

MIDLAND TOMORROW

ÆGIS Environments: Partnering with World Leaders in Silicone



A germ-killing surface treatment that's completely non-toxic and never wears off? It sounds like science fiction. But it's being produced right now in Midland, Michigan, thanks to the efforts of two Dow Corning employees who saw the opportunity to utilize Midland's technology infrastructure and deep industry expertise for the confluence of technology and business birth, incubation, and global growth.

ÆGIS Environments began when its owners, former employees of Dow Corning Corporation, licensed Dow Corning technology that utilized silane chemicals to permanently bond antimicrobial pesticides to target surfaces. Successful applications of this technology in Burlington Industries' Bioguard®

brand socks and American Hospital Supply Corporation surgical draperies led to the ÆGIS Microbe Shield™ – an antimicrobial surface treatment that forms a coating to attract and kill bacteria and other microbes and keep them from coming back. The Microbe Shield works to prevent odor, rotting and staining in athletic garments and building products. It protects surfaces and clothing in clinical settings. Thanks to this revolutionary technology, a million-square-foot hospital in Malaysia is free of a black mold infestation – for good.

In the past 16 years, ÆGIS has grown from a regional company to a global service company providing antimicrobial technologies and services to the building, construction and textile industries. CEO Curt White and Scotty Locker attribute much of their success to the ability of Midland to mitigate scale-up risk for chemical startup businesses. "The risk for us in starting an antimicrobial company had been laid off because all of that stuff had been done here before," said CEO and co-founder Curt White. "All of the foundation

was there. It's all about understanding the chemical industry and Midland understands the chemical industry."

The ÆGIS business strategy revolves around the ÆGIS-exclusive custom manufacturing capabilities of Dow Corning Corporation and their capabilities at global logistics, as well as the provision of sales, service, and quality assurance through a global distribution and service network in key customer industries. This world-class opportunity, made possible by the deep chemical industry infrastructure and knowledge in Midland, has allowed them to scale up their business and keep it flourishing with a minimum of time and risk.

Today, ÆGIS Environments is the world leader in textile treatment antimicrobial technologies with support centers in every region of the globe, but the business still makes its home in Midland –

because it's an area that "gets" chemical business. "When I'm on the golf course, I see people I can have real molecular conversations with," White said.

"A lot of ideas are generated and problems are solved in informal conversations.

Midland is fluent in chemistry and the business of chemistry."

