



Dow Performance Silicones

Automated Sealant Process from Dow Helps Customer Improve Profitability

DOWSIL™

Case Study: Slocomb Industries



City and Country

Hanover, Pennsylvania, USA

Product*

- DOWSIL™ 1199 Silicone Glazing Sealant

Key Participants

- Slocomb Industries
- Dow

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

Value Proposition

Dow helps window producer improve profitability with sealant automated application process.

Application

Silicone sealant for the Window manufacturing process.

Problem

Slocomb's manual application of silicone sealant from cartridges represented a costly production bottleneck and a created a cartridge disposing issue.

Solution

Dow helped engineer an automated sealant application process that resulted in significant savings and increased productivity for the customer.

Product Selected

DOWSIL™ 1199 Silicone Glazing Sealant and an automated application process

Results

Annual reduction of 38 percent in sealant consumption plus increased productivity.

Improved Profitability

Dow strives to meet customer exact needs. Slocomb Industries found that out when Dow helped them engineer an automated sealant application process, resolving their production bottleneck issue and increasing their productivity.

Slocomb Industries (slocombwindows.com) was founded in 1955 to sell and install storm windows and doors. Five years later they began manufacturing one of the first all vinyl windows in North America. During the late 1960's remodeling boom, Slocomb entered the replacement window market.



The energy crisis of the early 1970's offered another opportunity: energy conservation thru insulating glass.

Always innovating, they developed internal expertise in PVC window extrusion design and created their own PVC extrusion business, Acro Extrusions. Later on Acro Extrusions became a supplier of PVC extrusions to the window industry.

The company now manufactures vinyl windows for both the new construction and replacement market from its 70,000 sq. ft. (650 sq. meter) manufacturing facility. They currently employ approximately 175 people with annual sales of nearly \$25 MM.

A Customer Need

An important step in the window manufacturing process is the use of silicone to seal the insulating glass unit to the window sash. Slocomb's existing operation consisted of manual application of the silicone sealant from cartridges, a costly production bottleneck.

The customer's need: a major supplier of silicone sealants with the capability to help engineer an automated sealant application process.

The first step the assigned Dow technical team completed was a detailed analysis of the current process, followed by their recommendations. Then they specified and started up the new silicone sealant pumping and application process. In a matter of weeks a new automated sealant pumping and application system was installed and in operation.

The new system included a pneumatic pumping system from Graco, Inc., automated application equipment from Spadix Technologies, and DOWSIL™ 1199 Silicone Glazing Sealant. Following installation Dow worked closely with Slocomb operation personnel to optimize the use of sealants. As a result of the sealant usage efficiency and reduced waste, Slocomb saves 38% annually sealant purchases and benefits from increased productivity.

"Dow came into our operation, looked at what we were doing, and they responded with a comprehensive program to meet our exact needs," said Stephen Piotrowski, Slocombs Executive Vice President.

"They provided the silicone sealants, the equipment, the technical support and the follow-up we needed from a partner."

Dow meets the customer needs one more time. Exactly.

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**.

Images: dow_8658420611, dow_40519844178

LIMITED WARRANTY INFORMATION - PLEASE READ CAREFULLY

The information contained herein is offered in good faith and is believed to be accurate. However, because conditions and methods of use of our products are beyond our control, this information should not be used in substitution for customer's tests to ensure that our products are safe, effective and fully satisfactory for the intended end use. Suggestions of use shall not be taken as inducements to infringe any patent.

Dow's sole warranty is that our products will meet the sales specifications in effect at the time of shipment.

Your exclusive remedy for breach of such warranty is limited to refund of purchase price or replacement of any product shown to be other than as warranted.

TO THE FULLEST EXTENT PERMITTED BY APPLICABLE LAW, DOW SPECIFICALLY DISCLAIMS ANY OTHER EXPRESS OR IMPLIED WARRANTY OF FITNESS FOR A PARTICULAR PURPOSE OR MERCHANTABILITY.

DOW DISCLAIMS LIABILITY FOR ANY INCIDENTAL OR CONSEQUENTIAL DAMAGES.

®™ Trademark of The Dow Chemical Company ("Dow") or an affiliated company of Dow

© 2018 The Dow Chemical Company. All rights reserved.

30023848

Form No. 63-6373-01 A