

ADDING VALUE WITH CHEMICAL MANAGEMENT SERVICES

Sponsored by Yorkshire Forward

This important free seminar is an ideal opportunity to gain a clear, first-hand picture of this major opportunity for your company

Key highlights include:

- ❖ Reducing the costs of chemical management
- ❖ Using suppliers' expertise to solve customer problems
- ❖ Achieving a 'win-win' to increase profits

Chemical Management Services is a proven methodology for reducing costs and increasing profit margins. Developed in the USA, it now involves £685 million of sales. Yorkshire Forward are sponsoring its development in Yorkshire/Humberside. You are invited to a free one day Seminar on Thursday 21st October, where you can learn more about the opportunity and how your company can benefit. Invited Speakers from PPG, Castrol and Quaker Chemical will present case studies based on their experiences, and provide tips on best practice and how to get started.

What are Chemical Management Services (CMS)?

- ❖ CMS is a *new business opportunity*, based upon the supply and management of chemicals and related services. It creates a 'win-win' framework where the supplier and customer share the cost-saving created by the supplier's ability to identify opportunities for reducing total chemical management costs.

What can be achieved with CMS?

- ❖ CMS has been *used successfully in a wide variety of industries*. Individual plants gain savings of up to £500,000 in their first year, and an additional 6-10% in the 2nd/3rd year. CMS providers are achieving growth rates of 10% or more per year.
- ❖ CMS is a *robust concept*. CMS has been used in the USA for over ten years, and companies forecast double digit growth to continue for at least the next five years.
- ❖ CMS is a proven "*win-win*" relationship, where both parties achieve bottom line benefits via achieving greater efficiency - reducing waste and environmental costs.

Learn more by attending this free Seminar on Thursday 21 October 2004



Adding Value through Chemical Management Services (CMS)

AGENDA

- 09:30** **REGISTRATION (Refreshments available on arrival)**
- 10:00** **CMS IN YORKSHIRE/HUMBERSIDE**
Danielle Hankin, Cluster Manager - Chemicals and Bioscience, Yorkshire Forward
- 10:10** **WHAT IS CMS?**
Tom Votta, Deputy Director, Chemical Strategies Partnership
- 10:50** **CASE STUDIES**
Andy Benson - Account Manager Opel Polska, PPG Industries Poland
Peter Hodgson, Marketing Manager, Castrol UK (invited)
Andrew Leech, Quaker Chemical UK (invited)
- 12:30** **LUNCH**
- 13:15** **KEY ISSUES IN IMPLEMENTING CMS**
Small Group Discussion
- 14:30** **REFRESHMENTS**
- 14:45** **Small Group Report-Backs**
- 15:15** **OPPORTUNITIES FOR CMS IN YORKSHIRE/HUMBERSIDE**
Paul Hodges, International eChem
Tom Votta, Deputy Director, Chemical Strategies Partnership
- 16:00** **Close**

Seminar Organisers

Chemical Strategies Partnership (CSP) was formed in 1996 and now works with 15 companies to implement CMS programs, including General Motors, Seagate Technologies, Northern Telecom, Castrol/BP, Shell Services and Henkel. Having demonstrated business and environmental value, CSP is increasingly focused on disseminating the model in new sectors. **International eChem** is active in promoting the CMS methodology in the UK. Paul Hodges was formerly a senior manager with ICI, and has practical experience of its potential through his leadership of ICI Watercare from start-up to £50 million world-wide sales in 3 years.



ADDING VALUE THROUGH CHEMICAL MANAGEMENT SERVICES

21st October 2004

School of Management, Bradford University,
Heaton Mount, Keighley Road, Bradford,
West Yorkshire BD9 4JU

REGISTRATION FORM

Please photocopy for multiple delegates
Please return by 12 October to: Paul Hodges
5 Hawthorn Grove, Wilmslow, Cheshire SK9 5DE
Tel: 01625 535080 Fax: 01625 535098
Email: phodges@internationalechem.com

DELEGATE INFORMATION

Please register the following delegate:

Title	First Name	Surname
<input type="text"/>	<input type="text"/>	<input type="text"/>

Job Title:

Company:

Address:

Postcode:

Telephone Number:

Fax Number:

THREE EASY WAYS TO REGISTER

1.  Fax **01625 535098**

2. @ website www.chemicalstrategies.org

3.  Mail:
Please complete and return the registration form by
12 October to:
Paul Hodges
5 Hawthorn Grove, Wilmslow, Cheshire SK9 5DE
Tel: 01625 535080 Fax: 01625 535098
Email: phodges@internationalechem.com

FEE: Complimentary
Thanks to sponsorship from:



Advance Registration is requested by
Tuesday 12 October 2004

VENUE: School of Management,
Bradford University,
Heaton Mount, Keighley Road, Bradford,
West Yorkshire BD9 4JU
<http://www.bradford.ac.uk/acad/management/external/heatonmount.php>

CANCELLATIONS: You are welcome to make a
substitute at any time.

PLEASE NOTE: It may be necessary for reasons
beyond the control of the organisers to alter the
content or the timing of the programme.