

**CMS: SUCCESS IN DRIVING SUSTAINABILITY**

**:: CONFERENCE AGENDA ::**

November 12<sup>th</sup>- 14<sup>th</sup>, 2008

Hilton San Francisco Financial District

SAN FRANCISCO, CA

**:: WEDNESDAY, NOVEMBER 12 :: CMS FORUM MEMBERS AND CUSTOMERS ONLY**

**12:00 PM – 4:30 PM**

**Registration**

**1:00 PM – 3:00 PM**

**CMS Forum Membership Meeting**

CMS Forum Members Only

---- **30 minute Break** ----

**3:30 PM – 4:30 PM**

**CMS 101: An Introduction to CMS**

Jill Kauffman Johnson, Executive Director, Chemical Strategies Partnership  
Mike Knoblock, Manager of Global Environmental Programs, General Motors

*Learn the basics of the CMS business model and industry trends over the past decade.*

**Chemical Industry Trends**

Robert Davenport, Director, SRI Consulting

*A summary of findings from a new report published by SRI Consulting on trends in the chemical industry and how they relate to CMS.*

**4:30 PM – 6:00 PM**

**Cocktail Reception**

**6:30 PM**

**Optional Group Dinner: Chinese Cuisine in Chinatown**

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**:: THURSDAY, NOVEMBER 13 :: ALL ARE WELCOME**

**7:00 AM – 8:00 AM**

**Registration and Continental Breakfast**

**8:00 AM – 8:15 AM**

**Welcome and Introductions**

Jill Kauffman Johnson, Executive Director, CSP

**8:15 AM – 9:00 AM**

**Keynote Presentation – Opportunities in Green Chemistry**

Dr. John Warner, Co-Director, Warner Babcock Institute for Green Chemistry

*Dr. Warner is a leader in developing efficient, environmentally benign, and sustainable chemistries. The plenary will provide insight on opportunities for investment in green chemistry, financial investment in clean technology, and trends in future product development.*

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## :: THURSDAY, NOVEMBER 13 :: CONTINUED

9:00 AM – 10:00 AM

**Plenary 1: Emerging Regulatory Trends**

Petra Schwager, Industrial Development Officer, UNIDO Vienna  
 Jack Luskin, Senior Associate Director, Toxics Use Reduction Institute (TURI)  
 Debbie Raphael, Toxics Reduction Program Manager, City of San Francisco

*Ms. Schwager will discuss major regulatory trends worldwide, including REACH, GHS, and SAICM and the impacts on chemical management systems. Dr. Luskin will give an overview of MA's Toxic Use Reduction Act, and Ms. Raphael will share her perspective on CA's recently adopted green chemistry legislation.*

---- 30 minute Break ----

10:30 AM – 11:45 AM

**Breakout 1A: In-Depth CMS Case Studies: Mature Programs**

Mariam Georganoudakis, SCM Commodity Manager, Raytheon Company  
 Hal Ehrhardt, Safety, Chemical and Environmental Program Manager,  
 Lockheed Martin Corporation  
 Matthew Grieco, Global Supply Chain Management, Lockheed Martin Corporation

*Case studies of two mature CMS programs, drivers for their programs, benefits to date, and continuing challenges and innovations.*

**Breakout 1B: Implementing Process Improvements in a CMS Program**

Joe Sprangel, CMS Program Instructor, Ithaca College  
 Michael Smolen, Senior Operations Manager, Quaker Chemical Corporation

*An in-depth case study of a process efficiency effort at a GM plant that yielded substantial savings. GM worked with its CMS Provider to find and eliminate the source of oil contamination in its welder water system.*

**Breakout 1C: Chemical Management in the Lab Setting**

Donavauhgn Jones, IT Global HSE Business Analyst,  
 Novartis Vaccines and Diagnostics, Inc.  
 Harry Seifert, Director CMS, Chemico Mays, LLC

*Novartis Labs will share the story of its RFID pilot program, results, and lessons learned. Chemico Mays will provide an overview on the drivers, challenges, and opportunities for CMS in a laboratory setting.*

11:45 AM – 12:45 PM

**Lunch**

12:45 PM – 2:00 PM

**Breakout 2A: Rolling out CMS in International Markets**

Scott Little, Global Commodity Manager, United Technologies Corporation  
 Eric Rogers, Area Director, Eastern US/Canada, BP Castrol Industrial  
*UTC will explain how they developed the business case for rolling out their CMS program to international sites and the related cultural, financial, and operational issues. Castrol will participate in a panel discussion with UTC on the opportunities and challenges in international programs.*

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## :: THURSDAY, NOVEMBER 13 :: CONTINUED

**Breakout 2B: Financial Challenges in Acquisitions**

Mike Knoblock, Manager of Global Environmental Programs, General Motors  
 Pamela McDowell, Business Development, Henkel Chemical Management

*GM and Henkel will speak to how they applied indices for chemical pricing in their CMS contracts. They will discuss the challenges with different indices from the customer and supplier perspective.*

**Breakout 2C: Introduction to Climate Change: Understanding Risks and Preparing for the Future**

Michael Mondshine, Vice President of Climate Change Services, SAIC  
 Michael Stucky, Product Manager Optima Solutions, PPG Industries, Inc.

*An overview of emerging federal climate change regulations and what companies can do now to reduce future liabilities. PPG will speak about how they are approaching the climate change challenge and strategies for CMS providers.*

**Breakout 2D: CMS in Practice - Baseline Analysis**

Moderator: Jill Kauffman Johnson, CSP

*This exercise provides the basis for developing a business case for CMS. Participants will work in groups to analyze a company's chemical baseline cost data. They will determine which activities will transition to a CMS program, estimate expected cost savings, and analyze labor implications. This session will be extended by 15 minutes for a brief presentation and discussion of results.*

---- 20 minute Break ----

2:20 PM– 3:30 PM

**Breakout 3A: In-Depth CMS Case Studies: New Sectors**

Art Madson, Procurement Supervisor, PG&E Co., Diablo Canyon Power Plant  
 Cynthia Caldwell, Worker Safety and Health Manager,  
 Pacific Northwest National Laboratory

*Two case studies of CMS programs in newer sectors, drivers for their programs, how they got started, benefits to date, and barriers specific to those sectors.*

**Breakout 3B: International Opportunities for CMS**

Ralph Gerrard, Business Development Manager, Yorkshire Chemical Focus  
 Petra Schwager, Industrial Development Officer, UNIDO Vienna

*Yorkshire Chemical Focus will give an update on efforts to establish a program to promote the CMS model in the UK and share results of a pilot program in a water treatment facility. UNIDO will explain the difference between CMS and Chemical Leasing, provide an overview of sectors and countries in which chemical leasing has been tested, and share success cases and practical implementation of chemical leasing at the plant level.*

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## :: THURSDAY, NOVEMBER 13 :: CONTINUED

**Breakout 3C: New Opportunities for Reducing Toxicity and Costs**

Roshan Fernando, Director of Sales, Dolphin Environment, IHS Dolphin Software  
 Jeremy Johnson, Director, Dolphin Safe Source at IHS Dolphin Software  
 Jack Luskin, Senior Associate Director, TURI

*Dolphin will discuss drivers and tools to reduce the toxicity of indirect products. They will also present several customer case studies. TURI will speak about implementation and efforts by companies to comply with the Toxics Use Reduction Act in Massachusetts.*

**Breakout 3D: CMS in Practice - Baseline Analysis**

Moderator: Jill Kauffman Johnson, Executive Director, CSP

*This exercise provides the basis for developing a business case for CMS. Participants will work in groups to analyze a company's chemical management cost data. They will determine which activities will transition to a CMS program, estimate expected cost savings, and analyze labor implications. This session will be extended by 15 minutes for a brief presentation and discussion of results.*

---- 30 minute Break ----

4:00 PM – 4:45 PM

**Closing Keynote: Sustainability and Brand Management**

Joel Makower, Executive Editor, GreenBiz.com,  
 Author, *Strategies for the Green Economy*

*Joel Makower will share his insights from more than twenty years of tracking the green business scene. He will offer thoughts on how to position your company's products and services in the growing green economy.*

4:45 PM – 5:00 PM

**Closing Perspectives**

5:00 PM – 6:30 PM

**Cocktail Reception**

7:00 PM

**Optional Group Dinner: Italian Cuisine in North Beach**

## :: FRIDAY, NOVEMBER 14 :: CMS FORUM MEMBERS AND CUSTOMERS ONLY

7:30 AM – 8:30 AM

**REACH Roundtable**

Continental Breakfast

William Tarantino, Associate, Morrison & Foerster LLP

*Join us for breakfast and a facilitated discussion on REACH.*

8:45 AM – 10:00 AM

**Industry Roundtable A:** Aerospace / Air Transport / Electronics

**Industry Roundtable B:** Research / Lab / Pharma / Biotech