



Asiance

NEWSLETTER

YOUR GATEWAY TO THE ASEAN MARKETS

07/2022

FIGHTING RISING
DAMP

FOCUS ON DELHOM
ACOUSTICS



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Kuala Lumpur, June 20th, 2022



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WHO WE ARE

Consulting and trading firm registered in Kuala Lumpur, Malaysia in 2022

Founder and Managing Director, Mr. Germain THOMAS, has 15 years of business experience in Southeast Asia in various sectors such as construction, building materials, interior finishes, IAQ, M&E engineering, automation, facilities management, security, etc. with applications in healthcare, industry, sports, education, residential, commercial, etc.

Multilingualist, French Foreign Trade Advisor and active member of many relevant business networks across the region, we offer you professional and independent one-stop-solution services.

OUR SERVICES

We can help you to:

- Understand better the business environment in Southeast Asia
- Deliver market studies and intelligence
- Identify projects, partners, suppliers
- Specify and distribute your solutions to a wide network of developers, architects, designers, consultants, end-users
- Manage social media campaigns, PR
- Organize events and site visits
- Identify investment opportunities
- Recruit the right team
- Get local authorizations,, licences, permits
- Protect your brand and IP rights



FIGHTING RISING DAMP

Humidity is all around us in Southeast Asia. Humidity is how much water vapour is in the air. When we perspire, our bodies normally rely on air to get rid of the sweat that accumulates on the skin. This allows the body to cool down. When the humidity in the air is high, the warm moisture stays on our skin longer, making us feel even hotter. **High humidity** can have a number of **adverse effects on the human body**. It can contribute to feelings of low energy and lethargy. In addition, high humidity can cause hyperthermia – over-heating as a result of your body’s inability to effectively let out heat.

Buildings can also perspire, either from condensation or from rising damp. **Condensation** is the process where water vapor becomes liquid. Condensation happens one of two ways: either the air is cooled to its dew point or it becomes so saturated with water vapour that it cannot hold any more water.

Rising damp is a natural physical phenomenon caused by ground moisture rising up a permeable masonry wall by **capillary action**. Water molecules have been shown to form dipoles (like magnets) that orient themselves to **travel upward** through the pores in walls.

A bit of science to understand the process of rising damp?

The water flowing in fault lines under a building create, through friction, an **electric charge** of between 50 and 500 millivolts. This capillary tension draws water up from the ground (+) into the walls (-).

Rising damp is characterised by the presence of **mineral salts in the walls**, such as nitrates (derived from animal wastes), and sulfates (from rock).

FIGHTING RISING DAMP

How to diagnose rising damp?

A **visual assessment** is the first essential step to determine the origin of damp. At a certain stage, damp is detectable or even visible. A **tide mark** (generally seen as a wavy line sometimes up to 1.7 m high), loose paint, peeling wallpaper, flaking walls, stains, whitish or greyish crusting on walls (**saltpetre**), mineral salt blooms, etc.

In older constructions, the absence (or obsolescence) of a **damp-proof footing barrier** (on top of the concrete slab) is often the source of this type of problem.

Technical diagnosis can be done via:

- Analysis of mineral salts
- Voltmeter
- Humidity meter
- Carbide Bomb Test

Why is treating rising damp important?

- **Protect** and maintain your property
- **Avoid** renovation works
- Protect your family's **health** (allergies, asthma...)
- **Save** time and money

How to treat rising damp?

The historical way to treat it is by Damp Proof Course **Injection** (DPCI), an invasive and costly solution that treats part of the problem by creating a chemical barrier.

Electro-osmosis is another invasive solution that treats the electric charge of the rising damp.

Finally you have **new and innovative solutions** such as the I.P.E® and the I.P.G® by **BFL International**.

The **I.P.E®** reverses the polarity by **sending audio-frequency signals** that prevent the water molecules forming together and rising by capillarity and cause them to move back downward into the ground.

The **I.P.G®** sends out a countervailing field by its **geomagnetic system** to destabilise the water molecules.

FIGHTING RISING DAMP



STOP RISING DAMP!

Our innovative solution the I.P.E.[®]
(Electromagnetic Polarity Inverter)
arrives in South East Asia!

Innovative solution to stop rising damp
Treats **100%** of the **humidity** in walls,
concrete slabs, foundations.



Installation
without any
works, noise or
dust



No health
nuisance



Increase the
value of your
dwelling



Economic
method of
eliminating
humidity



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Sources:

<https://www.nbcnews.com/health/health-news/it-s-not-just-heat-it-really-humidity-know-risks-n629486>

<https://education.nationalgeographic.org/resource/condensation>

<https://bfl-international.com/rising-damp/>

FOCUS ON



Since April 2022, Asiance represents **Delhom Acoustique** company in Malaysia and Singapore. Delhom is an independant French-owned business specialised in **acoustic consultancy** since 1995, with over 8,000 projects delivered in 24 countries and having offices in France, U.A.E, China and Vietnam.

Together with Delhom, we aim at helping you **solve your acoustic and noise challenges** in:

- buildings and interior spaces
- performing arts centers
- transportation infrastructures and town planning
- industrial projects and factories
- windfarm and solar projects

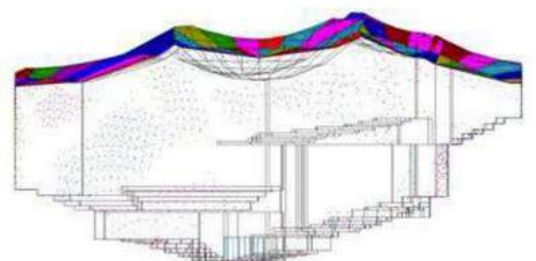
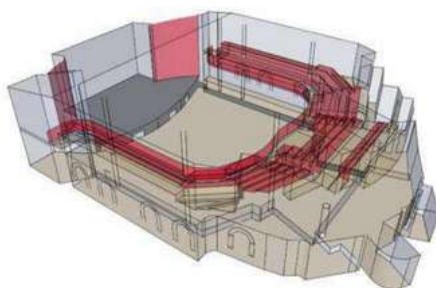
Our **services** are:

- full acoustic consulting studies
- **acoustic audits**
- technical feasibility studies
- noise regulations compliance, norms&standards
- projects monitoring
- verifications measurements
- **workshops and trainings** (upon request, FOC!)

Don't waste time and money renovating your building with expensive acoustic products without knowing the **source and type of noise** you are suffering from! Sometimes a slight change of design is sufficient.

Contact us to get professional advice on how to make your place more liveable!

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NEWS & EVENTS

- Asiance joined the **Archidex exhibition** in KLCC early July, the biggest exhibition about building materials in the ASEAN region
- In July, Asiance reached the milestone of **400 followers on its LinkedIn** page, a great sign of support to our regular publications and posts.
- Asiance met with **InvestJohor** on July 7th to discuss business opportunities for foreign investors in this dynamic state of Malaysia
- Asiance joined the "get-together" event organised by the Southern branch of the Malaysian International Chamber of Commerce and Industry (**MICCI**) and **UOB** bank on July 8th in Johor
- Asiance's business trip to France in July was concluded by the signature of an exclusive distribution agreement in Southeast Asia with **BFL International!**





Asiance

ANY QUESTIONS? CONTACT US

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