

## Environmentally friendly solution helps electronics supplier reduce waste

*Productivity, Sustainability, Efficiency, Product Quality*



When a leading electronics supplier in Taiwan needed to switch to a more environmentally friendly adhesive, Dow Corning supplied silicone material along with a new dispensing solution. The result was not only a more efficient process that helped the customer meet its sustainability needs, but also helped them achieve a significant reduction in their waste stream.

The need for an alternate adhesive resulted from the Restriction of Hazardous Substances (RoHS) environmental regulations in China, which restricts the use of certain hazardous substances in electrical and electronic equipment.

Dow Corning believed that replacing the organic solvent-based adhesive the company was currently using with a silicone adhesive could help them meet their sustainability goals. However, due to an increased frequency of cartridge changes, using a silicone adhesive would reduce production speed.

Helping the supplier to meet environmental standards while maintaining its existing rate of production posed a challenge. Dow Corning, together with a local equipment distributor, was able to help meet the supplier's needs exactly. By designing and implementing equipment to speed up the production process, they enabled the supplier to use *Dow Corning*<sup>®</sup> brand EA 9189 thermal adhesive and CN 8605 normal adhesive, which are more environmentally friendly than the organic solvent-based adhesives they were using.

This solution also reduced the customer's waste stream by using fewer cartridges. Utilizing 2.6-liter cartridges in place of 300-mL cartridges to dispense adhesive resulted in fewer empty cartridges at the end of

the process. This new solution effectively reduced the supplier's cartridge waste by 87.5%.

These larger cartridges increased efficiency by reducing time needed to change them during production, and they gave the customer more control over the amount of adhesive dispensed in each product.

Dow Corning has been able to leverage the expertise gained from this experience to implement similar changes in the production processes for other electronics suppliers, helping them meet their sustainability goals and reduce their waste as well.

Clifford Chang, Dow Corning's sales development representative in Taiwan, and Cliff Li, sales development representative in South China, led the effort with the first electronics supplier. Robert Liu, sales development representative in South China, is using the expertise gained through the work of Chang and Li to help a second electronics supplier.

"This is a very good example of Dow Corning leveraging an opportunity by extending our solution to another customer," said T. H. Lin, sales development manager. "The model is definitely something we can use to help others in the industry."

### How to contact us

Dow Corning has sales offices, manufacturing sites, and science and technology laboratories around the globe. To learn how Dow Corning can help your business, contact your nearest Customer Service Specialist – find out how at [dowcorning.com/contactus](http://dowcorning.com/contactus).

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