



# Getting Information Through the Supply Chain

SI Group, Incorporated  
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# SI Group, Inc. Who are we?

- ✦ Privately held chemical manufacturing company
  - ✦ Global headquarters in Schenectady, NY
  - ✦ Former Schenectady International Inc.
- ✦ Celebrated 100 years in business in 2006
- ✦ 20 operations in 13 countries, 4 EU manufacturing locations; 1 in Switzerland
- ✦ Approximately 2,200 employees world wide with 400 in Schenectady area, 600 total in North America



# Products

- ✦ Chemical intermediates for
  - ✦ Plastics additives / antioxidants
  - ✦ Surfactants
  - ✦ Lubricant additives
- ✦ Polymeric resin products for
  - ✦ Rubber chemicals
  - ✦ Binders for friction products
  - ✦ Adhesives
  - ✦ Foundry resins and coatings
- ✦ Electronic Chemicals for
  - ✦ Solder masks
  - ✦ Circuit board coatings
  - ✦ Insulation products



# Why is REACH important to SI Group?

- Significant % of SI Group sales / physical assets located in the EU
- Global supply chain relationships mandates SI Group support its European customers
- Maintain market share with possible improved competitive presence in EU
- High likelihood of wider use of REACH data to satisfy other regulatory requirements



# Definition of Down-Stream Use

- REACH defines downstream users (DU) as any natural or legal person established within the Community other than the manufacturer or importer who uses a substance either on it's own or in a preparation, in the course of his industrial or professional activities.
- Use is defined as any processing, formulation, consumption, storage, treatment, keeping, filling into containers, transfer of one container to another, mixing, production of an article, or any other utilization
- Transportation, providing storage excluded



# SI Group Supply Chain Roles

- ✦ Chemical manufactures will be market actors having multiple roles in the supply chain. Each role as specific responsibilities that must be fulfilled
  - ✦ Manufacturer
    - ✦ Intermediate substances, preparations, monomers and polymers
  - ✦ Importer
    - ✦ Non-EU intermediate substances, non-EU supply chain monomers
  - ✦ Purchaser
    - ✦ EU produced intermediates and monomers



# Role of the Manufacturer / Importer

- ✦ Assure our chemical safety reports include risk assessment scenarios relevant to all relevant customer end uses
- ✦ Communicate product safety information for all materials requiring an MSDS to all actors down the supply chain
- ✦ Assure that SI Group customers are expert users under controlled conditions to allow SI Group to register certain substances as transported intermediates.



# Role of Customer (DU)

- Supply the manufacturer / importer (M/I) with enough information to carry out a chemical safety assessment
- The DU may conduct its own chemical safety assessment and any uses down-stream as appropriate
  - Has responsibility to use relevant information to assure the substance is used safely (risks to the human health & the environment)
  - Must communicate supplier SDS information to its employees
  - Must also comply with any authorizations or restrictions on the use of the substance
  - Must report any uses outside the scope of the relevant exposure scenario to the Agency



# Communication Up and down the supply Chain

## As a manufacturer / importer

- ✦ Role of purchaser of raw materials
  - ✦ Communicate SI Group end uses to suppliers for each substance it purchases in the EU
  - ✦ Assure SI Group end use will be registered by our suppliers
  - ✦ Demonstrate that SI Group fulfills its potential obligation as a expert user under controlled conditions (allows reduced registration requirements for supplier)
  - ✦ Distribute hazard information received from suppliers to SI Group employees



# Barriers to Communication

- ✦ Confidentiality
  - ✦ Customers may not want to divulge their end use of a substance or details of their processes, waste treatment, etc. to suppliers
- ✦ Use of distributors
  - ✦ Distributor not Manufacturer owns relationship with customer
  - ✦ Distributor has responsibility for communication
- ✦ Language /Regional Barriers
  - ✦ 27 EU countries with 23 languages in the EU
  - ✦ Gathering required information and communication of hazard information will be challenging
  - ✦ Level of professional expertise varies according to region
- ✦ REACH guidance documents only available in English



# Supply Chain Factors



- ✦ Chemical expertise decreases going down the supply chain
- ✦ Large companies usually have greater resources and therefore a higher level of specialized expertise than smaller companies
- ✦ Relevant data comes not only from SDS documents but from
  - ✦ Direct contact between supplier and customer
  - ✦ Trade associations



# Communication Channels / Resources

- ✦ Customer / Supplier face to face meetings
  - ✦ Educated sales team with strong market knowledge & customer relationships
  - ✦ Customer technical visits / presentations
- ✦ Business to Business
  - ✦ Industrial Consortia
  - ✦ SIEF's (Substance Information Exchange Forum)
- ✦ Written / electronic
  - ✦ Customer questionnaires
  - ✦ E-mail
  - ✦ Web portals
  - ✦ Direct mailing to customers
- ✦ MSDS (Material Safety Data Sheets)



# Supply Chain Communications

- ✦ Material Safety Data Sheets
  - ✦ MSDgen® system as a part of corporate ERP system
    - ✦ Updated software to GHS compliant system June 2007
    - ✦ Capital project to provide REACH compliant SDS (approved end uses, extended format, GHS) November 2007
    - ✦ EU Shipping labels
    - ✦ All with multi-language capability

**ΠΛΗΡΟΦΟΡΙΑΚΟ ΔΕΛΤΙΟ ΑΣΦΑΛΕΙΑΣ****2,6-DI-ΤΡΙΤΟΒ'ΑΘΜΙΟΣ-ΒΟΥΤΥΛΙΚΟΦΑΙΝΟΛΕΣ (ISONOX® 133)****1. ΣΤΟΙΧΕΙΑ ΠΡΟΪΟΝΤΟΣ ΚΑΙ ΕΤΑΙΡΙΑΣ**

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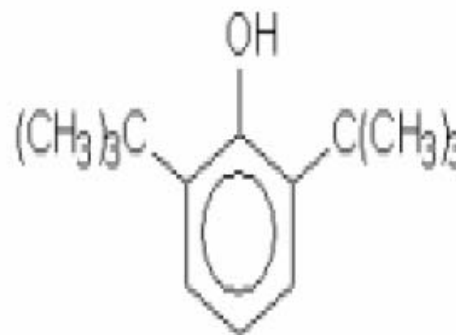
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# Questions ?

