Integration: Critical at the Start of the Chemical Industry, Not So Much Now....

Mark Jones

Executive External Strategy and Communications Fellow The Dow Chemical Company

17 September 2020



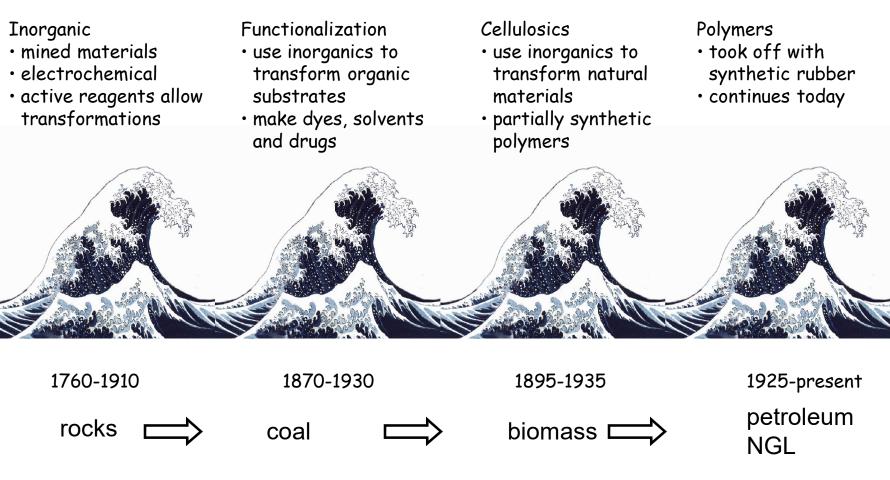
What I hope to leave you with

- Integration was crucial in the development of the chemical industry but has decreased in importance
- Inorganic chemistry created the chemical industry and remains important, but not particularly valued
- Scale remains the major source of competitive advantage in commodity chemicals



e nce try ed

Chemical Industry Technology Waves





What is Integration?



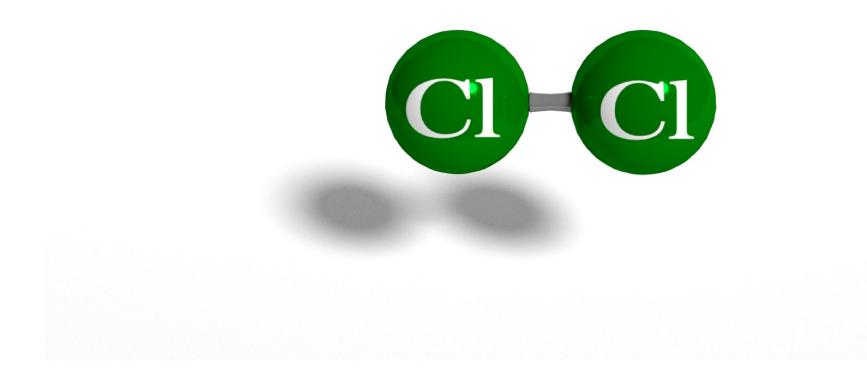




Linkage of mass and energy flows that create a significant advantage.



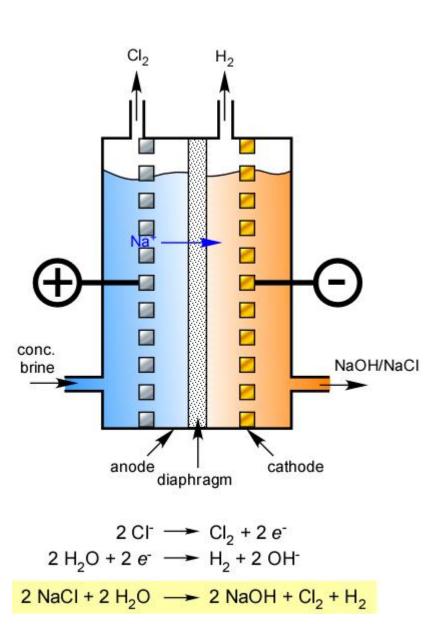
Integration













Bleach was the Product

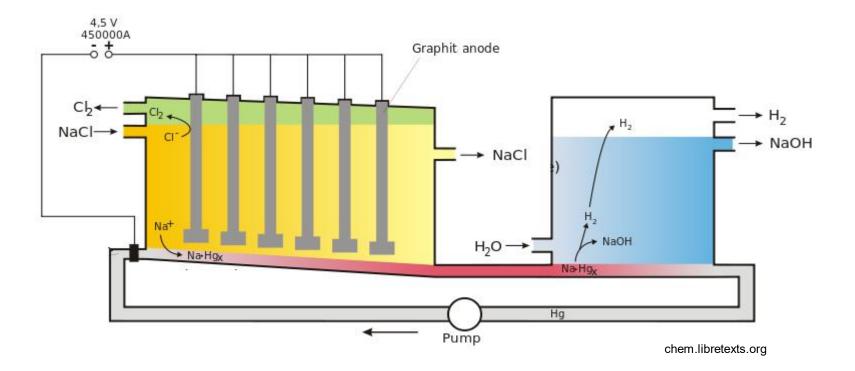
$Cl_2 + 2 NaOH \longrightarrow NaOCI + NaCI + H_2O$

The oxidizing power of chlorine was what was desired.

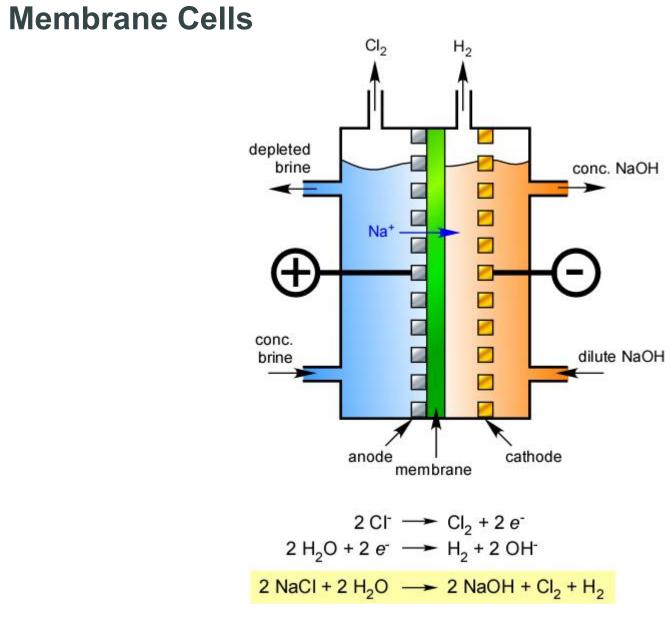
No net production of alkali



Mercury Cells



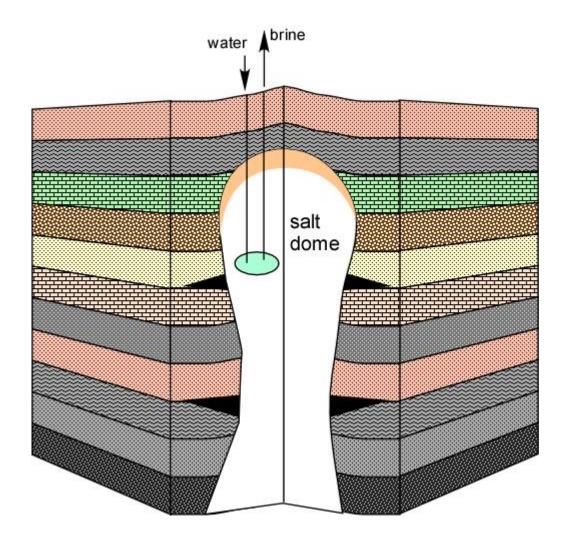






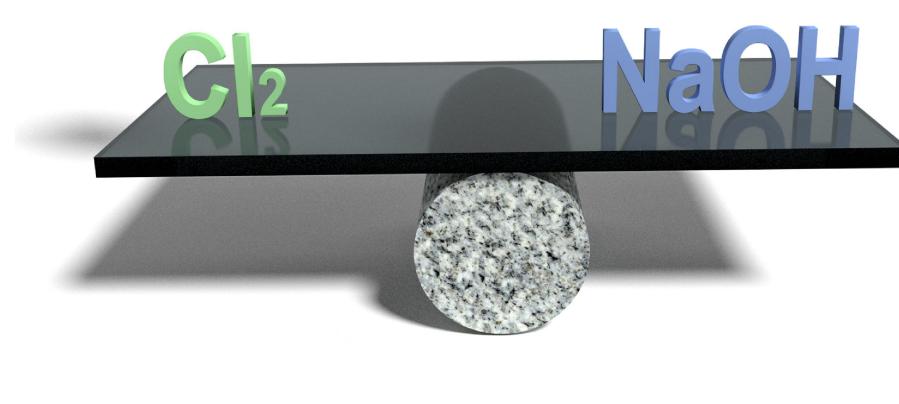


Brine Mining

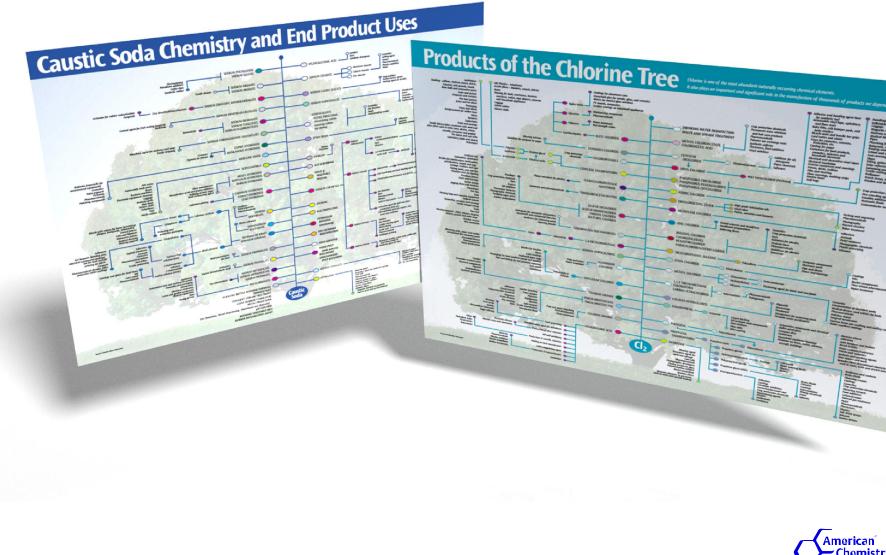




Balancing the ECU



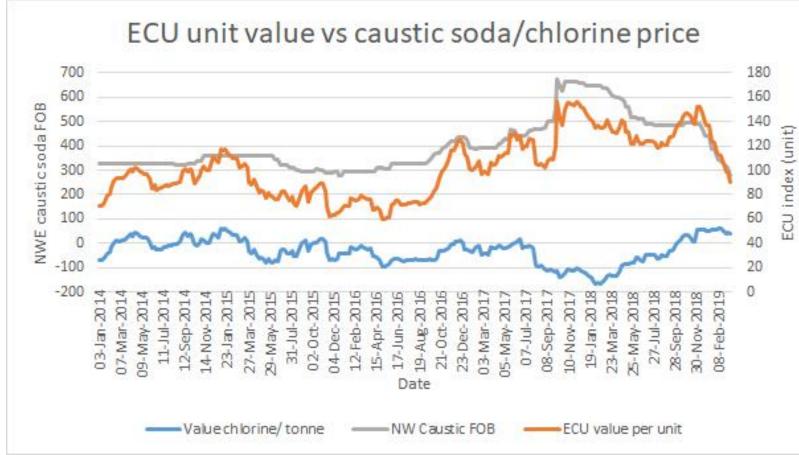






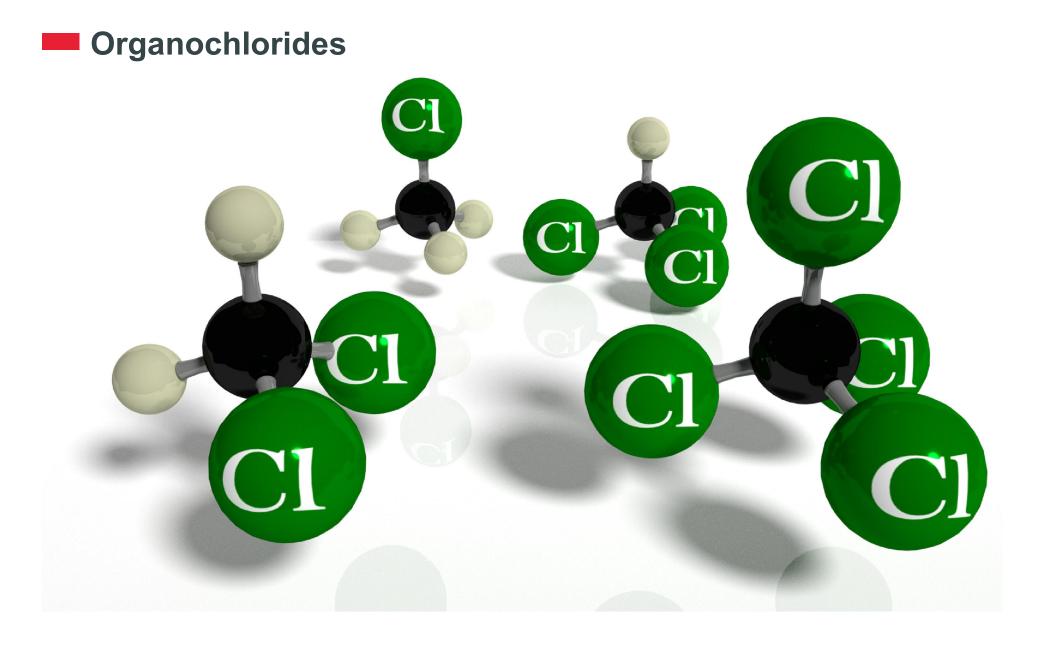
American Chemistry Council

ECU Pricing



icis.com/explore/resources/news/2019/03/21/10336962/insight-european-ecu-values-fall-to-the-lowest-level-since-2016/



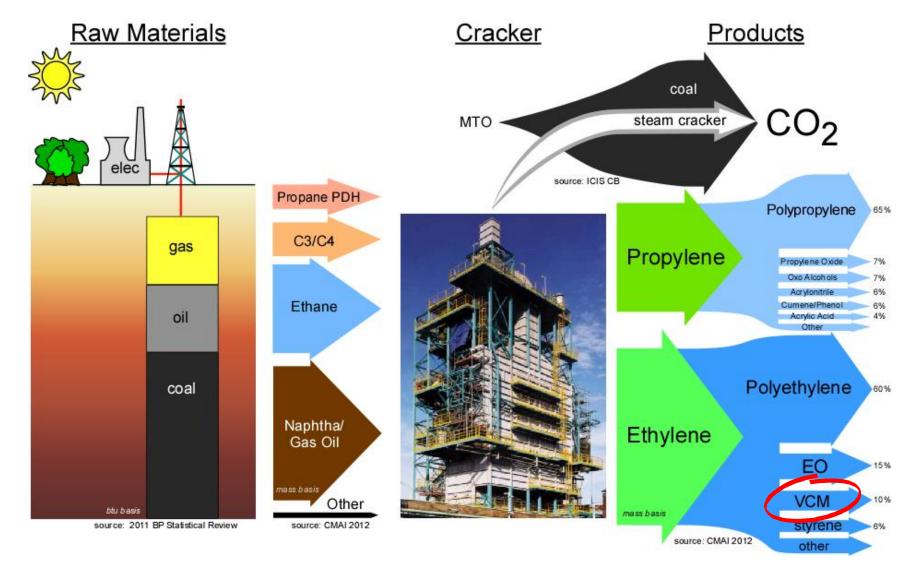






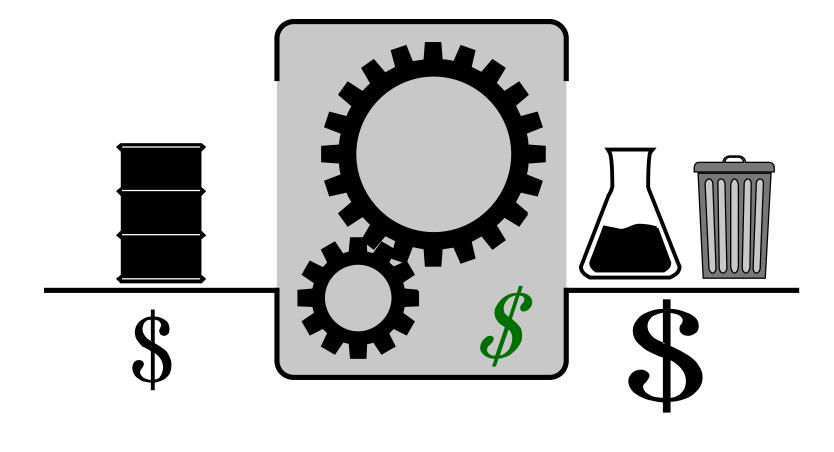


Chemical Industry Snapshot



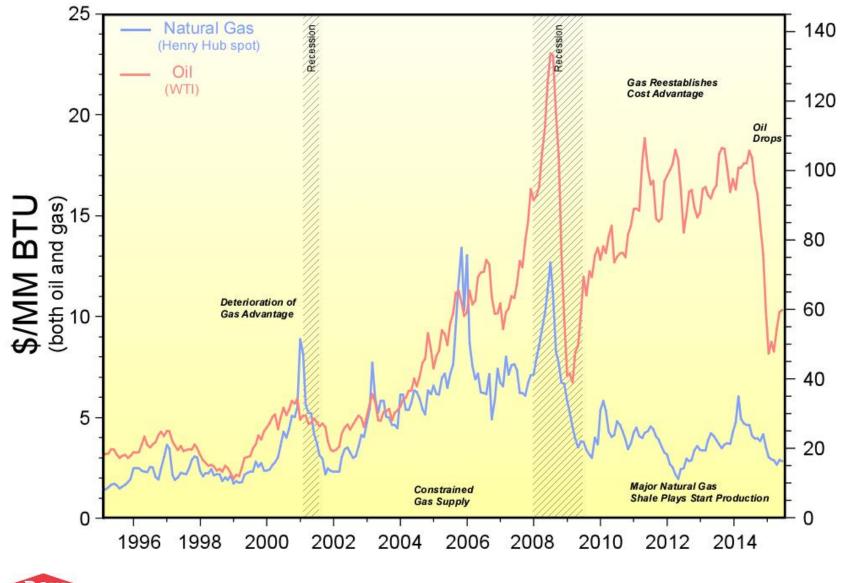


Simplified Chemical Industry





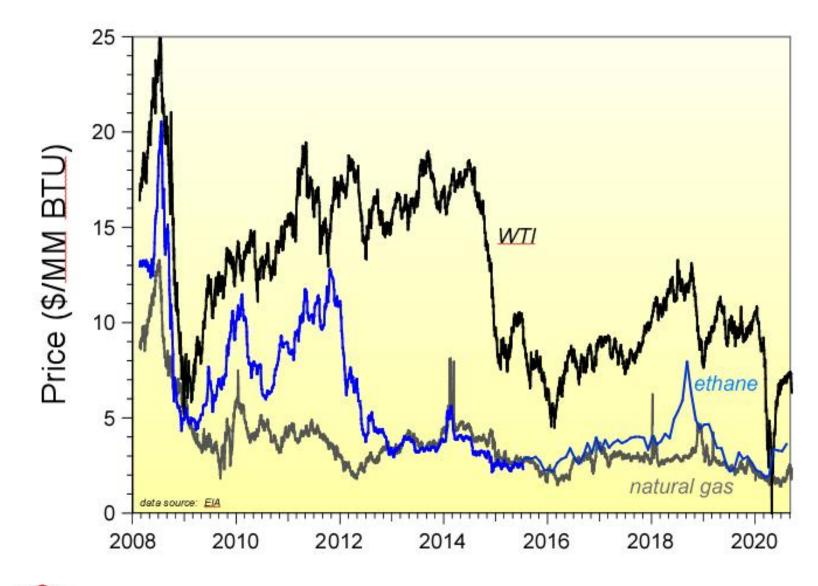
Recent Industry History



Dow

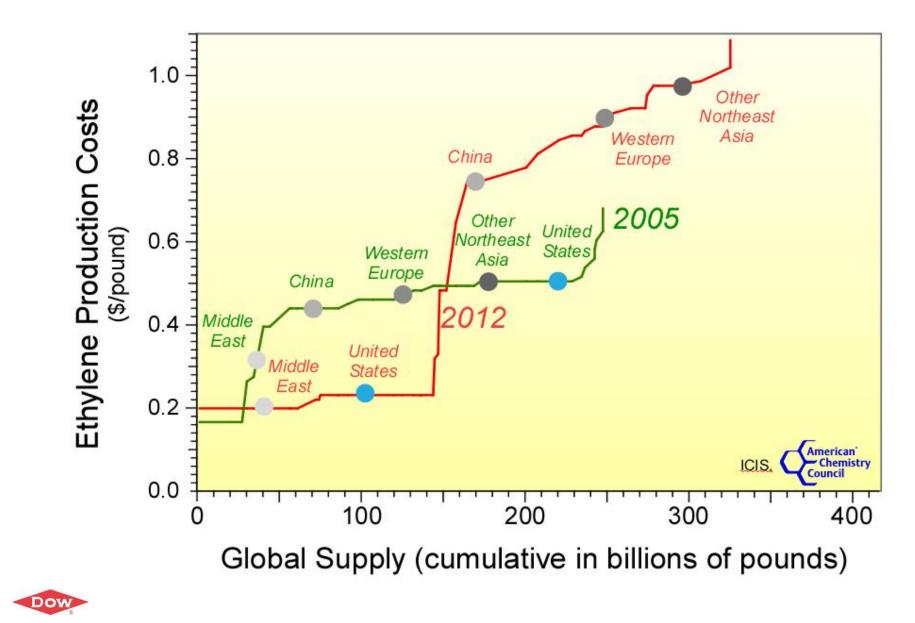
\$/barrel (oil only)



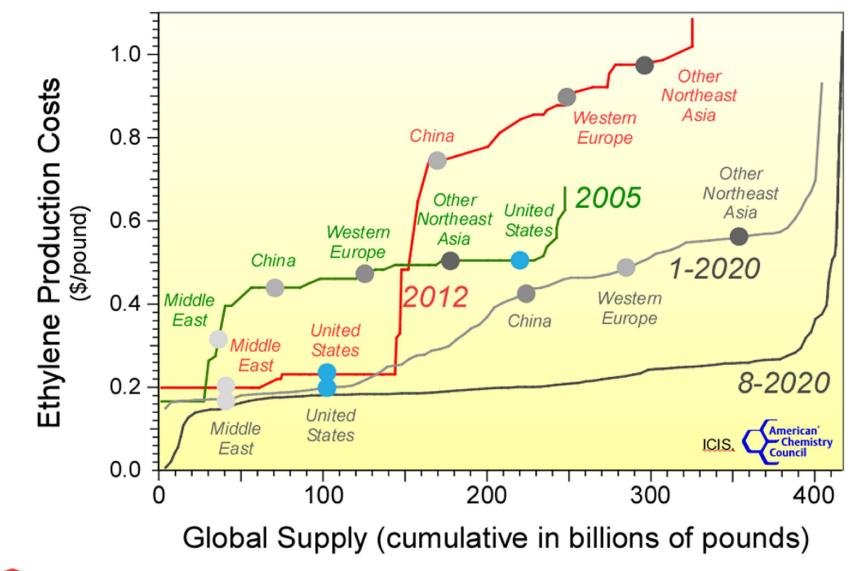




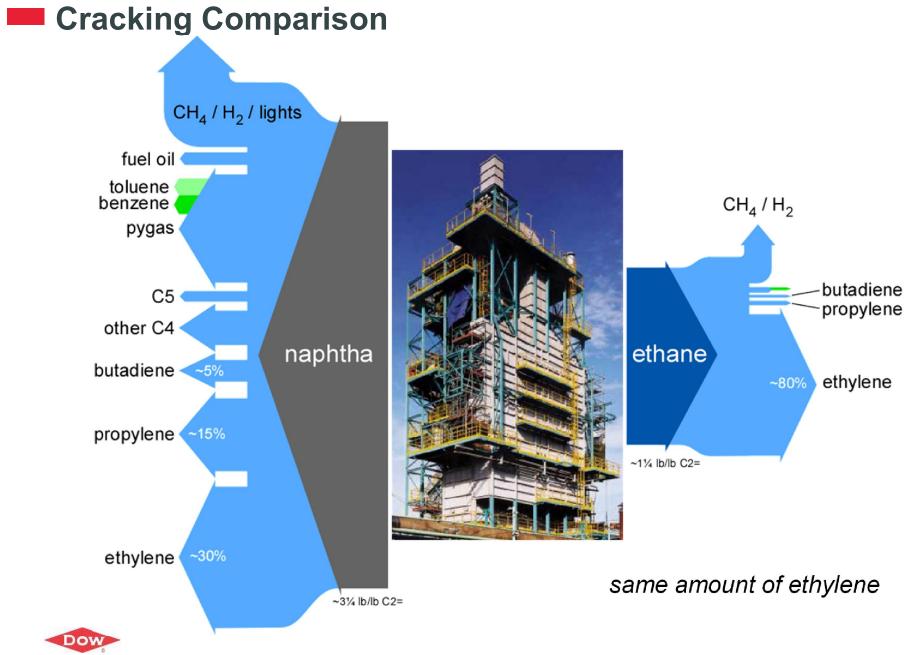
Impact of Low Gas Prices



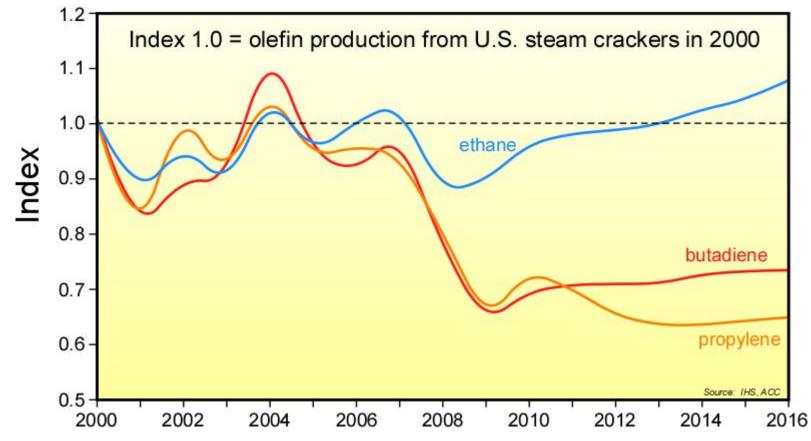
Impact of Low Gas Prices



Dow

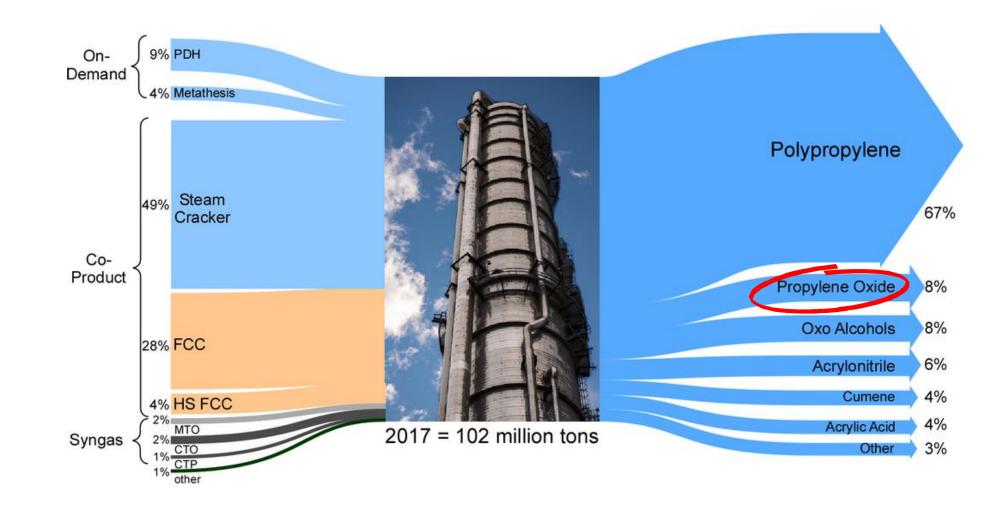


Production of C3/C4 Dropped





World Propylene

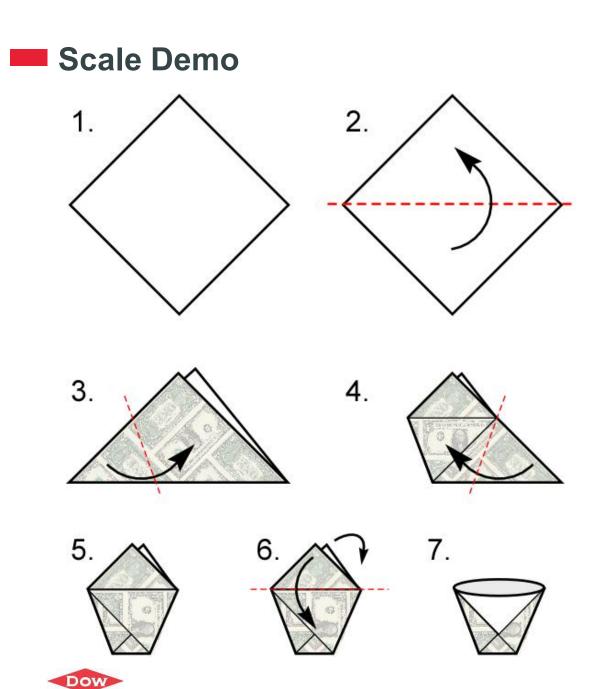




Scale Is Important



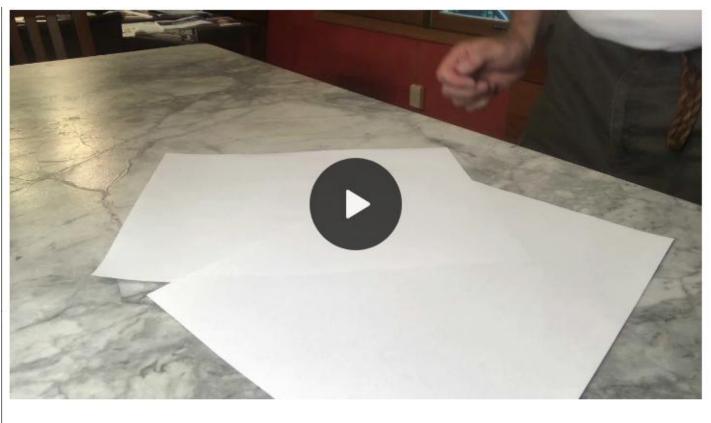




Make a cup with an $8\frac{1}{2}$ " square and another with a 4¼" square

.

Show Video

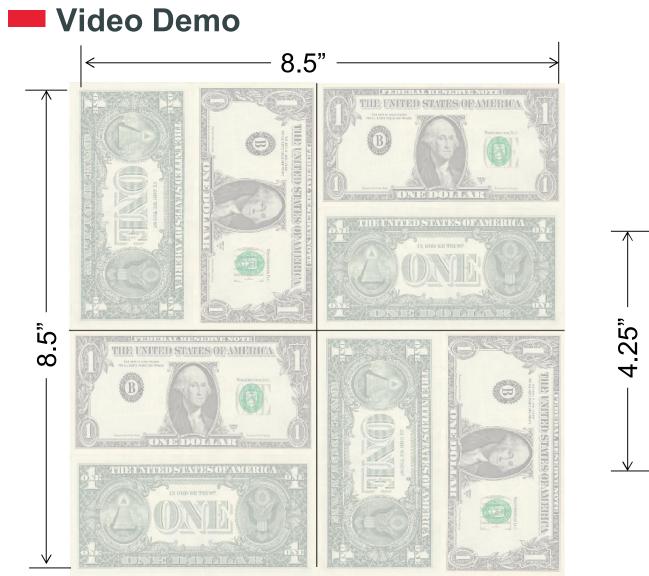


https://www.mjphd.net/OrigamiDemo.html

0:00 / 5:09 📣 🗕

-- 23

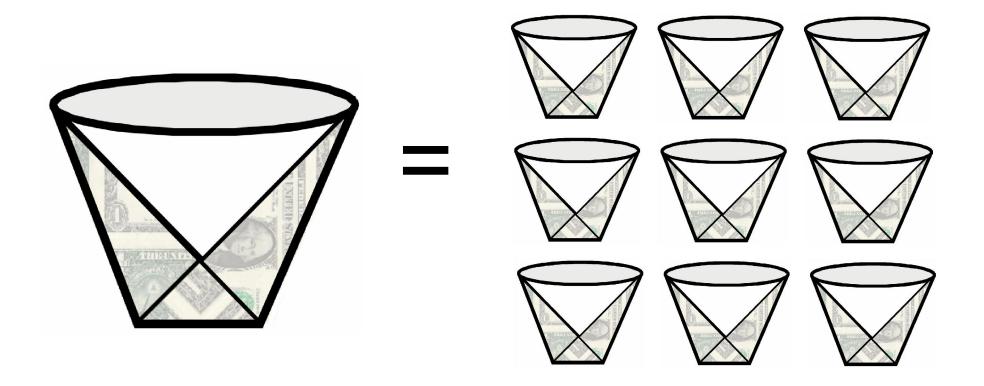






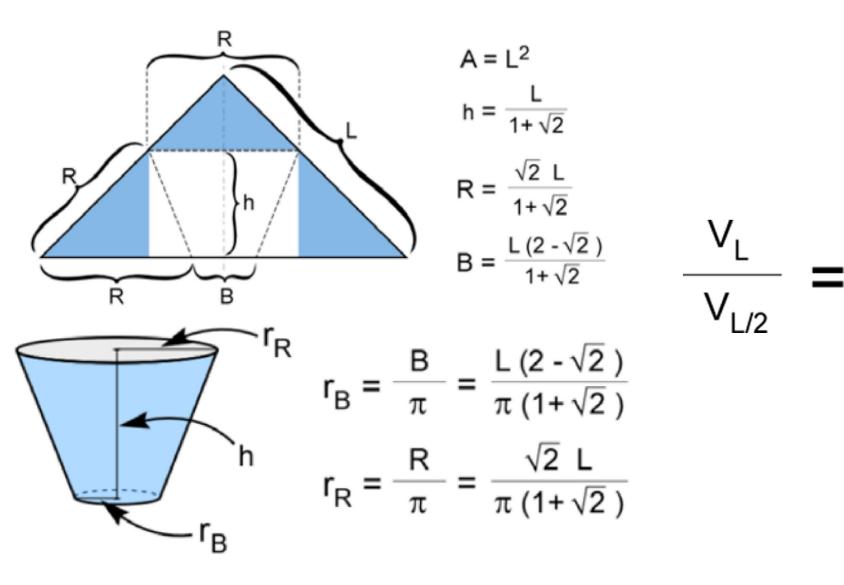


Scale Wins



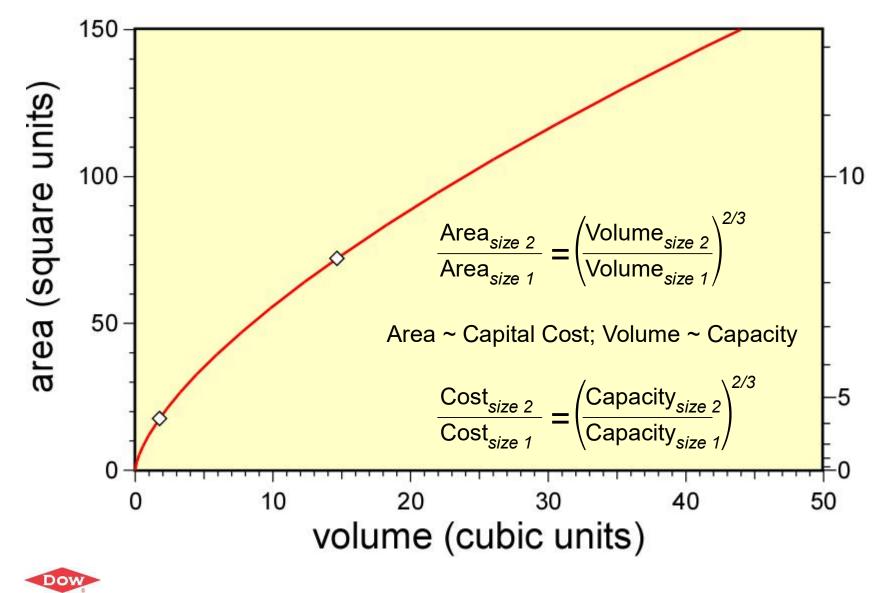








= 8



Power Law

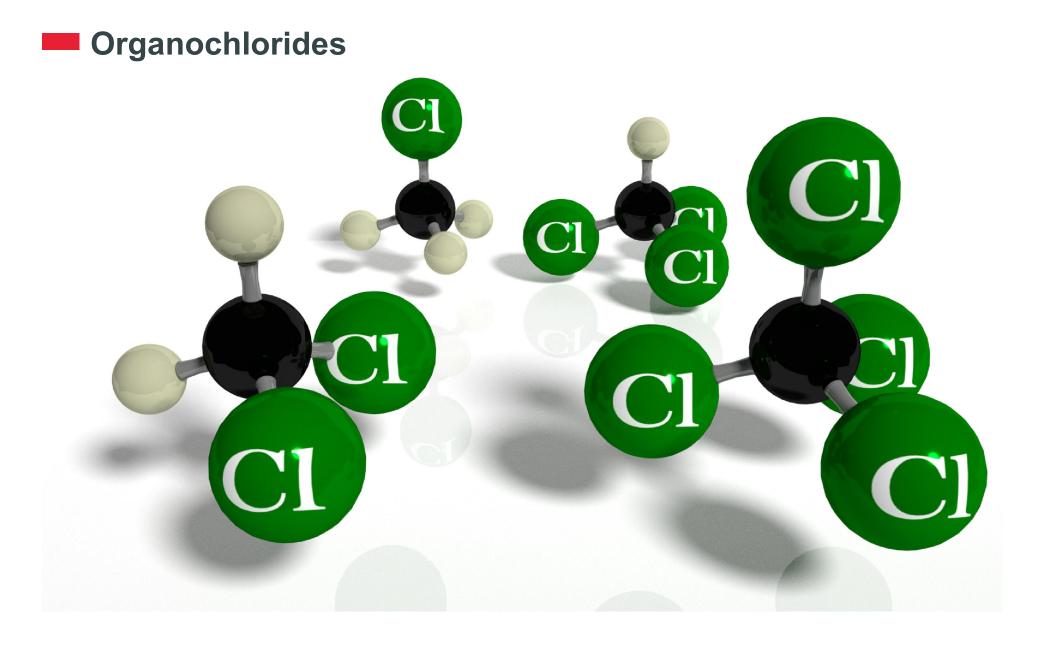
edge length (units)

Scale Always Wins



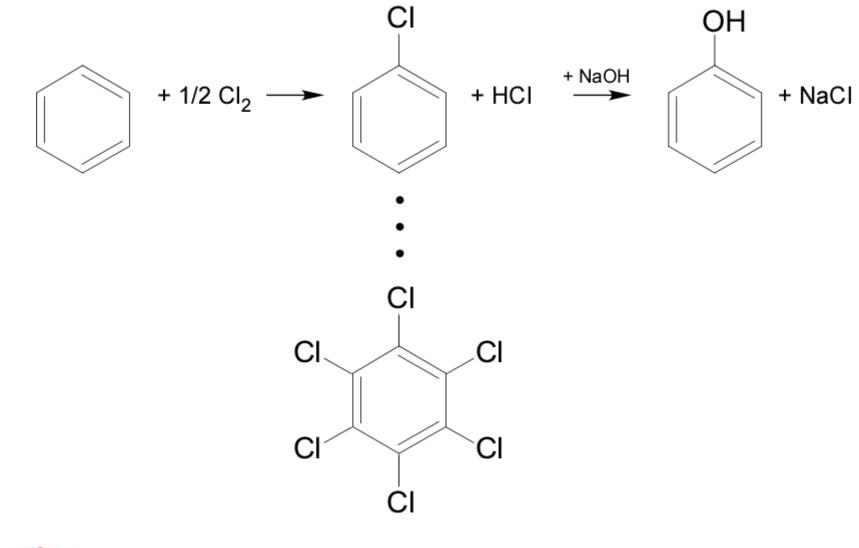
If you are moving mass around, scale reduces cost faster than experience.





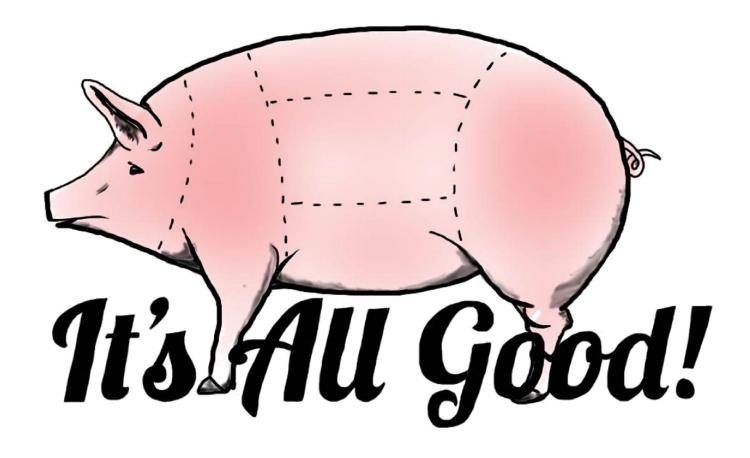


Chlorine as an Oxidant



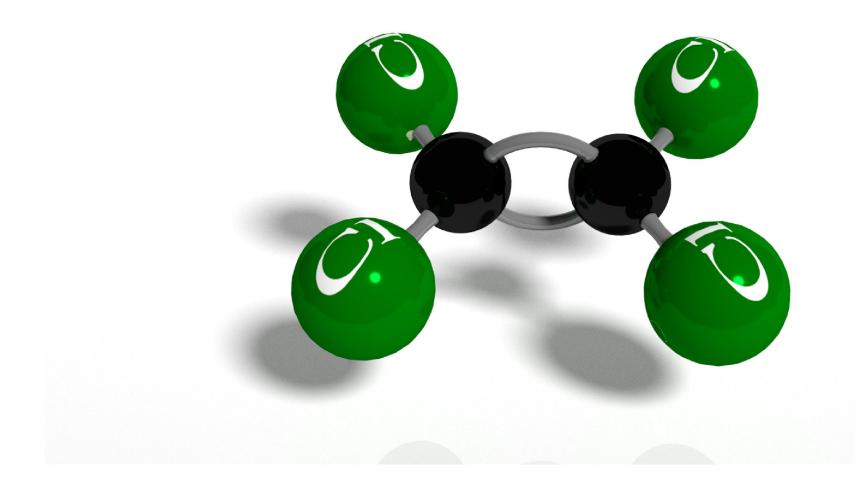


All Reaction Products Find Uses





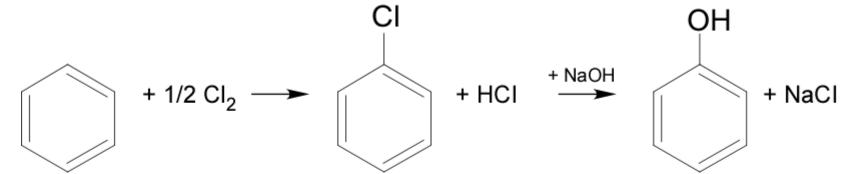
Perchloroethylene





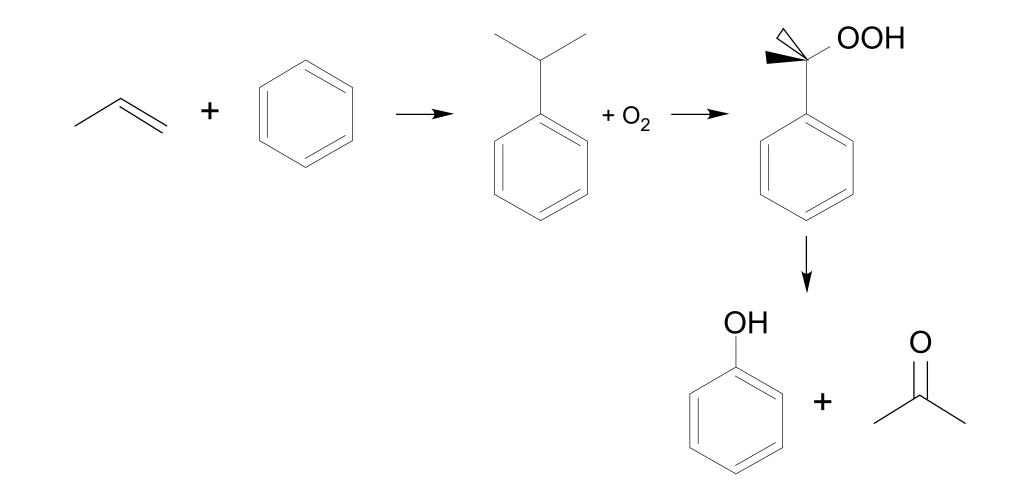


Chlorine as an Oxidant

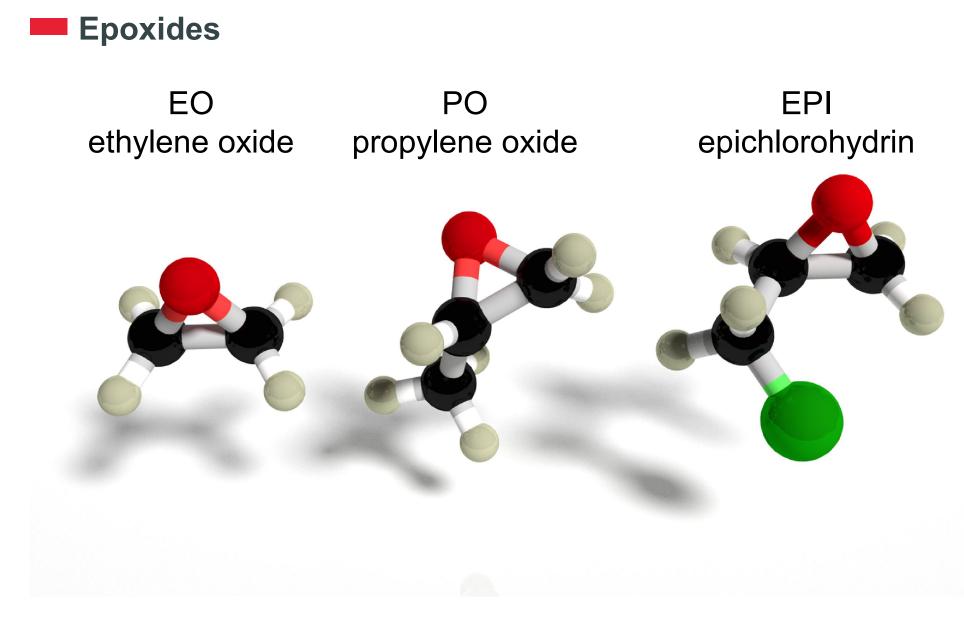




Phenol Today

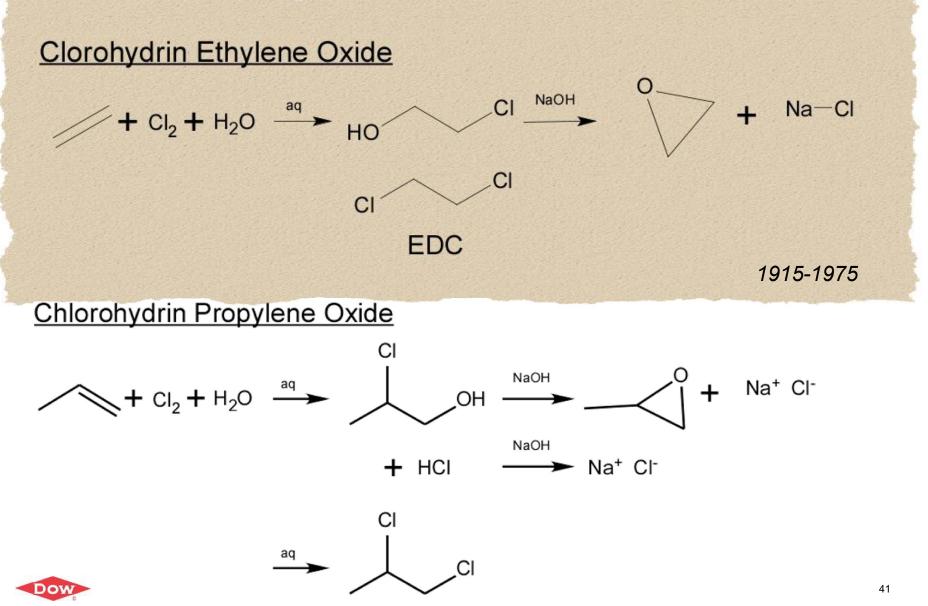






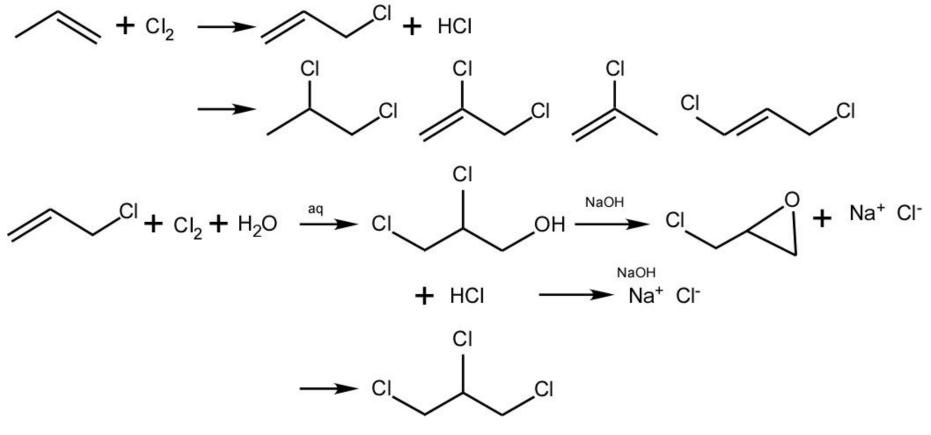


Chlorohydrin Chemistry

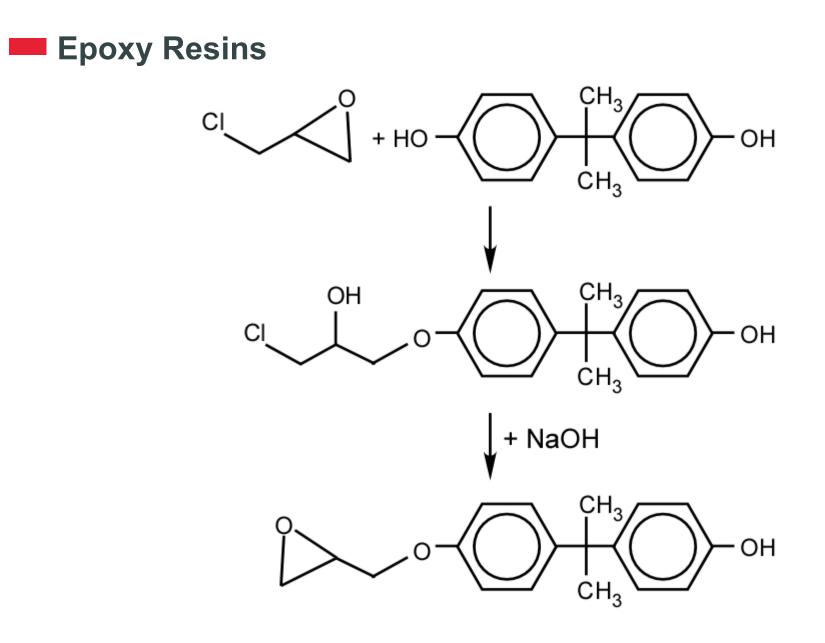


More Chlorohydrin Chemistry



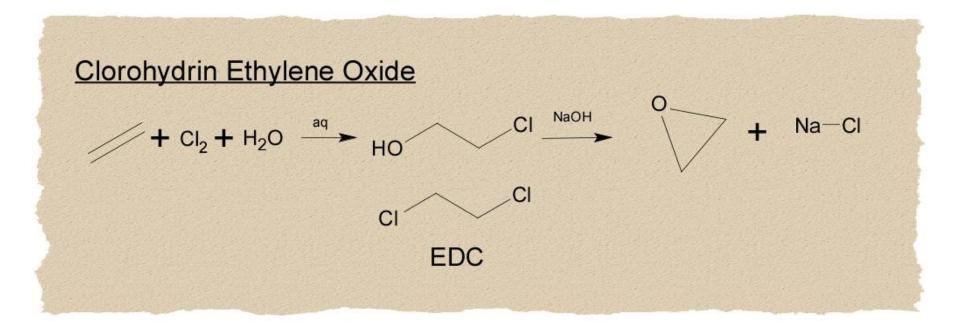








Direct Oxidation



Direct Oxidation Ethylene Oxide

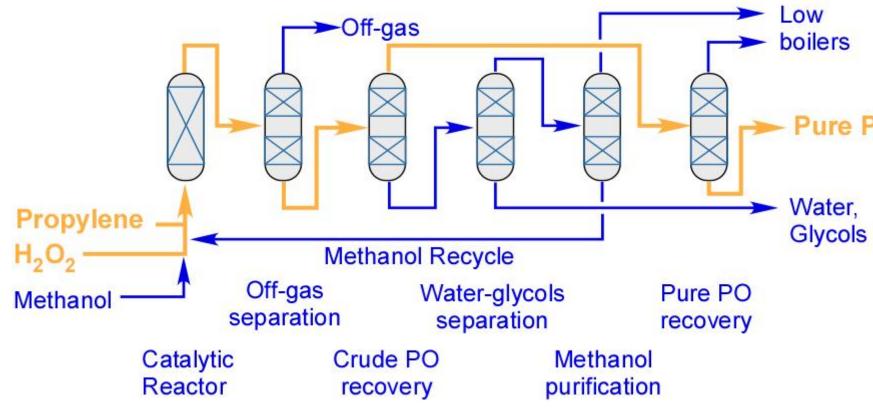
 $\rightarrow \circ$







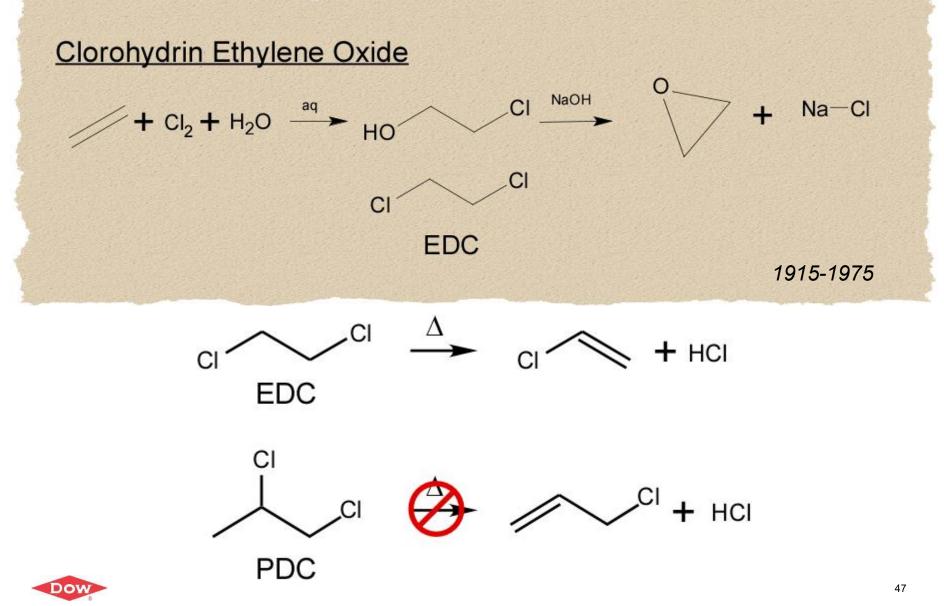
Simplified Process Flowsheet



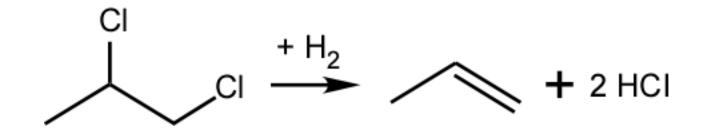


Pure PO

Chlorohydrin Chemistry



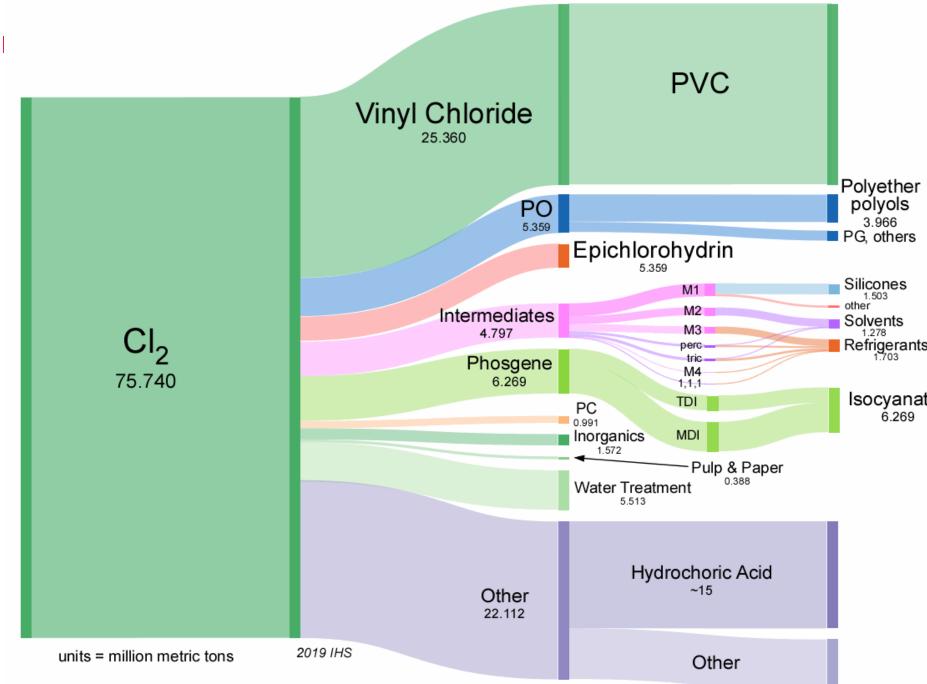




PtCu catalyst developed by Larry Ito

Carbon supported

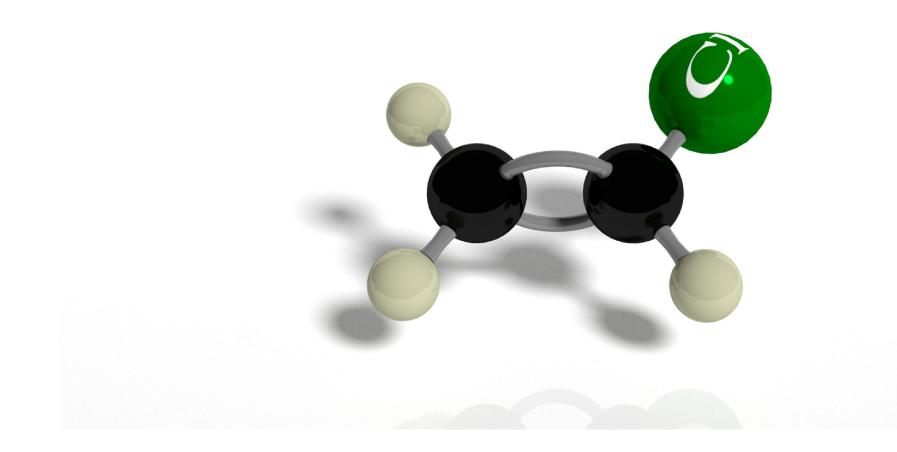




Silicones 1.503 other Solvents 1.278 Refrigerants 1.703

Isocyanates 6.269

Vinyl Chloride







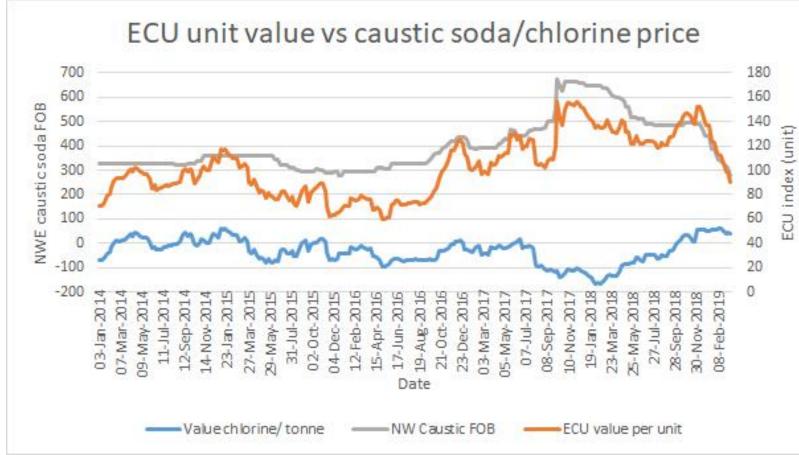
Vinyl Chloride Monomer(VCM)

Dow produced ~5 billion pounds/year World demand is 49 billion pounds Growth averages 4-5%

Source: Chemical Week product focus



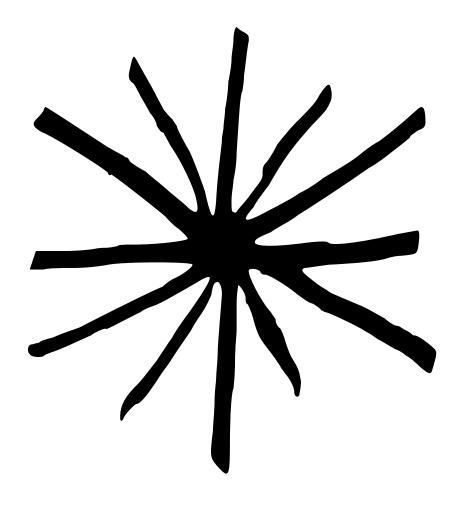
ECU Pricing



icis.com/explore/resources/news/2019/03/21/10336962/insight-european-ecu-values-fall-to-the-lowest-level-since-2016/



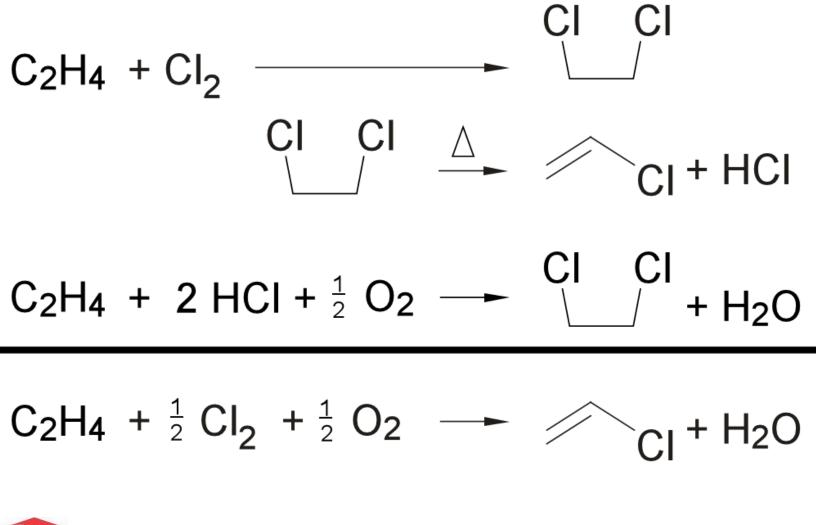
Breakfast of Champions



see Vonnegut's Breakfast of Champions

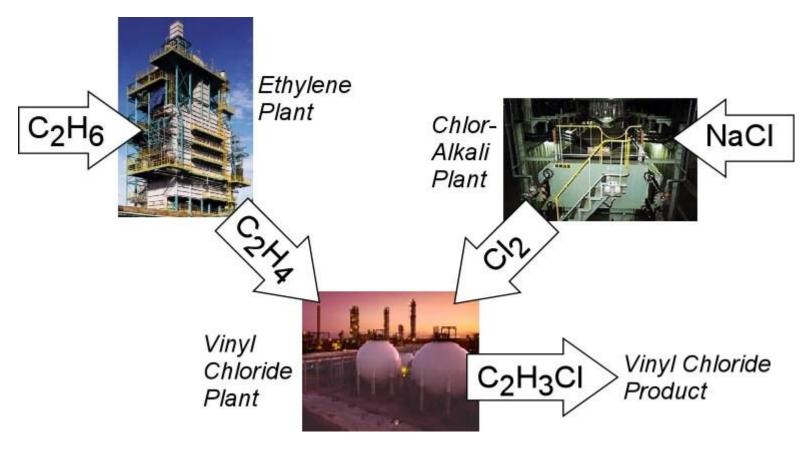


Conventional Production



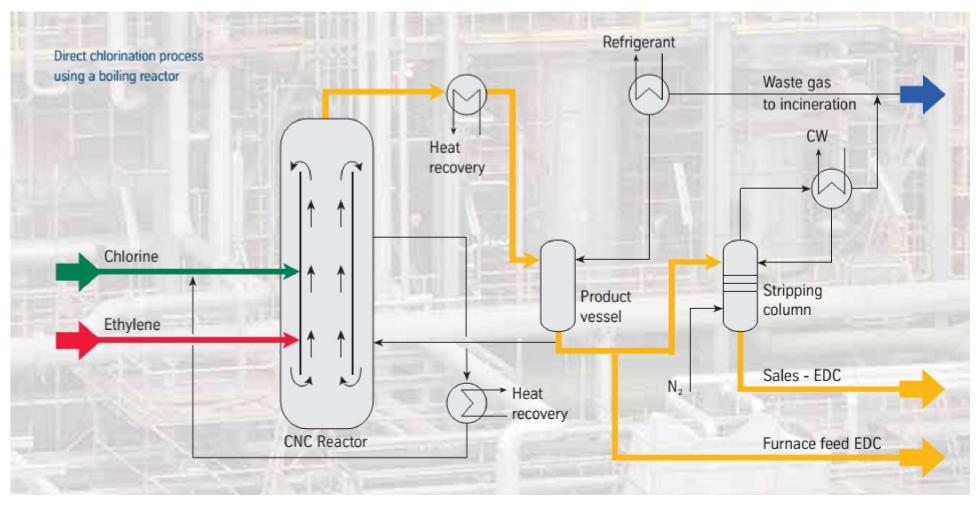


Conventional VCM





Direct Chlorination

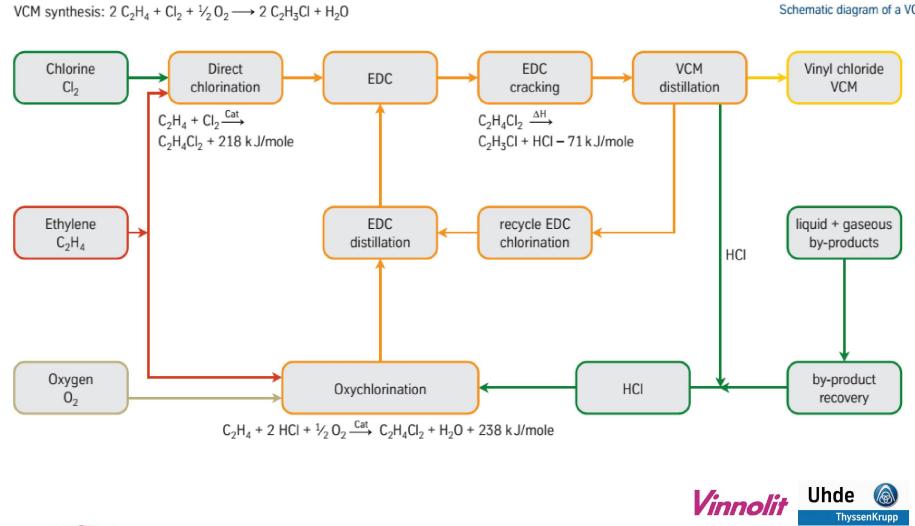


Vinnolit Uhde





More Detail



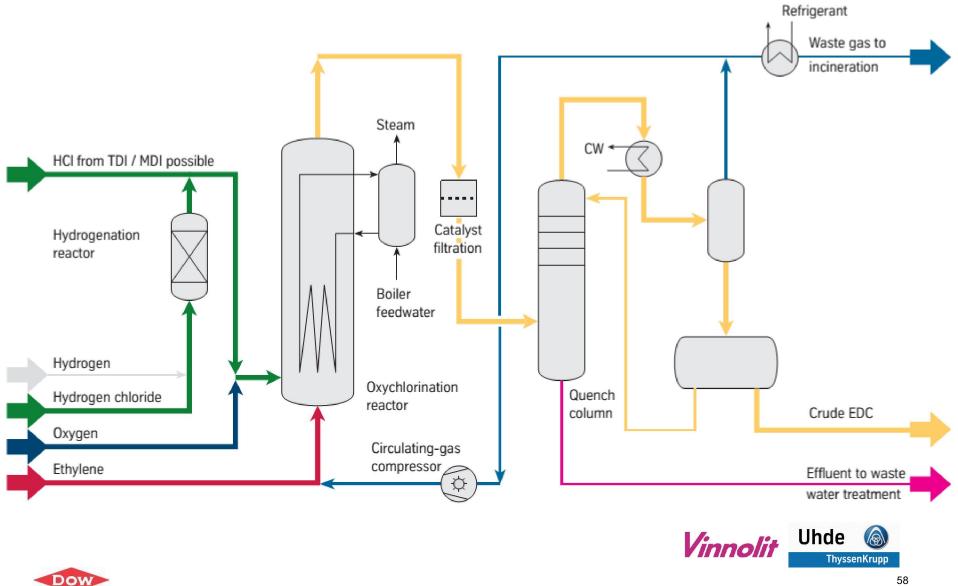


Schematic diagram of a VCM plant

0.110	
ous	
ts	
_	/

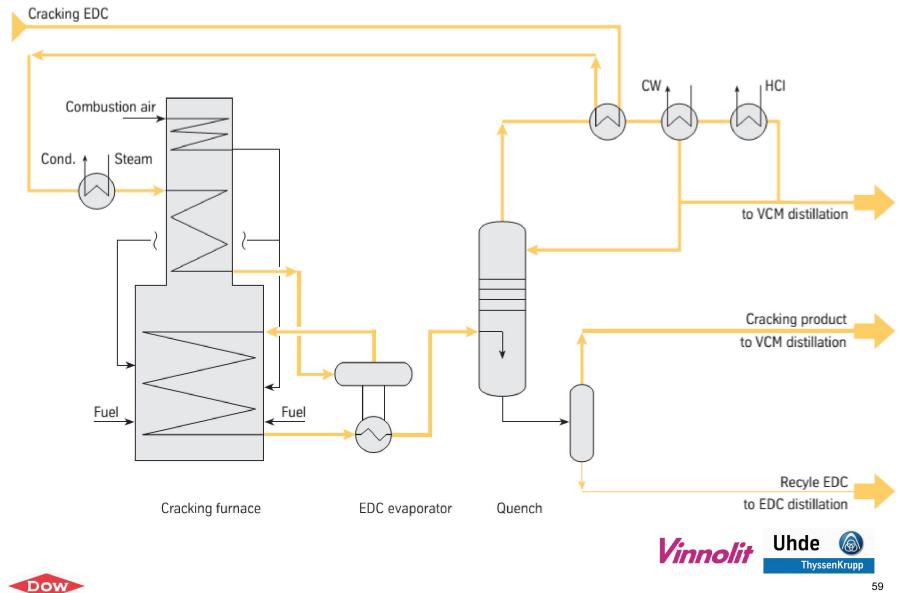


Oxychlorination

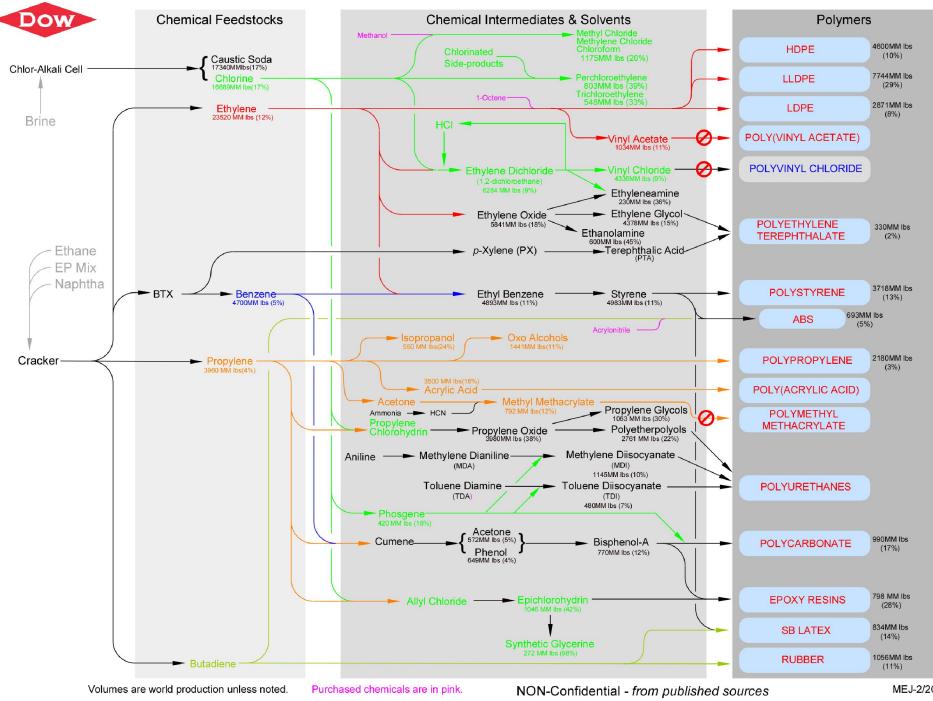




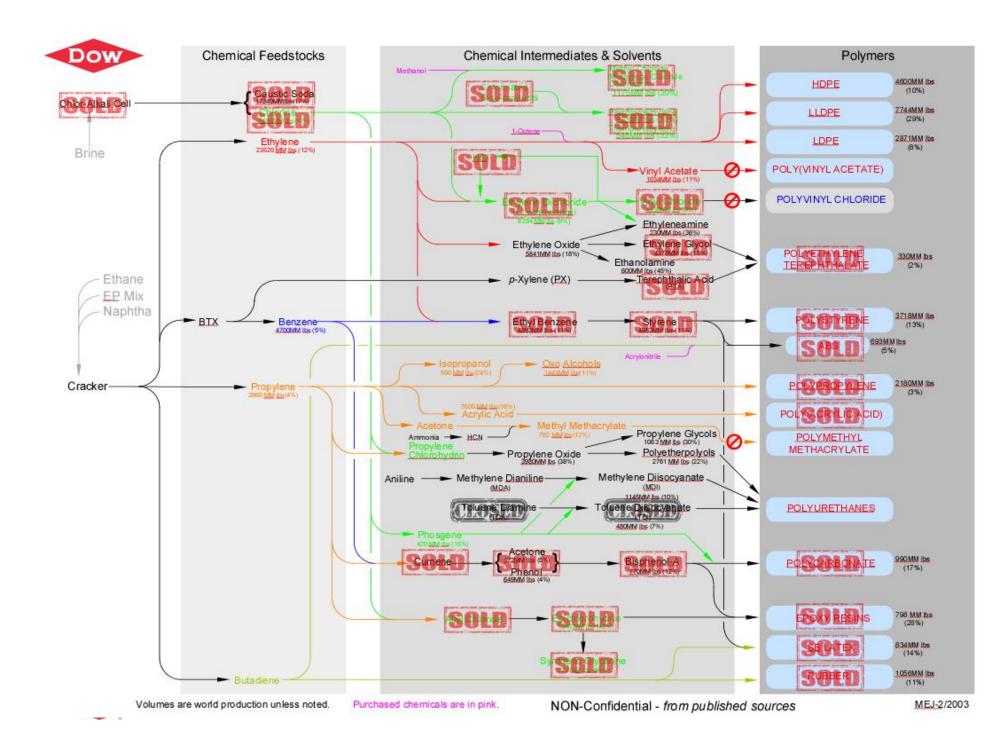
Cracking



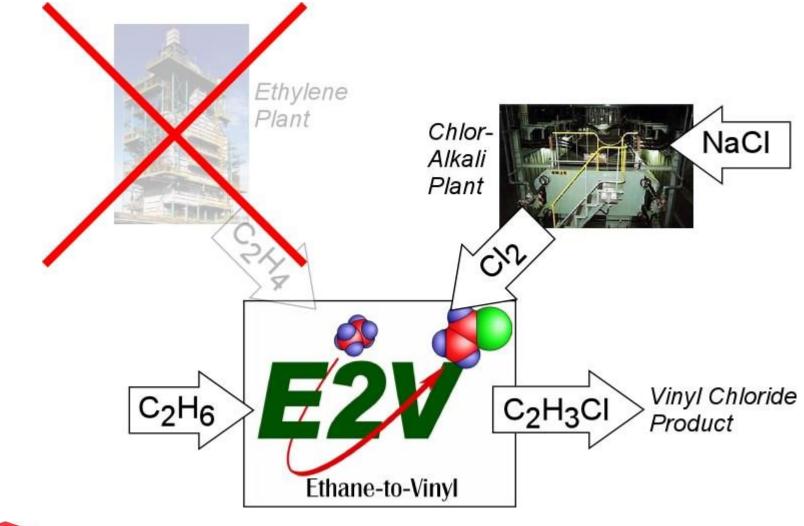




MEJ-2/2003

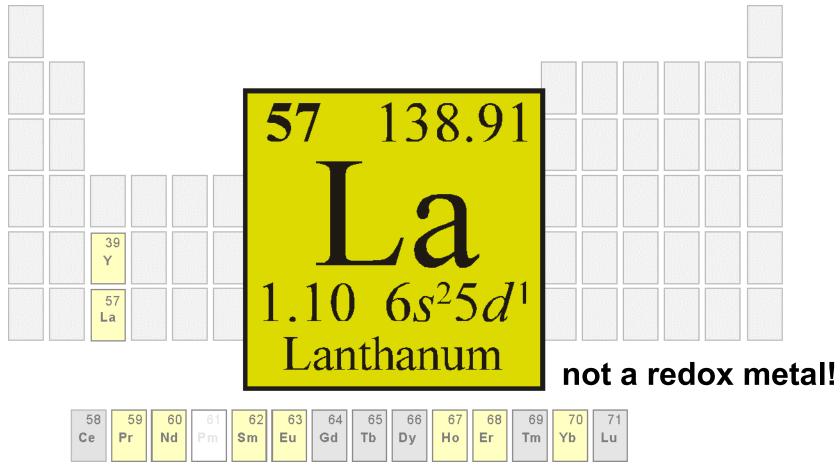






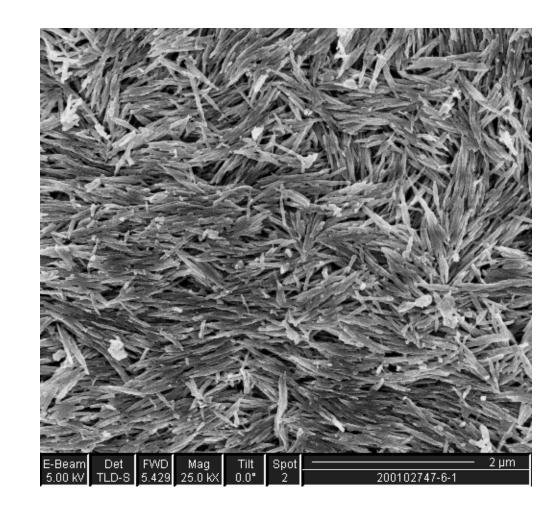


Lanthanide Catalyst





LaOCI





Fluidized Bed





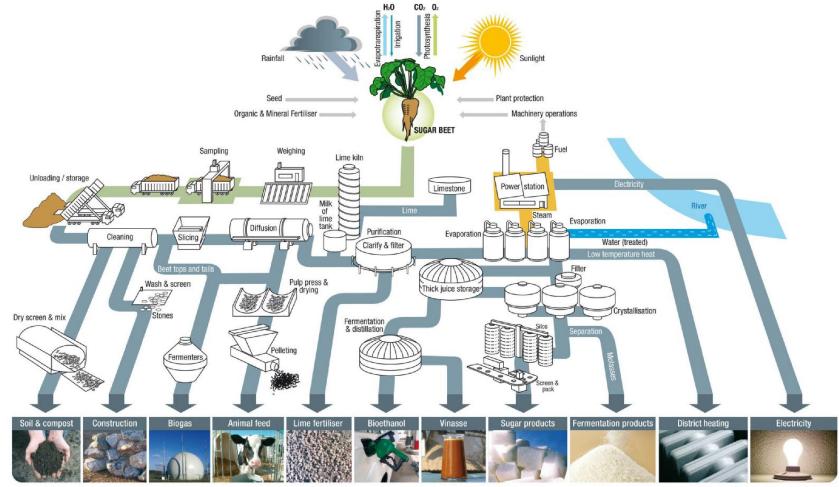
What I hope to leave you with

- Integration was crucial in the development of the chemical industry but has decreased in importance chlorine has largely been replaced as an oxidant
- Inorganic chemistry created the chemical industry and remains important, but not particularly valued vinyl and caustic are critical, just not particularly profitable
- Scale remains the major source of competitive advantage in commodity chemicals for undifferentiated materials, production cost is king and scale lowers production cost



Integrated Biorefinery

FROM BEET FIELD TO SUGAR FACTORY

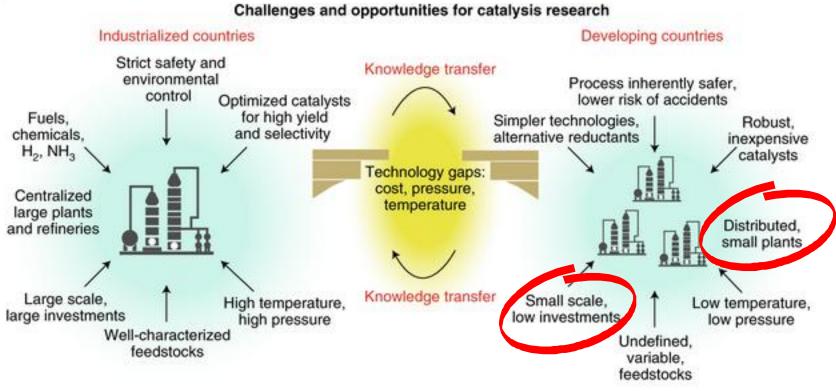


Source: CIBE and CEFS (after British Sugar)

prokris.nl/production/



Distributed Manufacturing



Resasco DE, Wang B, Sabatini D. Distributed processes for biomass conversion could aid UN Sustainable Development Goals. Nature Catalysis. 2018 Oct;1(10):731.







