

Book your space in the Chemical Watch Service Providers Guide 2012

Put your company in front of the buyers of services at the major chemicals manufacturers and downstream users in our 2012 *Service Providers Guide*.

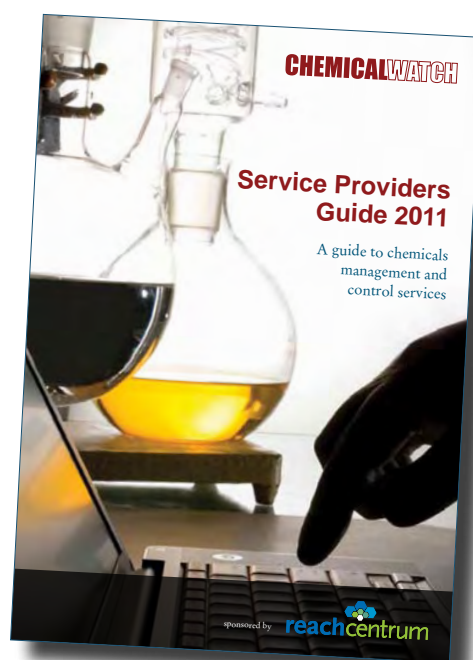
Key points for 2012

- Following the success of the launch edition we will be increasing the 2012 Guide's print circulation by 25%.
- The web link to view the digital version and/or download the full PDF will be circulated to nearly 20,000 contacts on the *Chemical Watch* database.
- The hard copy will also be distributed at key regulatory events globally such as Chemspec, ChemCon, GlobalChem, Informa/CIR, as well as smaller training workshops and *Chemical Watch's* own events.
- In addition to the *Chemical Watch* readership, the Guide will also be distributed through partner associations and via social media streams such as LinkedIn and Twitter.

As a leading source of up-to-date, accurate chemicals regulatory news, *Chemical Watch* is one of the most trusted sources of information on chemicals management and the established reference on developments under REACH and other global regulatory regimes. We enjoy more than 90,000 unique visitor sessions on our website every month.

The Service Providers Guide includes...

- Detailed 2-page profiles of service providers in all areas of chemicals management and control, with key information summarised in listings to enable easy comparisons between firms.
- Our unique survey of service providers and their clients, setting out market trends and levels of service provision, and some important insights into current and future trends.
- Features, case studies and other tools to help users better understand what services are available, how to go about selecting a provider, and how to get best value from supplier relationships.



The 2011 Guide profiled more than 50 companies, with detailed, systematic listings to enable comparisons between firms

Read it online or download the full PDF at:

www.chemicalwatch.com/guide/viewer

The guide is designed to help anyone involved in chemicals management find, select and commission a whole range of specialist services, including:

- Consultants, lawyers, laboratories, information providers, IT solutions and training companies.

This year, we are developing the product further, seamlessly integrating the *Service Providers Guide* with our online directory. In addition to the profiles in the print and digital versions of the Guide, all companies taking an entry in the 2012 Guide will also receive a listing at www.chemicalwatch.com/REACH_services – including a dedicated webpage for your company.

CHEMICALWATCH

Why take an entry?

- More than 2,500 print and 20,000 digital copies sent to potential clients.
- Present your company's key attributes on the desks and in the inboxes of *Chemical Watch* subscribers, at major conferences and tradeshows, and to other selected lists of end-users.
- Stand out from the crowd. Demonstrate your full range of services and what makes you different from your competitors.
- Increase your brand profile among a truly global audience, with logo and case studies included in the listing, and options to take additional advertising or sponsorship.
- Gain further exposure through the Guide's editorial.

Chemical Watch readership

- We are recognised as a trusted source of information on chemicals management and the established reference on developments under REACH.
- Our website enjoys over 90,000 unique visitor sessions per month.
- Our readers describe us as accurate, up-to-date, timely, honest and unbiased.

Note: The publication date for the 2012 edition will be mid-April 2012.



DHI	Consortia • Corporate • Dossiers/data • IT/software • Laboratory • Legal • Only rep • Pre/registration • Enviro risk • Human risk • SIEFs • Supply chain • Testing • Third party rep • Training
KNOELL CONSULT	Consortia • Corporate • Dossiers/data • Legal • Only rep • Pre/registration • Enviro risk • Human risk • SIEFs • Supply chain • Testing • Third party rep • Training
eco@munDo	Consortia • Corporate • Dossiers/data • IT/software • Laboratory • Legal • Only rep • Pre/registration • Enviro risk • Human risk • SIEFs • Supply chain • Testing • Third party rep • Training
Exponent International	Consortia • Corporate • Dossiers/data • Only rep • Pre/registration • Enviro risk • Human risk • SIEFs • Supply chain • Testing • Third party rep • Training
H2 COMPLIANCE	Consortia • Dossiers/data • IT/software • Only rep • Pre/registration • SIEFs • Supply chain • Testing • Third party rep • Training
harlan	Consortia • Dossiers/data • Laboratory • Only rep • Pre/registration • Enviro risk • Human risk • SIEFs • Testing • Third party rep
KFT	Consortia • Corporate • Dossiers/data • Only rep • Pre/registration • Enviro risk • Human risk • SIEFs • Supply chain • Testing • Third party rep • Training
REACH CHEM CONSULT	Consortia • Dossiers/data • Laboratory • Only rep • Pre/registration • Enviro risk • Human risk • SIEFs • Testing • Third party rep
REACH DELIVERY	IT/software • Supply chain
reachcentrum	Consortia • Corporate • Legal • Pre/registration • SIEFs • Training
REACHLAW	Corporate • Dossiers/data • Laboratory • Legal • Only rep • Pre/registration • Enviro risk • Human risk • SIEFs • Supply chain • Testing • Third party rep
SMITHERS VISICENT	Dossiers/data • Laboratory • Pre/registration • Enviro risk • Human risk • SIEFs • Testing
The Acta Group EU, Ltd	Consortia • Corporate • Dossiers/data • Only rep • Pre/registration • Enviro risk • Human risk • SIEFs • Supply chain • Testing • Third party rep • Training
The Wercs, Ltd	Dossiers/data • IT/software • Supply chain
TNO Triskelion	Consortia • Corporate • Dossiers/data • IT/software • Laboratory • Pre/registration • Enviro risk • Human risk • SIEFs • Supply chain • Testing • Third party rep • Training
Wildlife International, Ltd	

Companies taking an entry in the 2012 Service Providers Guide will this year receive a listing in the online Directory, above

**Contact June Meagher at Chemical Watch
for further information**

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email: june.m@chemicalwatch.com

CHEMICALWATCH

SAMPLE: two-page profile

Shown here at approx 45% of actual size.

PROFILE - Exponent International Limited



CONTACTS

Web site	www.exponent.com
E-mail	jreddy@uk.exponent.com
Head office	The Lenz, Hornbeam Business Park Harrogate, North Yorkshire, HG2 8RE United Kingdom
Tel	+44 (0)1332 868000
Fax	+44 (0)1332 868099
Contact	Julian Reddy
Directors	Head of REACH and Chemical Notification Services
Locations	Derby, UK, Basel, Switzerland
Founded	2002

OVERVIEW

Exponent Inc is one of the world's largest regulatory, engineering and scientific consultancies providing innovative solutions to complex technical problems. Exponent International Limited is a wholly owned subsidiary of Exponent Inc and is the European arm of the Chemical Regulation and Food Safety practice with offices in Harrogate and Derby in the UK and Basel in Switzerland. Exponent combines unparalleled technical expertise with the ability to focus this knowledge to meet our client's needs within short timeframes. Our ability to create multidisciplinary teams of scientists, regulatory consultants and project managers means that we can either perform in-depth scientific research and analysis or very rapid-response evaluations to provide our clients with the critical information that they need to make day-to-day strategic decisions.

VITAL STATISTICS 2009

Turnover, group	US\$7million
Turnover, chemical service provision	US\$3million
No of offices	3
No of countries represented	35
Staff, group	40
Staff, chemical service provision	21

SERVICE AREA BREAKDOWN



GLOBAL OFFICES

Global head office (Exponent Inc): 149 Commonwealth Drive, Menlo Park, CA 94025, USA
Other UK office: 1 Pride Point Drive, Pride Park, Derby, DE24 8BX, United Kingdom
Switzerland office: Aeschenvorstadt 57, Basel, 4051, Switzerland

SERVICES PROVIDED

General REACH services
Exponent's consultants have significant experience in the provision of a wide range of REACH support to our clients. These services include initial work such as regulatory strategy and advice, data evaluation and the use of intelligent testing strategies. We can also place and monitor studies, prepare and submit registration dossiers and chemical safety reports and provide post-submission support during evaluation and authorisation. Exponent has significant experience in programme and project management and SIEF and consortia management and we can also act as your only representative or third party representative.

Preparation of REACH registration dossiers and chemical safety reports
Exponent prepared in excess of 45 complete lead registrations for phase-in substances during 2010. We can complete all aspects of the process such as data evaluation and data gap analysis, determination of substance identification, use of intelligent strategies to address data gaps and study placement and monitoring. We can complete all of the IUCLID 5 dossier and the chemical safety report including exposure assessments, using ECETOC, TRA and higher tier models if necessary, and risk characterisation. Once the assessments have been completed we can produce the final exposure scenario and produce extended safety data sheets.

Global chemical notifications
Our consultants have considerable experience in compiling and submitting chemical notifications worldwide, utilising our team of consultants who are capable of preparing and submitting chemical notifications to all countries that have a relevant scheme. We can prepare and submit dossiers for Australian, Canadian, New Zealand and Swiss registrations and use our Swiss office to act as a sole representative. We have a network of local agents to help with the preparation and submission of regulatory documentation in China, Japan, Korea, Philippines, Taiwan and Turkey and can utilise the experience of our US colleagues for TSCA notifications.

Other regulatory regimes
Exponent's consultants have significant experience in assisting clients with EU agrochemical, biocide and food regulatory requirements. For agrochemicals and biocides we can assist with regulatory strategy, data gap analysis, study monitoring, risk assessments and completion of active substance and product registration dossiers. This includes in-depth support such as managing compounds to Annex I inclusion. For clients in the food industry we can develop strategies for technical and regulatory challenges, develop food safety systems and help meet regulatory requirements for food additives, contact materials, novel foods and health claims.

CORPORATE DEVELOPMENTS & ACHIEVEMENTS

1967	Parent company Exponent Inc formed
2001	Novigen Sciences formed
2002	Novigen acquired by Exponent. Exponent International Limited established in the UK
2006	Exponent REACH team formed
2008	Derby, UK office opened
2010	Basel, Switzerland office opened

PROFILE - Exponent International Limited

ACCREDITATIONS

ISO 9001 accreditation

PARTNERS

We have no formal partners but use an informal network of legal firms, CROs and in-country agents to provide the best service to our clients for REACH and global chemical notifications.

CLIENTS

Exponent Inc has worked with over 5,000 clients and Exponent International has undertaken work for over 300 clients globally. Exponent has provided regulatory support to a range of companies across many industries, companies ranging from SMEs working in one industry to global companies conducting business in a number of industries including industrial chemical, specialty and fine chemical, petrochemical, agrochemical, cleaning and maintenance products, metals, organometallics and plastics.

TESTIMONIALS

"Exponent International has consistently provided high quality REACH and biocides services and support to our company for over five years. They produce work of the highest quality at competitive prices and are always prepared to go that bit further to ensure that they can deliver what we need within challenging deadlines. Their excellent technical knowledge and abilities mean that they are always the company we go to when we need help in these areas" - Regulatory Affairs Manager, global cleaning and maintenance products manufacturer

CASE STUDY 1: Provision of technical support to an organometallic consortium

Since 2009, Exponent has provided technical support to a consortium of organometallic substance manufacturers established specifically for REACH. Exponent performed the initial technical work required for the 16 substances that needed to be registered in 2010 such as the identification of data gaps, use of intelligent testing strategies to address gaps and, where necessary, placing and monitoring of studies. Exponent was also responsible for the production of the registration dossiers (both lead and non-lead) in IUCLID 5 including appropriate data waivers and testing proposals. For the production of chemical safety reports, Exponent took responsibility for working with consortium members to identify downstream uses that needed to be considered and proposing use descriptor codes for exposure assessments and the production of exposure scenarios. Liaison with a number of companies, both inside and outside the consortium, was necessary to obtain vital information to ensure that all uses were considered and that appropriate safe uses were demonstrated. Creative, but pragmatic, solutions were sometimes necessary to demonstrate safe use. Exponent's technical capabilities and support ensured that all 2010 consortium substances were registered ahead of the deadline.

CASE STUDY 2: Product stewardship service for a SME

Exponent has provided ongoing product stewardship support for a catalyst manufacturer, covering REACH and other global chemical regulatory regimes, for three years. Taking a holistic approach, we provide global regulatory strategy and advice to ensure that regulatory requirements from a number of countries can be effectively overlapped. Exponent also provides more technical support by preparing and submitting regulatory documentation for REACH and other chemical notifications, preparing and reviewing European safety data sheets and determining the classification and labelling of the substances for GHS inside and outside of the EU. We also act as a sole representative for their Swiss notifications.

By being able to consider all global areas at once and not in isolation, we are able to ensure that our client's regulatory requirements can be effectively met and ensure that their regulatory burden is kept to a minimum.

CASE STUDY 3: Vulnerability analysis for cleaning and maintenance product manufacturer

Exponent assisted a global cleaning and maintenance product manufacturer with their REACH preparations by performing a vulnerability analysis on the company's raw materials to identify their REACH obligations and responsibilities. Using the company's own database, each of their raw materials was assessed against a number of criteria to determine their position in the REACH process and whether they could be considered as being out of scope of registration and if so why. Substances that were considered to be in scope were then assessed against a number of criteria established to determine what obligations the company may have under REACH, what the priority of those obligations should be and the risk that failing to comply with REACH would have to the company's business. These criteria were rated using a scoring system developed by Exponent and our client and recorded and analysed using a relational database. Actions and conclusions were proposed by Exponent for the company to consider and implement to ensure its REACH compliance and reduce the risk to the business from the REACH legislation.

STAFF SELECTION

Dr Caroline Harris – Centre Director (UK)
Dr Harris is the head of Exponent International and director of Exponent's Chemical Regulation and Food Safety Centre. She has a strong international reputation and has published papers on a range of subjects including dietary risk assessment, infant and child exposure to pesticide residues and risk perception. She acts as a technical consultant to a number of international bodies, including the FAO and the WHO, and has been a member of the UK's Advisory Committee on Pesticides since 2009.

Julian Reddy – Head of REACH and Chemical Notification Services
Mr Reddy is an experienced regulatory project manager and has supervised complex testing and regulatory programmes undertaken on industrial chemicals and biocides. In addition, he has particular experience of Asian chemical notification schemes. Mr Reddy manages Exponent's Derby office which specialises in REACH and the global notification of industrial chemicals. He is responsible for the management of individual projects as well as overall programme management for clients and consortia.


John Hislop – REACH Regulatory Specialist
Mr Hislop specialises in REACH and particularly the registration requirements for phase-in substances. He also has more than 16 years of experience working on global notifications of new chemical substances. Mr Hislop has considerable experience in development of testing programmes for chemicals for regulatory purposes, specialising in the use of an 'intelligent approach' to safety testing and is a leading advocate of the principle of read-across approach.

Dr Alec Willis – REACH Regulatory Specialist
Dr Willis leads Exponent's capabilities for chemical safety reports and exposure scenarios. He has experience in SIEF management, production of registration dossiers and SIEF and consortia representation for client. He has also helped clients across a range of industries prepare for REACH by providing regulatory strategy and advice and performing vulnerability analysis. Dr Willis is an experienced project manager, managing a large number of multi-disciplinary REACH projects.

SAMPLE: niche profile

Shown here at approx 50% of actual size.

Note: This profile option is reserved for smaller, specialist firms.



CONTACTS

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Tel	+31 615962071
Contact	Orno Jongerius
Ownership	Private company
Locations	Netherlands
Founded	2009

OVERVIEW

Jongerius Consult offers strategic and practical support of high quality to the various stakeholders working towards an efficient and successful implementation of REACH, CLP and related EU chemicals legislation. We combine our thorough legislative knowledge, joy in strategic and practical consultancy, enthusiastic facilitation and training of group processes, affinity for IT and creative, innovative and process oriented thinking ("out of the box") up to working solutions, good results and satisfied customers.

SERVICES PROVIDED

Sparring partner for company (REACH) teams, organising efficient REACH compliance strategy and practical solutions in the company.
Providing specific training and workshops (generic and in-company).
Providing powerful support tools, eg REACHSuite Advantage, a web-based registration and SIEF management tool that will ease your lead registration and non-lead registration management tremendously.
Check our website for more detailed services and references!

CLIENTS

Umicore (B), SACHEM Europe BV (NL), LyondellBasell (EU), Kemira (FI), Huntsman (B), Halliburton (NO), Firmenich (CH), Eastman Chemical (NL), DEME (B), Ankerpoot (NL), Allied Carbon (Ukraine) and many satisfied participants on our REACH compliance training programme 2011.

Contents

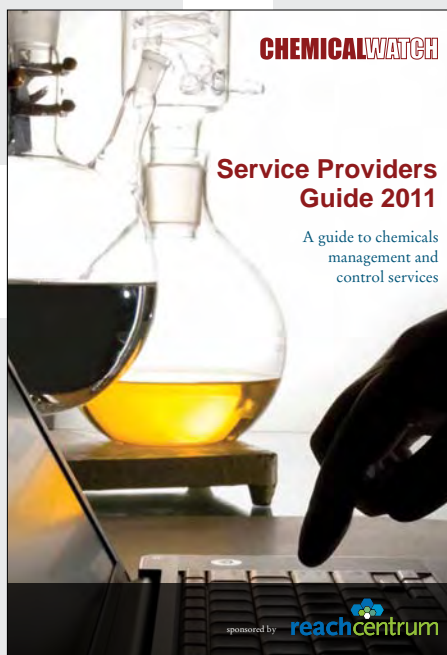
1. Survey of service providers

In autumn 2011, *Chemical Watch* will run a survey of service providers and their clients investigating market trends and levels of service provision. This unique and comprehensive survey will explore:

- How the sector has developed over the last five years, and its expectations for the future
- How clients perceive the quality and value of service provision
- What attributes do clients really look for when commissioning a provider
- What future legislation will mean for chemical management and control services
- And other key questions

3. Promotional opportunities

- A profile in the guide (see above) provides two full pages of structured and free text information about your organisation, including logo. One page is dedicated to your expertise through case studies and selected key personnel
- Take an advert in a prominent position to showcase your organisation's skills and capabilities, and give your brand even more exposure
- Sponsorship of the Guide offers logo on front cover, name and logo in all promotional material, 2-page profile, plus additional advert in prominent position



2. Profiles

The core of the Guide is the service provider profile section. In two full pages, you can display:

- An overview of your company and its services
- Contact details, across your network of offices
- Description of each service offered
- Number of staff and other key metrics
- Up to four case studies to demonstrate how you specifically met clients' needs

● Option to list laboratory facilities, specific IT solutions and other in-house equipment

- Accreditation and other standards achieved
- Space for testimonials from clients, list of partners
- Brief biogs of key staff
- Price includes logo
- Option for smaller, niche service providers to take smaller profiles (six to a page)

4. Case studies

The Guide will contain numerous case studies, looking at how a particular client's needs have been beneficially met by a service provider. These will offer practical, real-world examples of how the solutions offered by service providers have both met and exceeded client requirements

5. Selection matrix

Under each area of service provision, we list the service providers and display their core capabilities and other metrics. This allows users to make quick assessments of whom to explore further – by way of the full profile – for a particular project.

6. Services examined

- Laboratory
- Consultancy/advisory
- Administration/management
- Legal services
- Information
- IT and software
- Training
- Others

CHEMICALWATCH

Please select	Price			Please select
	EUR €	USD \$	GBP £	
Standard profile , includes: <ul style="list-style-type: none"> - Extensive 2-page details about your organization presented in the Service Providers Guide (print and PDF formats) - Logo and highlighting in selection matrices - Listing with logo in Chemical Watch online directory - Web page for your company on chemicalwatch.com 	1645	2275	1425	<input type="checkbox"/>
<i>Small organisation discount:</i> <ul style="list-style-type: none"> - As above, with 25% discount if your organisation has annual revenues of less than €750,000 (or equivalent) 	1225	1690	1050	<input type="checkbox"/>
Niche firm listing (for small firms), includes: <ul style="list-style-type: none"> - ¼ page profile in the Service Providers Guide (print and PDF formats) - Logo and highlighting in selection matrices - Listing with logo in Chemical Watch online directory - Web page for your company on chemicalwatch.com <p><i>Note:</i></p> <ul style="list-style-type: none"> - Niche firm listings are available to organisations with annual revenues of less than €750,000 (or equivalent) 	295	395	260	<input type="checkbox"/>
Display advert <ul style="list-style-type: none"> - Full colour, 1 page display advert within Service Providers Guide (print and PDF formats) 	2070	2875	1795	<input type="checkbox"/>
Special position advert <ul style="list-style-type: none"> - Full colour, 1 page display advert within special positions in the Service Providers Guide, including inside front and back cover, back cover and opposite contents 	poa			<input type="checkbox"/>
Sponsorship opportunities <ul style="list-style-type: none"> - Report or section sponsors – please call June on +44(0)1743 818 101 to discuss your requirements 	poa			<input type="checkbox"/>

Payment details: Return form to orders@chemicalwatch.com / fax +44 (0)1743 818 121 or phone our hotline on +44 (0)1743 818 101.

<input type="checkbox"/> Please invoice me, quoting this purchase order reference _____
<input type="checkbox"/> Please charge my card, Visa / Mastercard / Amex , card number _____
Card expiry date _____ Card security code _____
Name _____ Position in company _____
Company _____

Address _____

Country _____ Post code / Zip code _____

Signature _____

Sales are subject to UK VAT at 20% for clients based in UK; reverse-charge procedure applies in rest of EU.