

Dan Spohn

From: ARM, Inc. <dspohn@arminc.com>
Sent: Wednesday, July 20, 2016 10:30 AM
To: dspohn@arminc.com
Subject: Point-of-Use, Micro-Bulk, Bulk, what's the difference?



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Innovative High Purity Gas Supply System Solutions

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Dear Dan,

The new year is just around the corner, for some it will be 2016 when you read this and you will have survived all the 'year in review' specials on various media outlets. This annual look back at the past year is something that you typically embrace or shy away from. I'm in the latter group and look forward to the coming year more than I want to reminisce about the year that's passing.

There is a traditional song sung on New Year's eve, Auld Lang Syne. I've sung it many times not knowing the origin or even what it meant. Turns out its a poem by Scottish poet Robert Burns and literally means 'old long ago', but the Webster definition says it means 'the good old times'.

Hopefully 2015 holds some 'good old times' for you, but more importantly that 2016 brings good new times for all.

[What's new?](#) [ARM exhibiting at Pittcon](#) [Point-of-Use, Micro-Bulk, Bulk, what's the difference?](#)

What's new?

New Representation

ARM has been adding representation both domestically and internationally. We are committed to broadening our reach into the global marketplace and have negotiated representation/distribution agreements with the following companies for the designated territories.

Fulcrum Technologies, Inc. www.fulcrumtechinc.com
NJ - NY - PA - DE - MD - VA - NC - SC

Sermax Cryogenics Sdn Bhd www.sermax.my
(Southeast Asia) Brunei, Cambodia, East Timor, Indonesia, Laos, Malaysia, Myanmar, Philippines, Singapore, Thailand, Vietnam

Silpac International www.silpac.com.cn
China, primarily Beijing, Shanghai, & Guangzhou

And as its been for many years, ARM is represented in Korea by ATC www.atc4u.co.kr

ARM Exhibiting at Pittcon

Stop by booth 722

Pittcon is March 6-10, 2016 in Atlanta. ARM engineers and sales staff will be manning the booth. Stop by and discuss your upcoming purifier requirements and hear about ARM's new developments in products and technologies.

If you would like to prearrange a meeting, drop us an e-mail at sales@arminc.com

Register for the conference at www.pittcon.org

Point-of-Use, Micro-Bulk, Bulk, what's the difference?

ARM Inc. categorizes purifiers into 3 groups based primarily on flow rates, Point-of-Use, Micro-Bulk, and Bulk. The category flow rates below assume working pressure to 250 psi, and approximately 1 year life before regen/replacement with typical inlet impurity levels.

Category	Flow Rate
Point-of-Use	0.1 to 100 standard liters per minute
Micro-Bulk	100 to 1200 standard liters per minute
Bulk	60 to >5000 normal cubic meters per hour

Other differences primarily involve controls and interfacing with a host computer/controller.

Point of use purifiers are commonly used to purify a gas supply at the point-of-use of that gas. Examples would be a gas analysis instrument, or an orbital weld machine. Point-of-use purifiers are typically ambient although some fill materials require heat and in those instances ARM's Nova and Pro-Panel series point-of-use purifiers offer heaters and basic thermal control.

Micro-Bulk purifiers are smaller versions of Bulk purifiers, they can take up much less floor space, have smaller vessels and correspondingly smaller rated flow than Bulk purifiers. They will typically be provided with full automated controls similar to Bulk purifiers. Micro-Bulk purifiers can easily reside in a laboratory, or assembly area and serve multiple tools.

Bulk purifiers, much larger in both height and footprint, typically reside outside the lab, factory, or fab and provide large gas flows that service an entire facility's needs. They can be provided in weatherized enclosures or in enclosures that require location in a protected area, like an outbuilding that provides rain, wind, snow resistance but not a thermally controlled environment.

These are general guidelines. ARM Inc will respond to any gas purification inquiry, if we can't provide a solution (which is unlikely) we will help you find a supplier who can.

Thanks for reading this far!

We understand that there is very little time in the day to read all the newsletters that make it to your inbox. We will strive to not be 'that company' spamming the world with useless information seemingly every other day for no better reason than some webinar told them that is what they should do.

As noted above if you opt out we will honor your request. If you do tho, you may want to like us on Facebook or follow us on LinkedIn so you can keep your inbox clear, but still keep in touch with what is going on with ARM Inc. in the gas world.

Sincerely,

Dan Spohn
ARM, Inc.



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