



Society of Chemical Manufacturers & Affiliates

SOCMA 101: An Introduction to Your Membership



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What is SOCMA?

- 501c(6) Trade Association founded in 1921
- Representing approx. 270 Members, including 150 North American Manufacturers
- Specialty, Batch & Contract Chemical Manufacturers
- Global membership
- Suppliers to the industry
- 85% small businesses
 - ▶ < \$50 million in annual sales
 - ▶ < 100 employees
- Staff of 30 located in Washington, DC



Why SOCMA?

SOCMA is the only U.S. based trade association dedicated solely 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 opportunities, legislative and regulatory advocacy in Washington, association management of industry sector-driven programs, and a path to environmental, health, safety and security improvement through our ChemStewards® program. SOCMA's breadth of products and services and personalized attention to members' needs – at all organizational levels – make us unique among industry associations.



Our Value Proposition to You

- ✓ **Access to and support for ChemStewards®**, an environmental, health, safety and security (EHS&S) management program designed to help your facility optimize its performance, save money and enhance its role as a good corporate citizen in your community
- ✓ **Regulatory compliance assistance, including new product manufacturing notice services at discounted rates**, saving your company time and money
- ✓ **Access to tools through live and virtual events and member peer groups** for best practices and information exchange from expert colleagues in the industry
- ✓ **Opportunities to advocate on behalf of the batch, custom and specialty chemical industry and influence U.S. laws and regulations** that affect your future competitiveness and your company's bottom line giving you a voice as a small / medium-sized chemical company in Washington
- ✓ **Meetings, webinars and conference calls** for cost effective education on industry trends, technology innovations, latest business practices, regulatory compliance and more
- ✓ **Networking events and online forums** to establish new business partners, customers, licensing affiliates, supply chain partners and others
- ✓ **Speaking opportunities, committees and task forces** which create opportunities for professional development and company leadership among your peers
- ✓ **Electronic publications** providing the latest news and information on industry drivers, trends and regulatory updates delivered to you via e-newsletters, free subscription to Chemalliance.org and more



History

- ▶ SOCMA is a leading international trade association serving small and mid-sized batch, custom and specialty chemical manufacturers.
- ▶ Established in 1921, SOCMA supports the chemical industry with programs that maximize commercial and networking opportunities, increase public confidence and influence the passage of rational laws and regulations.
- ▶ SOCMA is for, and about, its members.
- ▶ Member companies encompass every segment of the industry and manufacture 50,000 products annually that are valued at \$60 billion.
- ▶ Headquartered in Washington, DC, SOCMA advocates flexible policies grounded in sound science and works to ensure that Congress and regulatory agencies do not adopt a one-size fits-all approach to our industry.
- ▶ SOCMA VISIONS® was founded in 1977 to address specific chemical or process advocacy, regulatory, testing, stewardship, or technical issues that are of interest to a particular sector of the chemical industry.
- ▶ In 1984, the INFORMEX® trade show was launched, which we subsequently sold in 2005; we continue to play an active role and earn royalties off SOCMA member Expo fees.
- ▶ In 2005, SOCMA launched ChemStewards®, the first environmental, health, safety and security program designed for our unique sector.
- ▶ In 2009, SOCMA's name was changed to Society of Chemical Manufacturers & Affiliates to broaden its representation to include both inorganic and biotech chemical segments. Prior to 2009, SOCMA was known as Synthetic Organic Chemical Manufacturers Association and was dedicated exclusively to the needs of the organic specialty chemical sector.



Mission & Vision

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 promotes innovative, safe and environmentally responsible operations, which are internationally competitive and contribute to a healthy, productive economy.

Vision

SOCMA is the recognized voice of batch, custom and specialty chemical manufacturers known for our commitment to performance improvement, entrepreneurial attributes, innovative initiatives and constructive impact on regulatory and legislative decisions. We promote performance excellence and create value for our members.



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 Operating Committees

Get Involved!

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

Membership

- Expanding membership to include inorganic and biotech companies
- Regional membership/prospect dinners
- New online networking tools for members
- Expanding **Special Interest Peer Groups**
- Annual Business Outlook Survey

Membership

- **Upcoming Networking Events**
 - **Annual Member/Guest Golf Tournament**
September 28, 2010
Chester Valley Golf Club, Malvern, PA
 - **89th Annual Dinner**
December 6, 2010
Marriott Marquis Hotel, New York, NY
 - **INFORMEX USA 2011**
February 7-10, 2011
Charlotte, NC

www.socma.com/events

Government Relations


- Two major public policy issues
 - TSCA Modernization
 - CFATS Reauthorization
- SOCMA CONNECT Programs
 - Letter writing campaigns
 - Voter registration drive -- www.SOCMAVOTES.com
 - Congressional member site visits
 - Washington Fly-In/Virtual Fly-In

To learn more, visit socmaconnect.com



ChemStewards®

- 2010 Regional Meetings (with Membership/Prospect Dinners)
 - April 13 - Northeast in Warrington, Pennsylvania
(Hosted by Polysciences)
 - April 22 - Southern in Crosby, Texas
(Hosted by KMCO)
 - May 6 - Ohio Valley in Cincinnati, Ohio
(Hosted by SunChemical)
 - May 11 - Carolinas in Charlotte, North Carolina
(Hosted by SOCMA)

- What's 
 - White Paper
 - Operator Training Manual
 - Updated PI Awards program
 - Green metrics
 - ChemStewards® Week (Oct 18-22, 2010)





- **Bio-Process Systems Alliance (BPSA) – Newest member**
- **Ecological and Toxicological Association of Dyes and Organic Pigments Manufacturers (ETAD) – Successfully petitioned Environment Canada to exempt certain Disperse Dyes as high priority for aggressive risk management measures**
- **Center for Baby and Adult Hygiene Products (BAHP) – Launching new website to coincide with aggressive PR/membership recruitment campaign**
- **Institute for Polyacrylate Absorbents (IPA) – Recently hosted International Summit for producers and users of superabsorbent polymers (U.S., Europe, China, and Japan)**

LITMUS TEST

(for new programs/services)

- ✓ Activity must be of interest to and benefit members.
- ✓ There must be a reasonable chance that SOCMA can have an impact on the outcome.
- ✓ SOCMA must be able to play a unique role and not duplicate the work of other trade associations.
- ✓ The activity must result in measurable value created for the membership.

SOCMA's Board Of Governors

Board Member	Company	Title
Larry Brotherton (Chairman)	Ortec, Incorporated	President & Chief Executive Officer
Nicholas Shackley (Vice Chair)	BASF Corporation	Director, Pharma Ingredients & Services
David Hurder (Vice Chair)	McGean Inc	Vice President
Richard "Rick" Monty (Secretary)	Hexion Specialty Chemicals, Inc.	Executive Vice President, EH&S
David W. DeCuir (Treasurer)	Albemarle Corp	Director, Fine Chemicals R & D
Charles Hinnant (Immediate Past Chair)	Charkit Chemical Corp	President
Andy Harris	Syrgis Inc.	Chief Executive Officer
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
J. Steel Hutchinson	GFS Chemicals, Inc.	President
Jeremy Steinfink	Vertellus Performance Specialties	President
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Mark Carrier	Fujifilm Imaging Colorants, Inc.	President
Michael Ott	Polysciences, Inc.	President
Mo Beyad	Rhodia Novacare	Executive Director & Vice President
Rainer Eischeid	LANXESS Corporation	Vice President, Basic Chemicals and Saltigo
Susan Ostrowski	DSM Pharmaceutical Products	Senior Director, Marketing and Sales

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



Login and you'll find the logo at:
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

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



THANK YOU

for your membership!