

# SOCMA MEMBER

# SPOTLIGHT



Society of Chemical Manufacturers & Affiliates

Newsletter • SECOND QUARTER 2011

## This **SOCMA** Member **SPOTLIGHT** is shining on Hampford Research, Inc.

### Real Efforts Reap Real Rewards

SOCMA is working hard to understand and get to know its members and respond to their needs and companies are taking notice

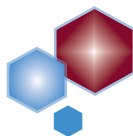
#### **SOCMA solutions boost the bottom line for Hampford Research**

Hampford Research, a provider of custom solutions for R&D, pilot and full scale production challenges, was a member of SOCMA long before Kate Donahue became president in 2007. Recently, though, she has come to value highly the benefits of membership.

“For us, SOCMA provides support in two areas that are fundamental to our success: plant operation and international trade,” Donahue states.

“For us, SOCMA provides support in two areas that are fundamental to our success: plant operation and international trade,” Donahue states. “The training programs and other guidance materials that are part of the ChemStewards initiative help us improve our internal operations on a continuing basis. Efforts by the International Trade Committee to address certain duty exemption issues have made a real difference for us as well,” she explains.

The trade issue has, in fact, been crucial for Hampford. Materials brought into the US were receiving duty exemptions even though companies like Hampford were producing them domestically. Director of Sales & Marketing John Jury worked closely with SOCMA's International Trade Committee to resolve this issue. “The committee and SOCMA staff have been very responsive to this challenge. Much effort was invested in understanding the problem and brainstorming ways to deal with it,” he observes. A proposal was developed and it looks like the Commerce Department will adopt it. The result: the playing field will be leveled. And Hampford is now on the department's list of future resources, ensuring that input from smaller chemical companies will be solicited.



## Membership Contacts

*Continued on page 2*

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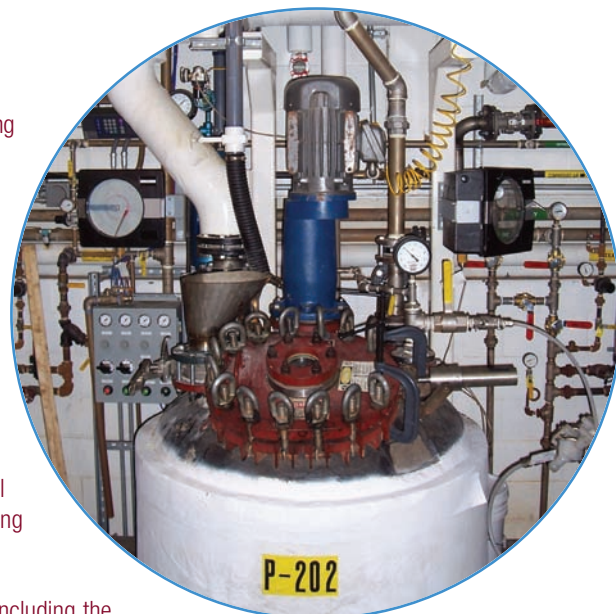
*Hampton Research...continued from cover*

Donahue has noticed that this response on the trade issue is just one example of how SOCMA is ramping up efforts to get to know its members better. Larry Sloan's recent visit to their plant is another. He not only took time to talk with Hampford personnel about trade issues, the company's ChemStewards program,

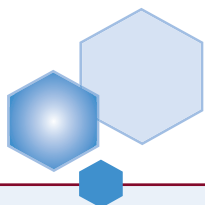
the usefulness of the ChemAlliance website and upcoming events – Larry also took a tour of the site to see the company's operations first hand.

"It was really great for our management team to meet Larry. We all really felt that he wanted to learn about our business and get to know us as people and as a company," she notes. Jury adds: "We are seeing a big transformation at SOCMA, with the organization really being very effective at not only reaching out to all members but also being very responsive in developing programs and initiatives to address their needs."

Hampford also participates in other SOCMA events, including the Annual Meeting and GlobalChem. Donahue also enjoyed the SOCMA sponsored Washington Fly-In that occurred in April and which she found to be very productive. "It is a tremendous opportunity to have SOCMA supplement our efforts at communicating with members of Congress about key issues affecting our ability to be a successful business." 



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## GlobalChem Conference

*GlobalChem provides attendees with information and interaction with experts on TSCA, emerging issues and trends in the product stewardship arena and equivalent international regulations. Interactive sessions cover developments in important international markets, emerging science issues, hazard communication and other areas. Recent topics have included amendment of the inventory update reporting (IUR) rule, TSCA modernization, hot topics at the EPA, GHS implementation and strategies for global submissions. Much can also be learned about available products and services designed to assist with regulatory compliance at the GlobalChem exposition.*

## This SOCMA Member SPOTLIGHT is shining on: Technology Sciences Group Inc. (TSG)



### SOCMA provides real opportunities for Technology Sciences Group Inc. (TSG)

TSG, a SOCMA member for over ten years, is an international consulting firm that provides scientific and regulatory expertise to support the registration, compliance and defense of chemically related products. TSG's clients include chemical, pesticide, consumer product, food, personal care and animal health companies, and its continued affiliation with SOCMA provides opportunities to network and connect to these industry groups. In particular, TSG finds substantial benefit participating on SOCMA's regulatory-related committees and attending the annual GlobalChem conference, which is co-sponsored by the American Chemistry Council.

In fact, TSG decided to increase its participation in GlobalChem 2011 by sponsoring the one-day TSCA Workshop. Will Pettit, a Regulatory Consultant with the company, presented at the workshop, and led a discussion about electronic pre-manufacture notification (PMN) submissions, noting common errors and how to avoid them, as well as trends and issues with the program. With over 200 attendees, the workshop was a real success.

"GlobalChem is a valuable symposium for us on many levels," he says. "With key staff from EPA and other regulatory agencies participating, the conference provides a unique opportunity to hear about government agency views and planned activities directly from the source. Equally important, it allows participants to interact and provide feedback to agency staff involved in the development of regulations that have a direct impact on our clients."

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# SOCMA Member Benefits

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**SOCMA's 8th Annual CHEMICAL INDUSTRY GOLF TOURNAMENT...benefiting the ACS Scholars Program**

SEPTEMBER 27, 2011 | Malvern, PA | Chester Valley Golf Club | [www.socma.com/golf](http://www.socma.com/golf)

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**Sponsorships AVAILABLE!**

SOCMA is hosting a one-day golf tournament to raise money for the American Chemical Society (ACS) Scholars Program. For the past seven years, SOCMA has teamed up with ACS to raise awareness of this cause and support careers in science. Play, network & support a worthy cause!

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Charter Brokerage...continued from page 2

For Mr. Pettit, another important factor is that GlobalChem brings together top regulatory personnel from most of the major and many of the small to mid-sized chemical companies from around the world. There are also a number of consultants and representatives from legal firms that attend the conference. "As a result, GlobalChem provides terrific networking opportunities as well as a venue to discuss what issues and challenges other companies are struggling with and the solutions they have proposed."

Mr. Pettit also hopes to become an active member of the Chemical Risk Committee. With TSCA reform looming, he believes that SOCMA has the ability to

play a key role as discussion on the subject progresses. "Members of the Chemical Risk Committee, in conjunction with the government relations staff, can help influence the development of the new TSCA regulations, and I am highly interested in the opportunity to take part in that process."

"The committee also provides members with a forum for sharing ideas and learning from each other. With the ability to collaborate with SOCMA staff and industry representatives, it really is a tremendous benefit to be able to participate in a group like the Chemical Risk Committee. I look forward to both learning and contributing as much as I can," Pettit states. 



Society of Chemical Manufacturers & Affiliates

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**OPEN NOW —**  
to see who this quarter's  
Member SPOTLIGHT is shining on...  
Hampford Research, Inc. and  
Technology Sciences Group, Inc.!



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