

Master Presentation



Henkel Chemical Management

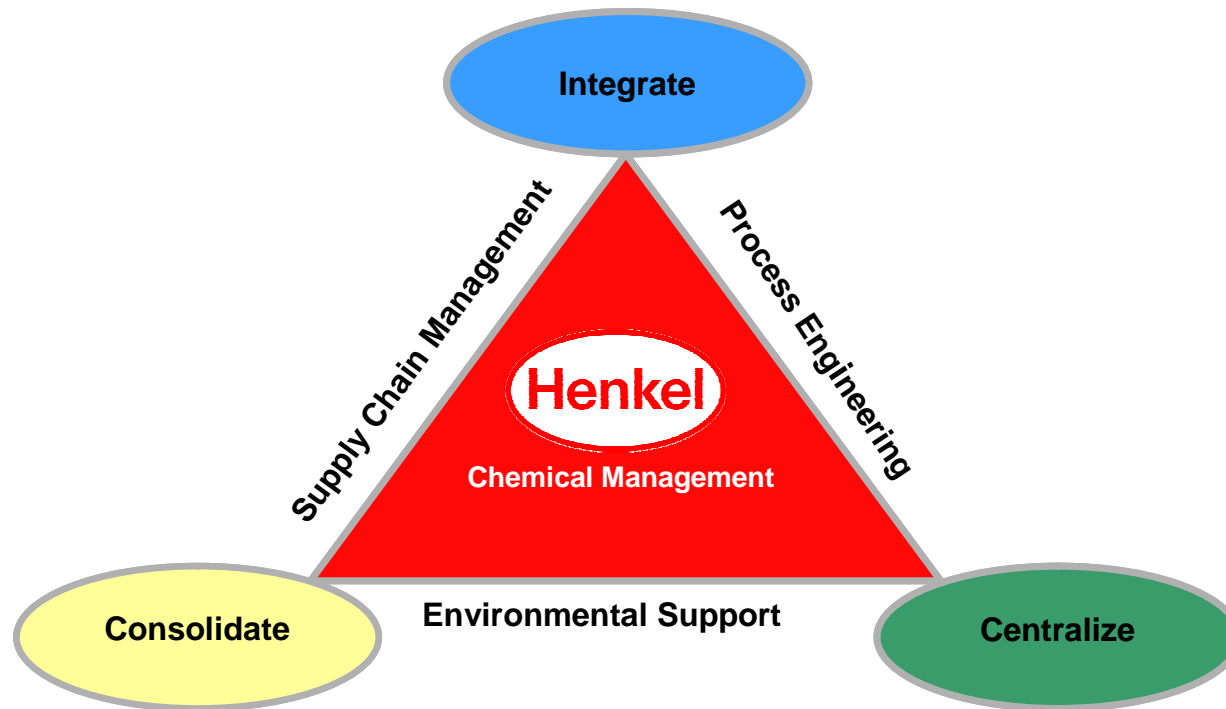


Chemical Management Definition

Where a customer engages a service provider that will reduce the total cost of chemicals and improve environmental performance.

A single supplier provides chemicals, services, inventory management, process controls, and IT systems, through on-site services, that immediately reduces “Total Cost”

Chemical Management



Reducing Customer Complexity, Waste & Total Operating Cost



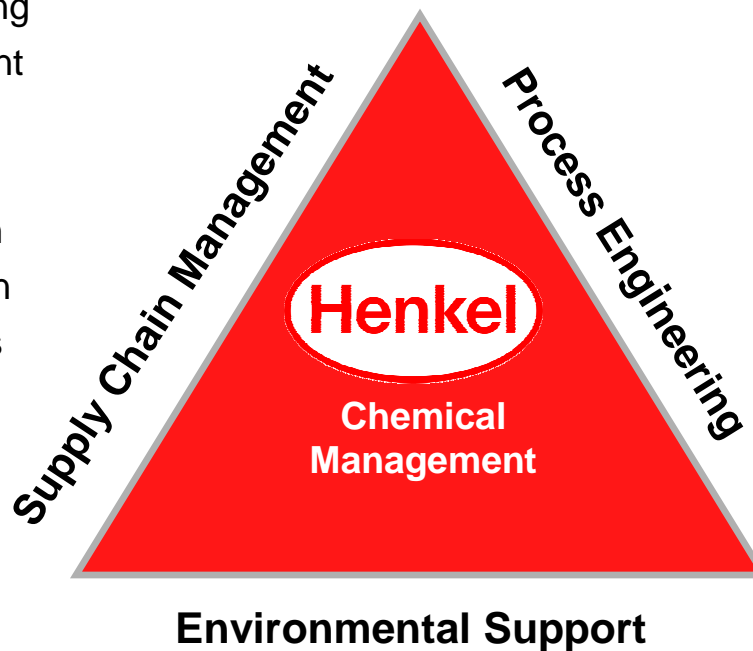
Chemical Management - Customer Benefits

Purchasing

- Supply Chain Management
- New / Product Sourcing
- Logistics Enhancement
- eCommerce
- Customer Catalogs
- Product Consolidation
- Supplier Consolidation
- Dedicated IT Systems
 - > Customer Access
- Labor Reduction

Finance

- Accounts Receivable
- Accounts Payable
- Consolidated Monthly Invoicing
- Customer pays "One" Supplier
- Cost of Capital Reduction (Inv)
- Simplified Budgeting
- Labor Reduction



Manufacturing

- Process Optimization
- Inventory Reduction
- Quality Inspection
- Usage Optimization
- Reporting Consistency
- Engineering Support
- Single Point of Contact
- Project Management
- Container Right Sizing
- Labor Reduction

EH&S

- MSDS Management
- Constituent Reporting
- Waste Reduction
- Single Data Source
- Green Alternatives
- Removal Coordination
- Labor Reduction

Henkel Corporation Integrated Management

• Sampling of Available Services:

- Inventory and supply chain management/warehousing

- Environmental and regulatory compliance

- Hazardous waste management

- On-site technical support for all managed products

- Customized training programs

- Consolidated invoicing/customized reporting

- Project management

- Just-in-time delivery



- Cost, usage, and waste tracking

- ProControl™ adhesive optimization system

- MSDS Management

- Monitoring of Quality System processes

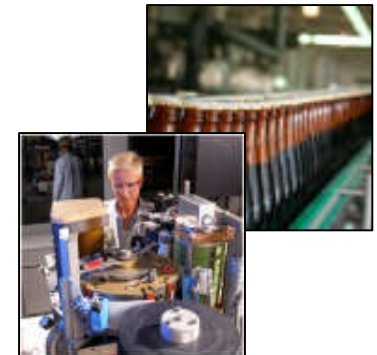
- Container Management

- Consignment

- Six Sigma project management

- Material shelf-life tracking

- E-procurement options/web portals/bar-coding



**Additional programs and solutions are available,
and can be customized to meet individual needs**



Differentiation

HENKEL / CHEMICAL MANAGEMENT (CM)

- **Global Company** – culture and customer growth diversity
- **Comprehensive CM** - We support a High Level Vision of CM
- **CM Experience** – 20+ years
- **Industry Diversity** – Consumer, Industrial, Manufacturing, Distribution
- **Financial Stability** - Independent operating entity of a \$21 Billion Company
- **CM IT Systems** - Dedicated, Customized, Internally Supported
- **Registered Business Processes** – ISO / AS
- **Business Founding Principle** - Continuous Improvement
- **Corporate Technical Support** – Immediate access (equip / analytical / R&D, etc)
- **History of Successful** - Long-Term Customer Relationships
- **World-Class Organization** – Able to Recruit the Highest Quality Employees

