Valuable SOCMA benefits continue to attract new members... Shines on CJB Industries and Solvay, Novecare ... and keep long-term members as strong participants
SOCMA’s Broad Support is Invaluable

CJB Industries, a contract chemical manufacturing, chemical tolling, formulating, processing, packaging and laboratory services provider, has been sampling the numerous benefits SOCMA offers and found them all to be very helpful, according to President and Founder Clinton Beeland.

CJB Industries started as an assembly operation in 1997. However, being founded by a chemical engineer, CJB quickly moved into the chemical blending, formulation and processing businesses. CJB serves a wide array of markets, including the agrochemical and crop protection, turf and ornamental, coatings and adhesives, automotive, biocide and antimicrobials, and industrial and specialty chemical industries.

CJB’s customers appreciate the company’s scientific approach to operations, strong commitment to customer service, and that its employees stay true to its values, or R.I.T.E.S. – Respect, Integrity, Trust, Excellence and Stewardship. This has led to rapid growth. “Our customers tell us we are very easy to do business with, and that culture is reflected in the commitment all of our employees make to keep the customer first in mind in all they do,” explains CFO Randall Walton.

Business is so strong that CJB Industries recently completed a 42,000-square-foot expansion at its Gil Harbin facility in Valdosta, GA, and added a third facility. The expansion includes rail service for the transportation of bulk chemicals as well as manufacturing space. Scale-up of new mixing and wet milling capabilities is under way, and there is still more space ready for new equipment to meet customer needs, according to Beeland. The company is also considering strategic expansion to better meet customers’ geographic requirements and complement existing capabilities, with a focus on the performance chemicals area.

To keep up with constantly changing regulatory requirements and have a voice in the development of future regulations that could impact the business, Beeland realized that the support of an experienced industry trade organization was needed.

“The key was to find an industry group that served members involved in the very wide range of market sectors that CJB Industries participates in. We have attended InformEx for many years to utilize the networking opportunities presented by the show, so we were aware that SOCMA’s mem-
...While we haven’t specifically measured the impact of our SOCMA membership on our bottom line, we can say with confidence that the return has been far greater than the membership fee...

membership was a very good fit. Since joining, we began sampling the myriad of benefits SOCMA offers and found them to all be very valuable, from marketing support to regulatory updates and advocacy efforts to the many different training programs. The ChemStewards® continuous improvement program also matches well with our excellence and stewardship values, and includes some additional initiatives that we implemented that help us be a better company,” he said. “We can say with confidence that the return has been far greater than the membership fee,” Walton adds.

In its short time as a SOCMA member, CJB Industries has in fact received two Performance Improvement Awards. “Safety is a major focus for us. Our Gil Harbin plant has gone two years without any OSHA-recordable events. We take very seriously our responsibility to ensure that all of our employees return home safely at the end of each workday. The independent recognition provided by the ChemStewards® awards helps communicate that message to our customers, and they also provide our employees with tangible recognition of their efforts,” said Beeland.

In addition to advocacy efforts, regulatory updates and training resources, SOCMA has provided CJB Industries with a mechanism for learning about industry-best practices, according to Walton. Of equal importance, SOCMA membership has given the company a voice in the development of the industry.

“As part of a recognized and respected industry group, we can get access to new ideas and new technologies with the goal of improving the industry, which as a small company is difficult to do on our own. With the support of SOCMA, we are also better able to respond to issues raised by those who are not familiar with the industry and working from an emotional rather than a scientific base,” Beeland said. He also notes that the excellent customer service provided by the SOCMA staff makes it even easier to take advantage of the benefits the organization offers. ▲
Solvay, Novecare

Responsive, Personalized Support Makes the Difference for Solvay

SOCMA’s focus on batch and custom chemical manufacturing has been an asset to global specialty chemical producer Solvay for nearly 30 years. Headquartered in Brussels, the 150-year-old company maintains a major presence in North America centered around three regional offices in Alpharetta, GA, Houston, TX, and Cranbury, NJ, home of the Group’s Novecare business. Novecare is a global leader in specialty surfactants and natural and synthetic polymers, amines, guar and phosphorus derivatives used in the oil and gas, personal care, laundry, paints and coatings, and agrochemical industries.

Solvay’s Novecare business unit has grown rapidly in recent years through both organic growth and acquisitions. “We are dedicated to sustainable chemistries and achieve internal developments through significant investment in innovation while also accessing advanced technologies via external acquisitions,” said Chen Pu, Executive Vice President of Oil & Gas and Amines for Solvay Novecare and General Manager for Solvay Novecare in North America.

One recent example is Solvay’s acquisition of Chemlogics in late 2013. “This company complemented our play in oil and gas with its breadth of sustainable and innovative formulations for custom well stimulation and cementing solutions,” Pu said. There have also been many other smaller acquisitions and strategic investments in startup companies. “Some startups are developing exciting new technologies that have great potential and fit well within Solvay’s portfolio,” he explains.

Solvay’s capital investment in the North American Novecare business is also increasing as the chemical industry in the U.S. experiences a renaissance. Currently, the company is relocating its ethoxyl-ation/alkoxylation plant from Marcus Hook, PA, near Philadelphia, to Pasadena, TX, where it will be co-located within an integrated industrial facility of LyondellBasell’s Equistar Chemicals affiliate. “With this move, we are upgrading our production capability and gaining rail access for ethylene oxide (EO), which reduces both the associated risks and costs of EO supply,” Pu explains.

...SOCMA continually monitors legislative and regulatory developments, solicits input from member companies like Solvay and rapidly responds...

Chen Pu
Executive Vice President Oil & Gas and Amines, Solvay Novecare, General Manager, Solvay Novecare, North America
Even though it is a global player in the selected markets in which it participates, Solvay retains its family oriented culture, which Pu said is a significant accomplishment. That culture is also a good match for the personalized service provided by SOCMA. “While Solvay is a member of other trade groups focused on larger producers, as a specialty chemicals company, we perform a lot of batch processing operations and rely on smaller tollers. SOCMA is tailored to support this type of manufacturing and is focused on helping small to medium-sized companies. They provide personal contact and very responsive support,” Pu observes.

The government and regulatory affairs groups at Solvay find the information provided by SOCMA to be insightful and valuable. “The Fly-Ins and other opportunities to meet with relevant Congressional representatives are well organized, giving us the opportunity to meet with our Congressional representatives and discuss issues that impact our industry. SOCMA continually monitors legislative and regulatory developments, solicits input from member companies like Solvay and rapidly responds,” said Government and Public Affairs Manager Jackie Guscott.

Pu adds, “For example, when Solvay raised concerns about commercial rail rates with Congressional representatives, SOCMA staff immediately took up the issue and began finding ways to provide support.” SOCMA’s strong advocacy efforts on many different fronts, from TSCA modernization to CFATS to the Miscellaneous Tariff Bill, ensure that batch manufacturers have a say in the discussion and their issues are heard and considered. “SOCMA is particularly effective at speaking with the voice of small business,” he said.

With respect to operational excellence, SOCMA’s ChemStewards® program is very effective for many of the tollers that Solvay uses, according to Pu. “Solvay requires all suppliers and customers to operate responsibly. Membership in SOCMA and commitment to the ChemStewards® continuous improvement program is one effective way the companies we interact with can demonstrate their performance,” Pu explains.

Networking events like the fall golf outing and Annual Dinner also provide great opportunities to learn about industry trends, new technology, processes and other developments. Pu agrees, “These events are a great way to meet and exchange ideas with both new and existing contacts.

“It is very important in the chemical industry that company leaders are well connected, aware of activity in Washington and able to make their voices heard. The most effective way to accomplish that goal is to participate in an industry trade group. Each company must choose the organization that will best match its business activities and goals while improving conditions for the industry and society as a whole.

“For batch chemical manufacturers, SOCMA is an excellent group that provides key regulatory support and focused advocacy efforts as well as numerous opportunities to participate...
Welcome New Members

Accron, LP (Magnolia, TX)
Accron, LP is a U.S.-based chemical marketing organization with emphasis in products serving the oil and gas, fuel oils, blendstocks, compounding, paint and coatings, water treatment and mining industries.

www.accron-chemical.com

AgraTech International
(New Orleans, LA)
AgraTech, a biotech enterprise, is a producer of chitosan, a specialty chemical derived from crustacean waste, and a research and development company that develops chitosan-based products for industrial, consumer, pharmaceutical and agricultural markets.

www.agratech.net

Analytical & Regulatory Chemistry (Sumpter, SC)
Analytical & Regulatory Chemistry (ARC) is an EPA-approved Good Laboratory Practice (GLP) laboratory that provides analytical, regulatory and formulation services to companies worldwide.

www.arclabusa.com

Arnco Pathway
(Chattanooga, TN)
Arnco Pathway has been the recognized world leader of tire flatproofing systems and wheel conditioners for more than 40 years. With more than 85 percent of the global market share, Arnco Pathway Tire and Wheel products can be found in more than 62 countries worldwide.

www.tyrfil.com

Elé Corporation (McCook, IL)
Elé Corporation is a leading ISO 9001:2008-certified manufacturer of specialty and intermediate chemicals used in consumer products and industrial applications. The company has provided products to companies in a wide range of industries around the world since 1945.

www.elecorporation.com

FAR Chemical Inc. (Palm Bay, FL)
Since 1983, FAR Chemical development labs and production facilities have produced pharmaceutical reagents and intermediates; furnished the electronics market with materials used as strippers, etchants, polishing compounds and additives for high-density data transmission wires; produced products used by fragrance, cosmetic and imaging companies.

www.far-chemical.com

GreenCentre Canada
(Kingston, Ontario)
Formed in 2009 as a non-profit corporation and funded by the governments of Ontario and Canada, with strong support from industry, GreenCentre is a member of the Ontario Network of Excellence (ONE) and the Centres of Excellence for Commercialization and Research (CECR).

www.greencentrecanada.com

PharmaCore (High Point, NC)
Since 2000, PharmaCore has performed a variety of chemistry services for leading pharmaceutical and biotechnology companies, including custom organic synthesis; cGMP scale-up; nonGMP and GMP API manufacture; controlled substance R&D and manufacture; chemical process research and development; and analytical services.

www.pharmacore.com

Telgian Corporation
(Wilmington, DE)
Telgian Risk Solutions is a full-service global engineering and risk consultant specializing in complex, multi-discipline public and private sector projects.

www.telgian.com

TMC Industries, Inc. (Waconia, MN)
TMC Industries provides contract manufacturing services using high-vacuum molecular distillation as an intermediate or final step in the processing of natural oils, waxes and specialty chemicals.

www.tmcindustries.com
AMPAC’s Christine Roy Recognized as 2015 STEP Award Emerging Leader

Christine Roy is passionate about her job as a production manager at SOCMA member company AMPAC Fine Chemicals. Because of her passion and dedication, she was recently recognized as a 2015 STEP Ahead Award Emerging Leader by The Manufacturing Institute. This category represents young women who are the future of the industry and have demonstrated exceptional accomplishments at just the beginning of their careers.

Christine’s work ethic and exemplary interaction with employees caught the attention of Ella Iott, Director of Environmental Health and Safety at AMPAC, who nominated her for the STEP Award. The following paragraph from her nomination profile best describes why Christine is being honored:

“Christine is diligent and organized. She is a role model for perseverance and change management, actively working with her employees to ensure they respond positively to change. She is a thoughtful listener who responds with compassion and logic to concerns and criticism. Her ability to blend soft skills with technical knowledge in a forthright manner results in a unique management style respected by all. Her cool head in emergency situations makes her a natural leader, but her ability to anticipate what is needed makes her exceptional.”

So how did this young woman come to work in the chemical manufacturing industry?

Christine initially wanted to be a pharmacist, but during her college days at the University of California, Davis, she changed her career path, graduating in 2007 with a degree in biochemistry. Still passionate about pharmaceuticals, she wanted a career that would satisfy her desire to help people. After working for a brief time in an analytical lab, she began working for AMPAC on a temporary basis.

Starting in the warehouse, Christine lobbied to stay on with AMPAC as her temp job came to an end because she enjoyed her work there. She also liked the fact that AMPAC was making chemicals that are used in life-saving pharmaceuticals, reinforcing her desire to help others. To show her dedication to the job, after she completed her daytime duties at AMPAC, she worked several hours each night running samples in the lab for free. Her hard work soon paid off, and she became a full-time employee. While the hours may have been long, Christine said she loved working in multiple areas of the facility because it not only gave her a better understanding of the overall operation, it also allowed her the opportunity to get to know many of her fellow workers.

Christine has been with AMPAC Fine Chemicals for six and half years and is now a production manager at the Rancho Cordova, CA, facility. In her role at AMPAC, Christine is responsible for the production supervision efforts in the main processing plant of the facility, which has 155 unionized chemical operators, predominately men. The Production Department has 258 employees, which includes Christine’s division, as well as production supervision, maintenance, warehouse, instrumentation, shipping and engineering. Women make up 7.4 percent of that number with 19 employees in the Production Department, 10 of which are unionized chemical operators.

Over the past three years, Christine has worked diligently with the site union representatives to enhance communication and understanding, greatly improving relationships at the facility. She also seeks new ways of working together to improve site productivity.

That exceptional work ethic and thirst for knowledge was evident when Christine visited with the ChemStewards® and Public Relations teams in the SOCMA offices earlier this year. She talked with members of the staff about ways she can utilize SOCMA offerings, such as the Chemical Operator Training Program, to improve production quality at the AMPAC facility. She eagerly welcomed new ideas, and it was evident that she genuinely loves her job and the people she works with. In spending just a few minutes with her, it was easy to see why she was recognized as an Emerging Leader.

Congratulations, Christine, on this very deserving honor!
OPEN NOW!
to see which companies the Member Spotlight
is shining on...

CJB Industries and Solvay Novecare