

1. ALTERNATIVE IDENTITY AND PROPERTIES

When we look for alternatives for fungicides for film protection on the market, the options that we can find are very limited. When deciding to get alternatives to a concrete active principle, we see a complex choice process regarding a paint formulation due to the big variety of chemical and physical processes. In addition we can see in fact that for a long time ago there are no new actives appearing in the market that makes us to think that in a short period there will not be immediate options for the future.

2. TECHNICAL FEASIBILITY

In this moment we have no guaranty to find a direct reliable alternative in our range of products. In any for the active substitution we would need about 2 years studies in lab and in real market to get reliable results.

In a paint formulation we find several parameters to take care about like for instance stability of the final product that can be affected by any change of a raw material in the formulation. In this case which gives a more reliable result is to make the stability tests in real time and not making accelerated weathering tests.

3. ECONOMIC FEASIBILITY

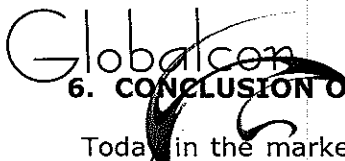
We are operating in a southern country that has several different climate regions; that means that which is important is the real test in all kinds of weather conditions: Finally the cost for substituting Benzocarbendazim would be very high and could represent an economical risk even because we are facing an economic crisis. The overall cost would be difficult to calculate.

4. HAZARDS AND RISKS OF THE ALTERNATIVE

The most important risk is that the new active which could substitute Benzocarbendazim should not give the hoped results which could lead us to repaint customers substrates with the possibility to pay indemnities and, still more important, the image and reputation of the company would stay in a bad position for continuing or developing businesses.

5. AVAILABILITY

In view of the good results until now and regarding the actual economic situation not very prosperous I am sure that the actual users prefer to maintain using this active. We know by our experience that the customers are satisfied for using Benzocarbendazim as a fungicide protector of dry film active.



6. CONCLUSION ON SUITABILITY AND AVAILABILITY OF THE ALTERNATIVE

Today, in the market we can find a limited number of actives acting as fungicides for dry film protection; we can also see that a significant number of actives have not been evaluated so far.

Paint producers must have the most extended credible options to choose so it is a bad new if one option is eliminated even because it has given good performances.

7. OTHER COMMENTS

What we can tell is that our customers are very satisfied with the performance of Benzocarbendazim, acting as a dry paint film protector, having no claims since many years ago.

In conclusion we bet for the continuity of this active in the market.

REFERENCES

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APPENDIXES

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