



## Dr Dave Wilson

Sales Manager  
Northwestern Europe

E: [dave.wilson@siltech.com](mailto:dave.wilson@siltech.com)

W: [www.siltech.com](http://www.siltech.com)

[LinkedIn](#) and [Facebook](#)

Stand No. BZ114

By Surfex Exhibition & Conference

# “ Your Technology, Our Chemistry ”

## What do Siltech Specialise in?

Siltech develops, manufactures and markets a full line of organo-functional silicone compounds and related specialties for specific customer applications, using our patented as well as proprietary technology.

## What is your background?

I have an MSc in Forensic Science and a PhD in Chemistry. I started working in Research & Development in silicones and went on to various roles in Technical Service. I then went on to become Siltech's first salesperson in Europe in 2012 and progressed to Sales Manager NW Europe.

## Who are your customers?

We mostly sell silicone polymers to formulators who can add their own ingredients and create new materials and/or formulations.

## What do you offer that will be of interest to Surfex attendees?

Silicones can address just about any requirement in the Coatings business, from flexibility, to gloss, slip, shine, strength, anti-static, water-repellency, release and many more. Just about every industry uses silicones, and Coatings is not an exception.

## What differentiates you from the competition?

Siltech's competitive strength is the ability to customise silicones, both quickly and cost-effectively.

## What is Siltech's mantra?

“Your Technology, Our Chemistry”. Develop new products which have never been seen before.

## What is your ‘wonder product’? and what are you working on to date?

We have so many interesting materials that it's hard to select just one, but the silicone polyether (Silsurf®) range offers so many variables with the chemistry and so many options to alter the properties. We can manufacture reactives, non-reactives, hydrophilics, hydrophobics, liquids, solids, you name it.

Then it is also possible to attach silicone to long carbon chains, acrylates, epoxies, fluorine, amines, carboxies and most recently, mercaptos.

Silicone resin chemistry is another really interesting field, for improving strength and higher temperature applications.

## What is the most common feedback you hear?

Customers like the speed, lack of red tape, customer service, and flexibility, both in terms of manufacturing and in the approach with which we supply a wide range of organosilicones.

## What design considerations do you consider when developing a new product?

We're really driven by our customers, so we work best whenever they know what they want.

## What has been the biggest change and challenge that your company has faced during COVID-19?

Our salespeople have always been home-based, but for staff who are in 'inside' sales, R+D, manufacturing and so on, this has been more challenging, with social distancing and the increased demands around hygiene. Also, since Siltech is a Canadian company with two plants in Toronto, well that's a huge city with additional personal challenges for colleagues in terms of trying to keep apart and for those working from home for the first time. Furthermore, the loss of trade shows has left a big gap in terms of connecting with new and existing customers.

## What are you doing to help your customers continue as normal during the lockdown?

Working harder, splitting shifts, keeping close with customers. We are also manufacturing more products which have pandemic-related overlaps, such as hand sanitisers, and silicones with anti-bacterial /anti-viral potential.

## What made you decide to Exhibit at Surfex?

We sell a lot in Europe as a whole, but we would like to develop our UK market. There is lots of innovation going on in the UK and by exhibiting at Surfex we are able to establish our presence further.

We've been very impressed by the response of the Surfex team with their initiatives as this crisis has struck, such as newsletters, webinars, interviews. The team have been great.



**SURFEX**  
The complete event for surface & coatings technology

Published June 2020

## What is the latest achievement you have achieved in the last five years?

I've been at Siltech for eight years. I was employee number 100 or so. During the last five years, the expansion has been fantastic, and we are now approaching nearly 200 people worldwide. To see a business grow like this has been very encouraging.

## What area of your business draws the most amount of resource?

R+D is at least 5% of turnover. Capital plant investments are even larger in most years.

## What is the most common feedback you hear?

Customers like the speed, lack of red tape, customer service, and flexibility, both in terms of manufacturing and in the approach with which we supply a wide range of organosilicones.

[Click and view our brochures to see the full range of products and services we offer](#)

