

# Chemical Management Services Training Program

February 24<sup>th</sup> – 26<sup>th</sup> 2009 ♦ The Lenox, Boston, MA

## DAY 1

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*This training is presented in collaboration with the Massachusetts Toxics Use Reduction Institute (TURI). During **Day 1**, training participants will have the opportunity to network and share best practices with Toxics Use Reduction planners and other TURI affiliates.*

**7:45 AM - 8:45 AM**

**2<sup>nd</sup> Floor Foyer**

### **Registration and Continental Breakfast**

**8:45 AM - 10:00 AM**

**Dome Room (2<sup>nd</sup> Floor)**

### **Course Introduction and CMS 101\***

:: Jill Kauffman Johnson, Executive Director, Chemical Strategies Partnership

:: Jack Luskin, Senior Associate Director, MA Toxics Use Reduction Institute

*Learn about how the CMS business model works and industry trends over the past decade.*

\* OPTIONAL for participants who have already taken this session. It is strongly recommended that all newcomers attend.

**10:30 AM - 11:45 AM**

### **In-depth CMS Case Study: UTC / Pratt & Whitney North Berwick**

:: Peter Demidio, Site Implementation Manager, Pratt & Whitney

:: Dave Garriepy, Chemical Manager, Pratt & Whitney

:: Troy McFarlane, Global Commodity Manager, United Technologies Corporation

:: Lee Sullivan, Account Executive, Haas TCM

*This CMS Customer/ Supplier team will present a case study describing their CMS program: baselining efforts, RFP development, start-up/transition phase, program implementation, challenges experienced, and benefits realized to date.*

**:: Lunch ::**

**Azure Restaurant (1<sup>st</sup> Floor)**

**1:00 PM – 2:00 PM**

### **Baselining / Developing the Business Case**

:: Scott Little, Global Commodity Manager, UTC

:: Jill Kauffman Johnson, Executive Director, Chemical Strategies Partnership

*This presentation will describe methodologies for developing baseline analyses, chemical management process mapping, and data analysis to develop the business case for CMS.*

**2:15 PM - 4:15 PM**

### **Interactive Baselining Exercise**

:: Facilitated by Scott Little, UTC and Jill Kauffman Johnson, CSP

*Participants work in groups to analyze baseline data and develop the business case for a hypothetical CMS program. Instructors will be available to answer questions and provide assistance to students. The class will reconvene to discuss differing assumptions, results, and findings.*

**4:15 PM – 4:45 PM**

### **Day 1 Closing Perspectives**

**4:45 PM – 6:00 PM**

**City Bar (1<sup>st</sup> Floor)**

### **Reception**

**6:30 PM (meet in lobby at 6:15 PM)**

**205 Berkeley Street**

### **Optional Dinner: Fire & Ice Restaurant**

We will meet in the lobby at 6:15 PM and walk four blocks to the restaurant.

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## DAY 2

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**7:30 AM – 8:00AM**  
**Continental Breakfast**

**2<sup>nd</sup> Floor Foyer**

**8:00 AM - 12:15 PM**  
**Raytheon CMS Program Site Tour**

**Meet in Lobby to board shuttle**

*Participants will tour the site of a mature CMS program at Raytheon's Andover manufacturing facility. They will hear perspectives from multiple program stakeholders. We will board the shuttle at 8:00 AM and depart promptly at 8:15 AM.*

**:: Lunch (on your own) ::**

**1:15 PM – 2:15 PM**  
**CMS and Global Regulatory Compliance**

**Heritage Room (2<sup>nd</sup> Floor)**

**:: Joel Tickner, Director and Assistant Professor of Community Health and Sustainability, Lowell Center for Sustainable Production**

*An overview of environmental and chemical regulations as well as emerging trends in international regulations that must be considered.*

**2:30 PM – 4:15 PM**  
**Establishing Metrics & Performance-Based Contracting**

**:: Jill Kauffman Johnson, Executive Director, Chemical Strategies Partnership**

*An overview of CMS program metrics used in various industries and how they are used to measure specific performance goals. Participants will then put this learning to use in an interactive exercise on metrics selection and prioritization. This will be followed by an introduction to performance-based contracting and key issues to consider in scoping a CMS contract.*

**4:30 PM – 5:30 PM**  
**Interactive RFP Scoping Exercise**

**:: Jill Kauffman Johnson, Executive Director, Chemical Strategies Partnership**

*Participants will take part in an RFP scoping exercise to gain a better understanding of the trade-offs associated with including (or excluding) different CMS program elements and chemical materials. Once the exercise is complete, the groups will compare and contrast the logic behind their program scope and performance measures.*

**6:30 PM (meet in lobby at 6:15 PM)**  
**Optional Dinner and Bowling: Kings Lanes**

**50 Dalton Street**

We will meet in the lobby at 6:15 PM and walk four blocks to the restaurant.

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## DAY 3

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**7:30 AM – 8:00 AM**

**Continental Breakfast**

**2<sup>nd</sup> Floor Foyer**

**8:00 AM – 9:00 AM**

**Process Improvement: TUR Case Study**

:: Peter Chandonait, Toxics Use Reduction Planner and Training and Education Specialist, TURI

:: Dave Kiddoo, Global Business Manager for Wire and Cable Insulation and Sheathing Products, AlphaGary Corporation.

*Mr. Chandonait will explain the fundamentals of the TUR planning process as it relates to finding process efficiency improvements. Mr. Kiddoo will present a case study on how AlphaGary used the TUR planning process to find and introduce product substitutions, working in partnership with their customers.*

**Heritage Room (2<sup>nd</sup> Floor)**

**9:00 AM – 10:00 AM**

**Change Management**

:: Jack Luskin, Senior Associate Director, MA Toxics Use Reduction Institute

*This session will explore: understanding culture and change in organizations, facilitating change, building strategic alliances, trust, and effective teams and creating and communicating vision and values.*

**10:15 AM – 11:45 AM**

**Interactive Change Management Exercise**

:: Jack Luskin, Senior Associate Director, MA Toxics Use Reduction Institute

:: Jill Kauffman Johnson, Executive Director, Chemical Strategies Partnership

*Role-playing exercise in implementing a new CMS program. Participants will develop strategies to overcome resistance, encourage engagement, and address associated challenges.*

**11:45AM – 12:15PM**

**Discussion of Change Management Exercise**

:: Jack Luskin, Senior Associate Director, MA Toxics Use Reduction Institute

:: Jill Kauffman Johnson, Executive Director, Chemical Strategies Partnership

*Participants will discuss their experiences during the role-playing exercise.*

**12:15 PM – 12:45 AM**

**Closing Summary and Feedback**