

CMS FORUM ACHIEVEMENTS 2006

A set of priority activities for CSP and the CMS Forum was agreed upon by the Executive Committee in January 2006. A summary of achievements is outlined in the table below with a full description of achievements following the table.

PRIORITY ACTIVITIES	COMPLETED
A. Communications	
1. Workshops <ul style="list-style-type: none"> • Host CMS Forum Annual Workshop • Participate in international workshops; co-host UK Workshop 	<ul style="list-style-type: none"> • CMS Forum Workshop held in October • Presented at International Conference on Eco-Industrial Parks in South Korea; co-hosted UK Workshop
2. Continue targeted placement of articles and present at key conferences <ul style="list-style-type: none"> • Update Communications Plan • Leverage CSP outreach activities in Europe and Asia • Present at 3-5 conferences; publish 3-5 articles 	<ul style="list-style-type: none"> • In progress • Fostered collaboration with Yorkshire Chemical Focus in the UK; conducted a study on CMS in Japanese markets • Presented at several conferences
3. Produce and distribute four CMS Insider newsletters	<ul style="list-style-type: none"> • Completed
4. Promote the CSP Manual, Industry Report and continue to upgrade website <ul style="list-style-type: none"> • Conduct a second update survey to 2004 Industry Report • Improve CSP and CMS Forum websites 	<ul style="list-style-type: none"> • Created an online version of the Industry Report Update 2005; not sufficient quality data to conduct a 2006 Update • New website in progress
B. Program Administration/Operations	
1. Respond to general information inquiries	<ul style="list-style-type: none"> • Ongoing
2. Grow the membership base and revenue by recruiting new members	<ul style="list-style-type: none"> • Recruited 4 new members: Rinchem, SAIC, EPCglobal, and Boeing
3. Coordinate Exec. Cmte calls	<ul style="list-style-type: none"> • Ongoing
4. Develop a 2006-2008 Strategic Plan	<ul style="list-style-type: none"> • In progress
C. Case Studies	
1. Gather and write at least five new case studies representing a variety of different industries and CMS models	<ul style="list-style-type: none"> • Completed Lansing School District Case Study and Lansing School District Strategic Plan • Completed detailed Raytheon Case Study
2. Promote case studies through articles, internet mailings, and on our website	<ul style="list-style-type: none"> • Ongoing

A. Communications

1. Workshops

10th Annual CMS Workshop: CMS: A Decade of Results, a Future of Opportunities *San Francisco, CA – October 25-27, 2006*

Held at the Hilton San Francisco Financial District, this year's workshop attracted 122 participants. Attendees heard presentations from many different perspectives on CMS from different stages of the implementation process. The technology session evaluated RFID application in chemical inventory tracking. The keynote session focused on green chemistry and its application to CMS. The case study described CMS success at Bell Helicopter. The plenary session focused on navigating change and change management in a corporate setting. The breakout sessions covered getting started with a CMS program, measuring performance, CMS in government sectors, rolling out an international CMS program, CMS in new sectors, CMS and lean manufacturing, and emerging international issues. The Workshop also offered industry-specific roundtable meetings for participants to meet with colleagues and have an open conversation. The final roundtable session provided an opportunity for attendees to discuss the implications of the European Union's recent REACH legislation.

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

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

- IAQ Tools for Schools National Symposium in Washington, DC: January 12-14, 2006
- AF&PA Chemical Product Stewardship Meeting in Washington, DC: March 7, 2006
- Pacific Industrial Business Association Conference in Union City, CA: March 9, 2006
- Environmental Sustainability Panel at Harvard Business School: April 12, 2006
- Adding Value with CMS Workshop in Bradford, UK: April 26, 2006
- AIHA Conference in Chicago, IL: May 17, 2006
- CSHEMA Conference in Anaheim, CA: July 15-19, 2006
- International Conference on Eco-Industrial Parks in Seoul, South Korea: July 13, 2006
- 10th Annual CMS Workshop in San Francisco, CA: October 25-27, 2006
- 14th Annual Region 9 Tribal / EPA Conference in San Francisco, CA: November 3, 2006

3. Produce and distribute four CMS Insider newsletters

The quarterly newsletter was distributed via e-mail to 1,062 subscribers.

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

In 2005, CSP launched an annual update series to the *Chemical Management Services Industry Report 2004* to track the changing dynamics of the industry. The results of the 2005 Industry Report Update were posted online in February 2006. CSP decided not to publish a 2006 Industry Report Update due to the lack of quality of data received. Based on feedback from the CMS Forum, CSP will publish a full 2007 CMS Industry Report, contingent upon the results of a questionnaire asking whether the CMS community is able to provide specific information for this industry report.

The CSP and CMS Forum websites continue to see a large volume of traffic, with many reports and case studies being downloaded, and manuals being ordered. CSP is currently working with a graphics design firm to enhance, update, and improve user-friendliness of its website.

C. Case Studies

Two new case studies were published in 2006: Lansing School District Case Study and the Lansing School District Strategic Plan. In addition, CSP published a detailed case study of Raytheon's CMS program to supplement the shorter version previously published.

D. Additional Activities

The CMS Forum continued to leverage CSP activity to achieve some of the CMS Forum goals through 1) an initiative to expand CMS in K-12 schools, 2) an initiative to introduce CMS to the forest products industry, 3) an initiative to introduce CMS to the Department of Defense; and 4) an initiative to introduce CMS internationally, specifically in the United Kingdom and Japan.

1. Educational Institutions Initiative

CSP continues to promote CMS in the educational and research institution setting, including the university sector and K-12 school districts.

In 2005, 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. In 2006 Lansing School District successfully awarded a Chemical and Resource Management contract to Chemico Systems to provide chemicals and services.

CSP anticipates engaging in additional projects with K-12 schools in 2007.

2. Forest Products Industry Initiative

CSP began a pilot project with Weyerhaeuser in early 2005 with six facilities in the Portland area. CSP continued to work with Weyerhaeuser in 2006 to develop and test a CMS program.

3. Pharmaceutical and Biotech Industry Initiative

CSP began an initiative to test CMS in the pharmaceutical and biotech sectors. CSP conducted a series of informal interviews with CMS providers and representatives from the pharmaceutical and biotech sectors to investigate whether these sectors could benefit from the CMS model. After evaluating the pharmaceutical and biotech industries based on a number of economic, environmental and organizational criteria, CSP believes that these industries are in a strong position to utilize the model, particularly in their research operations. CSP published its findings in a white paper entitled "A promising future for CMS in the pharmaceutical sector."

In addition, in 2006 CSP worked with a biotech firm to evaluate the opportunity for CMS at its campus. With CSP's assistance, this biotech firm became the first in its sector to award a full CMS contract.

4. CMS Initiative with the Department of Defense

CSP launched an evaluation project in 2005 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, and Defense Supply Center Richmond (DSCR) supports chemical purchasing and logistics for the DoD.

DSCR has announced that it intends to award a performance-based contract for Chemical Management Services (CMS) at the retail level. The goals of this CMS program go beyond invoicing and delivering product to the customer; they emphasize the optimization of processes, the continual reduction of chemical lifecycle costs, and the reduction of risks and impacts to employees and the environment.

5. International Initiatives

CMS in the Japanese Market

On behalf of the Institute for Global Environmental Strategies (IGES), an environmental research institute established by the Japanese government, CSP investigated CMS opportunities in Japanese markets. CSP interviewed CMS Providers and Japanese firms on chemical management strategies and systems at Japanese electronics and automotive companies. CSP completed its study in spring 2006. IGES plans to publish the report in early 2007.

Yorkshire Forward - UK

CSP conducted a pilot program under a two-year contract with a UK 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. In the spring of 2006, CSP co-facilitated a seminar in Bradford, UK to discuss the results of this pilot study.

CSP is developing a program with the Yorkshire Chemical Focus, a new nonprofit group established by Yorkshire Forward, to further promote CMS in chemical-using industries in the Yorkshire region.