

## CMS FORUM ACHIEVEMENTS 2005

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A set of priority activities for CSP and the CMS Forum was agreed upon by the Executive Committee in December 2004. A summary of achievements is outlined in the table below with a full description of achievements following the table.

PRIORITY ACTIVITIES	COMPLETED
<b>A. Communications</b>	
1. Workshops <ul style="list-style-type: none"> <li>• Host CMS Forum Annual Workshop</li> <li>• Participate in international workshops</li> </ul>	<ul style="list-style-type: none"> <li>• CMS Forum Workshop held in October</li> <li>• Presented at Singapore Supply Chain Conference</li> </ul>
2. Continue targeted placement of articles and present at key conferences <ul style="list-style-type: none"> <li>• Implement Communications Plan</li> <li>• Leverage CSP outreach activities in Europe and Asia</li> </ul>	<ul style="list-style-type: none"> <li>• Several articles published about CMS</li> <li>• Presented at several conferences</li> </ul>
3. Produce and distribute four CMS Insider newsletters	<ul style="list-style-type: none"> <li>• Completed</li> </ul>
4. Promote the CSP Manual, Industry Report and continue to upgrade website <ul style="list-style-type: none"> <li>• Conduct update survey to 2004 Industry Report</li> <li>• Review website and improve based on Forum feedback</li> </ul>	<ul style="list-style-type: none"> <li>• Completed</li> </ul>
<b>B. Program Administration/Operations</b>	<ul style="list-style-type: none"> <li>• Ongoing</li> </ul>
1. Respond to general information inquiries	
2. Grow the membership base by recruiting new members	<ul style="list-style-type: none"> <li>• One new member: Chemical Safety Corporation</li> </ul>
3. Coordinate Exec. Cmte calls	<ul style="list-style-type: none"> <li>• Ongoing</li> </ul>
4. Develop a 2006-2008 Strategic Plan	<ul style="list-style-type: none"> <li>• In progress</li> </ul>
<b>C. Case Studies</b>	
1. Gather and write new case studies	<ul style="list-style-type: none"> <li>• Updated Raytheon case study, UC Merced Chemical Management Strategic Plan</li> </ul>
2. Promote case studies through articles, internet mailings, and on our website	<ul style="list-style-type: none"> <li>• Ongoing</li> </ul>

## **A. Communications**

### **1. Workshops**

#### ***9<sup>th</sup> Annual CMS Workshop: The Expansion and Evolution of the CMS Model***

*San Francisco, CA – October 19-21, 2005*

Held at the Grand Hyatt Hotel, this year's workshop attracted 108 participants. Attendees heard presentations from many different perspectives on CMS from different stages of the implementation process. The supplier session included presentations and discussion on adding value through improved coordination of Tier II suppliers, REACH and Green Chemistry. The case studies focused on the CMS program at Seagate Technology and involving minority-owned businesses in the supply base. The roundtable discussion focused on key issues in negotiating a CMS contract. The breakout sessions covered getting started with a CMS program, establishing the total cost of ownership, driving innovation in CMS contracts, collecting and using metrics, the power of information, and CMS in research and school settings.

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

Published or contributed to the following articles about CMS:

- Johnson, Lauren and Jill Kauffman Johnson. "Chemical Management Services: Innovation in the Chemical Supply Chain." *ISM eDigest: Chemicals Electronic Newsletter*: October 2005.
- Kauffman Johnson, Jill and Jeff Cole. "Chemical Management Services: Re-designing the Chemical Supply Chain." *The Supply Chain Connection*: Spring 2005.
- Kauffman Johnson, Jill. "Saving Millions on Chemical Management." *TCM Today*: March 2005.

Presented at the following conferences (CSP Staff and/or CMS Forum Members):

- 11<sup>th</sup> Annual PIBA Conference in Foster City, CA: March 3, 2005
- Asia Business Forum in Singapore: April 1, 2005
- CMS Workshop in San Francisco, CA: October 19-21, 2005
- Net Impact 2005 Conference in Stanford, CA: November 10-13, 2005

### **3. Produce and distribute four CMS Insider newsletters**

The quarterly newsletter is distributed via e-mail to nearly 1,000 subscribers.

### **4. Promote the CSP Manual, Industry Report, and continue to upgrade website**

In 2004, CSP published the *Chemical Management Services Industry Report 2004*. The 2004 report followed up a previous report published in 2000 providing an overview of the Chemical Management Services (CMS) industry's structure, conduct, and performance. Due to the rapidly growing CMS industry, an annual update series was launched in 2005 to track the changing dynamics of the industry. The results of the 2005 Industry Report Update were presented at the CMS Workshop in October 2005. An on-line version of the report will be available February 2006.

The CSP and CMS Forum websites continue to see a large volume of traffic, with many of the reports and case studies being downloaded.

### **C. Case Studies**

Two case studies were published in 2005: UC Merced Chemical Management Strategic Plan and an updated, expanded Raytheon Company case study.

### **D. 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 K-12 schools, 2) an initiative to introduce CMS to the forest products industry, 3) an initiative to introduce CMS to the U.S. Air Force; and 4) an international initiative to introduce CMS to the United Kingdom.

#### ***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). CSP continues to promote CMS in the university sector and in 2005, launched a pilot with a K-12 school district.

CSP teamed with General Motors and the Lansing Public School District to introduce CMS and Resource Management (RM) as a combined strategy to improve chemical and waste management in K-12 schools. Funding was provided by the U.S. Environmental Protection Agency, through a Resource Conservation Challenge grant. The purpose of the pilot program is to test whether a CMS and RM approach can achieve viable solutions that will enable K-12 schools to go beyond compliance and experience benefits from reduced chemical use (through improved procurement practices, better information, and better management), reduced waste generation, and enhanced recycling. CSP conducted a baseline assessment and assisted Lansing in developing its CMS/RM Request for Proposals. The Lansing School District is currently reviewing bids and is expecting to award a contract in early 2006.

#### ***2. Forest Products Industry Initiative***

CSP began a pilot project with Weyerhaeuser in early 2005 with six facilities in the Portland area. Results from the baseline analysis were presented to top management and there was interest in pursuing a CMS program. CSP will work with Weyerhaeuser in 2006 to develop and test a CMS program.

#### ***3. Air Force Initiative with the Defense Logistics Agency***

With support from the Heinz Endowments, CSP launched an evaluation project for the Defense Logistics Agency (DLA), the supply logistics agency of the U.S. Department of Defense (DoD). DLA provides worldwide logistics support for all branches of Military service, as well as some civilian agencies. At this early stage of the project, CSP will evaluate the feasibility of CMS at a pilot location, Tinker Air Force Base, Oklahoma City, OK, with a future vision toward broader applicability within DoD.

#### ***4. UK Initiative - Yorkshire Forward***

##### *International*

CSP is conducting a pilot program under a two-year contract with the Regional Development Agency, Yorkshire Forward, to introduce and test the CMS concept in the United Kingdom. CSP is working with Thames Water Company and Ciba Chemical to evaluate the opportunity to reduce chemical use and operating costs at their Swindon water treatment facility. A CMS program is expected to launch in February 2006.