

# CHEMICAL DISTRIBUTOR

## A.R.M. in Arm:

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**A**  
ADVOCACY

**R**  
RESPONSIBLE  
DISTRIBUTION

**M**  
MEMBER  
VALUE



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National Association of  
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## 2011 CALENDAR OF EVENTS

APRIL 4-5	Responsible Distribution Workshop Pittsburgh, PA
APRIL 12-16	2011 Western Region Meeting Marriott Wailea Beach Resort & Spa, Wailea, HI
MAY 3-4	2011 NACD Legislative Fly-In Westin, Washington DC City Center, Washington, DC
MAY 11-13	2011 Southern Region Meeting Disney's Yacht and Beach Club Resort at EPCOT, Orlando, FL
JUNE 22-24	2011 Central Region Meeting Grand Geneva Resort, Lake Geneva, WI
AUGUST 24-26	OPSEM 2011 Sheraton Hotel, Sacramento Convention Center, Sacramento, CA
NOVEMBER 7-11	40th NACD Annual Meeting Hyatt Coconut Point, Bonita Springs, FL

# MEMBER NEWS

## Mergers/Acquisitions

### Univar to Acquire Basic Chemical Solutions

Univar Inc., a global chemical distributor, and Basic Chemical Solutions, L.L.C. (BCS), a global distributor and trader of commodity chemicals, announced that they have signed a definitive agreement for Univar to acquire BCS. The acquisition is expected to close in the first quarter of 2011, subject to customary closing conditions.

BCS is a global distributor of a select list of basic commodities with a unique integrated distribution model, combining bulk and mini-bulk chemical distribution with a global procurement and trading platform. The acquisition will enhance Univar's ability to provide value in the supply chain between the company and chemical end-users and strengthen the company's global sourcing capabilities.

"We are extremely pleased to announce this combination with Basic Chemical Solutions," said John Zillmer, President and CEO of Univar. "Mark Byrne and his leadership team have a proven track record and we are excited about them joining Univar. We expect this to provide considerable benefit for our customers and suppliers."

## Personnel News

### Univar to Appoint Mark Byrne as Chief Operating Officer

Univar Inc., a global chemical distributor, announced that Mark Byrne will be appointed as Executive Vice President and Chief Operating Officer of Univar. In this new role, Byrne will be responsible for managing Univar's global business units as well as the integration of Univar and BCS. He will report to John Zillmer, President and Chief Executive Officer of Univar. Mark Byrne has been the President and Chief Executive Officer of Basic Chemical Solutions since he co-founded the company in 1995.

### Jay Lang Advances To Evp, Charkit Chemical Corporation

Jay Lang has been advanced to Executive Vice President of Charkit Chemical Corporation.

"Since Jay joined Charkit almost 17 years ago, he has made a notable contribution to our growth. In his previous role as Vice President at Charkit, he was a pivotal professional in making many of the decisions that have led to the substantial inroads we have made as a provider of innovative personal care ingredients, most recently demonstrated by our acquisition of ISI," said Hinnant.

As Executive Vice President at Charkit, Lang will have an active role in seeking new acquisitions. H

### Sal Vumbaca Named Account Executive At Charkit Chemical Corporation

Charkit Chemical Corporation has announced the Account Executive appointment of Sal Vumbaca. In his new position, Vumbaca will focus on personal care, working with Charkit's existing customers in New York, New Jersey and Pennsylvania territories.

He will also be responsible for the development of new business opportunities. Vumbaca reports to Jay Lang, Charkit's Executive Vice President. He was previously employed at Protameen Chemicals.

## New Products

### Datacor, Inc. Releases Chempax C/S 2010

Datacor, Inc., a developer and provider of ERP software solutions for chemical distributors and manufacturers serving the adhesive and sealant, oil and lubricant, specialty and fine chemical, water technologies, janitorial and sanitation, and paintings and coatings industries, announces the release of Chempax C/S 2010, the latest version of Chempax C/S which features a highly customizable interface using best of class graphical controls. Chempax C/S 2010 supports the ultimate in personalization by allowing users to customize multiple, interrelated panels and grids so the information users need to complete daily tasks is viewable immediately.

## Industry News

### U.S. Zinc Names E. W. Kaufmann Company as Distributor

U. S. Zinc has named E. W. Kaufmann Company as distributor for their zinc oxide. U.S. Zinc is the largest producer of zinc oxide in the world and a leading producer of zinc dust and zinc powder, with plants in the United States of America, Brazil and the People's Republic of China.

### Third Coast Terminals Commences Major Expansion

Third Coast Terminals announced a major expansion at its facility in Pearland, Texas aimed at tripling capacity, enhancing service and assuring security of supply for customers. Groundbreaking for the expansion occurred in February and the project will be completed in stages and is scheduled for full completion in 2013.



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## MEMBER REFERRAL PROGRAM

**FOR EACH RECRUITED COMPANY, RECEIVE \$300 OFF ANY NACD PROGRAM IN 2011**

Working with a company that should join NACD? Let us know! If the company joins, you receive a \$300 credit for NACD programs.

To refer a prospective member simply fill out NACD's referral form (available at <http://www.nacd.com/about/mgaa.aspx>). Or just send your leads directly to NACD's Membership Department by email to: [membership@nacd.com](mailto:membership@nacd.com).

Support your industry by helping us grow. Together we can improve safety and performance throughout the supply chain, maximize networking, and create new business development opportunities within the NACD community.

**Questions? Call us at 703.527.6223.**

Advancing Stewardship. Creating Connections™

# NACD & the Challenge of Regulations

An Interview with **Mathew Brainerd**, President, Brainerd Chemical Company, Inc. & Government Affairs Committee Chairman



## What is NACD doing to respond to the challenges of chemical regulations?

Let's start with Responsible Distribution and NACD's Guiding Principles. Item 7 of the Responsible Distribution Vision Statement is only one of our cornerstone principles but a very important one. It says we will participate with government in creating responsible laws and regulations. Responsible Distribution requires awareness of and compliance with regulations. So NACD starts the process of responding to regulatory challenges by educating the member companies on the challenges to be faced. NACD is the conduit between member companies and regulatory knowledge. And yes, active participation is required by NACD staff as well as NACD member companies to identify and address these challenges. Highlights of how NACD responds would be as follows:

1. Near and dear to my heart is the NACD Washington DC Fly-In. Held every spring, this event is a first hand experience in how legislative efforts become law and what can be done by NACD members to "...help advocate for favorable legislation and a better business environment in the states, at the federal level, and even internationally." Congress learns one-on-one from NACD members directly, how regulations affect our businesses and the nation. We make a difference by these efforts and we see the results when Jennifer Gibson reads the final law.

2. The NACD PAC has collected approximately \$135,000 this cycle to help elect candidates who support pro business legislation. Individuals from NACD member companies support the NACD Political Action Committee

with financial contributions which in turn support a more business-friendly congress. This is a non-partisan effort lead by Jim Boldt.

3. Jennifer Gibson works tirelessly walking the halls of Congress. Taking issues relating to the chemical industry door to door, Jennifer successfully educates legislators and their staff on all aspects of the chemical distribution process. Jennifer understands the regulatory climate of our industry better than anyone. Jennifer is truly the pulse of the NACD regulatory initiative. She writes, she talks, she educates, she conveys our passion for the betterment of this industry to those on the hill. Conveying excellence in EHS&S is important when talking with Congressional members who do not always have accurate information.

Jennifer Gibson also conducts webinars on current regulatory issues affecting NACD Members. These webinars are essential training sessions for anyone wanting to understand how to comply with implementation of regulations.. If a member company has a need for assistance with a regulation you can bet other companies have the same need. Jennifer will also take requests from members and create educational webinars.

4. Committees such as the Environmental Task Group, the Government Affairs Committee, the Transportation Issues Task Group respond to regulatory proposals with written comments. These comments are addressed to the Congressional Committees or Agencies responsible for legislation becoming regulations. NACD comments are vital because we have the practical knowledge and understanding of issues not so well known to Congressional staff writers. Through its advocacy initiatives NACD has changed the course of legislative writing towards a more favorable solution when addressing Congressional directives.

## How Do Members Learn About What's Going On?

NACD NewsBriefs published by Matt Glaser is an exhaustive source for regulatory and legislative information. No issue of concern to our industry is missed by Matt's resourceful investigative abilities.

Chemical (RE)Actions is published for the explicit purpose of an advocacy help sheet. A

step by step guide to who, what, where, when and how each NACD Member Company can be involved in the legislative and regulatory process can be found at this website.

Meeting agendas at OPSEM, The Washington DC Fly-In and the NACD Annual Meeting, as well as other meetings when pertinent, will always have sessions addressing new or early stage regulatory compliance concerns.

NACD Fact Sheets, Position Papers and Statements are published by NACD staff to give NACD members an overview on current legislative initiatives. Found on the NACD website at [www.nacd.com/advocacy](http://www.nacd.com/advocacy), these early warnings of what is to come is an alert for NACD member companies to get involved in the legislative process and tell their Congressional representatives how these initiatives will affect their businesses if passed into law.

NACD.COM. NACD takes the Position Papers a step further and they give members the ability to use a sample letter in order to communicate to their Congressional representatives. Whether Senator or House Member is being addressed, a sample letter is available for review and incorporation into correspondence. This makes writing to your Congressional representative so easy it's a "no-brainer".

## Is NACD alone in this effort?

NACD and ACC have signed a memorandum of understanding designed to emphasize and strengthen our EHS&S initiatives. I believe as we move forward in identifying our commonalities in these two industry leading associations we will find the basis for a common voice with common legislative initiatives when addressing congressional members. In July, NACD published a 33 page report entitled 'A Comparison of Responsible Care and Responsible Distribution Initiatives' to emphasize the commonalities between our two organizations and document for Congress our industry's fundamental EHS&S initiatives. We absolutely are not alone but we must be good partners in the effort to educate Congress and others who may see our industry in a negative light.

## Are you really making a difference with all this effort?

In many hearts the answer to this question parallels the question of one vote at election time. The commitment to our American