

## CMS FORUM ACHIEVEMENTS 2002

The CMS Forum has achieved many of the goals set in its third year of operation. These accomplishments include: recruited nine new members, convened three successful CMS workshops, introduced CSP and the CMS business model to a wide variety of interested stakeholders in both Europe and Asia, and conducted 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 2001. 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: <ol style="list-style-type: none"> <li>a. Directed outreach to key multipliers</li> <li>b. Continue targeted placement of articles and present at key conferences</li> <li>c. Promote the CSP Manual, Industry Report and continue to upgrade website</li> </ol>	1. Communications highlights: <ol style="list-style-type: none"> <li>a. Asia, Europe, EPA, trade associations</li> <li>b. 2 articles and 17 conferences</li> <li>c. Approximately 130 Manuals requested/distributed. 16 manuals sold Approximately 4 Industry Reports requested. 2 reports sold.</li> <li>d. Initiated <i>The CMS Insider</i> quarterly newsletter</li> </ol>
2. Recruit new CMS Forum members	2. Recruited 10 new members: 4 customers (Delta Air Lines, DaimlerChrysler, General Motors, Seagate Technology), 5 CMS providers (Air Products & Chemicals, AVChem, Henkel Chemical Management, Interface LLC, PPG Industries), and 1 academic/government (Illinois Waste Management and Research Center)
3. Track progress of new customers who have initiated CMS programs	3. Completed. (Seagate, Analog Devices, SLAC, Nu-Metal)
4. Presentations to member companies	4. None requested.
5. Convene 3 workshops	5. Completed. (Sunnyvale, March 12; Singapore, July 30; Chicago, October 24)

## **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 2002:

- Presentation to a Chinese delegation touring the US to learn about best practices in the US chemical industry
- Presentation to the Silicon Valley chapter of the Surface Technology Association
- Presentation to the Environmental Committee of the Silicon Valley Manufacturing Group
- 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 (Region 5, Region 3, Region 1, Office of Pollution Prevention Toxics; Office of Policy, Economics & Innovation; Office of Solid Waste; Great Lakes National Program)

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

Published or contributed to 2 articles about CMS

- Truini, Joe. "Firms Aim to Reduce Chemical Waste." *Waste News*, April 1, 2002.
- Whaley, Darcy; William Kohnen. "Chemical Management Services: Case Study in the Semiconductor Industry." *Semiconductor Fabtech*, 16th Edition. Spring, 2002.

Presented at 17 conferences (CSP Staff and/or CMS Forum Members)

- RCRA National Meeting, January 2002
- The Natural Step, February 2002
- CSP Silicon Valley Workshop, March 2002
- Globe 2002, March 2002
- Semiconductor Environmental Health & Safety Association (SESHA), April 2002
- National Pollution Prevention Roundtable, April 2002
- Confidence in Chemicals and the Toxic Debate, April 2002
- Multi-State Working Group (MSWG), June 2002
- Gordon Research Conference on Industrial Ecology, June 2002
- Entech: Environmental Mgmt. and Technology Conference, June 2002
- 9<sup>th</sup> Regular Session of the Council of the CEC, June 2002
- CSP Singapore Workshop, July 2002
- Independent Lubricant Manufacturers Association (ILMA), September 2002
- CSP Chicago Workshop, October 2002
- Annual EFCOG/DOE Chemical Management Workshop, November 2002
- Institute for Supply Management: Value X4, November 2002
- 4<sup>th</sup> APRCP Conference (Indonesia), December 2002

### **C. Continue to upgrade website and promote the CSP Manual and Industry Report**

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CSP's website continues to see a large volume of traffic, averaging between 1,000 and 1,100 visitors to the site per month. The CMS Forum site also receives a fair number of visitors, averaging between 600 and 700 each month. The site is constantly being upgraded with new articles, conferences, tools, and case studies.

Tools Manual and Industry Report:

- Approximately 130 Manuals requested and/or distributed (16 sold)
- Approximately 10 Industry Reports requested and/or distributed (2 sold)

Initiated *The CMS Insider* quarterly newsletter

- The newsletter is distributed via email to approximately 450 subscribers. Average viewing rates are: 54% open the newsletter and 23% click through to the CSP or CMS Forum website.

## **2. Recruit New Forum Members**

The CMS Forum attracted a total of 10 new members in 2002, bringing the total membership roll to 17 members (Baker Petrolite and University of California are no longer members).

- Three CMS providers joined at the \$15,000 level: Air Products & Chemicals, Henkel Chemical Management, and PPG Industries.
- Two CMS providers joined at the \$5,000 level: AVChem and Interface Chemical Management
- Four customers joined: Delta Air Lines, DaimlerChrysler, General Motors, and Seagate Technology.

## **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, including Seagate Technology, Analog Devices, Stanford Linear Accelerator Center, and Nu-Metal Finishing. Case studies were updated and developed for Delta Air Lines, DaimlerChrysler, and Motorola.

## **4. Presentations to Member Companies**

No members requested this service in 2002.

## **5. Convene Three Workshops**

*Chemical Management Services: Update from the Field*  
*Sunnyvale, CA – March 12, 2002*

Chemical Strategies Partnership (CSP), the Silicon Valley Manufacturing Group (SVMG), and the Santa Clara County Pollution Prevention Program (SCCP3) hosted a CMS Workshop on March 12, 2002 at Philips Electronics' facility in Sunnyvale, CA. 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 Silicon Valley Pilot Program. A total of 46 people from 28 different organizations attended this workshop, which featured case study presentations from the four participants in the Silicon Valley Pilot Program: Analog Devices, Seagate Technology, Stanford Linear Accelerator Center, and Nu-Metal Finishing. United Technologies Corporation also gave a presentation detailing their efforts to implement a global CMS program.

*Chemical Management Services: Greening and Optimizing the Chemical Supply Chain in Asia*

*Singapore – July 30, 2002*

Chemical Strategies Partnership (CSP) and the CMS Forum worked in partnership with the Singapore Confederation of Industries (SCI), Singapore National Environment Agency (NEA), Singapore Ministry of Manpower (MOM), and the U.S. – Asia Environmental Partnership to host a workshop to introduce the CMS model to companies in Singapore and the region. A total of 82 people from 41 different organizations attended this workshop, which featured case study presentations from Seagate Technology, Wacker Siltronic Singapore, Air Products & Chemicals, and Rockwood Electronic Materials. The workshop also included presentations from CSP and the Singapore Economic Development Board (EDB) as well as a panel discussion with key CMS providers, SCI, and EDB.

*6<sup>th</sup> Annual CSP Workshop: Lessons, Innovations, and Future Directions for CMS*

*Chicago, IL – October 24, 2002*

CSP's largest workshop of the year was jointly sponsored by CSP, CMS Forum, Illinois Waste Management and Research Center, and the Illinois Department of Commerce and Community Affairs. A total of 83 people representing 48 different companies attended. The day was highlighted by case study presentations from General Motors, Harley-Davidson, Philips Electronics, and Delta Air Lines, and afternoon breakout sessions on small and medium-sized enterprises, information technology, and selling and re-selling CMS internally.

## **7. Additional Activities**

The CMS Forum was able to leverage CSP activity to achieve some of the CMS Forum goals through 1) an initiative to introduce CMS to universities, 2) an initiative to introduce CMS to the pulp and paper industry, and 3) two initiatives to introduce CMS to Singapore and Korea.

### ***1. Educational Institutions Initiative***

The goal of this project is to explore the viability of the CMS model for the educational and research institution setting (based on criteria such as cost and effectiveness). To accomplish this, the project has two main components:

- Case studies: Two educational institutions (i.e., universities) will be selected based on their leadership in approaching chemical management. These case studies will be used to illustrate current examples of “best practice” in chemical management.
- Pilot program: Subsequently, an educational institution will be recruited to participate in a pilot CMS program. The pilot will explore whether a CMS program could more cost

effectively facilitate chemical management, including the reduction and elimination of mercury, in an educational setting.

CSP will provide significant support to the institution to assess their baseline chemical management costs, evaluate their needs, and assist in writing an RFP (request for proposals) to distribute to their current vendors and other potential CMS providers.

### ***2. Pulp and Paper Industry Initiative***

In 2002, CSP conducted extensive interviews, took facility tours, and performed research to learn whether the CMS model could be a viable option for the pulp and paper industry. Although CSP had difficulty securing pilot facility in which to test the model, the work done thus far has gone a long way to educate CSP about the industry. A case study of a pulp and paper facility is forthcoming in 2003.

### ***3. Singapore and Korea Initiative***

CSP staff recently visited both Korea and Singapore in an effort to expand CMS activities to the SE Asia region. CSP was invited to Korea by the U.S. State Department and met with representatives from Keimyung University's Nakdonggang Environmental Research Institute (NERI) as well as other local stakeholders to discuss specific opportunities for a CMS initiative in Korea. In addition, CSP held a workshop in Singapore and then met with several stakeholders from industry and government to explore the possibility of a CMS project in Singapore. Proposals are outstanding to governments in both countries to create a CMS pilot program.