

European Office to Open in 2000

At an April meeting, the HTRI Board of Directors unanimously approved the establishment of an office in Europe. This office is slated to open in early 2000.

The Surrey Research Park in Guildford, U.K., a development by The University of Surrey, will be the location of HTRI's first office outside the USA. The Surrey Research Park is an impressive site, with over 75 companies currently located there. This site will provide us access to The University of Surrey quality technological facilities and renowned faculty.

The HTRI European office will primarily serve the nearly 150 member companies in Europe; it eventually may provide technical support and licensing services to other areas as well.

Guildford is located approximately 30 miles south west of central London, with excellent road and rail networks. Heathrow and Gatwick International airports are both within 35 minutes drive from Guildford.

Claudette D. Beyer, President and Chief Executive Officer, said, "This action reflects the past decade of success and is a response to our ever increasing global customer base.

We intend to continue to provide the very best in technology, while expanding service and support options for our users. We are grateful for our customer's loyalty and commitment to HTRI as their company of choice for process heat transfer technology. This office and the establishment of a network of representatives (see related story) confirms our intent to serve the needs of our customers throughout the world."

Representative in India Established

In our ongoing effort to improve services to HTRI customers throughout the world, we have just established our first representative in India. This region has experienced significant growth in recent years, with India having the sixth largest number of member companies in a single country.

Our new representative is Alpha Project Services Pvt. Ltd., which has been a member of HTRI since 1996. Their primary function will be to assist us with marketing activities and to provide technical support for HTRI

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Representative in India Established

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members in the region. To help Alpha Project Services Pvt. Ltd. prepare for this role, Fernando J. Aguirre, Director of Marketing and Business Development at HTRI, conducted one week of training for several of their engineers, covering the HTRI product line. This training was conducted in February of this year at the offices of Alpha Project Services Pvt. Ltd. in Vadodara, India.

The region covered by Alpha Project Services Pvt. Ltd. includes India, Afghanistan, Bangladesh, Bhutan, Maldives, Nepal, Pakistan, and Sri Lanka. We are excited about the opportunities that a more global representa-

tion provides and look forward to working with our representative to meet the needs of our customers. You may contact them at:

Alpha Project Services Private Limited
1-B, Patriot Complex, Near Ellora Park,
Race Course Circle
Vadodara - 390 007

Gujarat
India

Phone: +91-265-337316, 310981, 312866

Fax: +91-265-337307

E-mail: alphald@pi.zaverchand.co.in

alphald@giasbm01.vsnl.net.in

We also are considering representatives in other regions. In the near future, we plan to establish a representative in Japan, which has one of the largest concentration of member companies in a single country.

To Reach Us...

Heat Transfer Research, Inc.

1500 Research Parkway, Suite 100

College Station, Texas 77845 USA

1-409-260-6200 (telephone), 1-409-260-6249 (fax)

HTRI@HTRI.net (e-mail), www.HTRI-Net.com (web)

Accounts Payable/Receivable

Jo Ann Cole

1-409-260-6205

JAC@HTRI.net

Contracts and U.S. Meetings

Susan M. Edwards

1-409-260-6203

SME@HTRI.net

International Meetings

Catherine P. Meyer

1-409-260-6204

CPM@HTRI.net

Marketing and Business Development

Fernando J. Aguirre

1-409-229-4149

Marketing@HTRI.net

Membership

Jo Anne Smith

1-409-260-6206

Membership@HTRI.net

Product Distribution

Elaine Jimerson

1-409-260-6213

Orders@HTRI.net

Technical Support

Dewayne D. Anderson

1-409-260-HTRI (4874)

Support@HTRI.net

Training

David L. Johnson

1-409-260-6200

Training@HTRI.net