

Dow Hard Surface Care Kit

Ingredients for enhancing cleaning performance

Presenters

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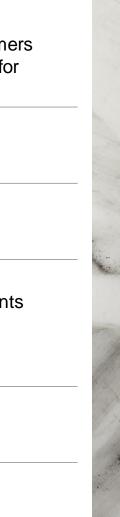
Agenda

- Market Trends
- High Throughput Research Capabilities
- Overview of Test Methods & Data Analysis
- Introduction of Dow Hard Surface Care Kit
- Highlighting Dow Ingredients in Hard Surface Care Kit



Key Unmet Needs in HSC & Wipes

MARKET TREND	UNMET NEEDS
Cleanliness and Convenience	 Grease removal Easy next Clean Food soil dispersion polymers Multi-functional polymers for surfactant reduction
Aesthetic Appearance	ShineNo streaksSurface protection
Hygiene	Anti-dust, anti-stainAnti-bacteriaOdor control
Sustainable Offerings	 Concentrated formulation Safe and reliable ingredients Biodegradable Bio-based Ingredients Eco-labeling
Format Innovation	Cleaning robot/machinesWipesUnit dose







Hard Surface Care Market

2021

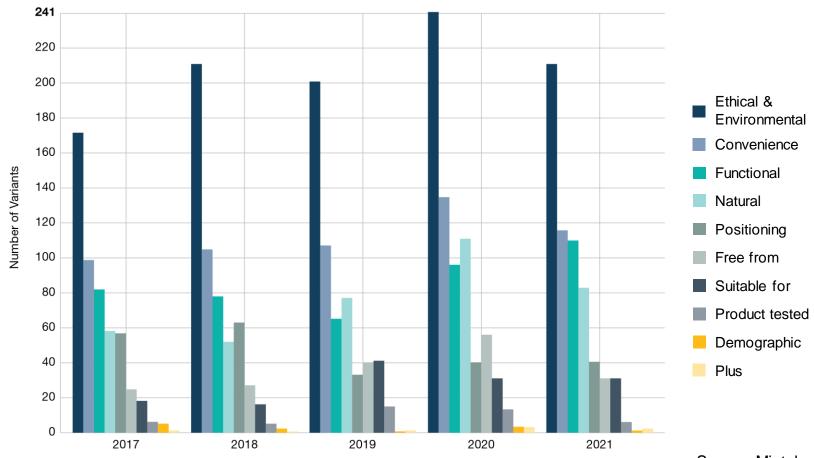
Hard Surface Care Market:

\$7.78B Retail Value 2.9% CAGR 2019-2022

Hard Surface Care Trends:

- High performing products
- Refill and monodose innovations
- Natural and sustainable cleaning products with ingredient transparency
- Convenience and ease of use

Hard Surface Care Product Launches by Claim Category





Source: Mintel

Home Care Ingredients that Address Consumer Trends

Acrylates

 ACUSOL™ Dispersants, Rheology Modifiers, Opacifiers

Surfactants

• ECOSURF™, TERGITOL™, DOWFAX™, TRITON™ Surfactants

Solvents

• PO/PG, DOWANOL™, CARBITOL™, CELLOSOLVE™ Solvent families

Glycols

• PEGs, CARBOWAX™, SENTRY™ Water Soluble Polymers

Polyethylene Oxide

• SUPRACARE™ Polymers



Modified Cellulose

- SUPRACARE ™ Polymers
- CELLOSIZE™ Hydroxyethyl Celluloses

Silicone Technology

- DOWSIL™ and XIAMETER™ Foam Control Agents
- Silicones for Fabric & Surface Care

Amines

- MEA, DEA, TEA, MIPA, DIPA **Chelants**
- VERSENE™, VERSENEX™, VERSENOL™ Chelating Agents



Moving beyond clean





High Throughput Research Capabilities - Hard Surface Cleaning

Formulation Development

- Ingredient selection & Modeling
- Coupling Efficiency
- Phase compatibility
- Heat-age stability

Performance Testing

- Foam profiles
- Soil solubilization
- Substrate cleaning (SCiD)

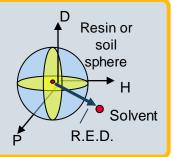
Analysis

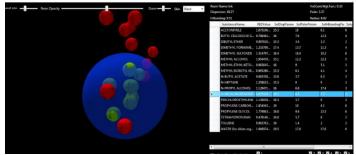
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- Data Analysis: JMP/Excel

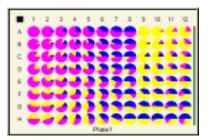
Dow is a leading innovator in *High Throughput Research* focusing on new material and application development

Solvent Modeling

Use of Solvent
Database and
Predictive Toolset





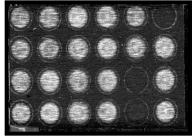














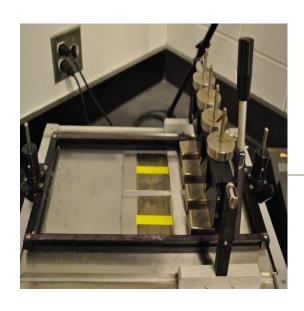
Common Soil Types – Hard Surface Cleaning

Soils are Not a Pure Composition

Kitchen	Bathroom	Window	Carpet
Grease	Ca ^{++,} Mg ⁺⁺	Sebum	Particulates
Protein	Soap Scum	Particulates	Protein
Carbohydrates	Particulates	Grease	Carbohydrates
Particulates	Rust		Food Stains
Bacteria	Bacteria		Pets



Filming, Streaking & Cleaning Index Test Methods



Kitchen Grease

HCPA DCC-17A



Baked On Kitchen Grease

HCPA DCC-17B



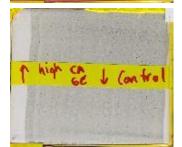
Lime Scale Bathroom

HCPA DCC-16



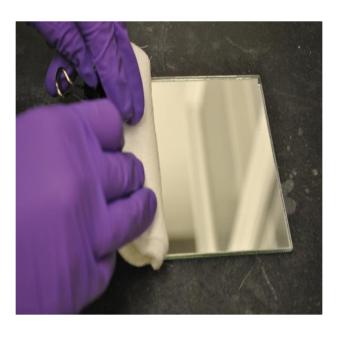
Soap Scum Bathroom

ASTM D5343-06



Filming & Streaking on Glass

HCPA DCC-09 /DCC-09A



*HCPA - Household & Commercial Products Association



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- Highlighting Dow Ingredients in Hard Surface Care Kit



Dow Hard Surface Care Kit includes:

•	Grease Fighter Kitchen cleaner	High performing degreaser for removing baked on grease.
•	Bathroom Blaster Bathroom cleaner	Excellent for removing soap scum and very good lime soap removal.
•	Streak Soldier Glass & window cleaner	Excellent for removing residue. Leaves mirrors & reflective surfaces shiny & sparkling!
•	Multipurpose Warrior Concentrated dilutable all purpose cleaner	High performing dilutable cleaner with great grease cutting performance!





High performing degreaser for removing baked on grease

Featured Products	Attributes
DOWANOL™ PPh Solvent	Coalescing, Powerful solvency
ECOSURF™ EH-14 (90%) Surfactant	Exceptional wetting, Excellent oily soil removal
Monoisopropanolamine (MIPA)	Neutralizer, Improved oil solubility
Diisopropanolamine (DIPA)	Neutralizer, Improved cleaning
ACUSOL™ PRO Polymer	Grease removal, Easy next time cleaning

Benefits:

- Excellent baked-on grease removal (DCC 17-A Soil)
- Reduce filming and streaking







High performing degreaser for removing baked on grease

Grease Fighter Kitchen Cleaner			
Ingredient / Supplier	Description	Wt%	
Deionized Water	Water	92.90%	
DOWANOL™ PPh Glycol Ether / Dow	Solvent	1.00%	
ECOSURF™ EH-14 Surfactant (90%) / Dow	Surfactant	2.00%	
Monoisopropanolamine (MIPA) / Dow	Neutralizer	0.50%	
Diisopropanolamine (DIPA) / Dow	Neutralizer	1.50%	
ACUSOL™ PRO Polymer (25%) / Dow	Polymer	2.00%	
Crisp Orchards UAJ10200/00 / Givaudan	Fragrance	0.10%	
TOTAL		100%	
Appearance	Clear liquid		
рН	~11		
Room Temperature	Stable		
50°C for 10 Days	Pass		
F/T (3 Cycles)	Pass		



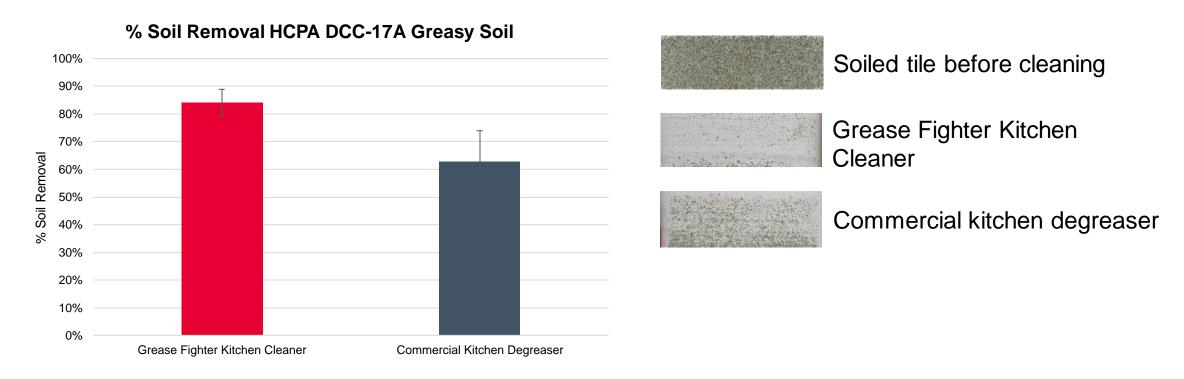
Processing instructions: Add ingredients in the order listed, mixing well between additions. Note: For ease of handling it is recommended to prepare a 50% solution of the DIPA in water before adding to the formulation.

Disclaimer: This suggested formulation is only a representative formulation, and it is not a commercialized product. Dow believes that the information and data on which this formulation is based are reliable, but it has not been subjected to extensive testing for performance, efficacy or safety.



Grease cleaning performance

Grease Fighter Kitchen Cleaner demonstrates excellent grease cutting performance

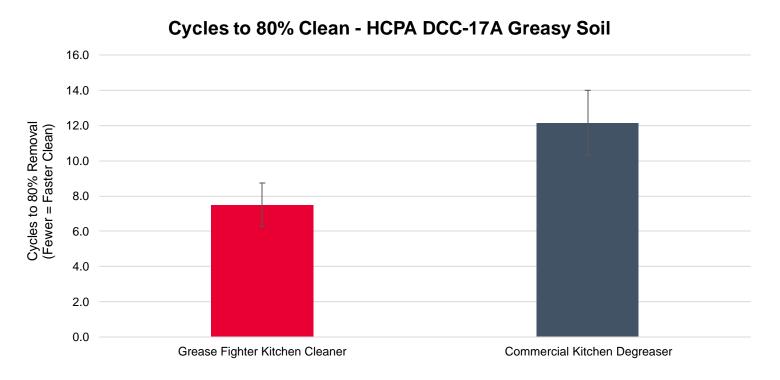


Cleaning Test Method: HCPA DCC-17A Kitchen grease



Speed of greasy soil removal

Grease Fighter Kitchen Cleaner formulation yields faster soil removal



Cleaning Test Method: HCPA DCC-17A Kitchen grease

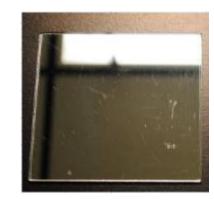


Filming and streaking performance

Grease Fighter Kitchen Cleaner provides outstanding Filming and Streaking performance

Product	Filming	Streaking
Grease Fighter Kitchen Cleaner	1	1
Commercial Kitchen Degreaser	6	4

Grease FighterKitchen Cleaner



Commercial Kitchen Degreaser



Rating scale:

0 = No visible filming or No visible streaking (excellent performance)

10 = High filming or high streaking (poor performance)

<u>Test Method</u>: HCPA DCC-09A Filming & Streaking Performance. **NOTE**: Typical values, not to be construed as specifications. Users should confirm results by their own tests.



Excellent for removing both lime scale & soap scum

Featured Products	Attributes
DOWANOL™ TPnB Solvent	Excellent solvency, Green circle
ECOSURF™ EH-14 (90%) Surfactant	Exceptional wetting, Good cleaning

Benefits:

- Great Lime Soap Removal (HCPA DCC-16)
- Outstanding Soap Scum Removal (ASTM D5343-06)
- Excellent Safety Profile: All Dow ingredients are EPA Safer Choice compliant







Excellent for removing both lime scale & soap scum

Bathroom Blaster Bathroom Cleaner			
Ingredient / Supplier	Description	Wt%	
Deionized Water	Water	93.75%	
DOWANOL™ TPnB Glycol Ether / Dow	Solvent	2.00%	
ECOSURF™ EH-14 Surfactant (90%) / Dow	Surfactant	0.55%	
Sodium Lauryl Sulfate / Sigma-Aldrich	Surfactant	0.60%	
Citric acid (anhydrous) / Fisher Scientific	Neutralizer	3.00%	
Fresh Springs UAJ18199/00 / Givaudan	Fragrance	0.10%	
TOTAL 1		100%	
Appearance Clear, colorless liq		ss liquid	
pH ~2			
Room Temperature Stable		е	
50°C for 10 Days	Pass		
F/T (3 Cycles)	Pass		



Processing instructions: Add ingredients in the order listed, mixing well between additions.

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Removal of soap scum

Bathroom Blaster Bathroom Cleaner provides excellent soap scum removal compared to leading commercial product controls.

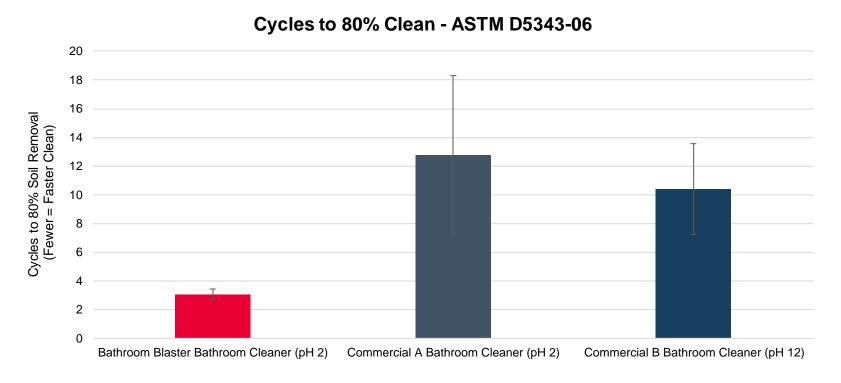


Cleaning Test Method: ASTM D5343-06 Soap scum removal



Speed of soap scum removal

Bathroom Blaster Bathroom Cleaner offers faster removal of soap scum

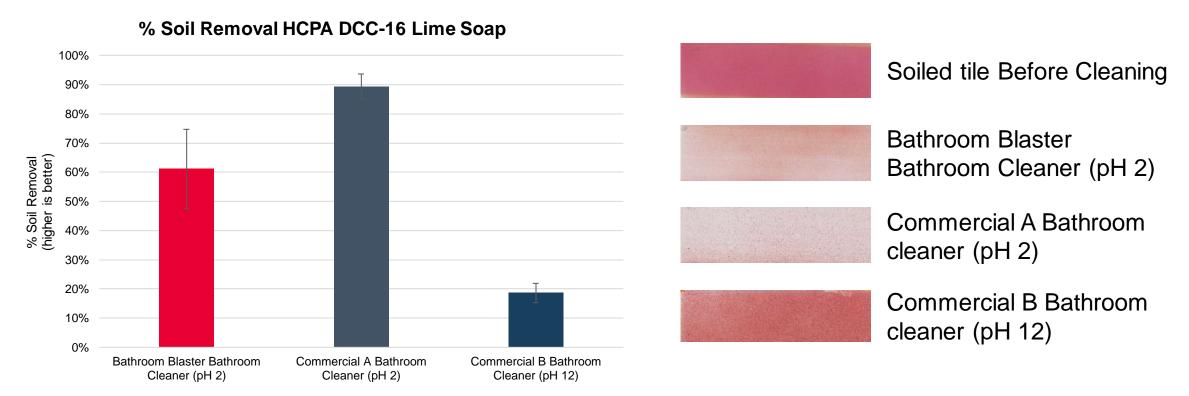


Cleaning Test Method: ASTM D5343-06 Soap Scum Removal



Lime soap removal

Bathroom Blaster Bathroom Cleaner offers good lime soap removal



Cleaning Test Method: HCPA DCC-16 Lime Soap Removal



Excellent for removing indoor or outdoor residues. Leaves mirrors & reflective surfaces shiny & sparkling!

Featured Products	Attributes
ACUSOL™ Millennium ER Rheology Modifier	Thickening/Vertical cling
TRITON™ CG-50 Surfactant	Low Streaking/Filming
Hexyl CELLOSOLVE™ Solvent	Cleaning/Streak-free
DOWANOL™ PnB Solvent	Cleaning/Streak-free



Benefits:

- Shine (low filming/streaking)
- Reduce bounce-back and increase drip time





Excellent for removing indoor or outdoor residues. Leaves mirrors & reflective surfaces shiny & sparkling!

Streak Soldier Glass & Window Cleaner		
Ingredient / Supplier	Description	Wt%
Deionized Water	Water	97.88%
ACUSOL™ MILLENNIUM ER Rheology Modifier (31%) / Dow	Thickening agent	0.50%
Hexyl CELLOSOLVE™ Solvent / Dow	Solvent	0.50%
DOWANOL™ PnB Glycol Ether / Dow	Solvent	0.50%
Unicert K7015J Dye (2% solution) / Sensient	Dye	0.02%
TRITON™ CG-50 Surfactant (50%) / Dow	Surfactant	0.10%
Monoisopropanolamine (MIPA) / Dow	Neutralizer	0.50%
TOTAL 10		100%
Appearance	Clear, blue liquid	
рН	10.5-11	
Room Temperature	Stable	
50°C for 10 Days	Pass	
F/T (3 Cycles)	Pass	



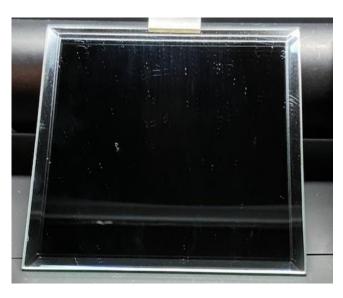
Processing instructions: Add ingredients in the order listed, mixing well between additions. Formulation will start to thicken after addition of TRITON™ CG-50 Surfactant and continue to thicken with addition of MIPA.

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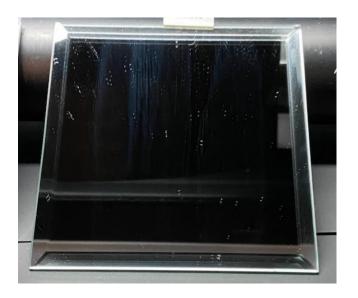


High shine and low filming/streaking performance

Streak Soldier
Glass & Window Cleaner



Commercial Glass Cleaner

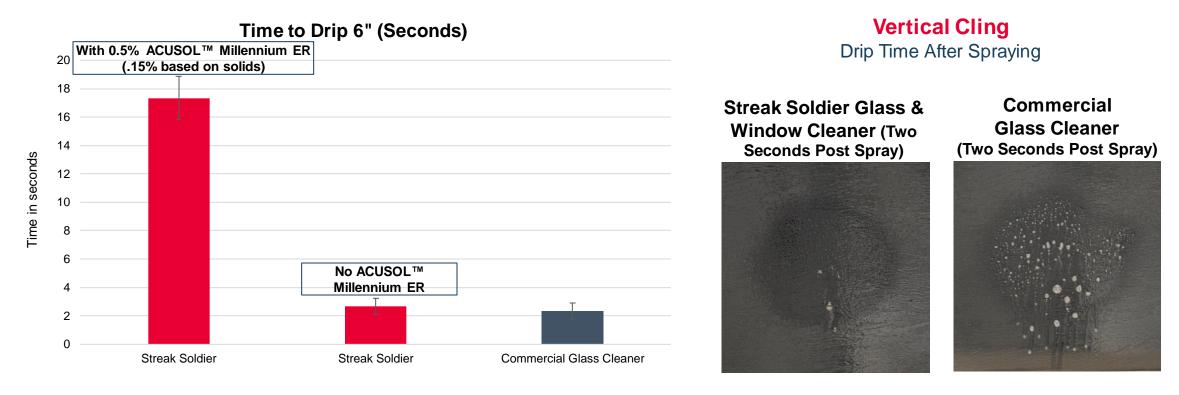


Streak Soldier Glass & Window Cleaner offers excellent shine (low filming/streaking) performance



Vertical cling (dwell time)

Addition of ACUSOL™ Millennium ER Rheology Modifier offers increased dwell time (no drip) while maintaining excellent glass cleaning performance.





Multipurpose Warrior Concentrated Dilutable All Purpose Cleaner

High performing dilutable cleaner with great grease cutting performance!

Featured Products	Attributes
TERGITOL™ 15-S-9 Surfactant	Excellent primary cleaning, faster wetting & emulsification
Hexyl CARBITOL™ Solvent	Excellent grease removal, & high solvency power
Triisopropanolamine (TIPA 85%)	Neutralizer, Improved cleaning
DOWANOL™ EPh Solvent	Boosts cleaning



Benefits:

- Highly concentrated formulation
- Excellent primary cleaning
- Compatible with PVOH film





Multipurpose Warrior Concentrated Dilutable All Purpose Cleaner

Multipurpose Warrior Concentrate All Purpose Cleaner			
Ingredient / Supplier	Description	Wt% (as is)	
TERGITOL™ 15-S-9 Surfactant / Dow	Surfactant	45.5	
Hexyl CARBITOL Solvent / Dow	Solvent	20.0	
Trisopropanolamine LFG-85 / Dow	Neutralizer	26.5	
DOWANOL™ EPh Glycol Ether / Dow	WANOL™ EPh Glycol Ether / Dow Solvent		
Seaberry UAJ18201/00 / Givaudan	Fragrance	3.0	
Unicert Yellow K7005J / Sensient	Dye	0.01	
TOTAL	100.00		
Appearance	Clear, yellow liquid		
рН	10		
Room Temperature	Stable		
40°C for 4 weeks	Pass		
F/T (3 Cycles)	Pass		







Processing instructions: Add surfactants, solvents and amine while mixing. Add fragrance and dye and mix until uniform.

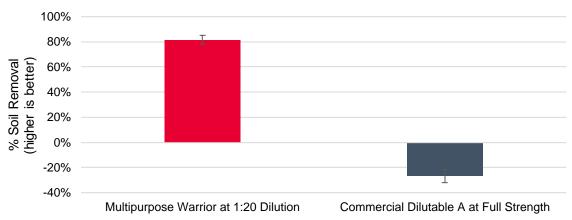
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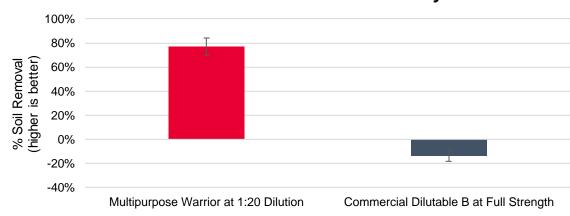
Multipurpose Warrior All Purpose Cleaner

Greasy soil removal

% Soil Removal HCPA DCC-17A Greasy Soil



% Soil Removal HCPA DCC-17A Greasy Soil





Multipurpose Warrior enables exceptional cleaning performance even at 1:20 dilution



Multipurpose Warrior at 1:20 dilution



Commercial Dilutable A at full strength



Multipurpose Warrior at 1:20 dilution



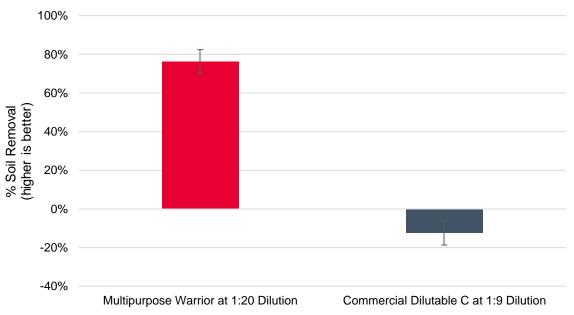
Commercial Dilutable B at full strength

Cleaning Test Method: HCPA DCC-17A Greasy Soil Removal

Multipurpose Warrior All Purpose Cleaner

Greasy soil removal







Multipurpose Warrior at 1:20 dilution



Commercial Dilutable C at 1:9 dilution

Dow's DOWANOL™ Glycol ether solvents, Surfactant and TIPA worked synergistically to boost cleaning performance even after 1:20 dilution compared to commercial dilutable hard surface cleaners.

<u>Cleaning Test Method</u>: HCPA DCC-17A Greasy Soil Removal



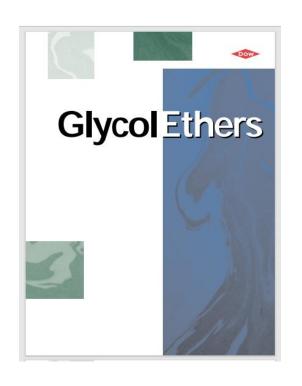
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Dow Glycol Ether Solvents

Improved cleaning effectiveness with less product, shine, stability



TERGITOL 15-S-5

✓ Interfacially active

- ✓ Solvency
- ✓ Varying water solubility
- ✓ Coupling ability

<u>Dow | The Materials Science Company | Explore Products</u>





Readily biodegradable



CleanGredients



EPA inerts list



Key Properties of Glycol Ethers for Cleaning Applications

- Dissolve Oil Soluble and Water Soluble Soils
- Alcohol & aliphatic component helps to dissolve both water-soluble soil and oil-soluble soils
- Hexyl CELLOSOLVE™, Hexyl CARBITOL, DOWANOL™ DPnB, PPh, EPh, PnB, etc

Surface Tension Reduction



Improve the wetting of the surface to be cleaned

Help to loosen soil and keep it emulsified (suspended) and dispersed in the cleaning solution

Excellent Coupling Ability



- DOWANOL™ DPnB, TPnB, PnB, etc
- Work in combination with surfactants to pull oil- and water-soluble dirt from the soiled material. Also helps to keep soil suspended preventing redeposition.
- This coupling ability can also help enhance product performance and shelf life
- **Evaporation Rate Flexibility**
- CARBITOL™, BUTYL™ CARBITOL™ Solvent, DOWANOL™ PnB, PM, etc.
 - DOW glycol ethers offer a wide range of evaporation rates for formulation requirements
 - Fast Evap.: DOWANOL™ PM, DPM, PnB, PnP, Butyl CELLOSOLVE™, Hexyl CELLOSOLVE™ Solvent, etc.
 - Slow Evap.: DOWANOL™ PPh, Butyl CARBITOL™ Solvent, Hexyl CARBITOL™ Solvent, etc

Examples of VOC Exempt Solvents for Cleaning

Solvent	Chemical Name	Solubility @ 25oC (wt% in Water)	Surface Tension (dynes/cm @ 25°C	US EPA Inerts Listing	
Hexyl CELLOSOLVE™- Solvent	Ethylene Glycol Hexyl Ether	0.88%	27.7	Nonfood Use	
CARBITOL™ Solvent	Diethylene glycol ethyl ether	100%	31.8	40 CFR 180.940c	
Butyl CARBITOL™ – Solvent	Diethylene glycol mono n-butyl ether	100%	30.0	-	
Hexyl CARBITOL™ – Solvent	Diethylene Glycol Hexyl Ether	2.0%	29.2	Nonfood Use	
DOWANOL™EPh	Ethylene glycol phenyl ether	2.5%	42.0	Nonfood Use	
DOWANOL™ EPh6	Polyethylene Glycol Phenyl Ether	100%	45.2	Nonfood Use	
DOWANOL™ DPMA	Dipropylene Glycol Methyl Ether Acetate	16%	27.3	-	
DOWANOL™ DPnB	Dipropylene Glycol n-Butyl Ether	4.5%	28.4	Nonfood Use	
DOWANOL™ DPnP	Dipropylene Glycol n-Propyl Ether	19.6%	27.8	Nonfood Use	
DOWANOL™ TPM	Tripropylene glycol methyl ether	100%	30.0	Nonfood Use	
DOWANOL™ TPnB	Tripropylene glycol n-butyl ether	4.5%	29.7	Nonfood Use	
DOWANOL™ PPh	Propylene Glycol Phenyl Ethe	1,5%	38,1	Nonfood Use	
DIAMOSOLV™ 323	Ethyl laurate General Busi	-		-	

Examples of Non LVP Solvents for Cleaning Applications

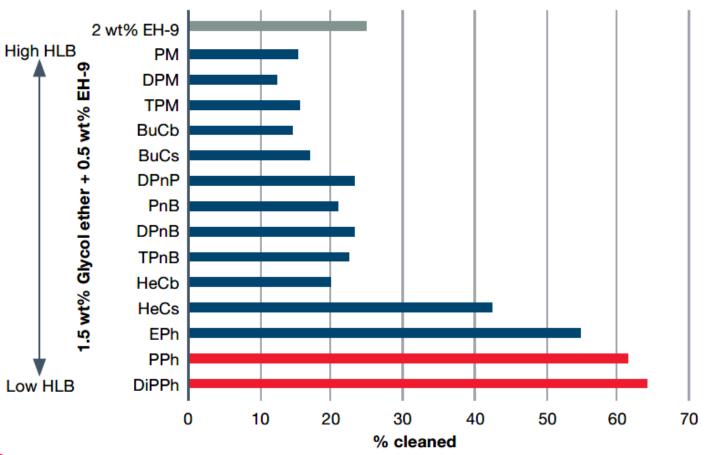
Solvent	Chemical Name	Solubility @ 25oC (wt% in Water)	Surface Tension (dynes/cm @ 25°C	US EPA Inerts Listing
Butyl CELLOSOLVE™ – Solvent	Ethylene Glycol n-Butyl Ether	100%	27.4	40 CFR 180.940c
DOWANOL™ PM	Propylene Glycol Methyl Ether	100%	27.7	Nonfood Use
DOWANOL™ PMA	Propylene Glycol Methyl Ether Acetate	16%	28.9	-
DOWANOL™ PnP	Propylene Glycol n-Propyl Ether	100%	25.4	-
DOWANOL™ PnB	Propylene Glycol n-Butyl Ether	5.5%	27.5	Nonfood Use
DOWANOL™ DPM	Dipropylene Glycol Methyl Ether	100%	28.8	Nonfood Use

Note: These are typical properties, not to be construed as specifications.



Selecting Solvents for Greasy Soil Removal

Aqueous formulation with 1.5% Glycol Ether Solvent + 0.5% ECOSURF™ EH-9 Surfactant



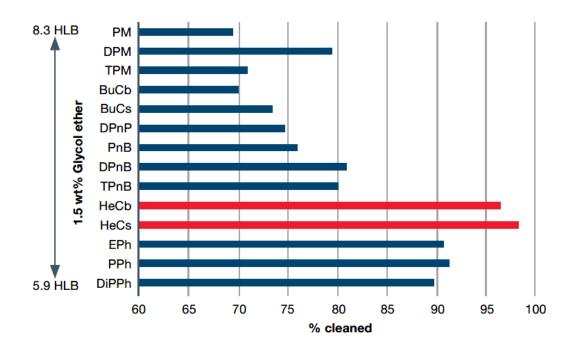




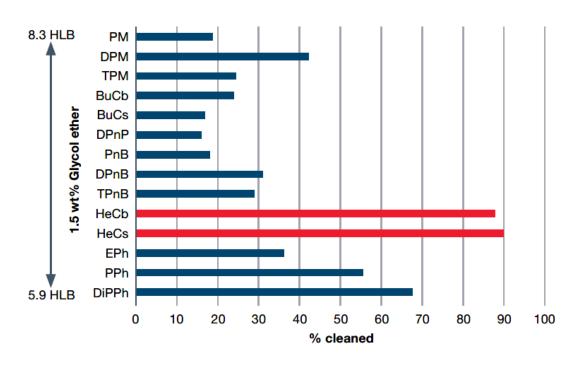
Note: These are typical properties, not to be construed as specifications.

Selecting Solvents for Bathroom – Soap Scum & Lime Scale

Soap Scum with 1.5% Glycol



Lime Scale with 1.5% Glycol



Note: These are typical properties, not to be construed as specifications.



Dow Surfactants for Home Care

Improved performance and cleaning efficacy, bio-based options









<u>Dow | The Materials Science Company | Explore Products</u>



Surfactants for Hard Surface Cleaning & Disinfecting Formulations

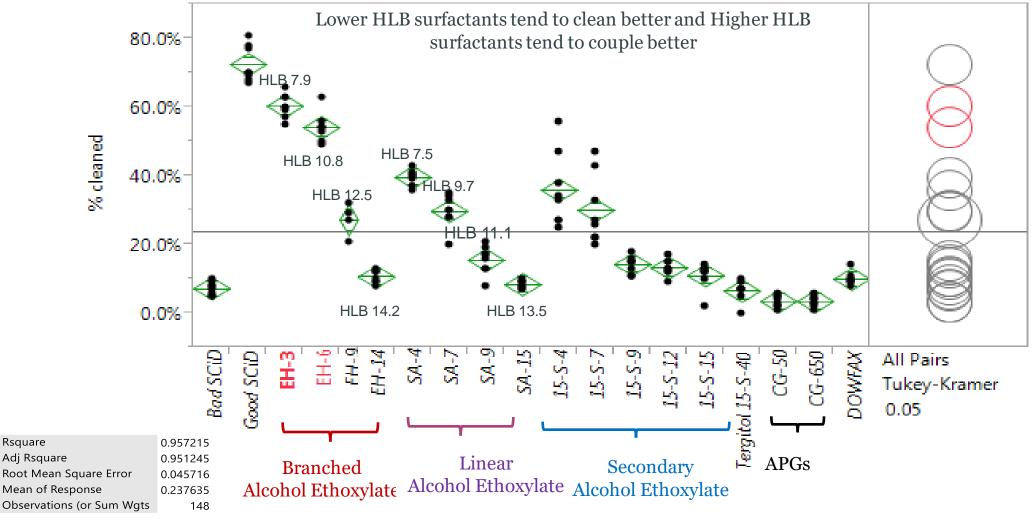
Product	Structure	Readily Biodegradable	Safer Choice / CleanGredients Options	EPA Listed	Benefits
ECOSURF™ EH Surfactant Series	2-Ethyl hexanol EO-PO nonionic surfactant	Yes	Yes	Yes / 180.940a	Exceptional wetting and hard surface cleaning, low odor, excellent formulation properties, very low aquatic toxicity
ECOSURF™ SA Surfactant Series	Seed oil surfactant	Yes	No	Yes / 180.940a	Based on seed oil, low odor, no gel range, rapid dissolution, excellent wetting and detergency, effective emulsifier
TERGITOL™ 15-S Surfactant Series	Secondary alcohol ethoxylate surfactant	Yes	Yes	Yes / 180.940a	Excellent detergency, rapid dissolution and good rinseability, low odor, excellent formulation and handling properties
TERGITOL™ L Surfactant Series	EO-PO nonionic low foam surfactant	Yes	Yes	Yes / 180.940a. 180.960	Efficient foam control agent, wetting agent
ECOSURF™ LFE Surfactant Series	Branched alcohol ethoxylate	Yes	Yes	Yes / 180.940a	Excellent oil removal, good wetting, Rapid dissolution and good rinseability, no gel range
TRITON™ APG Surfactant Series	Alkyl polyglucosides	Yes	Yes	Yes / 180.940a & Nonfood use options	Soluble in highly alkaline solutions, mild, good detergent and wetter, high stable foam
DOWFAX™ 2A1, 8390, C10L Surfactant Series	Alkyldiphenyloxide Disulfonate Salts	No	No	Yes / Nonfood use	Excellent choice for formulations containing acids, bleach, or caustic. They provide excellent solubility and stability in concentrated electrolytes, and they're remarkably resistant to oxidative and thermal degradation



Note: These are typical properties, not to be construed as specifications.

Selecting Surfactants for Targeted Applications – Greasy Soil

Cleaning Performance of 2% Surfactant vs Greasy (Soya oil) on SCiD

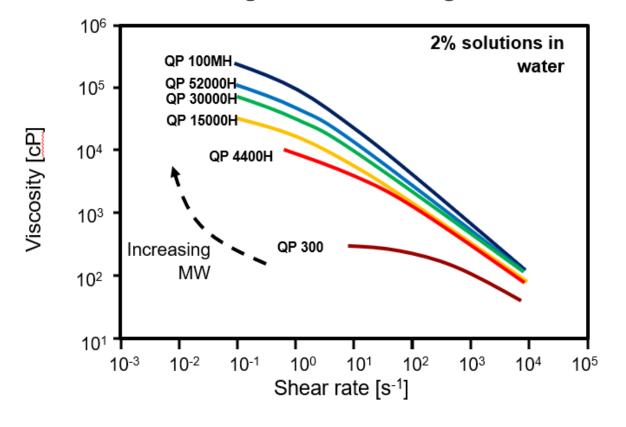


SCiD Soil:

- Carbon Black
- •Soybean Oil
- •Myritol
- •Naptha

CELLOSIZETM Hydroxyethyl Cellulose Rheology Modifiers

Controlled flow properties, stabilized formulations, suspends particles, vertical wall cling, reduced misting



High molecular weight polymers will give more shearthinning rheology









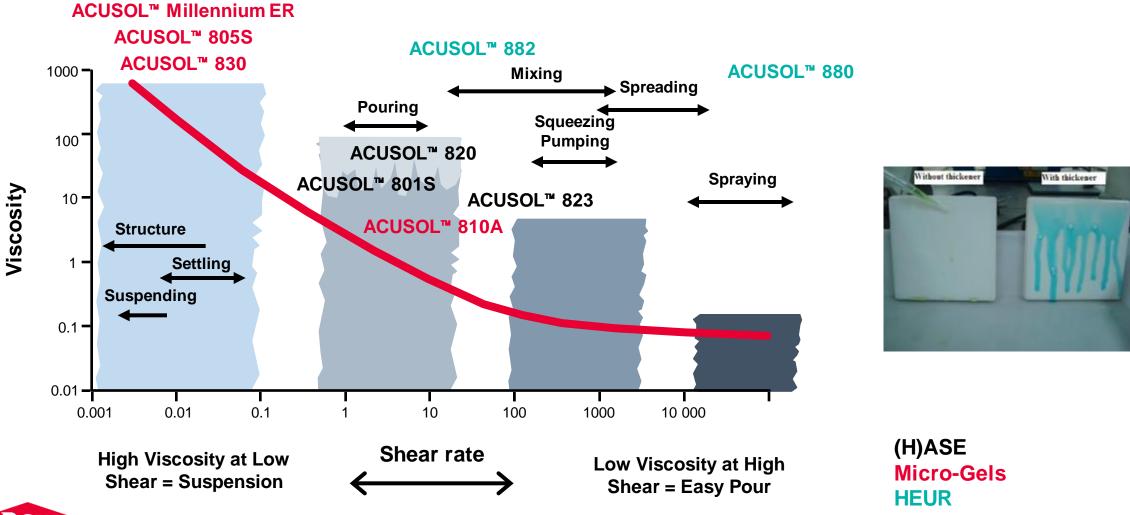






ACUSOLTM **Rheology Modifiers**

Controlled flow properties, stabilized formulations, suspends particles, vertical wall cling, reduced misting

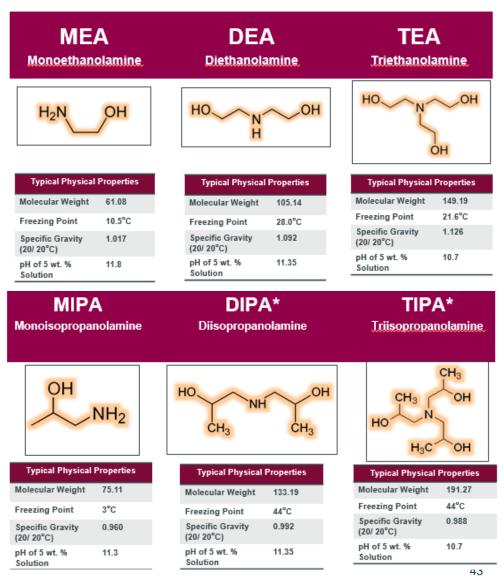




Amine Neutralizers – Ethanolamines & Isopropanolamines

Alkalinity, efficient cleaning, exceptional filming and streaking performance

Products	Application	Benefits
ETHANOLAMINES	Cleaning products	Enabling multi-functional cleaning products with low streaking and filming
MEA (MONOETHANOLAMINE)		
TEA (TRIETHANOLAMINE)		Contributing to excellent stability for a longer shelf life
<u>ISOPRANOLAMINES</u>		
MIPA (MONOISPROPANOLAMINE)		
DIPA (DIISOPROPANOLAMINE)		
TIPA (TRIISOPROPANOLAMINE)		
	Multi-use emulsifier	Offering excellent corrosion protection and emulsifying capabilities

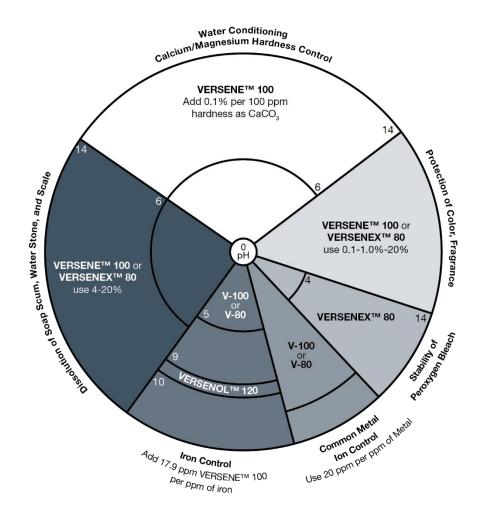




VERSENE™ Chelating Agents for Hard Surface Care

Control Reactive Metal Ions and Improve Cleaning Performance

Products	Benefits
VERSENE™ 100 Chelating Agent	The strongest, most versatile, and widely used for controlling metal ions over a broad pH range in aqueous systems
VERSENE™ 220 Crystals Chelating Agent	A dry, crystalline version of VERSENE™ 100. It is useful in formulating dry products or concentrates
VERSENE™ K4EDTA Chelating Agent	An aqueous solution of the tetrapotassium salt of ethylenediaminetetraacetic acid
VERSENEX™ 80 Chelating Agent	An aqueous solution of the pentasodium salt of diethylenetriaminepentaacetic acid, Na5DTPA. Useful in formulating products containing oxidizers such as peroxide





Dow Hard Surface Kit – Summary



Grease Fighter kitchen cleaner →

High performing degreaser for removing baked on grease

Streak Soldier glass and window cleaner →

Removes residue leaving mirrors shiny and sparkling Bathroom Blaster bathroom cleaner →

Excellent for removing lime scale and soap scum

Multipurpose Warrior concentrate all purpose **cleaner** → High performing dilutable cleaner with great

grease cutting performance

Moving beyond clean



For More Information...

https://www.dow.com/en-us/market/mkt-home-care-ind-inst-cleaning.html

Home Care, Industrial and Institutional Cleaning

Moving Beyond Clean



Opening the door to innovative cleaning solutions

Whether you're developing a high-efficiency laundry detergent that goes beyond primary cleaning or a formulation for commercial kitchen surface care that has to cut tough grease, you know it's not as easy as it might seem to deliver efficiency, multifunctional performance and sustainability in a single product. Through collaboration we can create more sustainable products without sacrificing performance. Our broad portfolio of solutions includes:

- Antifoams, surfactants, chelants, solvents, dispersants and polymers that enable high-performance fabric care such as highefficiency laundry detergents, monodose formulations and laundry additives
- Surfactants, dispersants, chelants, solvents and rheology modifiers that improve hard surface care formulations so they clean more efficiently
- · Floor care polymers that protect, maintain and add shine in floor polishes and sealers
- Dispersants, surfactants, chelants and specialty polymers that help control scale and remove dirt in dish and warewash applications



Quick Links

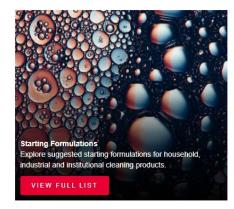
- Products
- Ask an Expert
- Technical Content

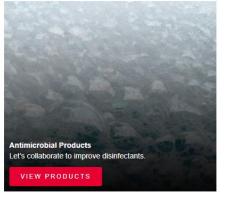


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Seek

Together^m



Thank you

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Form No. 27-3257-01-0522 S2D