

**YORKSHIRE
CHEMICAL
FOCUS**

your chemical future



Building SME Supplier Networks

Jane Mockford
CEO, Yorkshire Chemical Focus



Supported by



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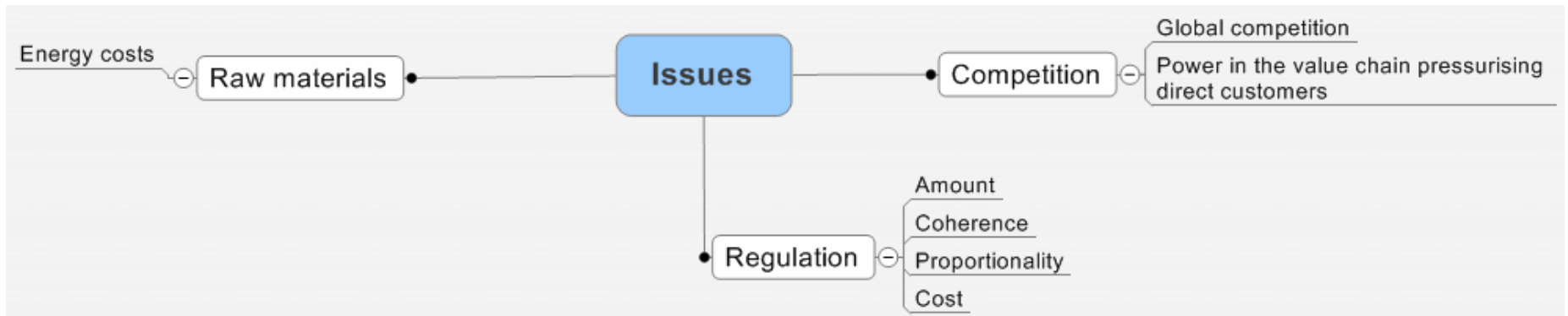
Chemical and Chemistry Using Industries in Yorkshire and The Humber



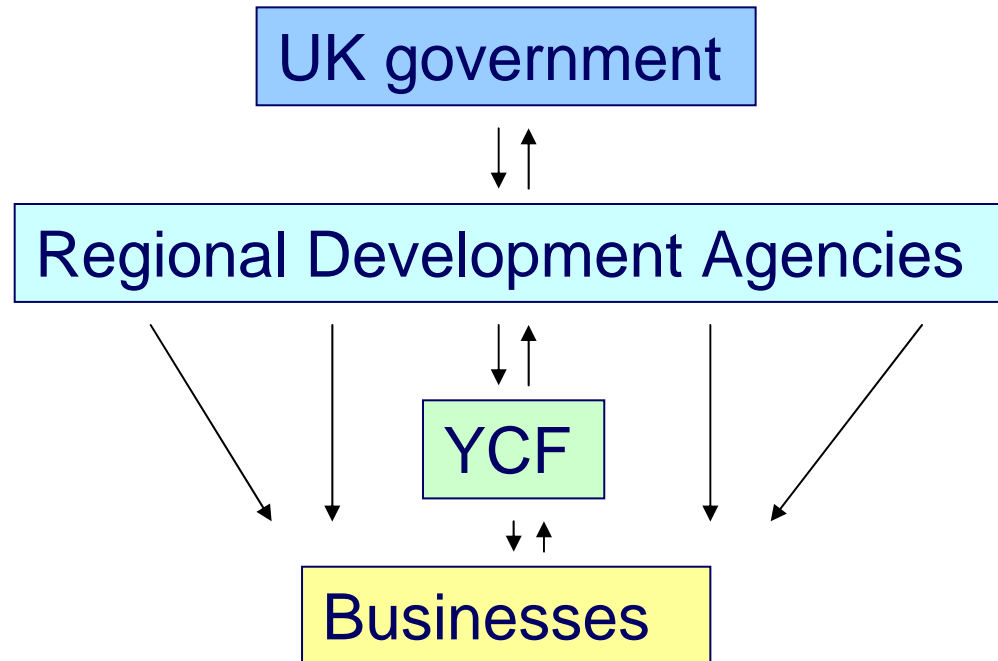
- 10% region's economy
- Turnover \$15 billion
- 450 sites
- 19,000 direct employees
- Majority products exported
- Multi-nationals to start-ups
- Bio-science, pharmaceuticals, agro-chemicals, paints, lubricants, plastics, adhesives & sealants, soaps, detergents and perfumes
- 5 highly rated universities



Issues Facing Our Industry



Intervention



- YCF's aim is to increase competitiveness and sustainability of the industry

Strategic Thrust – New Ways of Doing Business



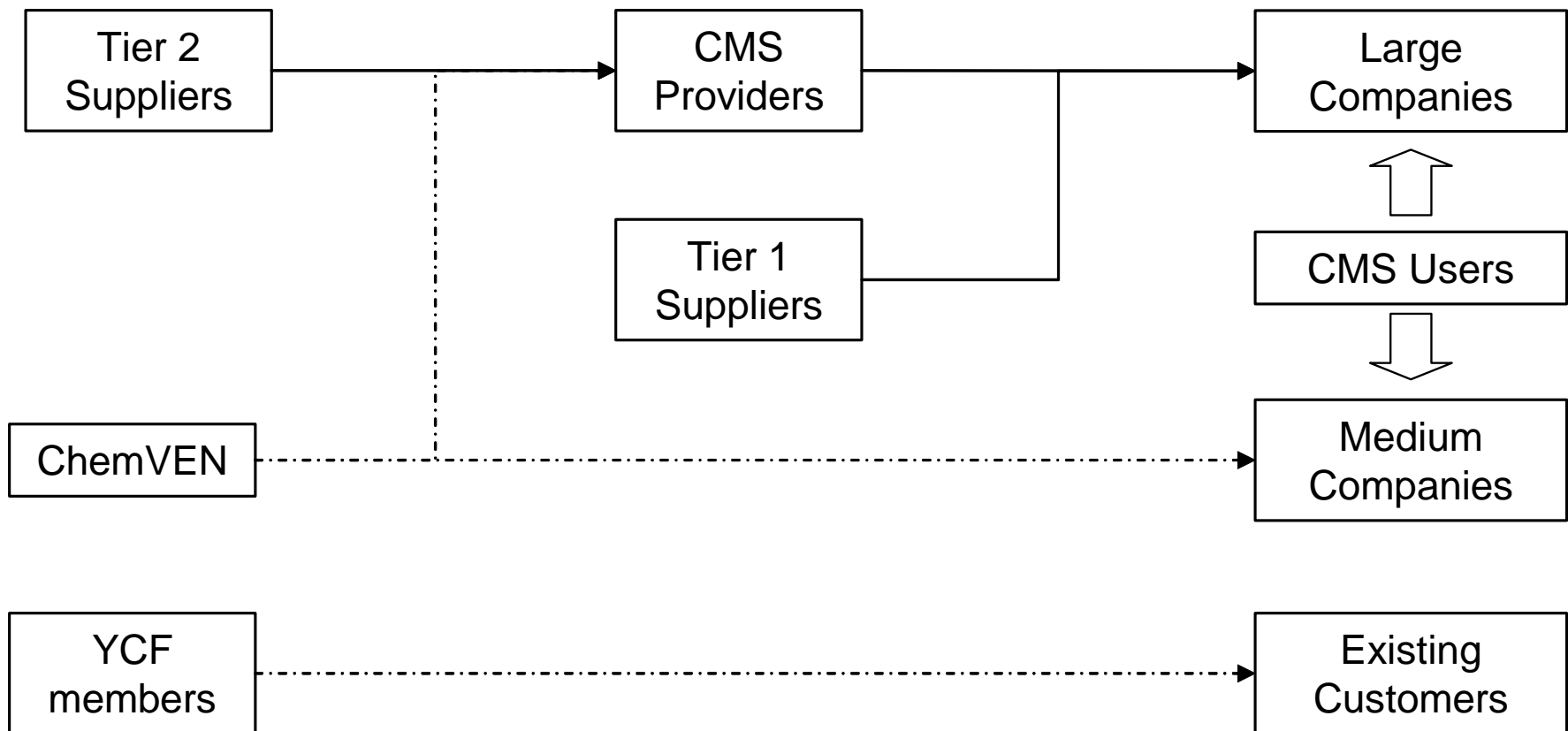
- Chemical Management Services
 - Pilot completed in 2006 in water treatment industry
- VEN
 - Enables a number of companies to act as one company (Virtual Factory) in meeting a customer need
 - Approach includes legal frameworks and open book costing amongst the VF members

CMS and VEN



- ChemVEN pilot
 - VEN processes for the chemicals sector
 - Market opportunities
 - Sectors
 - Types of business
 - CMS
 - REACH

ChemVEN & CMS



ChemVEN and REACH



- Do the VEN approach and systems offer a framework to support companies in REACH implementation?
- SIEFs require
 - Mechanism to share data
 - An agreed modus operandi
 - Legal framework
 - To work together
 - Share costs
 - Settle disputes



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 - Jane Mockford
Yorkshire Chemical Focus Ltd
PO Box A38
Leeds Road
Huddersfield
HD2 1FF
United Kingdom

 - jane@ycf.org.uk, +44 1484 433 217, www.ycf.org.uk