

NEWS ALERT – Press Conference Call

BRIGHT LIGHT IN STAGNANT CHEMICAL INDUSTRY

Industry Report finds customers realizing savings through reduced chemical use while suppliers are making more profits

WHAT: Results of the industry-wide study “*Chemical Management Services Industry Report 2004*,” will be discussed by leading chemical management service providers and their customers on a press conference call scheduled for Wednesday, September 15. The report examines an emerging trend in “servicizing” the chemical supply chain where chemical suppliers make more money by selling fewer chemicals to their customers.

Conducted by Chemical Strategies Partnership, a non-profit organization based in San Francisco, California, the study found chemical management services (CMS) to be emerging as a significant trend within the chemical industry. Though profitability in the chemical industry overall continues to drop, profitability in the CMS industry is rising steadily. CMS is a strategic, long-term relationship in which a customer contracts with a service provider to supply and manage chemicals and related services.

CMS customers surveyed for the study, including United Technologies Corporation, General Motors, DaimlerChrysler, Delta Airlines, Seagate Technology, and Boeing, are realizing annual savings ranging from 5 to 25 percent per year and significant environmental benefits from reduced chemical volume and reduced emissions.

WHEN: **Wednesday, September 15, 2004; 1:00 p.m. EST**

Call-in number is: (800) 357-9448

Please RSVP to Michelle Sargent (contact information below) if you will be on the call.

WHO: Jill Kauffman Johnson, Executive Director, Chemical Strategies Partnership
Brian Ross, Commodity Manager, United Technologies Corporation
Pam Drenner, Manager, Environmental Services, Delta Airlines
Thad Fortin, CEO, Haas TCM
Pat Harshall, Director, Optima Solutions, PPG Industries
Leon Richardson, President, Chemico Systems
Dr. Thomas Bierma, Illinois State University

CONTACT: For additional information on the conference call, please contact:
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The full Report and Executive Summary will be available immediately following the press conference call.