



Dow Performance Silicones

Building the Future – Panel Case



Case Study: Water Repellents for FRC Boards



Country

Korea

Products*

- DOWSIL™ Water Repellents

Key Participants

- Building panel OEM in Korea
- Dow

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

Challenge

A large building panel OEM in Korea was having difficulty properly hydrophobing its autoclaved fiber reinforced cement (FRC) boards. It tried different types of organic and inorganic hydrophobic materials with no satisfactory results.

Solution

Dow visited the customer's location several times to conduct trials and gain an understanding of the customer's needs. After extensive testing and trials, our solutions team was able to identify the physical and performance properties

the new product would require and align these requirements with capabilities of an existing product.

The Dow team identified a product that, although had never been used in this application, could be used to successfully hydrophobe the FRC boards. It was an innovative application of an existing product that allowed the OEM manufacturer to meet cost goals and deliver the results needed. In addition to the material, the building panel OEM required the application expertise and an equipment partner to implement full production.

Unlike many product providers, Dow was open to the idea of collaborating as an equipment partner. The Dow team embraced the new solution business model, and a proposal was drawn up that mutually benefited the customer and Dow.

Result

Five years later, the customer maintains a competitive advantage in the market and purchases 100% of its water repellents from Dow.



Contact Us

Dow is collaborating with industry professionals around the world to develop solutions to improve the energy efficiency of buildings for a more comfortable environment. Learn more about Dow's full range of High Performance Building solutions by visiting us online at **consumer.dow.com/construction**.

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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