

**YORKSHIRE  
CHEMICAL  
FOCUS**

*your chemical future*



# Emerging International Issues

## *Creative Business Responses*

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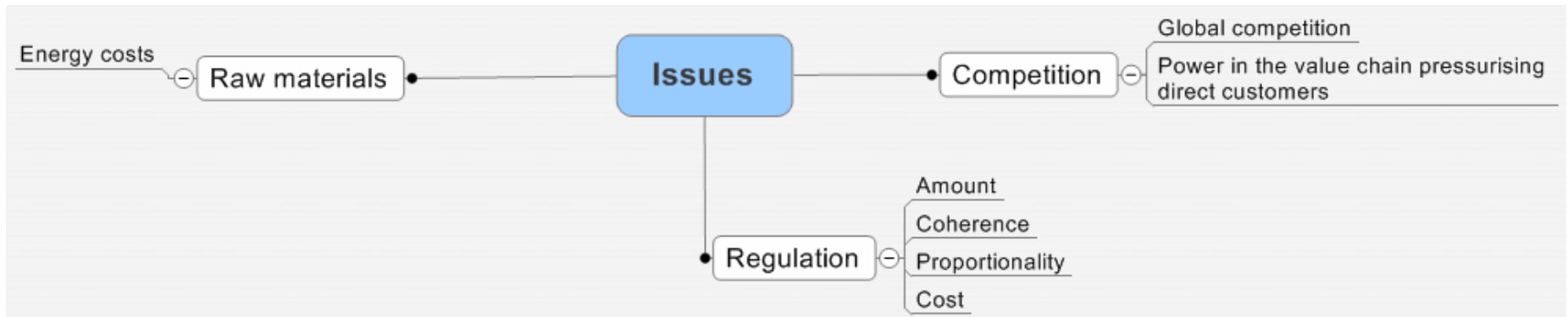
# Chemical and Chemistry Using Industries in Yorkshire and The Humber



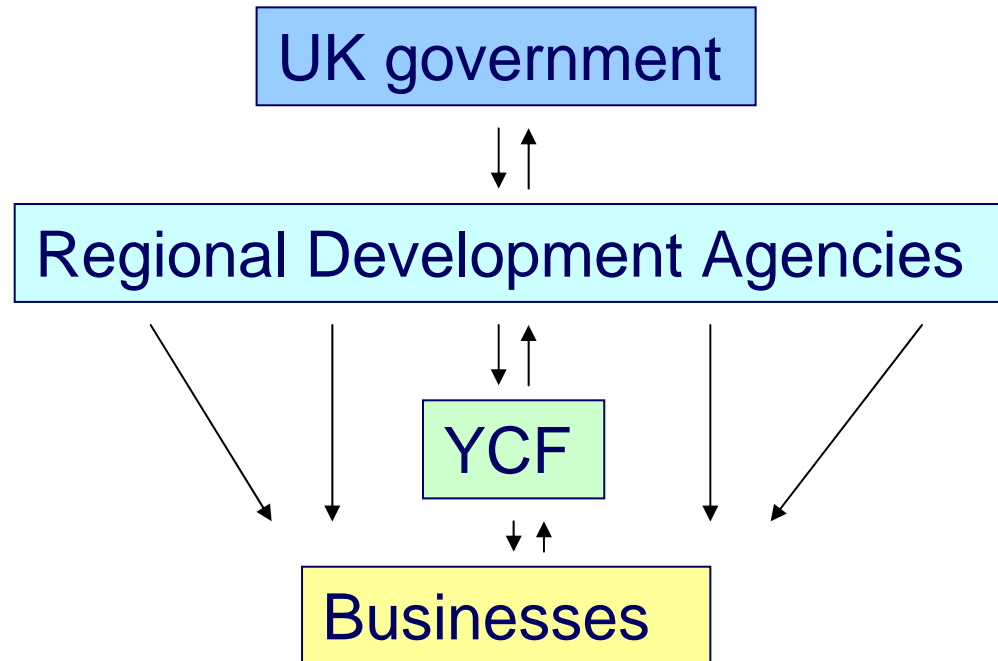
- 10% region's economy
- Turnover \$15 billion
- 450 sites
- 19,000 direct employees
- Majority products exported
- Multi-nationals to start-ups
- Bio-science, pharmaceuticals, agro-chemicals, paints, lubricants, plastics, adhesives & sealants, soaps, detergents and perfumes
- 5 highly rated universities



# Issues facing our industry



# Intervention



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

# Strategic thrust – New Ways of Doing Business

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- Chemical Management Services
  - pilot completed in 2005/6
  - Next stage of implementation
- Virtual Enterprise Networks
  - Implemented in Advanced Engineering & Metals cluster
  - Piloting in chemicals

# CMS Case Study



- Collaboration between Thames Water and Ciba Specialty Chemicals, CSP & Yorkshire Forward
- Project Focus
  - lifecycle costing of flocculants and sludge (current state)
  - new technology and 3 month pilot trials
- Results: >15% reduction in sludge volume
  - cost benefits on transport, sludge processing and application
  - reduce environmental risk and “Cap-X” benefits
  - moved to service/value-based billing
- Next Steps
  - move to more sites (over 300 sewage sites)
  - increase scope beyond this one process
  - successful model for the Yorkshire region



# VEN



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- 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
  - Approach being piloted in selected areas
    - CMS and VF are entirely compatible
    - Technology mapping
    - REACH services



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