



Ashland Specialty Chemical Company  
Division of Ashland Inc.



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15 December 2000

**TO WHOM IT MAY CONCERN**

This is to certify that Associate Chemicals is our agent/distributor for Marketing Drew Products in Bangladesh Market. Associate Chemicals provide Sales & Technical support for local market/ industry.

Yours sincerely

LC Lau  
Manager In-charge for Bangladesh



Ashland Chemical's  
Commitment to  
Quality and Productivity



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A Responsible Care<sup>®</sup>  
Company



THE SOURCE

FOR WATER TREATMENT SOLUTIONS

# Drew Industrial Division



awards

## CERTIFICATE OF ATTENDANCE

to

ANWARUL KARIM

*for participation in the*

TECHNICAL TRAINING SEMINAR

*from*

19th to 22nd FEBRUARY 2001

*presented at*

ORCHARD PARADE HOTEL, SINGAPORE

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Seminar Administrator

22 FEBRUARY 2001

Date

Drew Chemicals Technical Training In Singapore (19-22 Feb' 2001) – Orchard Parade Hotel



## Singapore New Sales/Service Engineers' Training Course

The Marketing and Technical Services Department of Drew Singapore's Industrial Division held a technical and sales training course at the Orchard Parade Hotel, Singapore, from February 19-22. A total of 23 sales/service personnel from various countries of the Asia Pacific Region attended the training. They are Wayne Johnson, Anthony Quinn, Peter Orlika from *Australia*, Anwarul Karim from *Bangladesh*, Wendy Chan, Eric Leung from *Hong Kong*, Adi Adriansyah, Mei Evtirzon, Rudy Salim Sigit Pratomo from *Indonesia*, Ma Hwang-Seong, Park Nam-Ku, Lee Won-Seok, Kim Seong-Bom from *Korea*, Charles Ho, Jerome Lee from *Malaysia*, Nasir Rahim Khan Lodhi, Akhtar Abbas Rizvi from *Pakistan*, Rowena Semedo, Julius Vidanes from *Philippines*, Sebastian Lim from *Singapore*, Jack Tseng from *Taiwan* and Charoen Prasertwatee from *Thailand*.



The four days of training covered both the technical and sales aspects of our industrial business. Topics included the chemistry of water, corrosion, deposition and microbiological fouling; DREW Insight™; system engineering; BWT/CWT/WWT product characteristics; selection and application; testing, monitoring and control equipment; selling against the competition; using Drew's ISO 9001 Certified Quality Management Systems to sell and service accounts and proposal writing and presentations. In addition, course participants toured the laboratory and viewed demonstrations of various testing methods and procedures.

In the evenings, participants had the opportunity to enjoy the many sights and sounds of Singapore and savour the vast array of tantalizing cuisines unique to this country.

It was a good training course and a rewarding experience for all.

## New Customer and Drew Team Up To Reduce Costs and Improve Results

As reported in a Newsletter produced by New Zealand's prestigious "Energy Efficiency and Conservation Authority", Drew New Zealand worked closely with Terry Matthews, Project Manager from Ancoor, Kiwi Packaging's Wiri site in Auckland to help them reduce overall costs and improve results. Cost savings were realized by conserving energy, reducing maintenance expense and by improving boiler system cleanliness. The lion's share of the energy savings resulted from installing a heat recovery unit to raise the feedwater temperature by as much as 60°C higher than previously. This resulted in a whopping 11% reduction in the plant's fuel bill.

The other major cost saving opportunity came from converting to Drew New Zealand and improving results. The Newsletter described the situation as follows:

*"Ancoor switched suppliers to Drew NZ and now uses a more efficient chemical that has reduced their chemical and water bill by \$18,000 per year. With the improved boiler feedwater treatment, the tubes remain cleaner for much longer, resulting in improved heat transfer. The problems associated with scale and sludge are virtually eliminated".*

*The maintenance costs have reduced markedly due to better water quality. With cleaner boiler water, boiler blowdown to reduce the total dissolved solids now occurs less often. Even though the blowdown process was automated, improved chemical treatment has reduced the frequency of blowdown by 25%. This has resulted in a 2% energy savings."*

This case history is another example of how Drew brings value to our customers.

*Best fun forward:  
Sinking a pint (P.S.  
He) with participants*