

# PRESS RELEASE

## GLOBAL DIRECTORY OF POLYURETHANE SYSTEM HOUSES THE AMERICAS

Demand for polyurethane systems in The Americas is estimated to have been nearly 950,000 tonnes (2.09 million lbs) in 2001, representing 28% of the total polyurethane market according to new research by IAL Consultants. The relative share of the market supplied by systems varies from 25-47% depending upon the market. Using estimated production capacities, the four leading system manufacturers only account for 39% of the systems market within this region, illustrating the fragmented structure of the raw material supply chain, this is in spite of several major acquisitions resulting in consolidated manufacturing capacity. The ability to supply of systems is increasingly seen as essential for market development and meeting more sophisticated customer needs. This market analysis is included in IAL Consultant's directory of system manufacturers in The Americas.

Published in December 2001, this second directory in IAL Consultant's series of global polyurethane system houses covers The Americas: Argentina, Brazil, Canada, Chile, Mexico, USA and Venezuela.

In total, 72 system houses are described, with each profile comprising of the following data:

- Contact details
- Key personnel
- Product range/Trade Names
- Ownership
- No of employees
- Annual turnover
- System production capacity
- Sales office locations, distributors and agents

In addition, profiles of the four major polyurethane raw materials and system manufacturers, BASF, Bayer, Dow Chemical & Huntsman Polyurethanes are provided. These profiles provide a global description of their activities in the systems business.

A short market analysis is presented at the beginning of this directory, with market estimates illustrating the relative importance of systems vs raw materials in supplying the American polyurethane markets.

This 200-page directory, priced at \$1,800, provides essential reference materials for polyurethane specialists wishing to purchase systems, as well as for raw material and additive manufacturers seeking accurate market information.

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