

# SOCMA 101

An Introduction to the  
Society of Chemical Manufacturers  
and Affiliates

*(Celebrating  
90 Years of Service)*

# History



- **1921** – The Synthetic Organic Chemical Manufacturers Association is founded to support the organic chemical industry.
- **1977** – SOCMA Association Management Services is founded to address advocacy, regulatory, testing, stewardship or technical issues specific to particular chemicals or industry sectors.
- **1984** – INFORMEX<sup>®</sup> trade show is launched, which was subsequently sold in 2005; SOCMA continues to play an active role and earn royalties.
- **2005** – ChemStewards<sup>®</sup> is launched as the first environmental, health, safety and security program designed for our unique sector.
- **2009** – SOCMA's name is changed to Society of Chemical Manufacturers & Affiliates to broaden its representation to include both inorganic and biotech chemical segments.
- **Today** – Member companies encompass every segment of the industry and manufacture 50,000 products annually that are valued at \$60 billion

# Mission



SOCMA speaks for and serves batch, custom and specialty chemical companies which make products essential to the life, health and well-being of people everywhere. SOCMA achieves its mission by:

- Accelerating the potential for member growth and strengthening members' business and operations
- Increasing public confidence in the chemical industry
- Positively influencing the passage of rational laws and regulations

# Vision

SOCMA is the recognized voice of the batch, custom and specialty chemical industry. SOCMA strives to enable safe, sustainable and environmentally responsible operations which are internationally competitive and contribute to a healthy, productive economy.



# Why SOCMA?



SOCMA is the only U.S. based trade association dedicated to the batch, custom and specialty chemical industry. We have represented a diverse membership of small, medium and large chemical companies since 1921, making us the leading authority on this sector.

**Among the many services SOCMA provides our global members are:**

- **Business development and networking opportunities**
- **Legislative and regulatory advocacy in Washington**
- **Compliance assistance with U.S. regulations through various tools and ChemAlliance®**
- **Environmental, health, safety and security (EHS&S) improvement through our flagship ChemStewards® Program**
- **Access to industry best practices through special interest peer groups**
- **Specialized association management of industry sector-driven issues**

SOCMA's breadth of products and services and personalized attention to members' needs – at all organizational levels – make us unique among industry associations.

# Markets Served Include...



Pharmaceutical  
Fine Chemicals  
Cosmetics/Toiletries  
Personal Care  
Soaps and Detergents  
Industrial Products  
Construction Products  
Household Products

Agricultural Products  
Adhesives/Paints/Coatings  
Electronics/Computers  
Food  
Performance Chemicals  
Plastics  
Petrochemicals  
Textiles



# SOCMA STRATEGIC DIRECTIONS



## *And the Member Committees that Drive Them Forward*

<p><b><u>Strategic Direction I</u></b> Accelerating the potential for members' growth by maximizing commercial and networking opportunities and strengthening members' business and operations through value-added services</p>	<p><b><u>Strategic Direction II</u></b> Increasing public confidence in the chemical industry</p>	<p><b><u>Strategic Direction III</u></b> Positively influencing the passage of rational laws and regulations that allow members to operate in a productive manner as good corporate citizens</p>
<p><b>SOCMA Committees</b></p> <ul style="list-style-type: none"><li>■ Commercial Services</li><li>■ INFORMEX<sup>®</sup> Advisory</li><li>■ Membership</li></ul>	<p><b>SOCMA Committees</b></p> <ul style="list-style-type: none"><li>■ ChemStewards<sup>®</sup> Strategic Direction</li><li>■ Performance Improvement</li></ul>	<p><b>SOCMA Committees</b></p> <ul style="list-style-type: none"><li>■ Chemical Risk Management</li><li>■ Environment</li><li>■ International Trade</li><li>■ Safety and Security</li></ul>

# Membership



- Expanded membership now includes inorganic and biotech companies
- Regional membership dinners
- Member site visits by SOCMA president and senior staff
- New online networking tools for members
- Expanding Member Peer Groups (HR, Sales and Marketing)
- Member Value Report customized for each SOCMA company
- SOCMA Marketplace and Chemical Services Directory  
(launching late 2011)



# Membership/Networking Events



- **2011 Golf Tournament** (benefitting ACS Scholars Program)  
September 27, 2011  
Chester Valley Golf Club  
Malvern, PA
- **90<sup>th</sup> Annual Dinner**  
December 5, 2011  
Marriott Marquis Hotel, New York, NY
- **INFORMEX USA 2012**  
February 14-17, 2012  
New Orleans, LA



# ChemStewards® Program



Access to and support for ChemStewards®, our environmental, health, safety and security (EHS&S) management program designed to help your facility optimize its performance, save money and enhance your role as a good corporate citizen in your community.

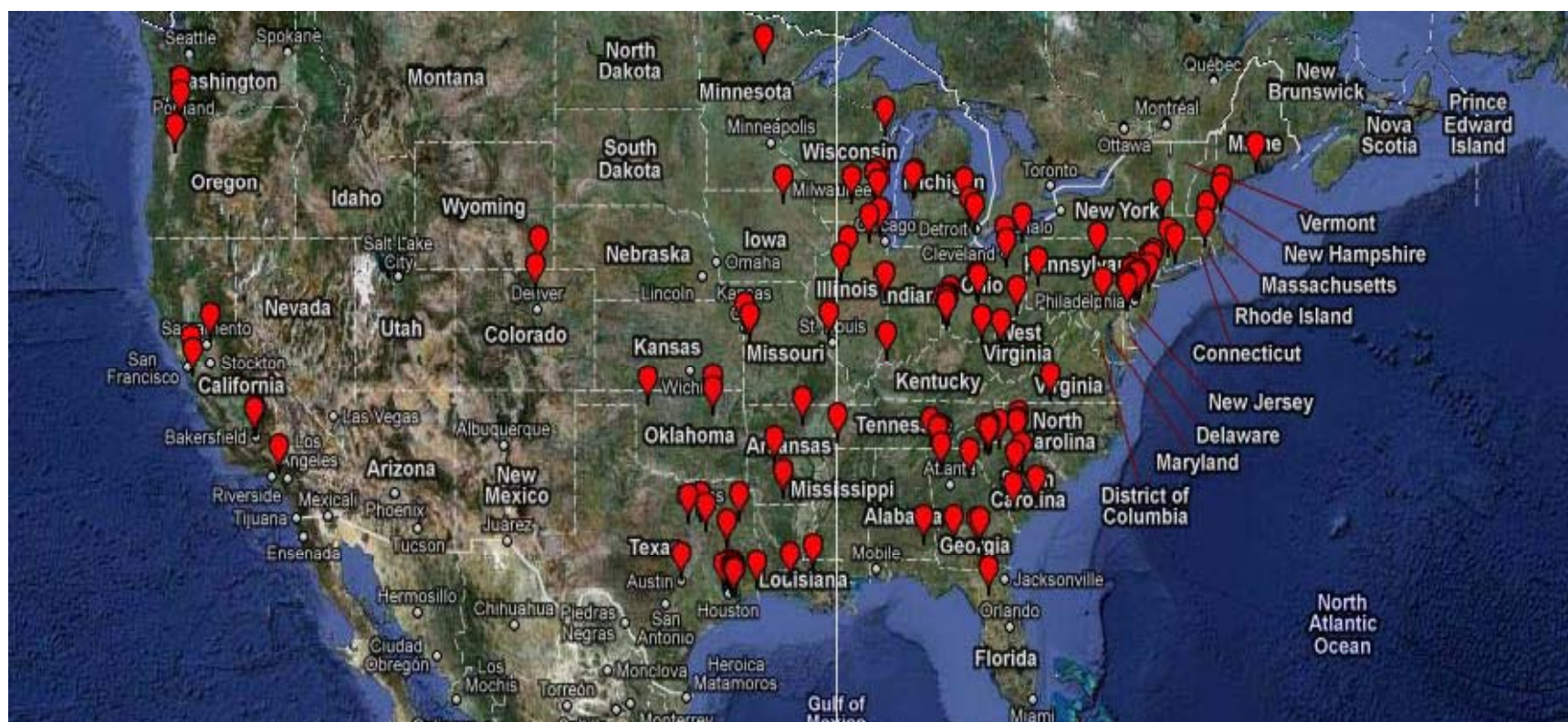
- ChemStewards® Program Professional Staff Guidance
- ChemStewards® Regional Roundtables
- ChemStewards® White Paper
- Member Select Environmental Insurance Program
- Webinars on EHS&S Best Practices



# ChemStewards<sup>®</sup> Facilities



## 127 Certified ChemStewards<sup>®</sup> Facilities in the US



# ChemStewards® Events



- **ChemStewards® Annual National Conference / Regional Meetings**

- Featuring presentations from the federal government and professional private sector, offering opportunities for members to share best practices in performance improvement
- May 2012



- **ChemStewards® Webinars**

- Conducted online throughout the year for members convenience
- Topics Include:
  - Green Chemistry
  - All stages of the audit process
  - Updates in regulations pertaining to performance improvement

# Government Relations



- **Major public policy issues**
  - TSCA Modernization
  - CFATS Reauthorization
  - FDA Reform
  - Trade Expansion & Facilitation
  - R&D Tax Credit
  - Multiple EHS&S Regulations
- **Grassroots Advocacy Programs -SOCMA CONNECT**
  - Letter writing campaigns
  - Voter registration drive & election insight-- [www.SOCMAVOTES.com](http://www.SOCMAVOTES.com)
  - Congressional member facility visits
  - To learn more visit [www.socmaconnect.com](http://www.socmaconnect.com)
- **Governance**
  - Four operating committees that help influence regulations & legislation



# Grassroots Advocacy



## Leveraging Existing Tools to Increase Our Collective Influence

- SOCMA's grassroots advocacy program— **SOCMA CONNECT**
- Among SOCMA CONNECT's toolkit is a letter-writing component that enables members to send pre-written letters on industry priorities to their **federal, state, or local elected officials** at the push of a button
- SOCMA is working more closely with select State Chemical Industry Councils (e.g., CA, PA, OH, MA) to encourage leveraging the power of our respective memberships to influence public policy



# Government Relations Events



- **Chemical Sector Security Summit & Expo**  
July 5-7, 2011  
Baltimore, MD
- **Committee Week**  
November 1 - 3, 2011  
Washington, DC
- **SOCMA CONNECT Grassroots Planning Meeting**  
December 13, 2011  
New York City, NY
- **GlobalChem Conference**  
Spring, 2012
- **Annual Washington Fly-In**  
Spring 2012  
Washington, DC
- **Policy Breakfasts and Town Hall Conferences** throughout the year



# Training and Compliance Tools



Access to the latest in compliance assistance products, training tools, and information on regulatory processes.

- **Chemical Operator Training Manual:**
  - Comprehensive training program to improve your employees' knowledge of plant operations and safety
- **ChemAlliance.org Website:**
  - Web-based compliance assistance with U.S. regulations, including issue-specific webinars and podcasts
- **PMNPro<sup>®</sup>:**
  - Customized assistance with pre-manufacture notification required by TSCA that enables your company to introduce new chemicals into the US marketplace
- **EHS&S Regulatory Updates:**
  - Quarterly webinars to keep members "in the know" regarding key federal regulations or a "look ahead" at new proposals
- **Chemical Site SVA Model & Manual:**
  - Resources to enable your company to complete its US DHS mandated site vulnerability analysis (suitable for non-top screen rated facilities only)



# Member Select Service Programs



Receive exclusive cost savings for essential everyday business expenses...

- **ACS Careers:**

- 20% Discount on Job Postings for SOCMA members
- **QUALIFICATIONS** of job seekers using ACS Careers
  - PhD = 3,850    Post Doc = 2,730    Masters = 1,850    BA/BS = 1,820
- **EXPERIENCE** of job seekers using ACS Careers:
  - Research, basic = 6,300    Laboratory = 6,000    Research, applied = 5,870  
Product development = 2,500    Process development = 2,130    Analyst = 1,640

- **Insurance Program:**

- Specialized environmental coverage that recognizes ChemStewards® efforts to implement risk management programs; premium discounts may apply
- Programs and coverage upgrades include: additional completed operations coverage; blanket vendors coverage; favorable rating treatment during the underwriting process; and access to online tools and guidance for reducing environmental, health, safety and security risks

- **Electronic Payment Processing:**

- The lowest rates available for all electronic payment processing, including acceptance of Visa, MasterCard, Discover, American Express, checks and ACH payments
- 30% Discount for SOCMA members



# Training Courses



**Special training opportunities and rates available through partner associations**

- **American Chemical Society (ACS) Courses**

- Continuing education for professional chemists
- Designed to help chemical scientists and technicians keep current
- A wealth of material immediately applicable to work
- SOCMA Members: Short Courses \$50 discount; Online Courses: \$37.50 discount
- Offer Code: ACSOFF
- To view a list of courses or to register, go to: [www.proed.acs.org](http://www.proed.acs.org).

- **NAM's Manufacturing Institute (MI) Sales Training Program - "The Growth Initiative"**

- A series of (4) 90-Day practical online sales growth training, with an instruction toolset for generating new business
- Each training provides proven growth strategies and the supporting skills and best practices needed to implement them.
- Every 90 days, a new training outlines objectives and strategies, and supporting online tools and coaching that will be utilized to achieve growth targets.
- Participants given online sales training modules to introduce them to new skills and practices that will assist them in achieving that quarter's sales targets.
- SOCMA Members: Special registration rates available
- <http://www.mi-gda-growthcampaigns.com/socma>

# Association Management Services



Manages various separately funded, affiliated associations and consortia. Addresses specific chemical or process advocacy, regulatory, testing, stewardship, or technical issues that are of common concern or interest to a particular sector of the chemical industry. The experience, history, and flexibility of SOCMA association management services are the perfect fit for the ever-changing demands of the chemical industry.

<b>Bulk Pharmaceutical Task Force*</b>	<b>Bio Process Systems Alliance</b>
<b>Biphenyl Work Group</b>	<b>Center for Baby and Adult Hygiene Products</b>
<b>Dibasic Esters Group</b>	<b>Ecological and Toxicological Association of Dyes and Organic Pigments Manufacturers (ETAD)</b>
<b>High Production Volume Consortia</b>	<b>Institute for Polyacrylate Absorbents</b>
<b>International Activated Carbon Manufacturers</b>	<b>International Regulatory Compliance Network*</b>
<b>Nanotechnology SME Manufacturers Coalition*</b>	<b>Stilbene Whitening Agents Task Force</b>
<b>Tributyl Phosphate Task Force</b>	

*\*Associations offering discount dues rates for SOCMA members*



# 2011 Board of Governors

*Executive Committee (bolded)*



Board Member	Company	Title
<b>Larry Brotherton (Chairman)</b>	<b>Ortec, Incorporated</b>	<b>President &amp; Chief Executive Officer</b>
<b>David Hurder (Vice Chair)</b>	<b>McGean Inc</b>	<b>Vice President</b>
<b>J. Steel Hutchinson (Secretary)</b>	<b>GFS Chemicals, Inc.</b>	<b>President</b>
<b>David W. DeCuir (Treasurer)</b>	<b>Albemarle Corp</b>	<b>Director, Fine Chemicals R &amp; D</b>
<b>Charles Hinnant (Immediate Past Chair)</b>	<b>Charkit Chemical Corp</b>	<b>President</b>
<b>Rainer Eischeid (Member at Large)</b>	<b>LANXESS Corporation</b>	<b>Vice President, Basic Chemicals and Saltigo</b>
Andy Harris	Syrgis Inc.	Chief Executive Officer
Aslam Malik	AMPAC Fine Chemicals	President
Brian Denison	Emerald Performance Chemical	Vice President, Operations & HSE
Charles "Chuck" Bennett	Dixie Chemical, Inc.	President & CEO
Charles "Chuck" Gavin, IV	MFG Chemical, Inc.	President
Charles "Chuck" Hinton	Ethox Chemicals LLC	President
Dana Mathes	Dow Chemical	Corporate Director
Eldon Fink	Sun Chemical	Director, EHS
Graham Merfield	Rhodia Novacare	Vice President & General Manager
Jeremy Steinfink	Vertellus Performance Specialties	President
Kenneth R. Allen	Gabriel Performance Products	President
Michael Ott	Polysciences, Inc.	President
Steven Munk	Ash Stevens Inc.	President & CEO
Susan Ostrowski	DSM Pharmaceutical Products	Senior Director, Marketing and Sales
Walter "Wally" Adams	Baker Hughes	Vice President, Supply Chain, Fluids & Chemicals

# Recognition of SOCMA Members and Programs



Show you're a proud member of SOCMA by placing the [SOCMA Member logo](#) on your website, linked to [www.socma.com](http://www.socma.com).



Login and you'll find the logo at:  
[www.socma.com/SOCMAMemberLogo](http://www.socma.com/SOCMAMemberLogo)



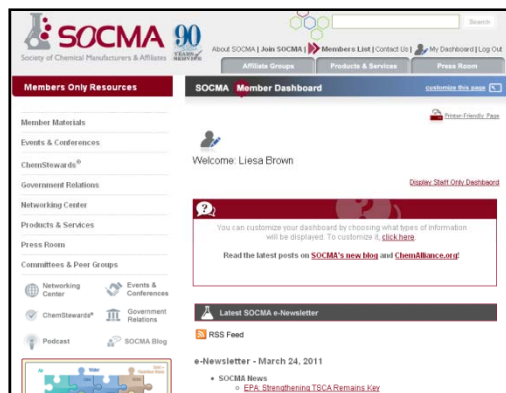
If your company is participating in the ChemStewards® Program, add the ChemStewards® logo to your site  
Login and you'll find the logo at:  
[www.socma.com/chemstewardslogo](http://www.socma.com/chemstewardslogo)

Contact Erica Green ([greenes@socma.com](mailto:greenes@socma.com)) to have the logos sent to your website manager.

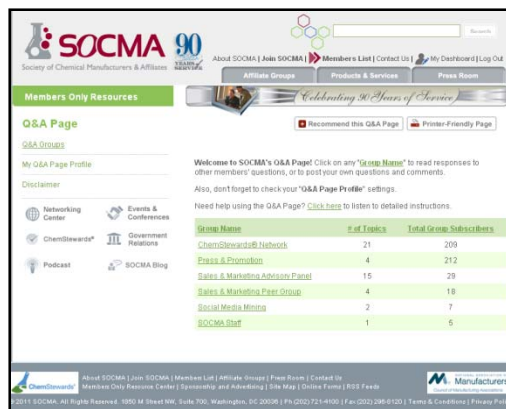


# Information You Want Can Come to You

Watch short “How To” videos at [www.YouTube.com/SOCMAMEETINGS](http://www.YouTube.com/SOCMAMEETINGS)



## How to customize your SOCMA Member Dashboard



## How to join a member listserv group on SOCMA's [Q&A Page](#)

Contact Liesa Brown ([brown@socma.com](mailto:brown@socma.com)) with questions or demo suggestions.

***“SOCMA is your organization, run for and driven by the industry it serves!***

***Membership opens doors to new marketplaces, provides an industry specific continuous performance improvement program and gives us direct input into our regulatory bodies.***

***Since 1987 membership has provided my company a tremendous return on investment; it has been priceless.”***

***-Larry Brotherton, President & CEO, Ortec, Inc.  
SOCMA Chairman, 2009-2011***