

IHS Chemical Inventory Greening

Solutions for a Nontoxic Business

The Business Case for Greening your Chemical Inventory

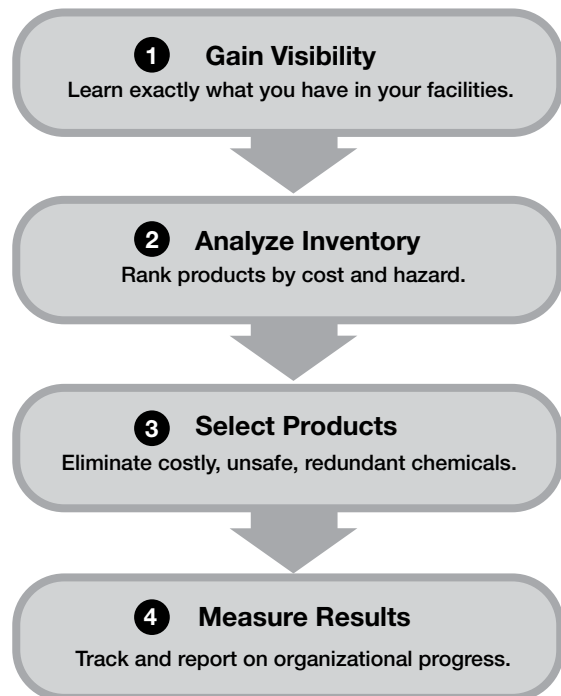


The Source
for Critical Information and Insight™

Globally, companies of all sizes are unknowingly allowing large numbers of unnecessarily toxic and costly maintenance, repair and operations (MRO) chemicals into their facilities. Left unchecked, these hazardous chemicals can have a devastating impact on a company's reputation, workers and bottom line. Now IHS has developed a comprehensive program for business to reduce costs, hazards and administrative burdens associated with indirect chemical inventories.



The path to a simplified, greener supply chain is clear:

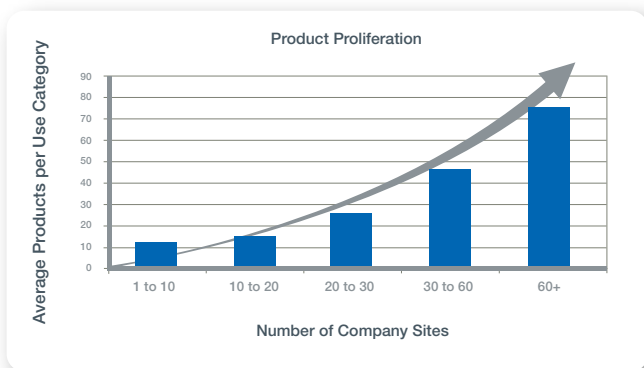


FACT: Large and medium-sized companies may use between 5,000 and 50,000 different chemical products for their business. Many of these products are MRO chemicals that are poorly controlled for price and toxicity.

A Cross-Industry Problem

Every year, especially in multi-site enterprises, MRO chemicals slip into inventories beneath procurement's radar and are rarely controlled for cost, toxicity and proliferation. And unlike other products, these MRO chemicals can have significant lifecycle costs (handling, regulatory compliance and waste disposal).

Key decision makers may not be aware of product proliferation, nor may they fully realize the threat these hazardous chemicals pose to corporate profits, human safety and the environment.



The IHS Solution

Better chemical management with IHS can help companies reduce product count, product and lifecycle cost and regulatory compliance risk – all while improving worker safety and reducing environmental impact. The unique, proprietary solutions include tools and expertise for evaluating, analyzing and selecting less expensive, less hazardous chemical products. IHS has helped global Fortune 500 companies better manage their diverse chemical inventories for more than 18 years.

“The best managed companies take compliance data and convert it into usable information that results in good decisions upon which they build excellent chemical management solutions.”

- Mark Wysong, VP Environment, IHS and Author of *The Nontoxic CEO*

Gain Visibility

To get your company started on the path to a safer, more cost-effective inventory, you must review what you know about your current situation. Your company must consciously acknowledge room for improvement and cost savings opportunities. Begin with these questions:

- What chemical product do you have at your facilities?
Do you need to take an inventory to get a more accurate picture?
- What chemicals are used in those products?
Can you leverage existing compliance and material safety data sheet (MSDS) data to gain insight?
- What is your true indirect chemical cost?
Understanding that cost includes not only the purchase price but also lifecycle costs including:
 - o Handling
 - o Environmental, Health and Safety
 - o Reporting
 - o Waste disposal

Analyze Inventory

With data in hand, IHS provides exclusive tools for analyzing your company's chemical inventories and enables decision makers to select the lower-cost, lower-hazard products.

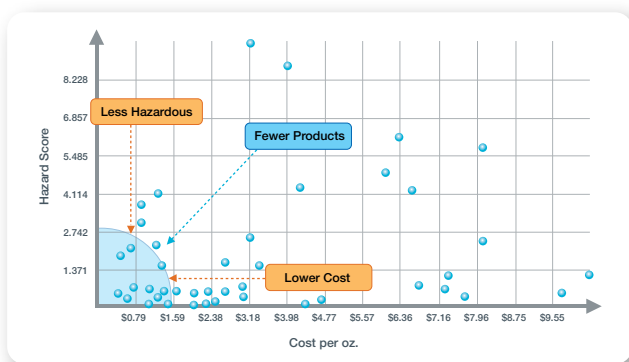
IHS ecoAnalysis™ is a comprehensive software tool that:

- Presents chemical inventory by use category (utilizing more than 700 different categories, such as degreaser, window cleaners and gasket sealants)
- Sorts and presents inventory data by cost and hazard ranking (human and environmental) using complex algorithms
- Illustrates product details in easy-to-read graphs (as shown on the next page)

Take an accurate inventory with IHS

Taking an accurate physical inventory across your company's sites is vital to gaining true insight. Learn exactly what chemicals are being used in your facilities with the exceptional IHS onsite inventory service and our award-winning Portable Inventory Assistant™ (PIA) software.

- Allows evaluation of new products versus current products in use
- Provides relative ranking for simplified decision making
- Presents 3rd party certified product alternatives
 - o EPA Design for the Environment (DfE)
 - o EcoLogo
 - o Green Seal



Sample use category analysis in ecoAnalysis

Select Products

Use the IHS software and the resulting data to rationalize chemical purchases with your cross-functional team.

The ultimate goal of the selection process is to:

- Reduce chemical count and number of vendors
- Reduce chemical costs (direct purchase and indirect lifecycle costs)
- Reduce health and environmental hazards
- Meet operational needs

Once you have selected products that will reduce your cost and are safer for human and environmental health, you are ready to implement changes to your organization's buying process. This will require collaboration among your cross-functional team of procurement, operations and Environmental, Health and Safety (EHS) decision makers. By implementing a system to control new material requests and approvals you will also better ensure the success of your program.

FACT: The price variation between different brands of the most commonly used MRO chemicals may range from 2% to 300%.

Measure Results

With a system in place you can also track and report on your inventory greening efforts. This information provides an organizational progress report of the cost and hazard reductions that are a result of your efforts. Measurements such as this could become a part of your company's overall sustainability tracking and reporting system.

Rely on IHS for Optimal Solutions

IHS has the tools and the expertise to enable you to simplify and green your supply chain, while helping your bottom line.

IHS can help you:

- Reduce your chemical product count
- Reduce your vendor count
- Simplify your chemical supply chain and procurement process
- Reduce product lifecycle costs including
 - o Environmental Health and Safety
 - o Regulatory compliance
 - o Special handling
 - o Waste disposal
 - o Purchase price
- Green your supply chain
- Make your company a better and more profitable place to work

“In our multi-point chemical management system, we look at the reduction of the number of products we use and their volume use and toxicity. We’re reducing costs, maintaining and auditing the control of our system and ensuring we’re purchasing chemicals that are effective for their intended use. IHS has enabled and helped us every step of the way.”

– Lorne Cooper, Mosaic Mining, Potash Division

SOLUTIONS FOR A NONTOXIC BUSINESS:

IHS has a comprehensive program for evaluating, analyzing and selecting less expensive, greener and less hazardous chemical products.



Complete Solution

IHS will work with you to deliver a complete, high-value solution for your company's chemical management needs including:

- **Implementation Support.** You will work with a team of experienced implementers who will help you assess your needs and deliver a solution that is configured for your business.
- **Professional Field Services.** We have a team of trained professionals that can travel to your site to complete physical chemical inventories to assist with your chemical management initiatives. We also have trainers available for web based or on site user and administrator training.
- **Software Training.** Software training courses are regularly offered for system administrators. In addition, we offer customized, on-site training at your request.

For hazardous chemical information management the IHS solutions lead the way. Our products and services provide a comprehensive, integrated approach to environmental, health and safety issues. From the simplest to the most complex chemical management needs, we offer more than just software and data services. We design real world solutions to help you in Protecting People, Planet and Profits.

To learn more about Chemical Inventory Greening and other IHS solutions, or to speak to a system consultant, please contact us.



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Contact IHS today about chemical choices for a sustainable future.

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