

C H O O S E  
**SOCMA**

# Gain Competitive Advantage |

Through services, programs and resources designed specifically  
for small and medium-sized batch, custom and specialty chemical manufacturers

Networking Opportunities ■ Government Advocacy ■ Continuous Improvement Programs ■ Guidance Tools ■ Marketing Resources ■ EHS&S Compliance Assistance ■ Shared Knowledge ■ Recognition in Washington ■ Regional Meetings and Events ■ Online Support ■ Strength in Community ■ Marketing Resources ■ EHS&S Compliance ■ Government Advocacy ■ Networking Opportunities ■ Continuous Improvement Programs ■ Guidance Tools ■ EHS&S Compliance Assistance ■ Shared Knowledge ■ Recognition in Washington ■ Regional Meetings and Events ■ Online Support ■ Strength in Community ■ Marketing Resources ■ Networking Opportunities ■ Continuous Improvement Programs



# CHOOSE SOCMA

Now more than ever,  
small and medium-sized enterprises (SMEs) have limited resources to manage the increasing demands placed on chemical manufacturers.



The Society of Chemical Manufacturers & Affiliates (SOCMA) has been serving batch, custom and specialty chemical producers since its inception in 1921. In that time, SOCMA has become the recognized voice of small and medium-sized chemical manufacturers.



## As a member of SOCMA, you have

access to unique services, tools and other resources designed specifically for the needs of your company. SOCMA staff helps you stay informed about upcoming legislation that will affect your business. Numerous events in Washington and around the country provide opportunities to influence the decision-making process, meet with existing and potential customers and network with over 2,000 individuals from over 250 member companies.

## Join today to begin realizing the true value of SOCMA membership!

- Established recognition in Washington, DC
- Organized interaction with legislators
- ChemAlliance.org - an online U.S. regulations resource
- ChemStewards® tailored performance improvement program
- Training and compliance tools
- Pre-Manufacture Notice (PMN) support
- Access to extensive member expertise
- National/regional networking opportunities
- Grassroots Advocacy Program
- Substantial exhibitor discounts at key industry events like InformexUSA
- Tools to promote your company capabilities
- Special interest peer groups for exchange of best practices
- Much, much more!

# Real Value for Real Companies |

## SOCMA Members Tell You Why

### **SOCMA'S GOALS ARE ALIGNED WITH ITS MEMBERS' NEEDS.**

Its positive reputation provides members with a powerful voice in Washington, DC. *The result is a winning combination.*

#### **"It is not enough to know what has happened.**

It is really not much better to know what is going to happen. SOCMA provides a way for members to influence what is going to happen. It is clear to us that the work done by SOCMA on behalf of its members would be difficult, if not impossible, for small companies."

Frank Marine, President, Texas Molecular, Deer Park TX  
Member since 2010



#### **"Compared to many other associations, SOCMA is**

much more of a working organization. The staff is very proactive and on top of issues. But equally important is the level of participation from members. By becoming involved with committees focused on international trade, safety, security and environmental issues, we not only have access to valuable information, we can also help develop action plans for addressing issues that have a direct impact on our business."

Mal Johnson, Vice President of Marketing, Dixie Chemical, Pasadena TX  
Member since 1996



#### **"We needed to increase our participation in**

Washington in order to have some say about legislation being developed that relates to our industry. We couldn't effectively do that alone. SOCMA understands our needs and the needs of small chemical manufacturers, because its agenda lines up very well with ours at Magnablend."

Donald Golden, EH&S Manager, Magnablend, Waxahachie TX  
Member since 2008

**SOCMA STAFF SERVE AS AN EXTENSION OF YOUR BUSINESS,** providing the unique compliance assistance support *you need as an SME.*

#### **"There is simply too much for one person to do**

on his or her own. SOCMA makes it possible for me to do my job effectively and also gives me confidence that I am keeping abreast of the legislative and regulatory issues that are applicable to our operations. SOCMA staff is [also] in effect filtering through the masses of information, and it is a tremendous benefit to have these experts tackling this difficult task."

Anne Tyler, EH&S Manager, Capital Resin Corporation, Columbus OH  
Member since 2000



## SOCMA'S CHEMSTEWARDS® PROGRAM

supports members' continuous improvement *while bringing recognition for their efforts.*

### "Implementing the ChemStewards® program requirements

has provided us with numerous financial benefits, from lower workers compensation and legal costs to reduced resources spent on managing non-compliance issues. We have also derived many advantages that can't be measured in direct dollar terms, such as improved relationships with customers, employees, the community and regulatory agencies. Just this aspect of our SOCMA membership has proved invaluable.

Chuck Gavin, President, MFG Chemical, Inc., Dalton GA  
Member since 1992

### "We proudly fly our ChemStewards® flag outside

the building. It sends a message to everyone in the industry that we are not only committed to EHS&S management, but recognized for our efforts."

Brian Scanlan, Chief Business Officer, Cambridge Major Laboratories, Germantown WI  
Member since 1994

## SOCMA PROVIDES CRUCIAL NETWORKING OPPORTUNITIES

for building business connections and *staying ahead of the competition.*

### "Successful people in the chemical industry recognize

that personal interactions are still very important. SOCMA helps make these types of interactions possible – and with key decision makers from a wide variety of customer and supplier companies which is particularly helpful for small companies with limited resources."

Jim DeLisi, President, Fanwood Chemical, Fanwood NJ  
Member since 1986

### "Being a SOCMA Member has definitely been one of

the wisest ways we have invested our limited resources. At various conferences and meetings, we have been able to do real business with key customers we would not have had access to otherwise."

Slaton Fry, Director, Performance Chemicals, FutureFuel Chemical Company, Batesville AR  
Member since 2006

### "SOCMA presents its members with a wide range of face-to-face events and online

networking opportunities which allow us to see our customers, partners and competitors in a very efficient way. It is crucial for us to be involved in the offerings and keep our fingers on the pulse of the industry."

Larry Brotherton, President & CEO, Ortec, Inc., Easley SC  
Member since 1987

## THE TRADE ASSOCIATION OF CHOICE FOR SMALL AND MEDIUM-SIZED

batch, custom and specialty chemical producers is SOCMA

### "SOCMA has had an extraordinary impact on the

success of our business. There is no doubt that without SOCMA we definitely would not be as successful as we are today. The organization is an invaluable resource. We don't part with dues dollars lightly, but believe every dollar spent with SOCMA has provided immeasurable returns."

J. Steel Hutchinson, GFS Chemicals Inc., Powell OH  
Member since 1992

### "As a trade organization, we couldn't have designed

a better association than SOCMA. The issues they address and the tools they provide perfectly fit the needs that NFC has in order to do better business."

Jay Dickson, President, Nation Ford Chemical, Fort Mill SC  
Member since 1986

# SOCMA Dues Schedule

## ACTIVE & INTERNATIONAL MEMBERSHIP

**Active:** companies engaged in the manufacture of batch, custom and specialty chemicals, organic and inorganic, in the USA, Canada, and/or Mexico (NAFTA countries)

**International:** companies engaged in the manufacture of batch, custom and specialty chemicals, organic and inorganic, outside of the NAFTA countries. (*International companies must have manufacturing facilities in the USA in order to qualify for the InformexUSA exhibitor discount.*)

Sales in Millions	Annual Dues
0 - 10	\$ 6,500
10.1 - 20	\$ 8,600
20.1 - 30	\$ 12,500
30.1 - 40	\$ 17,000
40.1 - 50	\$ 20,000
50.1 - 100	\$ 27,500
100.1 - 300	\$ 43,500
300.1 - 500	\$ 55,500
> 500	\$ 71,000

*Sales refer to U.S.A., Canada and Mexico invoiced sales less returns.*

## ASSOCIATE MEMBERSHIP

**Associate:** a company that does not manufacture batch, custom and specialty chemicals but who resells batch, custom and specialty chemicals

Sales in Millions	Annual Dues
0 - 10	\$ 5,000
10.1 - 25	\$ 7,500
25.1 - 50	\$ 16,500
> 50	\$ 25,000

*Sales refer to U.S.A., Canada and Mexico invoiced sales less returns.*

## AFFILIATE MEMBERSHIP

**Affiliate:** a company that provides products and services to the chemical industry; affiliate members do not manufacture or sell chemicals

Flat fee for all Affiliates	\$ 5,900
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To Join, Visit: <https://secure.socma.com/apply/>

# SOCMA Member Benefits

**SOCMA**  
Society of Chemical Manufacturers & Affiliates  
1850 M Street NW, Suite 700  
Washington, DC 20036

**Regulatory mandates are at an all-time high!**

Get ONLINE COMPLIANCE Assistance @ [www.ChemAlliance.org](http://www.ChemAlliance.org)

ChemAlliance is a one-stop online resource on federal regulations impacting the chemical industry.

Get access to our most popular features, including:

- Virtual Plan Tour
- Regulatory Puzzle
- Ask SOCMA
- News & Events
- Topical Articles
- Regulatory Terms Glossary
- Compliance
- Resources by State
- Regulatory Library

Get a one-year subscription for \$399. FREE to SOCMA members.

Visit [WWW.CHEMALLIANCE.ORG](http://WWW.CHEMALLIANCE.ORG)!

**PMNPro**  
Services by SOCMA  
[www.socma.com/PMNPro](http://www.socma.com/PMNPro)

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SOCMA service and product fees are either FREE or significantly reduced for members.

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A PROGRAM OF SOCMA

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[www.socma.com](http://www.socma.com)

Use **SOCMA's** Member-to-Member Online Networking Tool

Your time is valuable. You should be making the most of it by maximizing your network. Remember you are already connected to more than 2100 industry colleagues through your company's SOCMA membership.

With the Member-to-Member Online Networking Tool, you can search for contacts today, and easily send them a secure, personal message directly from the directory! At your fingertips:

- U.S. and International Manufacturers
- Distributors / Suppliers
- Industry Service Providers

Login: <http://www.socma.com/networking>



**SOCMA**

*SOCMA since 1921.*

1850 M St NW Ste 700  
Washington, DC 20036-5810  
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Real Community + Recognition +  
Representation + Regulatory Compliance Assistance + Resources =

**SOCMA** ... *the association created to provide tailored, continuing support to small and medium-sized batch, custom and specialty chemical manufacturers since 1921.*



For more information visit us at [www.ChooseSOCMA.com](http://www.ChooseSOCMA.com).