CORROSION

'CORROSION—CAUSES AND ITS PREVENTION WITH DEHUMIDIFICATION'

Was the theme of the series of seminar presented by Arctic India Sales in Delhi, Calcutta, Visakhapatnam, Madras, Bangalore and Bombay during the month of September. Corrosion is an age old problem and though a lot has been done and researched on the subject by way of development of finding anticorrosive solutions, they have been at best only a part of the solution.

All corrosion problems are moisture problems. One of the most effective, economical solution to control moisture is provided by Bry-Air dehumidifiers. The Airineers at Arctic India Sales educated engineers, technicians and factory personnel from defence, engineering and process industry through a presentation using slide show on the effective control of corrosion through dehumidification.

The text matter on the presentation is available from our office at Delhi on request.



WOULD YOU LIKE A SEMINAR?

A regular activity of Arctic India Sales over the year has been the presentation of seminars on the subject of humidity control. These slide-show-aided presentations are designed for giving you a better understanding of the concepts of dehumidification and its various application benefits to the industry, and may be very helpful to both technical and marketing staff in your organisation. For further details for organizing a seminar in your industry or company, write to us.



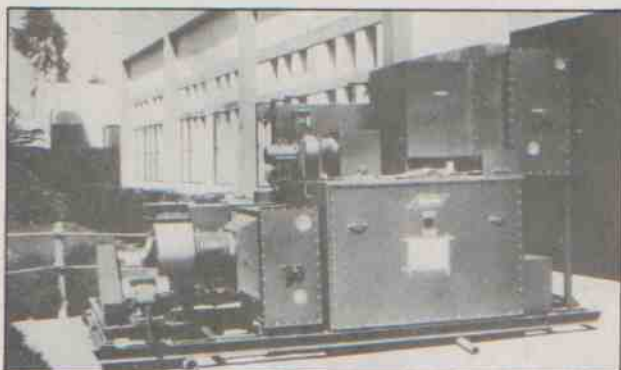
AIS CALCUTTA OFFICE HAS A NEW ADDRESS

Arctic India Sales' Calcutta office shifts into its new premises from November 1, 1987 at

**2A, Shivam Chambers,
53, Syed Amir Ali Avenue,
Calcutta 700 019.**

Mr. Tapan Das, (Branch Manager) and his team look forward to welcoming you at the new office and continue to assist you in the traditional Arctic India Sales style.

RECENT SHIPMENTS



Picture shows a MVB 20 CS supplied to Nestles for coffee drying. Design conditions 15% RH at 68°F.



Picture shows a MVB-125.E shipped to M/s. Euphoric Drugs, capable of delivering 125000 cfm of air. Design conditions 20% RH.

WHEN MOISTURE IS TORTURE!!!

Sugar n'candy? Dry is dandy!



"Open, Pop, Roll and Chew, to feel that flavour come right through!"

That was all Bry-Air knew about candy eating until the day they happened upon the inside story. They could not resist letting you on to the 'stickiest' one.

THE INSIDE STORY

The production of hard candies, with or without centre fills, is an intricate process. The material is in a plastic state during the manufacturing process. It must flow and be shaped by a stamping machine. The natural foe which inhibits the free flow is the ever-present moisture in the air. Sugar, being hygroscopic by nature, becomes sticky when exposed to highly humid conditions. The moisture also interferes with the operation of the processing machine.

The only solution to the problem lies in surrounding the processing and manufacturing area with dry air.

THE M&M STORY

Take this interesting case study of sugar-coated candies with centre fills, manufactured by the famous M&M candy makers

of U.S. How did Bry-Air engineers cope with the users' requirements?

Manufacturing this sugar candy involved taking preformed candy bits, on which the hard shell was applied through a tumbling process. Firstly, the centre bit needed to keep its shape. Secondly, the sticky shell material had to be deposited and dried during the tumbling action.

This required large amount of cold dry air to be delivered to the tumbler in a number of machines. The machines were installed in an area where the ambient air was very humid.

Bry-Air supplied dry air with one unit to all these machines. The unit was so designed that the air delivered to the tumblers would spill out into the room and the same air from the room was recirculated through the demumidifier for reprocessing. This also helped maintain a low humidity in the entire process room.

Recirculation of the room air, even though quite moist, was less humid than ambient and thus saved considerable energy.

Special filtration was the only additional requirement which was specified by the user to meet USFDA requirements.

This was an interesting job to engineer. However, Bry-Air has done hundreds of food applications. Each one presents its own set of problems and opportunities. Each one must be engineered to its own set of criteria. Bry-Air's great engineering capability combined with the flexibility of the MVB industrial dehumidifier makes it easily possible.

BRY-AIR ON WHEELS

BRY-AIR ON WHEELS—WHY NOT?

Portability is often a boon when dehumidification is needed where permanent installation is impractical. Some of the applications:

- ★ Electrical splicing galleries.
- ★ Remote steel tanks that need refinishing and sand blasting.
- ★ Buildings that have been flooded and need quick drying.
- ★ Electronic installations that need immediate attention.
- ★ Ship building, ship maintenance and ship equipment installation.

There are a host of other applications, limited only by the imagination.

Does Bry-Air have an answer to such requirements. But, of course!

Bry-Air has built portable units in an extremely wide range of sizes: from 50 cfm to 10,000 cfm. These units have been mounted on everything from portable trucks to larger 40 foot enclosed work trailers.

Several of the large trailer-dehumidifiers have been so powerful that they have dehumidified not only the designated area but also the work space of the trailer itself!

With such a wide range of possibilities, the design of the portable units is a made-to-measure affair.

Several things must be considered when designing custom-made portable units.

The type of application: This will determine the relative cfm. With a portable unit, too big is better than too small.



The power requirement: This must be calculated after the size is determined. Small units can be handled with a single electric generator. Larger units require a generator for the fans and the controls. Propane is a good source for reactivation energy.

The degree of portability required: Will this unit travel over the road? Is it for in-yards use only? Should the running apparatus be part of the unit? Should it be a temporary mounted on a semi-trailer?

Whatever the application, power, or degree of portability required, Bry-Air has the technology to built it. In fact, Bry-Air can provide, not only portable dehumidification, but all the elements of total environmental package units, to meet the total needs of the customer.

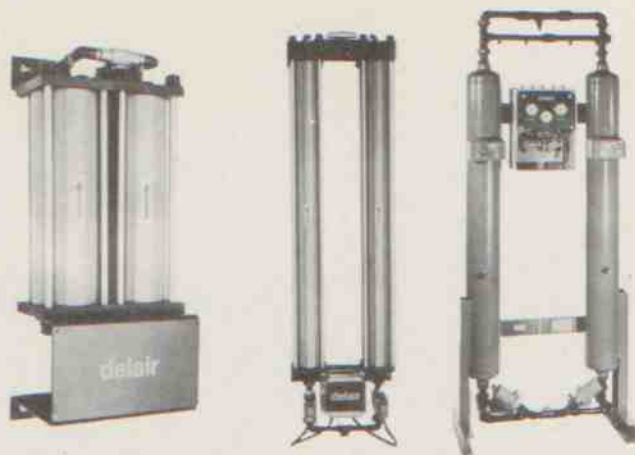
So, the next time you are constrained for space, put 'Bry-Air on wheels' and watch it work!

delair

PRODUCTS FOR CLEAN, DRY COMPRESSED AIR

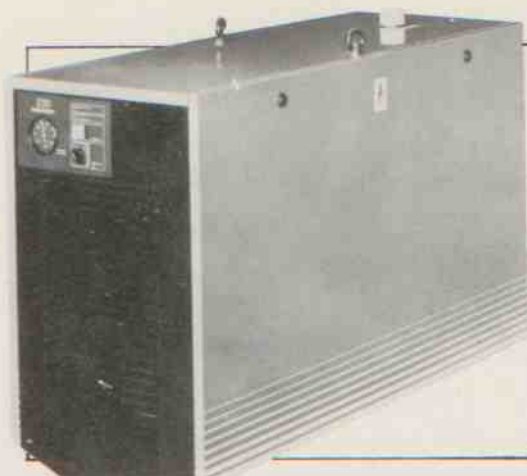
COMPRESSED AIR DRYERS

DESICCANT DRYERS



- Available as heat-less, heat regenerated and heat of compression dryers
- Standard range: 6nm³/hr to 4000 nm³/hr (-40°C) dewpoint
- Wall mounted range 6nm³/hr to 55 nm³/hr

REFRIGERATION DRYERS



- Patented, foamed in, specialised heat exchanger to provide pressure dewpoint to 2°C
- Range: 50 cfm to 5000 cfm in 19 models

DRY AIR PRESSURISER FOR

WAVEGUIDES/ANTENNAS



CABLES



- Standard unit range 20 to 5000 ltrs/hr; pressure upto 3 bar(g), dewpoint -40°C
- Other capacities, pressures and dewpoints on request

AIR/GAS DRYING SEPARATION AND PURIFICATION PLANTS



- Engineered adsorption plants with refrigeration, heat recovery options
- Designed for drying, separation and purification of process gases, natural gas, hydrocarbon liquid and liquified gases
- Custom designed to specific requirements
- Used in chemical, petrochemical, pharmaceutical, breweries, powerplants and fertilizer industry