



Dow Performance Silicones

Building the Future – Korea



Case Study: Insulating Glass Equipment



City and Country

Seoul, Korea

Product*

- DOWSIL™ 939 Insulating Glass Sealant

Key Participants

- Korean Insulating Glass Equipment manufacturer
- Dow

*Prior to February 2018, products listed were branded as Dow Corning

Challenge

A leading Korean Insulating Glass Equipment manufacturer needed an affordable solution to automate its production process. The lack of automation was driving up costs compared to competitors and reducing production time. To compete globally, the manufacturer realized it would have to automate some of its processes.

Solution

A custom product and equipment solution was required to meet the customer's needs. Dow provided a customized formulation of its DOWSIL™ 939 Insulating Glass Sealant, which is designed to work on a low-cost,

simple-to-operate, auto-sealing machine. The improved viscosity and automation provided the equipment manufacturer with a competitive advantage over other manufacturers using conventional polysulfide organic sealants and conventional equipment.

Dow was able to further help the manufacturer by arranging equipment financing to support the need for two-part mixers as part of the new, automated process.

The Korean manufacturer recently teamed with Dow for a joint marketing effort at the Glass and Window Exhibition in Seoul. The booth featured the latest auto-sealing technology running DOWSIL™ 939

Insulating Glass Sealant and resulted in increased sales for both companies.

Result

By working in partnership, Dow and the Korean manufacturer have seen sustained, cooperative growth. The solutions approach to business problems has allowed the customer to meet and stay ahead of the competition through fast commercialization and continuous product improvement. By addressing key market requirements the team has been able to succeed in Korea and move into the international market, as evidenced by the success at the recent Glass and Window Exhibition.



Contact Us

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Dow has sales offices, manufacturing sites and science and technology laboratories around the globe. Find local contact information at **consumer.dow.com/ContactUs**.

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