

## CMS FORUM ACHIEVEMENTS 2007

A set of priority activities for the CMS Forum was agreed upon by the Executive Committee in January 2007. 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>	
<b>1. Workshops &amp; Trainings</b> <ul style="list-style-type: none"> <li>• Host CMS Forum Annual Workshop</li> <li>• Participate in international workshops</li> <li>• Develop and execute pilot CMS Training program</li> </ul>	<ul style="list-style-type: none"> <li>• Increased Workshop attendance by 5%</li> <li>• CMS Forum Training Committee established; began developing training format</li> </ul>
<b>2. Articles &amp; Conferences</b> <ul style="list-style-type: none"> <li>• Update Communications Plan</li> <li>• Leverage CSP outreach activities in Europe</li> <li>• Present at 3-5 conferences; publish 1-2 articles</li> </ul>	<ul style="list-style-type: none"> <li>• Updated Communications Plan (see attached)</li> <li>• Formed strategic partnership with Yorkshire Chemical Focus</li> <li>• Presented at two conferences; published one article and two white papers</li> </ul>
<b>3. CMS Insider Newsletter</b> <ul style="list-style-type: none"> <li>• Produce and distribute four CMS Insider newsletters</li> <li>• Include quarterly updates on REACH and Green Chemistry</li> </ul>	<ul style="list-style-type: none"> <li>• Newsletter produced and distributed quarterly</li> <li>• REACH developments and Green Chemistry activity tracked and reported</li> </ul>
<b>4. Website, Manual, and Industry Report</b> <ul style="list-style-type: none"> <li>• Conduct pre-survey and publish 2007 Industry Report</li> <li>• Improve CSP and CMS Forum Websites</li> </ul>	<ul style="list-style-type: none"> <li>• Conducted Industry Report pre-survey to determine if enough data will be available; investigated third party researchers</li> <li>• New CSP website launched</li> <li>• Published draft Chemical and Waste Management Services Manual for K-12 Schools</li> </ul>
<b>5. Networking Calls</b> <ul style="list-style-type: none"> <li>• Coordinate CMS aerospace benchmarking calls</li> <li>• Coordinate CMS Forum peer networking calls</li> </ul>	<ul style="list-style-type: none"> <li>• Four aerospace benchmarking calls held on a variety of topics</li> <li>• Facilitated an RFID informational call</li> <li>• 1-3 CMS Forum calls coordinated for each of the four subcommittees</li> </ul>
<b>B. Program Administration/Operations</b>	
<ul style="list-style-type: none"> <li>• Respond to general information inquiries</li> <li>• Grow the membership base and revenue by recruiting new members</li> <li>• Coordinate Executive Committee calls</li> <li>• Update CMS Forum Strategic Plan</li> </ul>	<ul style="list-style-type: none"> <li>• Provided timely, high-quality information to the public</li> <li>• Recruited 3 suppliers (Airgas, Quaker, Coolant Control), 1 customer (Lockheed Martin), and 1 stakeholder (Ithaca College)</li> <li>• Continued governance and oversight</li> </ul>

PRIORITY ACTIVITIES	COMPLETED
<b>C. Case Studies</b>	
<ul style="list-style-type: none"> <li>• Gather and write new case studies representing a variety of different industries and CMS models</li> <li>• Promote case studies through articles, website, and internet mailings</li> </ul>	<ul style="list-style-type: none"> <li>• Completed Cummins / BP Castrol case study</li> <li>• Seagate case study promoted in an article; Cummins /BP Castrol case study promoted on CSP website and in <i>CMS Insider</i> newsletter</li> </ul>

## Communications

### 1. Workshops & Trainings

#### *11<sup>th</sup> Annual CMS Workshop: Supply Chain Innovation in Fluctuating Markets*

*San Francisco, CA – October 23-25, 2007*

Held at the Kabuki Hotel in San Francisco's Japantown, this year's workshop attracted 130 participants, including 38 customers from 18 companies (of which, 28 were non-member customers from 11 companies; three of these were new customer companies). Speakers delivered presentations providing diverse perspectives on CMS from different stages of the implementation process. The opening plenary focused on global chemical constraints and opportunities, including commodity price fluctuations and supply limitations. Haas TCM and SAIC also discussed how they partnered strategically to bid on and win the chemical privatization contracts for the DoD. The afternoon plenary introduced the issue of climate change and how it can be addressed through chemical management, giving examples from case studies including Raytheon and Ford. Twelve breakout sessions were held as well as industry-specific roundtable meetings for participants to meet with colleagues and have an open conversation.

In addition, a CMS Forum Training committee was established to begin developing the format for a "certificate" program to be launched as a pilot next spring.

### 2. Articles & Conferences

CSP published an article in *Printed Circuit Design and Manufacturing* entitled "Transforming the Chemical Supply Chain". In addition, CSP wrote two white papers: "Greener Chemical Purchasing: the Next Frontier" and "Applying RFID to chemical tracking: managing freezer items".

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

- EPCglobal International Chemical Industry Summit in Brussels, Belgium: Jan. 18-19, 2007
- 17th Annual Cleaner, Sustainable Industrial Materials & Process Workshop in Monterey, CA: February 20-23, 2007
- LogiChem 2007 in Scottsdale, AZ: September 24-27, 2007
- 11<sup>th</sup> Annual CMS Workshop in San Francisco, CA: October 23-25, 2007

### 3. CMS Insider Newsletter

The *CMS Insider* newsletter was distributed quarterly via e-mail to 1,060 subscribers. CSP received an increased amount of positive feedback about the newsletter this year, as its quality continues to improve, highlighting key topics and current trends.

#### **4. Website, Manual, and 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 worked with a graphics design firm to enhance, update, and improve user-friendliness of its website. CSP's website received 53,111 hits in 2007, with a daily average of 147. The CMS Forum website received 41,289 hits with a daily average of 114.

With support from the US EPA, CSP developed a new draft manual, "Improving Chemical and Waste Management: A Guide for K-12 School Districts". The manual provides step-by-step instructions to assist schools in evaluating their current chemical and waste management and developing a Chemical and Waste Management Services (CWMS) program. The draft manual is currently available online and is free to the public.

CSP conducted an Industry Report pre-survey to determine if enough data will be available to publish a 2008 CMS Industry Report. Results are currently being collected and tallied. In addition, CSP investigated third party independent research organizations and consultants to determine the appropriate author for such a report. Based on results of the pre-survey and potential authors available, the CMS Forum will decide whether to sponsor a 2008 CMS Industry Report.

#### **5. Networking Calls**

CSP coordinated four aerospace benchmarking calls throughout the year to foster networking and share best practices among the CMS aerospace community. Such call topics included developing the business case for CMS, process efficiency improvements, IT systems, and using metrics and tracking performance. In addition, CSP coordinated a CMS Forum call to educate members on the latest in RFID technology and learn about a particular freezer RFID technology that was recently developed.

To allow greater engagement and networking of CMS Forum members, the CMS Forum established four subcommittees: 1) Workshop, 2) Training/Education, 3) Case Study, and 4) Industry Report/Data. Each subcommittee participated in two to three calls throughout the year to discuss their individual topics and make decisions.

#### **Case Studies**

One new case study was published in 2007: Cummins, Inc. - Engine Plant, Jamestown, New York with Castrol/BP. The two-page case study summary was highlighted in the winter *CMS Insider* newsletter and is published on CSP's website. In addition, CSP is seeking publication in industry journals/magazines to promote the case study and concept of CMS.

#### **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) providing assistance to the Department of Defense in its CMS efforts, 3) an initiative to introduce CMS internationally, specifically to Korea and the United Kingdom, and 4) the development of a CMS course at Ithaca College.

#### **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 2006, CSP received an EPA Resource Conservation

Challenge grant to expand its work with K-12 schools and test CMS with a tribal community. Under this grant, CSP developed a new draft manual, "Improving Chemical and Waste Management: A Guide for K-12 School Districts". The manual provides step-by-step instructions to help schools evaluate their current chemical and waste management activities and develop a Chemical and Waste Management Services (CWMS) program. CSP continues to seek a large urban school district and tribal community to participate in a CWMS pilot program.

## **2. CMS Initiative with the Department of Defense**

CSP is assisting a CMS evaluation project for the Defense Logistics Agency (DLA), the supply logistics agency of the U.S. Department of Defense. DLA provides worldwide logistics support for all branches of Military service, as well as some civilian agencies. In December of this year, DLA released a solicitation for a CMS program at Tinker Air Force Base.

## **3. International Initiatives**

### *CMS in Japan*

A review draft became public this year of CSP's study investigating CMS in the North American operations of Japanese companies to assess the feasibility of introducing the CMS model in Japan. This study, based on research conducted by CSP in 2006, involved interviews with nine CMS Providers and three U.S.-based managers of Japanese automotive and electronics firms. The purpose was to investigate current CMS programs in Japanese companies' North American operations and compare them to CMS programs at U.S. companies. CSP also explored cultural, economic and regulatory barriers to expanding the CMS model in Japanese companies and markets.

### *CMS in Korea*

In early September, CMS Forum members hosted a delegation from Korea that toured facilities and learned more about how CMS is implemented in the US. The Korean Ministry of Environment is interested in developing and promoting CMS in Korea. A consortium of consulting firms and the Korea Chemicals Management Association have been funded by the Government as part of "Eco-Technopia 21", a 10 year program (2001 - 2010) administered by the Korean Ministry of Environment. The scope of this three year CMS effort covers the development of a database (laws, regulation, chemical information, etc), management software (system), a lifecycle tracking system, and pilot program implementation.

### *Yorkshire Forward - UK*

CSP is launching a program with Yorkshire Chemical Focus, a new nonprofit group established by a Yorkshire economic development agency, to promote CMS in the Yorkshire region.

## **4. CMS Course at Ithaca College**

CSP assisted Ithaca College in developing the case and outline for a new course on Supply Chain Sustainability with a focus on CMS. The course will launch in Spring 2008 and will integrate business theory with hands-on project work. The course will be taught by Joseph R. Sprangel, who has thirty years of experience in industry, including plant management, systems operations, lean manufacturing, and process improvements. In addition, experts from the field of CMS will be invited to deliver guest lectures.

Joe Sprangel is also assisting CSP and the CMS Forum in developing a "CMS Certificate" program to offer training and education to new CMS professionals. A pilot of this training program is scheduled to launch in the late spring of 2008.