



# Scapa Cross-Regional & Cross BU Top Products Guide

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## Introduction



*This guide represents Scapa's top products per Business Unit and region.*

*The purpose of the guide is to provide a cross-regional and cross-Business Unit reference point. Each Business Unit section carries a high level overview of the Business Unit, indicating the main markets, a value proposition for the Business Unit as a whole, and at which site products are produced.*

*There is an overview of the top products per Business Unit and region, as identified by the Business Unit teams. The purpose is to give you an overview of products which are currently sold and / or produced in regions or Business Units other than your own. You will find product references, applications, markets, target customers and a contact person.*

*This document fits within Scapa's objective of leveraging our global capabilities. We want to make sure that all colleagues, in all regions, are aware of our top offering across the globe and across our Business Units. We want to encourage knowledge sharing across the whole business, and make everybody aware of what Scapa Group has to offer.*

**This guide is strictly for internal use only.**

We reveal some strategic priorities and inside information,  
which cannot reach any customers.

If you require any brochures or other sales documents  
which are suitable to give to customers,  
please contact the marketing team:

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## Medical



Medical is one of Scapa's primary focus Business Units. Our solutions are used in markets such as advanced wound care, medical devices, drug delivery, consumer healthcare, ostomy, surgical. The majority of products are sold into the US and Europe. The products contained in this brochure are our standard range. However, we also develop products together with customers, which include major global OEM's such as Johnson & Johnson, Smith & Nephew, etc.

### Scapa's value proposition in this segment is:

- Scapa offers a total value chain solution for medical pressure sensitive adhesive solutions, consisting of: project management, selection and provision of material, coating, converting, and packaging & sterilisation.
- Our medical offering is marketed as 'Skin Friendly Solutions'. Every solution is developed with end user comfort in mind. All of the products we produce use medical grade adhesives which do not irritate or harm the skin.

Most medical products are manufactured in Dunstable and Inglewood.

Medical Europe					
Primary (sub-) market	Product	Primary application	Value Proposition (benefits of the product, why do people buy it from Scapa)	Target type of Customer	Contact Person
Advanced Wound Care	4005 / 800A single sided beige Polyurethane foam	Wound dressing backings	High moisture vapour transmission rate to allow for long wear times. Conformable to adapt to body contours. Smooth texture to avoid friction and reduce edge lifting. Discreet beige skin colour.	Advanced Wound Care OEMs	Elise Deloret (Valence)
Ostomy care	7026/802 single sided white Polyethylene non-woven	Ostomy flanges	Soft and conformable non-woven for comfortable wear. Suitable for heat welding on to EVA or PE based materials. High moisture vapour transmission rate ideal for long wear time. Heavyweight 80gsm non-woven is durable.	Ostomy / Consumer Healthcare OEMs	Elise Deloret (Valence)
Medical devices	M5175 double sided Polyethylene film	Medical device fixation and assembly	Conformable PE film adapts to body contours. Acrylic adhesive offers a secure adhesion onto the skin. Heavyweight glassine liner ideal for die-cutting.	Medical devices OEMs / converters	Elise Deloret (Valence)
	M6105 double sided Polyethylene foam	Medical device fixation	Flexible foam for secure fit to body contours. Closed cell foam structure provides cushioning. Dimensionally stable release liner for easy die-cutting.	Medical devices OEMs / converters	Elise Deloret (Valence)



## Electronics



Electronics is one of Scapa's primary focus Business Units. We have strong partnerships across the world with top tier electronics OEM's, including consumer electronics, telecommunications devices and equipment manufacturers. Customers include Samsung, LG and Skyworth.

### Scapa's value proposition in this segment is:

- By early engagement at the new product design stage, Scapa provides cost saving advice and design optimising solutions for electronics manufacturers.
- Scapa helps Electronics OEMs to achieve innovative product design, with high quality adhesive tape solutions for EMI shielding and thermal solutions.
- We provide tailored solutions of precision custom die-cutting, each aimed at improving our customers manufacturing processes whilst reducing their product costs.

Most electronics products are manufactured in Korea.

## Electronics Asia

Primary (sub-) market	Product	Primary application	Value Proposition (benefits of the product, why do people buy it from Scapa)	Target type of Customer	Contact Person
LED displays (TVs, desktop monitor, laptop monitor), semi-conductors, laptops, mobile phones, telecomms equipment, power transformers	Thermal Solutions- Thermally conductive tape, Heat spreader, Flexible heat sink, Slim metal heat sink	Transfer heat out of electronics devices	Allow electronics manufacturers to insert a heat dissipation solution into the latest, slim electronics devices. As electronics products are protected from overheating, their lifetime increases.  In the past, electronics manufacturers were forced to use heavier metal heat sink solutions. Our flexible film and slim metal solutions are more suitable for modern devices, therefore giving the electronics OEM design flexibility.	Electronics manufacturers and component manufacturers	Yeongwook Yoo (Hong Kong)
Mobile phones, tablets, computers, cameras	AFFT (Acrylic Foam Film Tapes) AS70... permanent & removable solutions	Bonding electronics devices components	Strong adhesion level achieved at only 0.2mm ~ 0.3mm thickness PSA.  Re-use possible, to reduce total manufacturing cost of devices.	Electronics manufacturers and component manufacturers	Yeongwook Yoo (Hong Kong)
TV's, home appliances, solar panels	AFT (Acrylic Foam Tapes) AS17X8 - AS11X8 - AS11X0	Bonding electronics devices components	Replaces mechanical fixings and resin bonding, to produce lightweight, slim devices and simplify the manufacturing process.	Electronics manufacturers and component manufacturers	Yeongwook Yoo (Hong Kong)
TV's, computers, mobile phones, home appliances, military equipment, medical equipment	EMI shielding solution portfolio (conductive tape, conductive cushion, EMI absorber sheet, SMT gasket)	Reduce electromagnetic emissions in electronic devices	Stable, uninterrupted performance of devices, as the effect of electromagnetic interference is reduced.	Electronics manufacturers and component manufacturers	Yeongwook Yoo (Hong Kong)

## Consumer



Under the Barnier® brand, we sell a range of tapes for the builders merchants markets. The products are sold into specialist retailers, where they are bought by professional tradesman, such as plasterers and other building tradesmen, as well as do-it-yourself consumers. The majority of product is sold in France and Germany.

### Scapa's value proposition in this segment is:

- Brand strength: we have been supplying the building and construction market for over 90 years and the Barnier® brand is well-known in France. Within the Barnier® range, «l'Orange®» ("the orange one") especially is well-known as a premium product. This brand strength and experience in the market have positioned Scapa as a powerful supplier to the building trade in France. We are present at the majority of building trade retail groups in France.
- Quality: premium product: our products have a more aggressive level of adhesion, which makes them superior for the wet or dusty surfaces which are common in building environments.
- One stop: the breadth of our product portfolio allows retailers to reduce their number of suppliers.

The majority of our Consumer Europe products are manufactured in Valence.

Consumer Europe					
Primary (sub-) market	Product	Primary application	Value Proposition (benefits of the product, why do people buy it from Scapa)	Target type of Customer	Contact Person
Building & Construction: Plastering	Building PVC 6095* (France and Benelux only) <small>*This product is commonly referred to as «l'Orange®» (the «orange one») and this name is used to refer to quality building PVC tape in general</small>	Fixing protection film sheets to facades of houses, to protect them while plastering	Strong brand recognition amongst users in the building trade in France. Some brand recognition in Germany. The main use of the product is attaching protective sheets to buildings while plastering walls. However, the tape is also used as a universal building tape product. The higher quality of this product is down to aggressive adhesion even on wet or dusty surfaces. This product is only available in France and Benelux, and is listed here for information purposes.	Building trade distributors End-customer: plasterers	Marc Fournier (Valence)
	Other Building PVC: 6096 white (German version of 6095, only colour is different), 6096 grey and yellow (all geographies)	Fixing protection film sheets to facades of houses, to protect them while plastering	The main use of the product is attaching protective sheets to buildings while plastering walls. However, the tape is also used as a universal building tape product. Easy unwind in spite of its high adhesion power. Conformable and hand tearable making them ideal for setting up quickly.	Building trade distributors End-customer: plasterers	Marc Fournier (Valence)
Building & Construction	Green tape 6098* <small>*Also known as «Le Vert®»</small>	Universal Building Tape	Barnier® brand. Environmental friendly. High adhesion on all surfaces even on wet or dusty areas. Easy unwind in spite of its high adhesion power. Excellent conformability to allow easy bonding on all shapes. Easily hand tearable to allow multiple precise and quick applications.	Building trade distributors End-customer: builders	Marc Fournier (Valence)
Building & Construction: Sealing Air ducts	Aluminium tape Barnier® branded and unbranded 336,335, 333	Insulation	Soft & conformable, easy to tear for a quick closing of airtight and any application requiring good conformability. Excellent resistance to temperature for durable heat insulations and other applications requiring high temperature performance.	Building trade distributors End-customer: plumbers	Marc Fournier (Valence)
Building Construction: Insulation	Barnier System® 1235, 4472	Insulation of houses	Full concept of Vapour barrier (film and tapes) for insulation improvement and energy waste reduction.	Building trade distributors End-customer: roofers, plasterers	Marc Fournier (Valence)
Painting	Film masker tape* 2952, 2951, 2950 <small>*Also known as «Falt-Mask», «Bande à lisière»</small>	Protection	«2in1» adhesive tapes + electrostatic film for an easier and rapid protection. Good UV resistance. Several widths available vs area to be protected.	Painters	Marc Fournier (Valence)

## Consumer



The majority of business is currently sold via retail outlets, mostly in Canada and the US.

### Scapa's value proposition in this segment is:

- Brand strength: Renfrew™ Hockey Tape is a very well recognised brand among hockey players in Canada and the US. The majority of NHL league teams use Renfrew™ Hockey Tape. The brand is also strong among consumers, and seen as the original high quality hockey tape.
- Quality: Premium product: superior adhesive with polyester/cotton blended cloth. Result is increased wear.
- Renfrew™ Hockey Tape aids puck control and provides a high level of protection for hockey stick blades, which means players don't have to re-tape their blade after every game.

Our hockey tapes are manufactured in Renfrew.

## Consumer North America

Primary (sub-) market	Product	Primary application	Value Proposition (benefits of the product, why do people buy it from Scapa)	Target type of Customer	Contact Person
Ice Hockey	Renfrew Hockey CMP Gold™ 101 white  & 103 black poly/cotton cloth tape	«Stick tape»: wrapping blades and handles of hockey sticks	Renfrew™ Hockey Tape brand: strong brand recognition, considered as the original premium hockey tape. Strong recognition in the US and Canada, some recognition in Europe.  Specifically designed for today's composite hockey sticks.  Premium product: superior adhesive with polyester / cotton blended cloth. Result is increased wear.	Retailers  Distributors  Big Box stores	Lani Mulder (Renfrew)
	Renfrew Polyflex® 108 clear polyethylene tape	«Shin pad tape»: securing shin pads to players	Renfrew™ Hockey Tape brand: strong brand recognition, considered as the original premium hockey tape. Strong recognition in the US and Canada, some brand recognition in Europe.  Stretchable with memory: ease of motion+support: allows players to skate comfortably and confidently.  Product's conformability makes it ideal for use on hard-to-tape areas.	Retailers  Distributors  Big Box stores	Lani Mulder (Renfrew)

## Industrial Printing & Graphics



The Market segment of Printing & Graphics falls under Industrial. The Industrial Business Unit is Scapa's largest Business Unit, and it represents the oldest part of our business.

The majority of business is currently sold into Europe and "export territories" (e.g. Brazil, Middle East, etc.), via market focused distributors.

Our Exafit® cushion tapes are a high quality range in the printing market.

Scapa's value proposition in the segment is:

- We have a brand presence in the market with our Exafit® trademark.
- Our cushion tapes are considered to be high quality products, in the league of tesa, Lohmann, 3M.

Printing & Graphics products are manufactured in Rorschach.

### Industrial Printing & Graphics Europe

Primary (sub-) market	Product	Primary application	Value Proposition (benefits of the product, why do people buy it from Scapa)	Target type of Customer	Contact Person
Flexography Market	Exafit® range	Plate mounting	<p>Full range of double sided compressible foam tapes (different thicknesses, hardnesses and adhesion level) dedicated to plate mounting in Flexography market.</p> <p>High thickness consistency helps customers to achieve better print quality even at high machine speed.</p> <p>Large proposal of different levels of adhesion to adapt to the wide panel of plates found into the market.</p>	<p>Flexible packaging industry</p> <p>Label manufacturing</p> <p>Corrugated board market and Market focus distributors dedicated for Printing &amp; Graphics Industry</p>	Laurent Marre (Valence)
	Hardmount range	Plate mounting	<p>Full range of double sided film tapes (different thicknesses) dedicated to plate mounting in Flexography market.</p> <p>Large proposal of thicknesses to adapt to the wide panel of plates found into the market.</p>	<p>Label manufacturing and Corrugated board market</p> <p>Flexible Packaging and Market focus distributors dedicated for Printing &amp; Graphics Industry</p>	Laurent Marre (Valence)



## Industrial Pipeline



The Market segment of Pipeline falls under Industrial. The Industrial Business Unit is Scapa's largest Business Unit, and it represents the oldest part of our business.

Our pipeline products are currently mostly sold into the US and export territories.

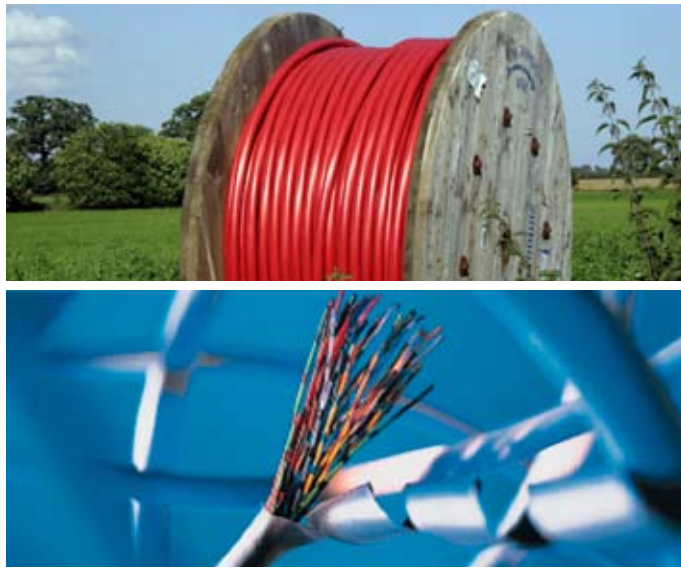
Scapa's value proposition in this segment is:

- We are able to provide customised solutions.
- We offer high quality solutions (on a par with market leader Polyken).
- We offer technical service.

Most pipeline products are manufactured in Renfrew.

Industrial Pipeline North America					
Primary (sub-) market	Product	Primary application	Value Proposition (benefits of the product, why do people buy it from Scapa)	Target type of Customer	Contact Person
Oil, gas, water and electrical distribution markets	Renwrap® 300 single coated polyethylene film	Pipe wrapping Corrosion protection	Excellent adhesion to both plastic and pre-coated pipe. Can be applied by hand or by machine to achieve uniform, consistent tension, particularly at welded joints. Performs well in a wide range of temperatures. Provide excellent protection against corrosion.	Distributors	Scott Barnes (Renfrew)
Pipe wrapping, Corrosion protection	Renwrap® 330 / 330L	Pipe wrapping Corrosion protection	Compatible with coal tar, fusion bond epoxy, asphalt and polyethylene pipeline coatings. Can be applied over a wide range of temperatures. Excellent for high bond overlap and plastic pre-coated pipe as specified.	Distributors	Scott Barnes (Renfrew)

## Industrial Cable



The Market segment of Cable falls under Industrial. the Industrial Business Unit is Scapa's largest Business Unit, and it represents the oldest part of our business.

Our cable products are mostly sold in the US, Europe and export territories. We have business with all leading global cable producers in the West (Prysmian, Nexans, General Cables).

Scapa's value proposition in this segment is:

- Scapa Cable Solutions' differentiators are high quality, our expertise in specifications, our service and our security of supply.

Most cable products are manufactured in primarily Ashton and Renfrew.

Industrial Cable Europe & North America					
Primary (sub-) market	Product	Primary application	Value Proposition (benefits of the product, why do people buy it from Scapa)	Target type of Customer	Contact Person
Fibre optic and power cables	WSDxxx Water Swellable insulative tape range	Water blocking for cables	Using superior super absorbent polymers (SAP) gives these tapes premium performance during the critical first minute of response to water. The SAP is laminated and evenly distributed between various non-woven materials so that all the SAP contributes efficiently to the water blocking properties of the tape.	Cable manufacturers	Simon Terry (Renfrew)
Power cables	WSCxxx Water Swellable semi-conductive tape range	Semi-conductive water blocking for cables	Using Superior Super Absorbent Polymers (SAP) gives these tapes premium performance during the critical first minute of response to water. The SAP is laminated and evenly distributed between various non-woven materials so that all the SAP contributes efficiently to the water blocking properties of the tape.	Power cable manufacturers	Simon Terry (Renfrew)
	SCxx/xx Semi-Conductive tape range	Semi-conductive separator tape for cables	High electrical conductance, can be printed for core identification. Robust, abrasion resistant construction to withstand the cable making process. Good long term temperature stability (90°C operating temperature, 130°C short term during fault loads) to withstand overheating. High tensile strength and tear resistance to allow high speed lapping and to bind cores together. Good penetration resistance to prevent strike-through of the insulation or extruded semi-conductive layers.	Power cable manufacturers	Jonathan Forster (Ashton)
	CTxx/xx Insulative tape range	Insulative binder & bedding tape for cables	High tensile strength helps prevent bird-caging. Protects heat damage to core insulation by acting as a barrier to high temperature over-extrusion processes, e.g. lead or aluminium. Protects inner and outer sheaths from cutting in steel armoured cables. Prevents over-extrusion material penetrating core gaps. Ensures concentricity of the cable is maintained during the vulcanisation of rubber elastomeric cables.	Power cable manufacturers	Jonathan Forster (Ashton)
Creating a joint between two pieces of cable	Epoxy and PU Resin Bags	Insulation, protection, waterproofing, joining and repair of cables	90°C continuous heat resistance. Polymerisation adapted to temperate and tropical climates. Safe and inert after mixing in double bag. Special packaging ensures long service life.	Power cable and kits manufacturers Joining kit suppliers	Paul Bican (Valence)
Creating a joint between two pieces of cable	Self Amalgamating, insulative, semi-conductive and stress control tape range	Insulation, electrical semi-conductance, electrical field control, waterproofing, corrosion protection, joining and repair of cables	Rubber based, extremely versatile materials, that are non-tacky making them very easy to use and apply. Rapid amalgamation to form a void free rubber mass. Good physical, electrical and insulation properties. Resistant to water and UV. Excellent heat ageing characteristics. Compatible with a wide range of rubber and plastic dielectric cable insulation.	Power cable and kits manufacturers Joining kit suppliers	Paul Bican (Valence)

## Industrial Assembly



The Market segment of Industrial Assembly falls under Industrial. The Industrial Business Unit is Scapa's largest Business Unit, and it represents the oldest part of our business.

The majority of business in the Industrial Construction segment is sold via distribution, both in Europe and the US. However, several of our large OEM contracts in this subsegment also fall into this category.

### Scapa's value proposition in this segment is:

- We are one of the major manufacturers for the building industry and have a broad product range.
- We offer technical service.

Industrial Construction products are manufactured at all Scapa sites.

### Industrial Assembly Europe

Primary (sub-) market	Product	Primary application	Value Proposition (benefits of the product, why do people buy it from Scapa)	Target type of Customer	Contact Person
Walls & Roofing	0485* rubber-resin hotmelt adhesive tape  *Also known as «Toffee tape» as it is sticky as toffee	Splicing and bonding of plastic films and membranes under difficult atmospheric conditions	Sticks incredibly well to all different substrates including difficult to bond substrates.  Retains its adhesion levels under difficult atmospheric conditions, even wet and/or cold.	Users of plastic films and membranes who want to splice or fix	Tom Visser (Rorschach)
Ski Manufacturing	1281 polypropylene adhesive tape	Protection of ski surface from heat, scratches and dust during the ski's manufacturing process	Provides protection against scratching and impact during manufacturing process to ensure your ski materials remain intact.  Save time and cost at the final stage of production, as Scapa 1281 can be removed in one piece, leaving the ski surface clean and shiny.	Ski Manufacturers and Cap films producers.	Laurent Marre (Valence)
Smart cards (contactless, dual and multi components cards)  Security documents	Thermofilm® G160 / G161 Polyurethane Heat Activated Films	Layer lamination of smart cards  Layer lamination of other industrial products	Allow to bond at temperatures starting at 70°C thereby preserving functionality and security of electronic components inserted.  Allow to achieve a reliable and long term adhesion between dissimilar materials.	Smart card manufacturers  Subcontractors	Norbert Palisse (Valence)
Smart cards	Thermofilm® H212 / G175  H235 Phenolic Heat Activated Films  G185A Co-polyamide Heat Activated Films	Electronic module embedding into plastic smart cards	Reliable and secure bonding of all plastic cards materials and dielectric films.  Secure bond for all applications such as GSM, banking, driving licences, ID, healthcare cards.	Smart card manufacturers,  Distributors	Norbert Palisse (Valence)



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Industrial Assembly North America					
Primary (sub-) market	Product	Primary application	Value Proposition (benefits of the product, why do people buy it from Scapa)	Target type of Customer	Contact Person
Graphics General assembly	Unifilm® TD200 / 500 acrylic transfer tape	Image mounting / framing, Packaging, design prototypes General bonding	Bonds to a wide variety of surfaces, including paper, most plastics films, and metal foils. Excellent holding power at elevated temperatures TD500's high coat weight provides excellent gap filling properties for use on rough surfaces.	Photoshops, graphic arts studios, distribution houses for graphics & arts	Jamil Hadla (Windsor)
Graphics, sign mounting, mail shots	Dubfilm® S305 double coated tape	Perm / remove for graphics - sign mounting  Other temporary removable mounting applications	Removable adhesive on liner side - allows for temporary mounting, and then clean removal at a later date. Exposed side has excellent specific adhesion to many surfaces - versatile applications. Polyester film carrier adds dimensional strength and stability - easy to handle and die-cut.	Photoshops, graphic arts studios, distribution, sign manufacturers and supply houses	Jamil Hadla (Windsor)
Foam fabrication - foam pads ultimately used in insulation, sound damping, etc. for construction, automotive, etc.	UP3040 / 5040 acrylic adhesive transfer tape	Foam bonding  General assembly  Very wide range of applications.	High initial adhesion - allows for strong bonding during application. Will not delaminate during or post-process. Sticks well to many substrates - allows for parts to be bonded to a multitude of surfaces. Allows versatility for customer parts. Moisture stable liner - liner will not wrinkle during storage or use. Laminates and die-cuts well. Excellent UV and humidity resistance - can be used in long term «weathering» exposure applications.	Foam fabricators, parts sub-assemblers for construction, automotive, truck and bus, white goods, etc.	Jamil Hadla (Windsor)
Foam fabrication, white goods, signage	Dubfilm® SP357E polyester double coated tape	Foam fabrication  Assembly  Splicing	Extremely aggressive adhesive - bonds quickly to a variety of surfaces. Bonds well to low surface energy plastics - can be used for «difficult to bond» surfaces. Excellent adhesion to ether and ester foams. Excellent resistance to environmental extremes. High adhesive coat weight aids in bonding to irregular surfaces.	Foam fabricators, parts sub-assemblers for construction, automotive, truck and bus, white goods, etc.	Jamil Hadla (Windsor)
Transportation, Medical, shipment of fluid samples, Fluid handling (filtration market)	L515/L550 Super Absorbent Laminates	Fluid filtration protection  General purpose transport packaging protection	Very high water absorbency. Ideal where a high speed response is needed. Achieves full absorption in 60 seconds. Thinness and high capacity make it particularly suitable for use in packaging protection such as seafood or cut flower transport.	Logistics / Transport Handling companies Medical OEMs	Simon Terry (Renfrew)
Solar Laminates, Specialty Packaging, Medical Films	Extruded Films (custom solutions)	Barrier coatings, waterproof coatings, thermal laminates	Custom solution provider. Extrude breathable films. Coated papers specifically designed for adhesive. Coating applications. Small volume runs. Wide range of coating resins and custom colors.	Any OEM working with specialty films for lamination	Scott Barnes (Renfrew)



## Industrial Construction



The Market segment of Industrial Construction falls under Industrial. The Industrial Business Unit is Scapa's largest Business Unit, and it represents the oldest part of our business.

The majority of business in the Industrial Construction segment is sold via distribution, both in Europe and the US. Scapa is one of the major adhesive solutions manufacturers for the building industry, and is present in the glazing, HVAC, asbestos removal and insulation markets.

### Scapa's value proposition in this segment is:

- We are one of the major manufacturers for the building industry and have a broad product range.
- We offer technical service.

Industrial Construction products are manufactured at all Scapa sites.

Industrial Construction Europe					
Primary (sub-) market	Product	Primary application	Value Proposition (benefits of the product, why do people buy it from Scapa)	Target type of Customer	Contact Person
HVAC (heating, ventilating and air conditioning) systems Asbestos Removal Glazing	3159 waterproof cloth tape (Scapa's version of «duct tape»)	Duct sealing Joining of PE sheet Waterproof protection and short term masking	A quality version of the classic «duct tape» product. Price is key criterion in this commoditised market; however Scapa's product is considered to perform well on the additional buying criteria, which are initial adhesion, tack, strength and cloth quality, easy tear and unwind.  Our tapes are used to join PE sheets together for sealing off asbestos removal which is testimony to the high quality of our product.	Building companies, contractors and distributors in the different subsegments	Sarah Quilliam (Ashton)
Electrical Insulation	2702 PVC electrical adhesive tape	Electrical insulation Colour coding	Service. European manufacturing means availability of products. Flexibility / customisation of products possible. Part of wider product portfolio.	Distributors  End customer: small/medium size electrical contractors; automotive wire harnessers	Neil Radcliffe (Ashton)
HVAC Manufacturers of insulated roofing and cladding panels	3259 PVC single sided foam tape	Water sealing Protection, cushioning and filling of gaps Corrosion inhibition Thermal insulation and sound dampening	Service temperature -30°C to +70°C. Good resistance to dilute acids & alkalis. Very good Ultra violet UV Light resistant. Resistance to abrasion, corrosion and moisture. Clean to use. Clean edge finish.	Air handling system manufacturers Insulated cladding panel manufacturers	Martin Saville (Dunstable)

## Industrial Construction



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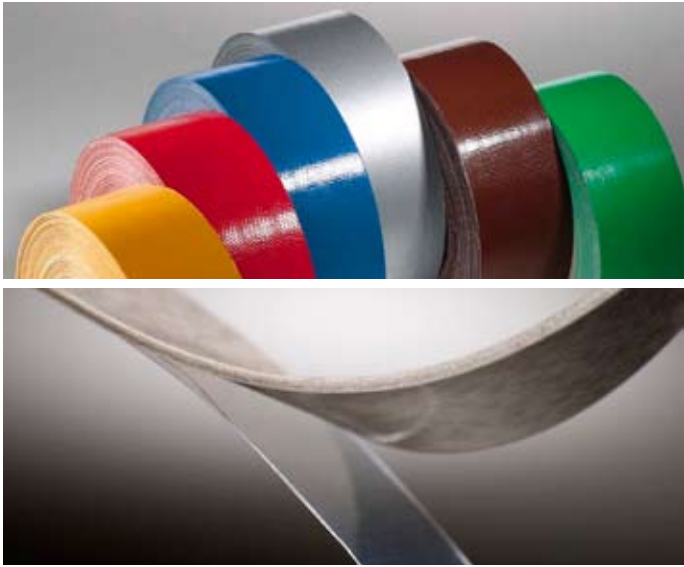
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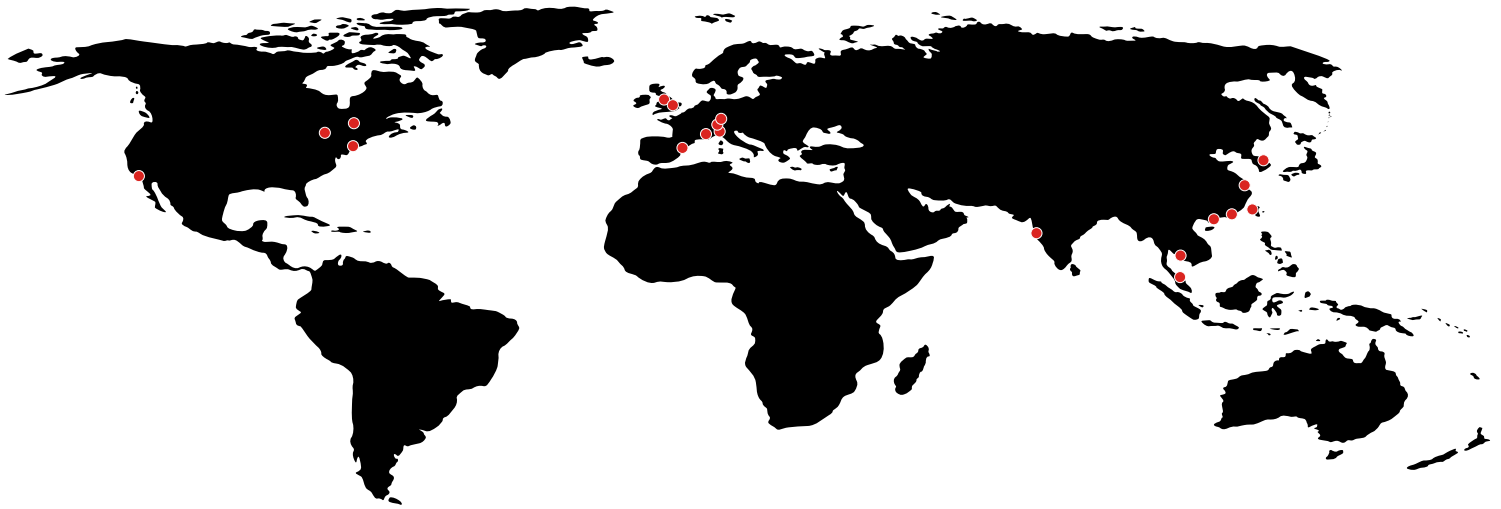
Industrial Construction products are manufactured at all Scapa sites.

Industrial Construction North America					
Primary (sub-) market	Product	Primary application	Value Proposition (benefits of the product, why do people buy it from Scapa)	Target type of Customer	Contact Person
House Construction	Butyl Flashing Tape 621	Exterior Flashing	<p>Extremely aggressive adhesive, bonds quickly to a variety of surfaces.</p> <p>Bonds well to low surface energy plastics, can be used for difficult to bond surfaces.</p> <p>Excellent adhesion to ether and ester foams.</p> <p>Excellent resistance to environmental extremes.</p> <p>High adhesive coat weight aids in bonding to irregular surfaces.</p> <p>Film carrier gives dimensional stability for handling and die-cutting, product can be hand applied, and die-cut into specific shapes.</p>	<p>Building Companies</p> <p>Distributors</p> <p>Manufacturers of building system components (windows, housewraps, roofings etc.)</p>	Kevin Jewell (Windsor)
House Construction - Stucco Mask	Polyflex® 234 single coated polyethylene tape	<p>Masking of windows and doors in Stucco applications</p> <p>Greenhouse repair</p> <p>Agricultural bagging</p> <p>Shrink wrapping applications</p>	<p>Backing stabilized to resist the effect of limited UV exposure.</p> <p>Very conformable for ease application.</p> <p>Maintain a watertight seal in all weather conditions.</p> <p>Leave no residue upon removal: no costly cleaning.</p>	Distributors	Kevin Jewell (Windsor)



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Scapa Europe	Deutschland, Mannheim France, Valence Italia, Ghislarengo Switzerland, Rorschach United Kingdom, Manchester United Kingdom, Dunstable	Scapa North America	Canada, Renfrew USA, Inglewood USA, Syracuse USA, Windsor	Scapa Asia	China, Hong Kong China, Shanghai China, Schenzhen Korea, Seoul Korea, Chungyang Korea, Anyang Malaysia, Shah Alam India, Chennai India, Mumbai Thailand, Pathumtanee
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