

CMS FORUM ACHIEVEMENTS 2001

The CMS Forum has achieved many of the goals set in its second year of operation. These accomplishments included: recruiting 4 new members, convening a successful CMS workshop, introducing CSP and the CMS business model to a wide variety of interested stakeholders in both Europe and Asia, and extensive outreach through various publications, conferences, and targeted presentations.

A set of priority activities for the CMS Forum was agreed upon by the Executive Committee in December 2000. A summary of achievements is outlined in the table below with a full description of achievements following the table.

PRIORITY ACTIVITIES	COMPLETED
1. Continue communications campaign: <ul style="list-style-type: none"> a. Directed outreach to key multipliers b. Continue targeted placement of articles and present at key conferences c. Environmental awards for customers d. Promote the CSP Manual, Industry Report and continue to upgrade website 	1. Communication highlights: <ul style="list-style-type: none"> a. Asia, Europe, EPA, Investors b. 4 articles and 10 conferences c. Environmental Awards not pursued d. Launched a new CSP website in August 2001 <ul style="list-style-type: none"> - Approximately 60 Manuals requested/distributed. 4 manuals sold - Approximately 60 Industry Reports requested. 51 reports sold.
2. Recruit new CMS Forum members	2. Recruited 3 providers (Baker Petrolite, Shell Fluids and Facilities Management, Dow Corning), and 1 customer (Raytheon Company)
3. Track progress of new customers who have initiated CMS programs	3. Completed. (Seagate, Raytheon)
4. Presentations to member companies	4. None requested.
5. Convene a workshop	5. Completed. (Chicago, June 7)
6. Begin certification program	6. Certification program is delayed indefinitely.

1. Continue Communications Campaign

A. Directed outreach to key multipliers

CSP and CMS Forum staff held meetings and made presentations to the following key multipliers in 2001:

- Stakeholders in Asia (Ministry of Manpower, Singapore; Ministry of Environment, Singapore; Economic Development Board; US-Asia Environmental Program; Singapore Confederation of Industries)
- Stakeholders in Europe (UK Department of Trade and Industry; UK Chemical Industries Association; Government of the Netherlands)
- US Environmental Protection Agency (Office of Pollution Prevention Toxics; Office of Policy, Economics & Innovation; Office of Solid Waste)
- Investment Firms

B. Continue targeted placement of articles and present at key conferences

Published or contributed to 4 articles about CMS

- "Chemical Reaction: New Services Help Chemical Customers Do More with Less." The Green Business Letter (www.greenbizletter.com), December 2001.
- "Optimizing the Chemical Supply Chain; The Trend Towards Chemical Management Services." New England's Environment (www.vironews.com), vol. 7, number 3, Spring 2001
- "Optimising the Chemical Supply Chain: The Trend Towards Chemical Management Services in the Semiconductor Industry." Semiconductor Fabtech, 13th Edition, February 2001.
- "Chemical Management Services: Good for Business, Good for the Environment," California Manufacturing & Technology Association Online Journal, January 2001.

Presented at 10 conferences (CSP Staff and/or CMS Forum Members)

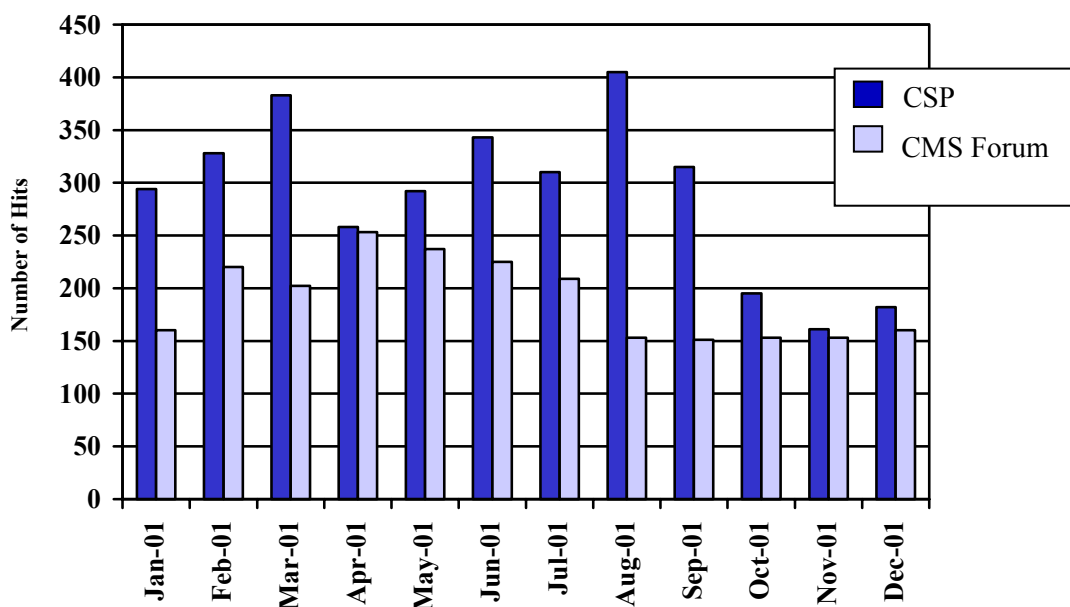
- Pacific Industrial Business Association (PIBA): 7th Annual Silicon Valley Conference, February 2001
- National Pollution Prevention Roundtable, March 2001
- 7th European Roundtable on Cleaner Production, April 2001
- Semiconductor Safety Association (SESHA), April 2001
- CMS Workshop (sponsored by CSP and the CMS Forum), June 2001
- Waste Management Officials' Association (NEWMOA), July 2001
- Green Alliance: Public Policy for a Bright Green Economy Seminar, October 2001
- The Centre for Sustainable Design, October 2001
- Business for Social Responsibility (BSR): 2001 Annual Conference, November 2001
- 12th Annual International Workshop on Solvent Substitution and the Elimination of Toxic Substances & Emissions, December 2001

C. Environmental awards for customers

Not pursued.

D. Continue to upgrade website and promote the CSP Manual and Industry Report

CSP and CMS Forum Website Hits* January - December 2001



*Hits on the homepage

As part of our commitment to promoting the CMS model through education and outreach, CSP launched a new website with a new look in August 2001. The new website contains the same resources (CMS program case studies, articles, links), but in a format that is easier to navigate. In addition, we have some new features, including an online tour of our Cost Analysis Tool, information about our pilot programs, and links to upcoming conferences and workshops related to CMS.

CSP's new website can be found at the same address: <http://www.chemicalstrategies.org>.

Tools Manual and Industry Report:

- Approximately 60 Manuals requested (approximately 40 sold or distributed)
- Approximately 60 Industry Reports requested (51 sold)

2. Recruit New Forum Members

The CMS Forum attracted a total of 4 new members in 2001, bringing the total membership roll to 10 members.

- Three new suppliers joined at the \$15,000 level: Baker Petrolite, Shell Fluid and Facilities Management, and Dow Corning Corporation.
- In addition, Raytheon Company became the CMS Forum's first "customer" member.

3. Track Progress Of New Customers Who Have Initiated CMS Programs

CSP staff monitored and tracked the progress of companies involved in past pilot projects (i.e. Raytheon Company, Kennametal, coalition of tool & dies companies) as well as those involved in existing pilot programs (Seagate, Analog, SLAC, Nu-Metal).

4. Presentations To Member Companies

No members have requested this service in 2001.

5. Convene A Workshop

On June 7, 2001, CSP and the CMS Forum convened a workshop at the Hyatt Regency O'Hare in Chicago, Illinois. The workshop brought together representatives from a variety of organizations to hear presentations and engage in discussions about the chemical management services (CMS) model and, more broadly, the CMS industry and its trends. A total of 60 people from 34 different organizations attended the workshop, making this the largest audience at a CSP workshop to date. Speakers presented information about the CMS model, projections for the future of the CMS industry, and details on how to initiate a program. CMS Forum members and their customers were the centerpiece of the workshop giving case study presentations of successful CMS programs.

6. Begin Developing A Certification Program

CSP staff conducted background research and reached consensus on the approach to certification. However, insufficient resources prevented us from continuing to develop the certification program. The CMS Forum has decided not to pursue this activity for 2002.

7. Additional Activities

The CMS Forum was able to leverage CSP activity with CMS Forum goals through 1) a research initiative and 2) two regional initiatives.

1. Research initiative

CSP is conducting a research study to identify new industry sectors with the best opportunity for introducing CMS. Based on our initial screening using best available data (e.g., the purchase of chemical inputs, the amount of chemicals used per unit of output in each sector, and release information such as TRI). CSP is identifying the most chemical intensive industries. In order to determine each industry's applicability for the CMS model, CSP has developed a set of criteria to analyze each industry, validated the criteria

through interviews with several leading CMS providers, and will produce a report detailing our findings. Following this research, CSP will work with a company(ies) from one or more of the targeted industries to initiate a pilot program.

2. *Regional initiatives*

CSP wrapped up the pilot program in Pennsylvania in May 2001 and is currently conducting a pilot program in Silicon Valley, California.

a. Western Pennsylvania Coalition

Funded by a grant from The Heinz Endowments, CSP assembled a coalition of tool and die facilities to test the CMS model in small manufacturing facilities.

- RFP released in November 2000
- Article in Pennsylvania Department of Environmental Protection newsletter
- Four tool and die companies (seven facilities) participated

The initiative resulted in none of the companies in the coalition launched a CMS program at this time. From the outset, CSP's goal in launching the initiative was to determine whether, and how, small and medium size manufacturers (SME) could engage and benefit from a strategic relationship with a CMS service provider. We believe this effort went far in educating the coalition members, CMS providers, and CSP about the potential opportunities for CMS in smaller manufacturing settings. CSP documented what we learned in a detailed report.

b. Silicon Valley Project

This EPA-funded project is a joint program with the Silicon Valley Manufacturing Group and the Santa Clara County Pollution Prevention Program and has provided new opportunities for disseminating the model throughout Silicon Valley.

- Candidates for the CSP pilot program included: NASA Ames Research Center, IBM, Pratt and Whitney, Sanmina, San Jose State University, LSI Logic, Sun Microsystems, Incyte Genomics
- Pilot started with Seagate Technology, Analog Devices, Stanford Linear Accelerator Center, and Nu-Metal Finishing, Inc.
- Collaborated with University of California Haas School of Business environmental management practicum program for support in conducting one of the pilots.
- Coordinating a regional workshop for March 2002.