

## News Release

### **Chemical Strategies Partnership Workshop presents successful supply chain strategy that cuts chemical use and cost**

*Major automaker cuts chemical use an average of 30% through innovative chemical supplier partnerships*

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**San Francisco** – General Motors, Caterpillar, Inc. and Raytheon Company will share experiences of how they aggressively reduced their chemical use and costs by tapping their supply chain at a workshop on June 7 near Chicago, Illinois. The workshop will educate manufacturers about this new supply chain solution - chemical management services (CMS). The non-profit, Chemical Strategies Partnership, is hosting the workshop to present case studies and tools for implementing successful CMS programs at facilities.

CMS is a new twist in supply chain management. With CMS, chemical suppliers no longer make their profits by selling more chemicals, but rather by providing superior services. A CMS customer engages in a strategic partnership with a chemical service provider who performs some or all of the chemical management for a facility. "Manufacturers who are interested in streamlining their chemical supply chain while improving environmental performance should not pass up this opportunity," says Jill Kauffman Johnson, Executive Director of the Chemical Strategies Partnership (CSP). "Many companies who have adopted CMS report cutting their chemical use and costs dramatically. When General Motors implements a CMS program at a facility, their chemical use is often reduced by as much as 30% and their costs drop along the entire chemical lifecycle."

The June 7 workshop will address managers from a variety of industries, including automotive, aerospace, electronics, and metalworking. "All chemical users – those with low diversity/high volume, or high diversity/low volume – require a better understanding of the total cost to manage chemicals," says CSP's Deputy Director, Tom Votta. "In our research, we have seen companies pay up to \$10 to manage chemicals for every \$1 of chemical purchased. When managers appreciate the hidden cost of chemical use -- inventory, liability, waste, tracking, disposal -- they see how CMS can benefit them. We aim to help companies get a handle on these costs and provide the tools to help managers develop a CMS program."

The workshop, Chemical Management Services: A Strategic Alliance to Optimize the Enterprise, is sponsored by the Chemical Strategies Partnership and the CMS Forum. It will feature speakers from General Motors, Caterpillar, Inc., and Raytheon Company who will discuss the results of their CMS programs. Manufacturers who attend will receive the Chemical Strategies Partnership's state-of-the-art Manual, *Tools for Optimizing Chemical Management*.

The Chemical Strategies Partnership, based in San Francisco, is a national non-profit that promotes CMS to achieve environmental benefits in manufacturing. To learn more visit [www.chemicalstrategies.org](http://www.chemicalstrategies.org) and [www.CMSforum.org](http://www.CMSforum.org).

**WHAT:** Chemical Management Services Workshop  
**WHERE:** *The Hyatt Regency O'Hare*, 9300 West Bryn Mawr Ave., Rosemont, IL 60018, (847) 696-1234  
**WHEN:** June 7, 2001, 8:30 am - 4:30 pm  
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