

# Membership & Performance Data Report

FOR CALENDAR YEAR 2008



Quality • Responsibility • Stewardship

## Measuring the Success of The Responsible Distribution Process<sup>SM</sup>

The economic contributions of the chemical distribution industry in all aspects of the chemical value chain are numerous. The last quarter of 2008 did have its impacts on the industry but this report highlights that overall it was another good year for NACD member companies. To highlight these achievements as well as an excellent safety record, we proudly present the 2008 NACD Membership Performance and Data Report.

Encompassing eight years of performance tracking, this annual report illustrates NACD distributor member companies' positive and improving environmental, health, and safety record. All of NACD's member companies practice the Responsible Distribution Process<sup>SM</sup> (RDP) as a condition of membership and it provides them with a framework by which they shape this outstanding record.

Recognizing the importance of this information, completion and submission of the annual Membership & Performance Data Questionnaire was made a condition of continued membership in the Association in 2005. Consequently, the last four years of data presented in this report encompass our full membership's demographics and continuous improvement.

The American chemical industry plays a vital role in the economy and in the world marketplace. In the distribution of these products, NACD member companies continue to employ more than 20,000 people. Our membership represents 85% of the chemical distribution facilities in the nation and more than 90% of the industry's gross revenue. Members of NACD operate in every state in the continental United States, as well as Mexico, Canada, and Puerto Rico through nearly 1,500 facilities.

The membership includes small businesses as well as regional and national companies. In 2008, NACD members made 5.2 million chemical distribution shipments, were responsible for 81 billion pounds of delivered product, and drove more than 199 million miles in the distribution of these chemicals.

One change in the reporting structure of the report this year is on question #4. NACD changed the basis of the question to "cases reported" rather than "lost-work days". Overall, NACD's member companies continue to show improvement in such areas as reducing injuries while experiencing growth in miles traveled and weight of product delivered.

In this report, you will find comparisons of NACD companies' performance to all distributors that report under The North American Industry Classification System (NAICS), which is the standard used by federal statistical agencies in classifying business establishments for the purpose of collecting, analyzing, and publishing statistical data related to the U.S. business economy.

NAICS was developed under the auspices of the Office of Management and Budget (OMB), and adopted in 1997 to replace the Standard Industrial Classification (SIC) system. NACD members are typically, but not exclusively, reporting under the NAICS codes of 4246 and more specifically 42469. The 2007 definition of each code is:

### 4246 Chemical and Allied Products

#### Merchant Wholesalers

This industry group comprises establishments primarily engaged in the merchant wholesale distribution of chemicals, plastics materials and basic forms and shapes, and allied products.

### 42469 Other Chemical and Allied Products

#### Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of chemicals and allied products (except agricultural and medicinal chemicals, paints and varnishes, fireworks, and plastics materials and basic forms and shapes).

The report is a testament of NACD member companies' leadership through RDP and their ability to manage the challenges facing our industry while performing at exceptional levels.

# Safety Information – Accidents

## Non-Vehicular

**1** How many reportable site incidents involving *handling and storage* did your company experience during 2008?

	<b>2008</b>	2007	2006	2005
<b>Sum Total</b>	<b>62</b>	60	106	117
<b>Minimum</b>	<b>0</b>	0	0	0
<b>Maximum</b>	<b>14</b>	12	42	30
<b>Median</b>	<b>0</b>	0	0	0

**2** How many recordable site incidents involving *loading and unloading* did your company experience during 2008?

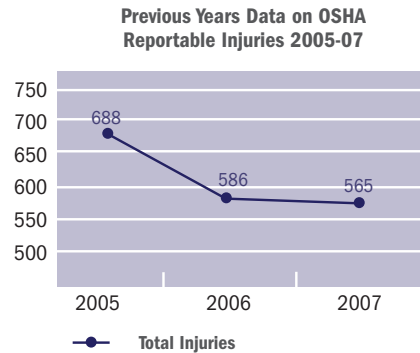
	<b>2008</b>	2007	2006	2005
<b>Sum Total</b>	<b>49</b>	60	106	119
<b>Minimum</b>	<b>0</b>	0	0	0
<b>Maximum</b>	<b>6</b>	12	42	30
<b>Median</b>	<b>0</b>	0	0	0

\*\*2005-2007 tracked reportable incidents. Note in 2008, this was changed to recordable.

**3** Using data reported on your OSHA 300 log, how many OSHA recordable site incidents involving injuries did your company's employees experience during 2008?

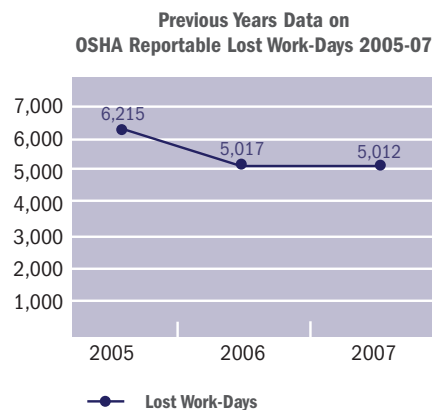
	<b>2008</b>
<b>Sum Total</b>	<b>558</b>
<b>Minimum</b>	<b>0</b>
<b>Maximum</b>	<b>63</b>
<b>Median</b>	<b>0</b>

\*\*2005-2007 tracked reportable incidents. Note in 2008, this was changed to recordable.



**4** Using data reported on your OSHA 300 log, how many cases involving OSHA recordable lost work-days did your company's employees experience as a result of the above injuries?

	<b>2008*</b>
<b>Sum Total</b>	<b>211</b>
<b>Minimum</b>	<b>0</b>
<b>Maximum</b>	<b>23</b>
<b>Median</b>	<b>0</b>



\*NACD as a % of NAICS 4246: 5.5%  
NOTE: The wording for this question was modified this year. The basis of the question was changed to "cases" instead of "lost-work days".

5 Using data reported on your OSHA 300 log, how many OSHA reportable fatalities occurred as a result of the above accidents?

	2008	2007	2006	2005
<b>Sum Total</b>	<b>0</b>	1	1	1

### Vehicular

6 How many incidents that involved reportable vehicular accidents or transportation spills did your company experience in the transportation of chemical products in 2008?

	2008	2007	2006	2005
<b>Sum Total</b>	<b>64</b>	263	324	150
<b>Minimum</b>	<b>0</b>	0	0	0
<b>Maximum</b>	<b>11</b>	130	137	50
<b>Median</b>	<b>0</b>	0	0	0

\*\* Percentage change from 2007: -75.7%

—NACD as % of Large\* trucks involved in crashes in 2008: less than 1%

(\*Large truck is defined as a truck with a gross vehicle weight rating (GVWR) greater than 10,000 pounds.)

Comparison source: Federal Motor Carrier Safety Administration (FMCSA)

7 How many incidents that involved total recordable injuries did your company experience as a result of the above vehicular accident(s) or transportation spill(s)?

	2008	2007	2006	2005
<b>Sum Total</b>	<b>14</b>	26	34	29
<b>Minimum</b>	<b>0</b>	0	0	0
<b>Maximum</b>	<b>5</b>	14	14	9
<b>Median</b>	<b>0</b>	0	0	0

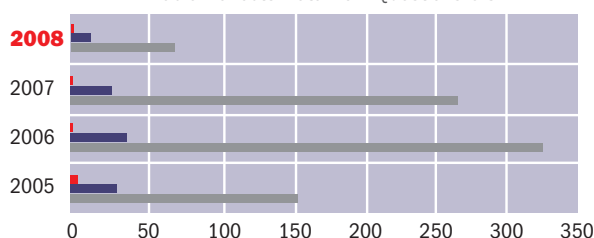
\*\* Percentage change from 2006: -46.2%

8 How many total fatalities occurred as a result of the above vehicular accident(s) or transportation spill(s)?

	2008	2007	2006	2005
<b>Sum Total</b>	<b>1</b>	1	1	4

■ Transportation Incidents (Accidents & Spills)  
 ■ Transportation Incidents (Injuries)  
 ■ Transportation Incidents (Fatalities)

Transportation Incidents that Involved Accidents & Spills, Injuries, and Fatalities 2005-08  
 Table Reflects Data from Questions 6-8

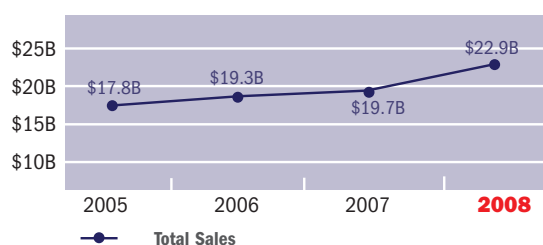


## Demographic Information

9 What were your company's billable total annual sales through distribution in 2008?  
 (Include all sales of chemical products, national and international, etc.)

	2008	2007	2006	2005
<b>Sum Total</b>	<b>\$22.9B</b>	\$19.7B	\$19.3B	\$17.8B
<b>Minimum</b>	<b>\$1M</b>	\$1.80M	\$1.75M	\$.025M
<b>Maximum</b>	<b>\$5.4B</b>	\$4.3B	\$4.1B	\$3.8B
<b>Median</b>	<b>\$26.0M</b>	\$21.1M	\$20.6M	\$19M

Total Annual Sales Data 2005-08



**10** How many total chemical distribution facilities does your company own and/or lease?  
(Include headquarters and all operational sites, i.e. public warehouses, terminals, etc.)

	<b>2008</b>	2007	2006	2005
<b>Sum Total</b>	<b>1,498</b>	1,554	1,537	1,400
<b>Minimum</b>	<b>1</b>	1	1	1
<b>Maximum</b>	<b>147</b>	134	114	127
<b>Median</b>	<b>3</b>	3	3	3

**11** How many Full-Time Equivalents (FTEs) did your company have on December 31, 2008?

	<b>2008</b>	2007	2006	2005
<b>Sum Total</b>	<b>20,538</b>	20,812	21,319	21,577
<b>Minimum</b>	<b>1</b>	2	3	1
<b>Maximum</b>	<b>4,134</b>	3,396	3,326	3,304
<b>Median</b>	<b>28.0</b>	26.0	25.0	25.5

**12** Throughout your company, approximately how many total miles did all of your drivers travel in your company's owned and leased vehicles from chemical distribution shipments in 2008?

	<b>2008</b>	2007	2006	2005
<b>Sum Total</b>	<b>199.3M</b>	175.0M	167.6M	171.9M
<b>Minimum</b>	<b>1,000</b>	1,000	4,000	11,000
<b>Maximum</b>	<b>34.9M</b>	32.3	27.4M	25.9M
<b>Median</b>	<b>306,000</b>	250,000	240,000	260,000

**13** What was the total number of all chemical distribution shipments made (each time a shipping paper was completed) for which your company was responsible? (This includes shipments by third-party carriers, deliveries from the source to the customer, etc.)

	<b>2008</b>	2007	2006	2005
<b>Sum Total</b>	<b>5.2M</b>	5.3M	5.6M	6.5M
<b>Minimum</b>	<b>1</b>	20	150	175
<b>Maximum</b>	<b>1.3M</b>	1.0M	1.0M	1.1M
<b>Median</b>	<b>6,889</b>	6,300	6,586	6,000

**14** What was the approximate total weight (pounds) of product delivered to your customers for which your company was responsible? (This includes deliveries by third-party carriers, deliveries directly from the source to the customer, etc.)

	<b>2008</b>	2007	2006	2005
<b>Sum Total</b>	<b>81.1B</b>	71.7B	50.7B	45.9B
<b>Minimum</b>	<b>2,000</b>	5,000	1.1M	1,000
<b>Maximum</b>	<b>26.0B</b>	26.4B	6.1B	5.4B
<b>Median</b>	<b>35.5M</b>	30.0M	38.1M	34.7M