



***Dow Automotive***

## **A Rich Heritage of Technology – from Dow Automotive**

Dow Automotive was formed as a business group of The Dow Chemical Company in 1988, and in 1999 became Dow's first industry-focused business unit. At that same time, Essex Specialty Products, Inc., a wholly owned subsidiary of The Dow Chemical Company, was also integrated into Dow Automotive. In January 2001, Dow Automotive acquired Gurit-Essex AG and its business groups, which like Essex and its other global affiliates, has served the automotive industry since 1960.

### **Organization**

The Dow Automotive organization employs 1,400 people globally at its world headquarters, European operations, R&D, advanced engineering, sales and manufacturing facilities. Its world headquarters is located in Auburn Hills, Michigan with key European operations in Schwalbach, Germany, Freienbach, Switzerland and St. Just, France. These locations comprise sales and marketing (including customer account teams), technical service & development (TS&D), manufacturing, customer service and other administrative support staff. R&D labs and advanced engineering are located in Auburn Hills and Midland, Michigan, Freeport, Texas, Sarnia, Ontario, Canada and Freienbach, Switzerland. Additional personnel are employed in nearly 30 cities on six continents at other global automotive centers, sales offices and manufacturing facilities throughout Europe, South America, Asia Pacific, South Africa, India and the Middle East. Dow Automotive's steadily rising global sales, which surpassed \$1.5 billion in 2005, are a significant contribution to the growth of The Dow Chemical Company.

### **Leadership**

The organization is led by an operations management team and global business directors specializing in plastics, body-in-white structural, acoustical and thermal management solutions, glass/plastic/metal bonding, emissions control and fluids for OEMs, tier suppliers and the aftermarket. These

business directors oversee application development and engineering, R&D, TS&D and business support services. Customer account teams interact with product/application development teams and serve as global sales and service focal points.

### **Capabilities**

Materials science and characterization expertise, combined with design, engineering processing knowledge and program management, enable Dow Automotive to provide OEM and tier customers with innovative solutions that meet or exceed vehicle performance targets at lower weight and cost. These capabilities and in-house testing and validation, along with program and supply-chain management expertise (including equipment selection and processing method recommendations) allow Dow Automotive to support customers from design through product launch. Advanced engineering capabilities include design concepts and evaluation, modularization, CAD/CAE, finite element analysis, design optimization through tool and prototype development, processing methodology selection and mold-filling analysis, occupant safety testing and comprehensive application knowledge. Dow Automotive also has relationships with independent labs and customer proving grounds to further evaluate the impact of materials, components and systems in simulated and actual driving conditions.

# Facts.

## Products

Dow Automotive is a technology-driven solutions provider that helps make passenger cars, light trucks and commercial vehicles safer, stronger, quieter, lighter, cleaner, more comfortable and better looking. Nearly all of our solutions reduce vehicle weight and provide assembly efficiencies that result in lower total production cost.

**For safety** – structural adhesives, engineered plastics, high-density cavity-filling foams, structural foam inserts and extruded energy absorption foams improve crashworthiness while reducing weight and cost.

**For strength and durability** – structural adhesives to increase body stiffness while reducing or eliminating welds, rivets and mechanical fasteners prone to fatigue and corrosion; and underbody and seam sealers to eliminate moisture intrusion.

**For quiet and comfort** – low-density bulk foams and foam inserts and damping, absorbing and sealing systems block ambient sound and road noise. Structural adhesives and reinforcing composites deaden body vibrations while enhancing rigidity, durability and safety. Seating and cushioning foams for improved substrate touch and feel as well as passenger comfort.

**For cleaner environment** – technology developments for diesel emissions control.

**For style** – wide range of plastics that allow for superior design and molding flexibility, versus steel and aluminum for painted or molded-in-color parts and panels for vehicle interiors and exteriors.

Dow Automotive combines the widest portfolio of polymer technology with design and engineering capabilities to deliver the right plastic for the right application for molding interior and exterior components. Its range includes polypropylene, ABS, polycarbonate, crystalline polymers, thermoplastic urethanes, adhesive films, engineering plastic blends (like PC/ABS), polyurethane and vinyl ester resins. These materials are used to produce components including interior trim, instrument panels, knee bolsters, glove box/air bag covers, exterior trim, body panels, fascia/lighting surrounds plus sealing, electrical, cooling and fuel systems for powertrain applications.

In addition, Dow Automotive produces a broad range of fluid technologies to ensure the safe and efficient operation of today's demanding motor vehicle systems. Performance fluids and lubricants are supplied worldwide and include mobile air conditioner compressor lubricants, brake fluids and engine coolants.

Dow Automotive also serves aftermarket customers through global glass replacement and body repair systems production and distribution networks.

For more information about Dow Automotive, contact one of the following offices or visit [www.dowautomotive.com](http://www.dowautomotive.com).

*We listen. We deliver.*



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