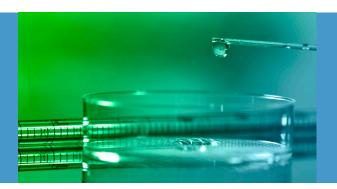


Chemical Management • SDS Authoring • SDS Management Product Compliance Analysis • Managed Regulatory Content





## **Drom Fragrances**

## Drom Fragrances Strengthens Customer Service with Standardized, Streamlined Global Product Compliance

In 1911, Bruno Storp founded a small fragrance house in Germany called Drom Fragrances. Now, 100 years later, Drom is one of the world's leading fragrance manufacturers – represented in 43 countries across Europe, the Americas, the Middle East, Asia and Australia – with production sites from New York to Guangzhou. To continue growing this global business, Drom makes it a top priority to not only comply with myriad regulations and standards but also provide customers with documentation and labeling so they can readily verify that its products are safe.

"Drom sells fragrances to thousands of companies around the world. We provide oils – including bases and solutions -- that are used to manufacture perfumes, cosmetics, personal care products, household goods and more," said Stephan Krischke, Department Manager for IT and Process Management at Drom. "Our focus is on serving those industry customers. We are responsible for providing the correct, up-to-date regulatory and safety information that they need to do business."

In 2011, Drom's leadership recognized that the company needed a better way to track and analyze massive quantities of data from across their global organization in order to ensure compliance across countless overlapping jurisdictions – from local employee safety regulations to international product mandates including REACH and Classification, Labelling and Packaging (CLP). In addition, Drom also needed to continue meeting the requirements of the International Fragrance Association (IFRA) Compliance Program, which requires "eco-labeling" and bans or restricts the use of 174 chemical substances in fragrance products.

"Demands from both regulators and customers are increasing. Our team was spending too much time and effort collecting product compliance and safety information using seven disparate systems across our different sites. We had to continually input and export data from each system in order to create one complete picture," says Glen Currier, Data Manager at Drom. "We knew we needed one centralized, global system to standardize and streamline our work processes so we can ensure accuracy and lower operating costs."

#### **CHALLENGE**

- Ensure product compliance with regulations and industry standards including REACH, CLP and IFRA – in 43 countries
- Streamline regulatory and safety data management and documentation workflows
- Provide customers with greater transparency into regulatory and safety information

#### **SOLUTION**

**Product Stewardship** 

- SDS Authoring
- Managed Regulatory Content

- Simplified data management and production of SDS documentation and labeling for Drom and thousands of industry customers
- Consolidated 7 systems into 1 centralized, global system for product compliance data
- Standardized material safety data including chemical names, measures, calculations, conversions, etc. – and work processes
- Saved 8 to 10 weeks (perhaps more) of work that would have been required to cleanse and transform material safety data
- Developing interfaces with ERP to provide material safety data throughout supply chain
- Proactively addressing future changes to product regulations/standards in order to maintain or expand access to markets

#### Drom Fragrances: Enables Growth - Global Product Compliance

After a thorough review of market leading systems, Drom selected Sphera's Intelligent Authoring software – part of an integrated Product Stewardship Solution – and began system implementation in the spring of 2012.

Since then, Drom's team, led by Stephan and Glen, has used the new solution to reduce Drom's risk of non-compliance and provide transparency into material safety information for the company's employees and customers alike. Intelligent Authoring automates the creation of globally compliant and multi-lingual Safety Data Sheets (SDSs), labels and hazard summary sheets as well as documents related to transportation, inventory reports and more. Drom' managers are staying current on ever-changing rules and standards with managed regulatory content – including data, rules, templates and translated phrases – that is continually updated by Sphera product compliance experts.

In the past, the scope of Drom's global operations had made data standardization difficult. Fragrance formulas, chemical names, measures, calculations, conversions, and even storing pricing data all had to be reconciled.

"The process necessary to standardize everything manually was a nightmare," Currier says. "So when we found that the Sphera system would take our data and change it into one standardized format automatically, per country, per regulatory system – it got my vote. It literally saved me 8 to 10 weeks (perhaps more) of work that I would have spent cleansing and transforming our data in preparation for loading into a new system. With the Intelligent Authoring suite, the work hours needed were reduced to around 100 (or about 2.5 weeks). From an administrative and data management view, there's less work that a user has to do to in order to get the information they need."

In the fragrance industry, audits are frequent and administered by everyone from regulators and health organizations to competitors. Managers at Drom are under constant pressure to maintain accurate safety data and labeling for their raw materials.

When facilitating a "general replacement" (the process by which the chemicals in a fragrance are audited based on regulatory changes or findings), Drom's staff is responsible for making the appropriate changes to their products. In the past, a general replacement required large numbers of calculations in multiple applications and spreadsheets, taking several hours. Now, with Drom's new global system and regulatory content from Sphera, updated information is automatically sent to production sites where additional steps are taken to ensure that fragrance components are compliant, changed, and/or replaced if necessary. Drom's staff immediately has the information they need at their fingertips so they can spend less time on product compliance data management and stay focused on producing world-class fragrances and supporting customers.

"Now we can proactively plan for upcoming changes in material safety regulations and standards with our global Sphera system," Krischke pointed out. "It helps us get out ahead of product compliance challenges so we can continue doing business in current markets and even gain access to new international markets."

"Now we can proactively plan for upcoming changes in material safety regulations and standards with our global Sphera system. It helps us get out ahead of product compliance challenges so we can continue doing business in current markets and even gain access to new international markets."

-Stephan Krischke, Department Manager IT & Process Management

As another key part of Drom's overall strategy for information convergence, Krischke and Currier's team is also developing interfaces between the company's global Sphera system and its new Enterprise Resource Planning (ERP) system.

"With those dedicated interface points, we can use the Sphera tool as a calculator to get exactly the information we need for each part of our company," Krischke says. "That means we will have the right information at the right time and on the right SDS or label for each point in our supply chain so we're able to continually improve and accelerate our processes."

"Fragrance is fashion and fashion is everywhere," Glen agrees. "Wherever you go, whenever you add a fragrance, there's going to be someone who wants to try it. The faster we can send out a product – with all of the material safety documentation and labels – the faster the customer gets it, the happier they are with us, and the more likely they are to come back to us for more business."





## **Enginetics**

## Enginetics Aerospace Boosts Safety Data Management to Earn ISO 14001 Certification and Lower Operating Costs

Product and worker safety have always been top priorities at Enginetics Aerospace Corporation. Founded in 1976, this Ohio-based company began as a small manufacturer of prototype parts. Today it is a leading provider of complex metal formed components and fabricated assemblies for the global aerospace industry, partnering with the US Department of Defense as well as commercial jet builders and military customers in other countries to deliver innovative design and engineering that result in superior quality at lower costs.

As its international business took off, Enginetics' executive team decided to seek ISO 14001 certification. ISO 14001 is a framework that companies can follow to assure management, employees and other stakeholders that environmental impacts are being measured and improved. By analyzing work processes and identifying materials that are used in each step, companies can often achieve benefits such as reduced cost of waste management, savings in consumption of energy and materials, lower distribution costs and improved corporate reputation.

Fortunately, Enginetics was well positioned to apply for ISO 14001 certification because it was already fully committed to ensuring compliance with other global mandates for product stewardship and sustainability – including Tier II chemical inventory reporting under the US Emergency Planning and Community Right-to-Know Act (EPCRA) as well as the Globally Harmonized System for Classification and Labelling of Chemicals (GHS) and the European Union's Registration, Evaluation, Authorization and Restriction of Chemicals (REACH).

To facilitate compliance with these mandates, and more, Enginetics had recently automated management of Safety Data Sheets (SDSs) throughout its operations. It stopped relying on hazard communication information in paper-based SDSs that had to be managed manually in order to streamline its compliance work processes and reduce the likelihood of critical material safety data being inaccessible, in error or out of date.

In 2004, Enginetics selected Sphera's DolphinRTK® software – available on-demand as a Web-based application – part of the Sphera Product Stewardship Solution.

#### **CHALLENGE**

- Maintain access to current markets and enter new ones by ensuring compliance with global safety regulations and standards
- Improve worker safety and health by making chemical hazard information more accessible
- Drive growth by lowering costs and enabling smart product development decisions

#### **SOLUTION**

**Product Stewardship** 

- SDS Management and Right-to-Know
- · Chemical Management & Reporting

- Automated Safety Data Sheet management to ensure compliance with ISO 14001 as well as REACH, GHS, EPCRA Tier II
- Improved daily employee access to chemical hazard communications to help reduce incidents and injury-related costs
- Reduced the time required to find a specific SDS from 15 minutes to just seconds
- Accelerated collection of chemical data for Tier II reporting from weeks or months to 1 day
- Provided accurate, timely data to determine what materials should be used as ingredients in products intended for a given market

"The fact is that our SDSs were scattered all over the place," said Jennifer Helman, Hazardous Material Coordinator at Enginetics, "It was extremely difficult to track them and keep them current. Sphera has been a life saver, honestly. It's made my job so much easier. Previously it could take 15 minutes or more to find an SDS. Now you're looking at less than 30 seconds. We have computers available all over the shop floor so people can get the SDS they need quickly and easily. Finding chemical safety information nowadays just depends on how fast they can type!" Enginetics executives decided to apply for ISO 14001 certification because one their international customers specifically asked them to do so in order to make it easier for the two companies to do business together.

To meet this new challenge, Helman and her team once again needed immediate access to accurate, timely SDS information – just as they had for EPCRA, REACH, GHS and other regulations or standards.

DolphinRTK enabled the Enginetics team to quickly and easily identify SDSs and analyze potential safety and/or environmental impacts in order to meet the ISO certification requirements.

"The Sphera solution is awesome," Helman said. "We were able to sort and identify products, and then pull everything off into an Excel spreadsheet, which is what I used for my impact list. Then I just add a couple of other features to that list and it worked perfectly.

Achieving ISO 14001 certification enabled Enginetics to grow its client base by expanding into new markets. Customers can now be confident that Enginetics products are compliant with REACH, GHS and other leading product stewardship mandates.

Enginetics also uses DolphinRTK to comply with Tier II regulatory requirements. Every year, Helman and her team must send the US Environmental Protection Agency detailed reports on hazardous chemicals that the company uses at its facilities.

"All I have to do is type in all the ingredients and run the Tier II, and it tells me every chemical I have in the building. Instead of having to read every single SDS in our shop, I just go to the Sphera website, type in the chemical name, and it's right there – along with the regulatory list, products grouped by list, ingredients grouped by list and reportable quantities," Helman explained. "We use more than 2,000 chemicals in our production facilities so I would probably have to spend weeks or months getting this done. With Sphera, I can do it all in one day."

The leadership team at Enginetics also requires material safety information to make informed strategic decisions about product design and development.

"The Sphera system helps us determine what materials we can and cannot use in our customers' products," Helman said. "I can look at the proposed ingredients and see which ones our company should use to meet requirements for our current markets and gain access to markets in other countries. Finally, Enginetics, with the Sphera system, also supports one of the company's most important commitments, one that is much closer to home – that is, to provide employees with a safe and healthy work environment. As workers have become more aware of potential hazards and had better access to safety data, it has helped the company reduce workplace safety incidents and incident-related costs.

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-Jennifer Helman Hazardous Material Coordinator Enginetics Aerospace Corporation

"People here have started taking more responsibility on themselves because now they have SDSs at their fingertips – with information about chemical properties and recommendations for personal protective equipment. Employee morale and productivity have gone up and turnover has gone down," said Helman.

"And the executive team is happy because the company is saving a lot of money since incidents, near misses and injuries are all down. We don't have to spend as much money on insurance coverage or training replacement workers so we can invest more resources in continuing to develop the products that our customers need. SDS management plays a key part in how we are growing our business."





### Lanxess

## LANXESS Corporation Meets Regulatory Demands and Increases Customer Satisfaction with Fast, Flexible Safety Data Sheets

LANXESS is a leading specialty chemicals company with sales of EUR 8.3 billion in 2013 and about 16,900 employees in 31 countries. The company is currently represented at 52 production sites worldwide. The core business of LANXESS is the development, manufacturing and marketing of plastics, rubber, intermediates and specialty chemicals. LANXESS Corporation is part of the German LANXESS-Group and employs around 1,000 people in the United States. As an international specialty chemicals group, LANXESS considers safety a top priority. The company's success depends fundamentally on its plants running smoothly, cost-effectively and in full compliance with legal requirements.1

LANXESS Corporation's Health, Safety, Environment and Quality (HSEQ) group supports global efforts to meet the highest safety standards covering more than 20,000 products in 52 production sites. The Pittsburgh HSEQ group is responsible for keeping all safety data sheets (SDS) current and compliant for 4,000 products in the United States, as well as for a few thousand more products produced in Canada and distributed in Mexico.

They work together with other HSEQ groups in the EU, Brazil, China and Japan to author GHS compliant Safety Data Sheets in 39 different languages for destination countries around the world.

The LANXESS business units strive to deliver exceptional customer service to customers by providing safety data sheets which include information beyond the standard regulatory requirements. This promotes best practices and operational excellence. Keeping in line with these goals, LANXESS Corporation is an American Chemistry Council (ACC) Responsible Care® company, committed to the Responsible Care® Guiding Principles. "We aim to provide accurate, timely information to our customers so they are satisfied, in compliance and can use our products safely," said Sonya Ciletti, Product Safety Specialist for LANXESS Corporation.

#### **Identifying New Regulatory Challenges**

In addition to its regular job of keeping SDSs current and responding to special requests from customers for SDSs, the HSEQ group must ensure compliance with a pressing new regulatory requirement.

#### **CHALLENGE**

- Meet changing regulatory compliance needs on a global scale, including GHS, OSHA Hazcom, EPA FIFRA and CLP
- Author SDSs in dozens of languages for as many destination countries
- Respond rapidly to customer requests for safety information

#### **SOLUTION**

**Product Stewardship** 

- SDS Authoring
- Managed Regulatory Content

- Moved ahead of schedule for full compliance with GHS -- e.g. 60% of new SDSs and labels completed 9 months ahead of deadline
- Maintained and managed 4,000 products in the U.S., as well as a few thousand more products produced in Canada and distributed in Mexico in 39 languages for destination countries
- Maximized efficiency met ongoing demand for 1000s of SDSs while gearing up for GHS – with just 5 authors and 1 contractor
- Sent out 120,000+ SDSs companywide in 2013 increased customer satisfaction by addressing new compliance challenges proactively

#### LANXESS Corporation Ensures Compliance and Satisfaction

The United States Occupational Safety & Health Administration (OSHA) has mandated that companies implement the Globally Harmonized System of Classification and Labelling of Chemicals (GHS).

The United States Occupational Safety & Health Administration (OSHA) has mandated that companies implement the Globally Harmonized System of Classification and Labelling of Chemicals (GHS).

GHS was previously adopted by the United Nations as a uniform framework for classification of chemicals by types of hazard and proposes harmonized hazard communication elements, including labels and SDSs.<sup>2</sup>

Now LANXESS must ensure that it is in compliance with OSHA's new GHS-aligned Hazard Communication Standard (OSHA Hazcom 2012) by June 1, 2015. "Regulations are constantly changing," Ciletti said. "Once we become aware of a new regulation or a change within an existing regulation, it is important for us to implement it quickly. We're currently upgrading our entire portfolio to comply with GHS, on top of handling our daily business." Presenting consistent SDSs to meet customer demands quickly became a key goal for the US-based HSEQ group.

#### Laying the Foundation for Compliance

Several years ago, LANXESS Corporation had switched away from an SAP solution and standardized instead on Sphera Intelligent Authoring $^{\text{TM}}$  as its enterprise-wide system for maintaining all regulatory content and creating safety data sheets.

"We were already using Intelligent Authoring™ as our core SDS solution when GHS came down," Ciletti said, "so we were able to get started immediately and customize our system to meet new requirements."

Specifically, LANXESS customized section 15 of its SDS system to give its customers all of the information that they needed regarding compliance with GHS, California's Proposition 65 and other local, state, federal and international mandates. For example, the company's HSEQ team uses country-specific GHS classifications to address the differences between GHS implementations in various geographic areas, such as OSHA and CLP (European Union)<sup>3</sup>, and then automatically create SDSs in the required languages.

Each quarter, the company's HSEQ staff analyzes its SDS content to see which sheets are affected by regulatory changes, and they update the affected sheets as needed with new data. They also pull data into internal regulatory reports to be reviewed for additional requirements.

#### Getting "Ahead of the Game"

With this proactive approach, the U.S. HSEQ team has been able to move with extraordinary speed to reach critical benchmarks and ensure that LANXESS is ready on time to comply with the latest regulations.

"Because we were able to implement our OSHA GHS solution quickly, we had almost two years to author over 4,000 GHS OSHA-compliant SDSs and labels," Ciletti said. "This timeframe was key to our success. At this time, we are 60 percent complete with our product portfolio, and we fully

expect to meet the deadline of June 1, 2015. We're definitely ahead of the game."

Even more impressive, the HSEQ team in Pittsburgh operates with exceptional efficiency. They have used their Sphera solution to consistently keep up with demand for information about thousands of products across the U.S., Mexico and Canada with just five SDS authors and one contractor, even as they were moving forward with their GHS project.

#### Focusing on Customer Needs

The HSEQ team's process not only ensures compliance but also helps LANXESS Corporation meet its primary business goals by fulfilling the needs of its customers, reducing risks and maintaining its market leadership position. Last year, the company sent out more than 120,000 SDSs to customers around the world, responding rapidly to requests and sending information proactively when appropriate. Major changes in SDS content are automatically distributed to customers upon their next order of the product, and the company provides very detailed information on its SDSs, enabled through customizations in its Sphera system.

"By providing critical information in the safety data sheets, we reduce the number of customer requests we receive and increase our customer satisfaction," said Ciletti. "Even our customers ask us what system we are using because we are so far ahead on GHS."

#### Meeting New Challenges with Flexibility

Other stakeholders across LANXESS Corporation are also finding it easier to achieve their business objectives, thanks to the flexibility of the Sphera solution. One U.S. business unit develops pesticides which are highly regulated. With guidance from the U.S. EPA, the company's HSEQ team was able to develop customized SDSs for compliance with both the new GHS regulation and the old FIFRA EPA regulation.

As a result, the HSEQ team now authors all of the sheets for that business unit, ensuring compliance and boosting efficiency.

"Sphera information and expertise give us confidence that we're providing accurate, consistent information to our customers on a global basis. It would be impossible to manage without a solution like this."

-Sonya Ciletti Product Safety Specialist LANXESS Corporation

"Sphera information and expertise give us confidence that we're providing accurate, consistent information to our customers on a global basis," Ciletti said. "Sphera helps us with a lot of challenges we're facing. It would be impossible to manage without a solution like this."

- 1 http://lanxess.com/en/corporate/corporate-responsibility/cr-responsibility/safety-sustainability/
- 2 http://lanxess.com/en/corporate/corporate-responsibility/cr-responsibility/product-responsibility-sustain/ghs-sustainability/
- 3 Regulation (EC) No 1272/2008 on the Classification, Labeling and Packaging of substances and mixtures. Responsible Care  $\!\!$  is a registered trademark of the American Chemistry Council.





### **Rust-Oleum**

# Rust-Oleum Europe Addresses EU Compliance Deadlines with Standardized Safety Data Sheets & Labels

Rust-Oleum Europe is part of RPM International Inc., one of the world's largest paint manufacturers. RPM employs approximately 10,000 workers in 94 plants across 22 countries and sells its products in 150 countries worldwide. As a multi-national business unit, Rust-Oleum Europe is committed to complying with all of the different laws and regulations of the European Union countries where its 2,000 dealers are located.

"The greatest challenge for our department, is meeting the requirements of new and increasingly complex environmental, health and safety (EHS) regulations across the EU," said Els Peeters, Regulatory and Product Stewardship for Rust-Oleum Europe. "We are also always trying to go beyond compliance and promote standardization – to make our operations more efficient and help us drive."

The company has been able to accomplish all of these goals by automating the production and management of its Data Safety Sheet information (SDS) and label texts with Sphera Intelligent Authoring $^{\text{TM}}$  and Sphera Datalink $^{\text{TM}}$  software – which are both part of the Sphera Product Stewardship Solution.

"Safety Data Sheets are the cornerstone of compliance for a number of standards in Europe and around the world," Peeters explained. "They have also become key documents through the supply chain. They convey information on the manufacture, composition, health and physical hazards, safe handling procedures, transport, storage and disposal of chemicals to downstream users and emergency responders. Unfortunately, SDSs are so rich in data that it must be manually mined and put into a useful format, which can be a time-consuming task."

Rust-Oleum Europe has been successfully using Sphera software to author and manage SDSs at some of its facilities since 2007. In 2012, however, the company raced to clear a major new compliance hurdle by reformatting all of the SDSs for all of its mixtures – as required under Annex II Regulation 1907/2006/EC of REACH – EU's regulation for Registration, Evaluation, Authorization and Restriction of Chemicals. REACH requires companies in the EU to provide information on the risks posed by their substances and how they should be handled throughout the production chain. If companies

#### **CHALLENGE**

- Maintain right to sell products to target markets by ensuring compliance with EU regulations
- Provide SDS information in multiple languages

#### **SOLUTION**

**Product Stewardship** 

- SDS Authoring
- Managed Regulatory Content

- Reformatted more than 1.500 SDSs
- Translated SDSs and labels into 16 languages
- Met 2012 deadline for compliance with EU REACH Annex II
- Began reclassifying products for compliance with 2015 EU CLP deadline
- Improved customer service and support

#### Rust-Oleum Europe Addresses REACH Compliance

cannot comply with the regulation, they cannot ship their materials anywhere in the EU.

Peeters' team met its December 1, 2012 deadline by reformatting more than 1,500 individual SDSs in 16 languages in a matter of months.

"Intelligent Authoring is complete and easy to use so we were able to perform this huge task in a limited time and on schedule. Its broad selection of languages was especially important," Peeters recalled. "Our previous system only offered 3 languages. If we did not have all of 16 languages in this system, we'd have to get our SDSs translated, which takes time and money."

Now Rust-Oleum Europe's Regulatory and Product Stewardship team is working on another important deadline related to Safety Data Sheets and product labels coming June 1, 2015.

This is the date by which formulators placing mixtures on the European market must classify or reclassify their product data to comply with the EU's Classification, Labelling and Packaging (CLP) regulation. CLP aligns previous EU legislation with the Globally Harmonized System of Classification and Labelling of Chemicals (GHS), a United Nations system designed to easily identify hazardous chemicals and inform users. Under the CLP regulation, SDS language must be standardized, new terms replace old ones and red-framed pictograms replace the familiar orange danger symbols.

"This is a transformative regulatory change because it requires us to reclassify all of our mixtures using the CLP criteria, then produce and ship safety data sheets and products with updated labels to our customers," Peeters states. "At the moment we are recalculating every one of our products to see if its classification has changed due to CLP. That's a big job. Next we have to make sure that product is still saleable. A product that was fine before can now end up in a toxic category. And then we have to go to the lab and tell them to reformulate so we can keep the product on the market. That's one of the great challenges for us now. Sphera Intelligent Authoring™ is the right choice to help us build a successful CLP compliance strategy."

In addition, Peeters says, Rust-Oleum Europe is also depending on the Sphera Datalink-Product Safety™ application which automatically updates substance information, which is then incorporated into the correct SDS for each product.

"Up-to-date information is crucial to us because we can easily spot substances of concern, or those under review, and reformulate them as needed for timely compliance," Peeters adds.

The Rust-Oleum Europe's Regulatory and Product Stewardship team is also managing its SDSs and label information more efficiently with Sphera solutions. Last year, for example, the

company determined that employees at one if its United Kingdom locations no longer need to help manage their SDS data because it can now be handled by the team in Belgium, who are using the centralized Sphera system. The employees in the UK are now able to take on other higher value responsibilities.

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#### -Els Peeters

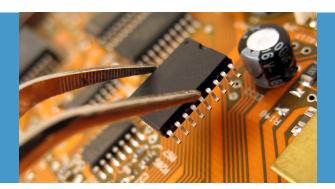
Regulatory and Product Stewardship Rust-Oleum Europe

With the Sphera solutions, Rust-Oleum Europe can even respond more quickly if there is a problem. On one occasion, someone in one of the company's other departments inadvertently sent a German SDS to a customer in Austria. As soon as they heard about it, the Regulatory and Product Stewardship team used Sphera Intelligent Authoring to generate the Austrian SDS and sent it to the customer immediately.

In general, however, the Rust-Oleum Europe team is able to use Sphera tools to proactively address potential issues and continuously improve its SDS and labeling processes. Standardizing their SDS format in the system makes data quality control easier and more effective. It has also helped when Rust-Oleum Europe made corporate acquisitions – providing a consistent company-wide framework for SDS and labels that can be readily adopted by newly acquired entities that join Rust-Oleum Europe.

In conclusion, Peeters said simply, "I am confident that we will be able to conquer any obstacle we may come across in the future by using Sphera solutions."





## **SAMTEC**

## SAMTEC's Innovative Best Practices in Product Stewardship and Compliance Provide Competitive Advantage

From high speed interconnects to flex circuitry to RF components and cables – SAMTEC Inc. manufactures a variety of highly specialized electronic components for sale around the world. After over 30 years of business, this privately-held firm with headquarters in southern Indiana has grown to achieve sales approaching \$500 million annually and more than 2,000 employees in the United States, China, Costa Rica, Malaysia and Panama.

SAMTEC actively supports industry standards for best practices in environmental management such as ISO 14000, yet its electronics manufacturing processes require the use of certain chemicals that are closely watched by not only the U.S. Environmental Protection Agency (EPA) but also the Department of Homeland Security (DHS). DHS provides companies with a list of thresholds for quantities of selected chemicals that they are permitted to have on site at their facilities at any one time. If the aggregated amount of a restricted chemical reaches thresholds specified on the "Chemicals of Interest" list – part of the Chemical Facility Antiterrorism Standards – then the company must report the variance to DHS. EPA's Tier II inventory reporting for EPCRA is another threshold-based regulation that provides a limit (in pounds) of specified chemicals that may be managed over a reporting year. If a business operation exceeds that threshold, then the company must provide an annual report to EPA.

SAMTEC was committed to ensuring compliance with these and other regulations by constantly monitoring and managing all of its chemical materials but the job was getting more difficult.

"As our company grew and we got into other product lines, we quickly found there was a need for a system to monitor and manage environmental and safety issues throughout the organization," said Nick Knable, Environmental Manager at SAMTEC. "Automating scheduled threshold reporting and inventory integration became a critical business management need."

Since Material Safety Datasheets (SDSs) are essential to best practices in environmental and safety – providing pivotal baseline information and guidance regarding the proper handling of hazardous materials – the team at SAMTEC looked for a comprehensive SDS management system and services provider to meet their specialized needs. They chose ComplyPlus® software from Sphera.

#### **CHALLENGE**

- Ensure accurate compliance with thresholdbased DHS Chemical of Interest List
- Automate EPCRA Tier II reporting for EPA
- Quickly and easily identify security or threshold breaches
- Eliminate manual paper-based SDS system and spreadsheet reporting

#### **SOLUTION**

Product Stewardship

- SDS Management System
- SDS Content Services
- · Chemical Management & Reporting

- By incorporating SDS web base solution, eliminated the need for over a dozen binders with 1800+ hard copies of SDS's.
- Prevented reporting delays of days or weeks by producing reports in minutes
- 1,500 users at 10 facilities worldwide use system to boost productivity and help company achieve competitive advantage
- Real-time snapshot of hazmat inventory levels provides early warning if there facility is approaching threshold limits
- Provided baseline information needed to manage potential issues proactively
- Flexible and scalable solution supports global adoption and continued growth – e.g.

#### SAMTEC: Best Practices in Product Stewardship, Compliance

"Now it would be virtually impossible to do our job without using this system," Knable said. "To be honest with you, it's a tool that we use every day." SAMTEC currently tracks 1886 unique products and thousands of separate inventory items in its centralized Comply Plus database. Each unique product is represented by its own SDS. The company also monitors extremely hazardous substances such as cadmium, mercury, arsenic as well as ozone depleting substances. Because there so many substances to track, manual data mining via thousands of pieces of paper, manuals and spreadsheets would cause major reporting delays of days or weeks in SAMTEC's environmental management division.

"Now I can get any report I need in just a minute or two. For me to try to do a manual hand search of all our SDSs would waste too much time. Increasing productivity is an important competitive advantage for SAMTEC," Knable explained.

The time savings and increased productivity that this approach has achieved are not limited to SAMTEC's facilities on the continental U.S. As many as 1,500 people at 10 different facilities in the U.S., Costa Rica, China and Malaysia utilize Sphera's Comply Plus software as a key component of their environmental reporting process.

"We use the Sphera system extensively and it's something that can grow with us. The system is very customizable. We integrated the Sphera solution with our own hazardous material inventory. That's what we were looking for - a tool that was very flexible for our needs."

As a result, SAMTEC is now utilizing a unique enterprise-level system that not only houses the company's SDSs but also allows users to inventory, track and report materials. It provides a direct link between production materials and products, giving the environmental management team the in-depth analysis capabilities that they need to fulfill their reporting obligations across a variety of national, state and local jurisdictions. Selected parts of the system have been translated into Spanish and Chinese.

"It gives us a live snapshot in real time of our inventory levels and whether or not we are reaching any threshold," Knable says. "We generate a hazardous material inventory report that integrates with the SDSs then marry these two reports. I get an email showing me any of the security or threshold breaches."

Comply Plus enables users to manage and report ongoing compliance status of suppliers, products, chemicals, parts and materials, as well as the associated risk profiles of the supply chain during proposal, introduction, transition, and amendment of complex regulations.

"We have become more proactive than reactive in addressing issues before they become problems," Knable says. "Our company has recently experienced rapid growth and changes in our management systems and processes proved necessary

to track government regulations. Creating and adopting change while trying to maintain operations during a major growth period of the company was a challenge we successfully met thanks to information technology."

"Now I can get any report I need in just a minute or two. For me to try to do a manual hand search of all our SDSs would waste too much time. Increasing productivity is an important competitive advantage for SAMTEC."

-Nick Knable
 Environmental Manager
 Samtec

For Nick and the rest of the team at SAMTEC, their system is a prime example of the success that innovation can bring. Solutions that get results like these result from strong partnerships and teamwork between the user organization and the information system provider.

"It's not just compliance; it's not just technology. It's Sphera as a whole that we value," Knable says. "They're willing to sit down, work with you and come up with a solution for whatever challenges you. There's a lot to Comply Plus. There's probably more functions to it than we really need right now. But we realize the value of it more and more and use more of it all the time. That's the real value."





## **Siemens**

## Siemens Meets Major GHS Compliance Requirement to Ensure Access to US/ EU Markets, Gain Competitive Edge

Siemens is one of the world's top suppliers of systems for power generation and transmission as well as medical diagnosis technologies. As a Global Fortune 500 company, Siemens and its subsidiaries employ nearly 345,000 people and sell products in more than 200 countries.<sup>1</sup>

"To achieve excellence, to capture leading positions in the markets of tomorrow, to develop innovative technologies that help ensure the future viability of modern civilization – this has always been our vision and our challenge," says the "Sustainability at Siemens" webpage.<sup>2</sup>

Every day, the Laboratory and Point of Care Diagnostics business areas of Siemens Healthcare strive to achieve important goals. Among these goals, the company works to meet all regulations and standards required for Siemens products to access target markets worldwide. Consistent also with the company's vision, Siemens works to extend its position as an industry leader in environmental and social sustainability by producing products and designing processes that are safe and eco-friendly.

#### Implementing GHS in the EU and US is Major Regulatory Challenge

With the confluence of two major regulatory changes becoming effective on the same date, Siemens faced a major business challenge. The U.S. OSHA adoption of the United Nations Globally Harmonized System of Classification and Labeling of Chemicals (GHS) framework as its standard for hazard communication combined with the enforcement of the EU GHS regulation on mixtures meant Siemens had to reassess and reclassify over thirty-five hundred products by the June 1, 2015 regulatory deadline.

"GHS was a core compliance requirement and a high-visibility project that was critical to our operation," said Kevin Johnson, Director of Global Environmental, Health & Safety (EHS) Systems at Siemens. "Noncompliance would have created an extreme business disruption since we would have been unable to sell our products in several markets."

Siemens' GHS implementation project formally began in 2014 and leveraged sofware, content and expertise from Sphera to help them facilitate the transition. Sphera had been a trusted partner to Siemens for nearly a decade. In 2008, while merging three acquired companies into one, executives benchmarked best practices in terms of EHS systems.

#### **CHALLENGE**

- Meet U.S. OSHA and EU GHS compliance deadlines and maintain access to key markets
- Train product stewardship managers about complex GHS requirements
- Identify substances of concern in their products to create safer, more sustainable products and respond to customer inquiries

#### **SOLUTION**

**Product Stewardship** 

- SDS Authoring
- Managed Regulatory Content
- Product Compliance Analysis

- Reassessed 3,500 reagents according to new GHS classifications and updated 70,000 Safety Data Sheets prior to 2015 GHS deadline
- Created GHS-compliant SDSs in 20 unique language formats
- Avoided product interruption to customers in key GHS-affected markets
- Effectively analyzed product portfolio to identify substances of concern and respond

#### Siemens Ensures GHS Compliance, Gains Competitive Edge

As it related to authoring and automation of safety data sheets, Sphera Intelligent Authoring $^{\text{TM}}$  was chosen to support Siemens' global operations.

Recognizing the complexity of this task, a major businesswide team effort was established for the GHS Project, and the project was managed by Frank (Chuck) Fives, Vice President, Manufacturing, and Maria (Elisa) Bowling, Project Management Specialist. It took the partnership of over 17 cross-functional teams to execute the GHS implementations from end-to-end. Important operational partners included: Commodity Management, Communications, Demand Planning, Document Control, Engineering, Environmental Health & Safety, Information Technology, Labeling, Logistics, Manufacturing, Procurement, Project Management, Quality, Regulatory Affairs, and Technical Operations. Team members worked across 10 manufacturing sites and with outside manufacturing partners to ensure the regulatory deadlines were met, changing over 14,500 labeling files and coordinating the changes into finished goods without disruption to customers.

As part of this team, Maureen Gillis, Senior Manager, EHS, and her team took on the complex task of analyzing the chemical composition of their product portfolio to determine their new classifications under both the U.S. and EU implementations of the model UN regulation. This was no easy undertaking as thousands of individual reagents required reassessment, according to Gillis. "We had to implement the classification across all of our products. We met the challenge by leveraging Sphera data as our department evaluated the chemical makeup of each product, including a great deal of toxicity data."

"Fortunately, we were able to use the information to support the classification process," she explained. The scope and complexity of this project also prompted Siemens to take advantage of the GHS training opportunities and task force meetings managed by Sphera, giving the EHS department a better understanding of the intricacies of each of the GHS implementations and some of the best practices being adopted by industry peers.

#### Making a Critical Impact to Save Lives

Transitioning labels and Safety Data Sheets (SDSs) to the GHS standard was challenging from the start and without the Sphera delivered software; this would have been even more difficult. The Sphera updates were delivered early in the process so Siemens had sufficient time to perform the required analysis, preview the results and make further modifications as necessary for each SDS. As a result, Siemens was able to deliver GHS-compliant labeling and SDSs in 20 language formats to meet its customer requirements.

"EHS was able to communicate the new GHS classifications to the GHS Project Team well in advance of the deadline. "Our products are regulated as medical devices. As such, labeling changes are subject to regulatory approval and oversight. The process was made simpler because we were able to leverage the classification and toxicity data that had been generated by Intelligent Authoring." Gillis explained. The GHS Compliance Project ensured that appropriate changes were made to our product finished goods labeling and implemented in a highly coordinated and cost-effective manner.

Overall, the GHS Project was considered a major success because Siemens was able to avoid interruptions to product delivery schedules. "Our core products help save people's lives", said Johnson. "And they're critical to the functionality of some countries' healthcare systems. You remove our products from the marketplace, and that puts a significant dent in the ability of healthcare providers to run needed diagnostic tests.

#### Going Beyond Compliance to Drive Growth

Today, executives have expanded their vision for compliance far beyond its legal requirements. "We want to be proactive, by developing our own chemicals-of-concern list. This is a broad approach towards creating products that are safer and more environmentally responsible than some of our older versions, as well as those that are available from our competitors," Johnson said.

"To find out where the chemicals of concern are being used, we are leveraging the search functionality of Sphera Intelligent Authoring to scan our products for their presence," continued Johnson. "If you're managing 3,500 products, you don't want to be hunting and pecking through a spreadsheet, or batch documents to figure out where those substances are present. Intelligent Authoring is an important part of the equation because it helps us find where substances are, and at what levels they are present."

Siemens can now more easily address and respond to customer or prospective customer queries. Gillis' group periodically receives inquiries from Siemens' Proposal Services Group where potential or existing clients will ask specific questions about the substances contained in Siemens products or if they have certain hazards. Her team is then able to quickly glean that information using the software.

"We had to implement the classification across all of our 3,500 reagents. Sphera met the challenge by enabling our Siemens team members to evaluate the chemical make-up of each product, including a great deal of toxicity data. Fortunately, we were able to use the information that was available in SPHERA to simplify the classification process."

-Maureen Gillis Senior Manager EHS, Siemens Healthcare

#### Earning Visibility with Executive Leadership

The GHS Project and its cross-functional team membership were recognized by Siemens executive management for a key business-wide initiative. Johnson reported, "The project had so many moving parts and a short implementation period, yet it was completed with very few issues. Our sales, manufacturing, and logistics teams appreciated how well this critical project was executed, managed and implemented."

¹http://www.siemens.com/about/en/

 $<sup>{}^2\</sup>text{http://www.siemens.com/about/sustainability/en/sustainability-at-siemens/our-understanding.htm}$ 





## **Tikkurila**

## Tikkurila Ensures Compliance and Supports Growth with Standardized Safety Documentation Process

For more than 150 years, Tikkurila has provided consumers and professionals with user-friendly, sustainable paint solutions for surface protection and decoration. Its offerings include interior paints, lacquers and effect products; exterior products for wood, masonry and metal; coatings for the metal and wood industries; and related services.

Today, this €653 million company¹ strives to be the leading provider of paint-related architectural solutions for consumers and professionals in the Nordic area as well as in Russia and other selected Eastern European countries. Tikkurila operates in 16 countries (11 production facilities in eight countries), and furthermore Tikkurila exports paints to approximately 20 countries. In 2013, the company introduced dozens of new products and increased the number of its eco-labeled products.²

Product safety and quality are among the cornerstones of Tikkurila's operations. From family homes to unique business environments like hospitals, Tikkurila product labeling must meet customer needs and expectations as well as regulatory requirements. To that end, the company works hard to systematically determine the health, safety and environmental impact of the raw materials used in its paints. Product teams must develop material safety data sheets (SDS) and labels in up to 15 languages as it markets more than 2,000 products.

Tikkurila facilities in different countries traditionally used different methods to create safety data sheets and labels. By 2006, however, four sites were using a customized calculation tool in their ERP to obtain basic safety classifications and phrases. Unfortunately, that tool could not generate an SDS so employees at each location had to enter data into separate IT tools with a phrase library. Then each of the four facilities hired contractors to manually translate SDSs and labels into multiple languages, which added time and cost as well as the likelihood of errors. Other Tikkurila sites did not have access to the legacy ERP tool so their SDS creation was even more labor intensive.

#### **CHALLENGE**

- Generate world-class safety documentation and labelling in multiple languages
- Meet increasingly tight regulatory requirements and rising customer expectations
- Drive operational efficiency to support international growth strategies

#### **SOLUTION**

**Product Stewardship** 

- SDS Authoring
- Managed Regulatory Content

- Standardized creation of safety data sheets and labelling for more than 2000 products from 4 sites in 4 different countries
- Automated translation of up to 15 languages with one system, reducing costs and risk of errors by eliminating dependence on outside contractors working manually
- Reduced time to translate typical safety data sheet from 1 working day to less than 1 minute
- Established a flexible platform and process for rapidly generating documentation in response to regulations and growth into new countries

#### Tikkurila Streamlines SDS Process from 1 Day to 1 Minute

#### Identifying the Issues and Answer

By 2012, Tikkurila had decided that it was time for a more holistic approach. European compliance requirements were increasing with implementation of landmark regulations such as CLP, REACH and VOC<sup>3</sup>. In addition, Tikkurila was considering opportunities for expansion into additional countries so the number of regulations and languages would likely increase.

"Our customers need accurate, well-phrased safety information in a growing number of languages," said Anu Passinen, Manager of Product Safety for Tikkurila. "We needed a new solution for creating SDSs and product labels – with multiple translations -- more easily and efficiently across our company. After evaluating the top systems on the market and checking to see which provider was preferred by other paint industry leaders, Tikkurila selected Sphera.

Today, the Product Safety teams at Tikkurila sites in Finland, Sweden, Poland and Estonia – all use Sphera's Intelligent Authoring™ software to generate globally compliant, multilingual Safety Data Sheets (SDS) and product labels.

Tikkurila has integrated the Sphera solution with its formula management system, so materials information flows seamlessly across platforms. The company also uses Sphera's Document Manager to archive safety documents widely and make them available online throughout the company.

Successfully implementing a common solution at four plants is a benchmark achievement for Tikkurila's Product Safety team and sets a solid precedent for potential SDS process improvements at other company sites across Europe.

#### 'A Huge Leap by Standardizing'

By using the same system to generate safety data sheets and product labels across multiple locations, the Tikkurila's product safety teams are helping drive operational efficiency. The sites now have greater flexibility because their product safety teams can now generate standardized, best-inclass SDSs and labels in multiple languages. For example, employees in Finland can now confidently produce safety documents in Polish, Swedish and other languages using the Sphera solution.

As a result, these four Tikkurila sites will reduce costs and expedite completion of SDSs by eliminating the need for external translators.

"In the past, it took at least one working day to translate a safety data sheet. Now the translation is done immediately – in less than a minute. And we don't have the possibility for human error," said Katja Tuononen, Product Specialist at Tikkurila. "We've taken a huge leap by standardizing with Sphera. It benefits our process and our customer service."

#### **Delivering Added Value to Customers**

Tikkurila's customers will benefit from product safety

documentation that is consistently accurate and wellphrased. That quality and consistency make it easier for paint professionals and especially consumers to locate and understand critical safety information so they will have a high level of confidence in both the products and the manufacturer.

Automating the generation of SDSs and labels also makes it easier for Tikkurila to provide additional customer services. In the future, the company will search for opportunities to serve customers even more effectively. When safety data sheets are updated, they can be automatically sent to customers and, if needed, product safety teams can use the Sphera system to meet customer-specific requests.

#### Ensuring Compliance, Enabling Growth

As a recognized leader in the paint industry, Tikkurila is committed to ensuring full compliance with the growing array of international (safety) regulations and standards. Heightened requirements and pressing deadlines for CLP were one of the company's priorities and now the product safety team is ready to meet new SDS/labelling requirements by using its proven Sphera solution.

"We now have a clear pathway for the future. Now we know we have the data, tools and processes in place to create new safety documentation in new languages as soon as they're needed."

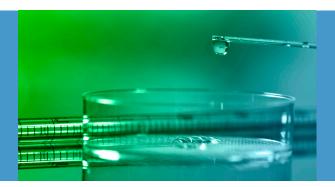
-Anu Passinen Manager, Product Safety Tikkurila

The team's ability to address new regulatory challenges will be even more critical if Tikkurila continues to advance into new markets.

"In this changing and ever more challenging world, it will be more important for us to know local legislation, such as the occupational exposure limits, and communicate information about our products," Passinen said. "We now have a clear pathway for the future. Now we know we have the data, tools and processes in place to create new safety documentation in new languages as soon as they're needed."

- 1 http://www.tikkurilagroup.com/annualreport\_2013/year\_2013
- 2 http://www.tikkurilagroup.com/annualreport\_2013/year\_2013
- 3 CLP (Classification, Labeling and Packaging); REACH (Registration, Evaluation, Authorisation and Restriction of Chemicals), VOC (Volatile Organic Compounds





### Yara

## Yara Uses SDS Authoring, Managed Regulatory Content as Foundation for World-Class Product Stewardship

In 2004, Yara International ASA emerged to become an independent company trading on the Oslo Stock Exchange. Based in Norway, Yara is the world's largest fertilizer company as well as a leading chemical manufacturer – specializing in the production of ammonia and nitrates – with operations in 50 countries supporting sales in more than 150 countries. To sell its solutions for sustainable agriculture in all of those international markets, the company must ensure that its products are always in full compliance with a multitude of health, safety and environmental (HSE) regulations and standards.

Yara's leadership is successfully meeting this challenge by making a strong, ongoing commitment to world-class chemical management. That commitment begins with the company's ability to stay current on changing regulations and meet their many strict requirements by producing first-rate chemical product documentation and labeling.

"A decade ago, our company had a very fragmented approach to generation of Safety Data Sheets," said Dr. Peter Goddard, Director of Chemical Compliance & Classification at Yara. "Each individual business or manufacturing unit would produce their own. But the number and complexity of regulations we faced continued to increase so we analyzed how we were managing this information and what we were doing with it. The analysis showed we had some very big gaps and inconsistencies."

Some of the problems Yara was experiencing involved questions about material data quality and validation. Safety Data Sheets (SDSs) generated from the company's facilities in one part of the world were often inconsistent with those generated in another of its manufacturing plants elsewhere.

Yara in its former life as "Norsk Hydro," took a first step way back in 2002 toward a solution when it invested in Sphera Intelligent Authoring® software and managed regulatory content − part of the Sphera Product Stewardship Solution™. Yara's team used the stand-alone Sphera system for SDS authoring and relied on Sphera for regulatory information/updates. After a few years, however, Yara's chemical management needs continued to grow. Higher regulatory hurdles loomed ahead − including the European Union's Registration, Evaluation, Authorization and Restriction of Chemicals (REACH) and Classification, Labelling and Packaging (CLP) so the company

#### **CHALLENGE**

- Enhance Safety Data Sheet authoring capabilities to comply with higher requirements from REACH, CLP and other mandates
- Establish new integrated chemical compliance system compatible with corporate IT environment
- Drive continuous improvement of SDS work processes and core business operations

#### **SOLUTION**

**Product Stewardship** 

- SDS Authoring
- Managed Regulatory Content

- Managed exponential growth of SDS volume

   e.g. European market alone increased
   from 3,000 SDSs in 2008 to 15,000 SDSs
   in 2012
- Standardized and enhanced quality of
- Safety Data Sheets across global enterprise
- Introduced new-format Safety Data Card as quick reference tool, in response to customer requests
- Enabled transparency/accountability for audits
- By offering ability to track back to chemical composition and business decision justifications
- Streamlined work process by automating distribution of SDS with products and enabling operational staff to support SDS authoring

#### Yara Builds Strong Foundation for Product Stewardship

needed an enterprise solution that would enable its facilities protect their local license to operate while doing business in global markets.

In 2009-10, Yara's senior management team established a high-level Project Task force to tackle the introduction of the REACH and GHS-EU legislation in Europe comprising of Yara employees and supported by Accenture.

The brief included a re-examination of the software tools for the authoring of safety data sheets with the aim to create an integrated system with SAP. "I've always had a good relationship with Sphera. We have been able to openly discuss issues and come up with answers," remembered Goddard. "Our business is SAP-based but Sphera had developed a new application called Compliance Engine for SAP EHS so we went for the Sphera solution with an SAP EHS background platform. We rely on Sphera software for all of our SDS authoring – computing the exact materials information output that we need on our SDSs and safety labels."

While Yara's Chemical Compliance & Classification team used the Sphera system to standardize their Safety Data Sheets enterprise-wide and streamline production, demand for SDS authoring was growing fast. The number of SDSs that Goddard's team managed for its European market alone skyrocketed from 3,000 to 15,000 – an increase of 500% – in only 2 years. And, with new regulations requiring more details, many of those European SDSs quickly increased in length from 4 or 5 pages up to 70 or 80 pages

SDSs have become so large that some of Yara's overseas customers asked the company to also provide a simplified, eye-catching document to accompany its products. Yara has responded by producing Yara Product Safety Cards that offer essential material or substance safety information distilled down to a single A4 sheet. Yara's team is able to produce the new safety cards faster and more easily by developing its own algorithms based on the Sphera software. These are planned for implementation this year as the roll-out of the SDS solution continues into markets outside of Europe.

In order to provide the correct chemical safety compliance documentation and labeling, Goddard's team in Norway is also responsible for staying current on government chemical regulations and industry standards around the world.

"Keeping up with regional, national and international regulations is incredibly challenging," said Goddard. "That's another reason we wanted to continue working with Sphera. We trust Sphera because they are experts... very professional. We know we can depend on their regulatory content service group to let us know about new rules or updates and how they may apply to our global operations."

In October 2011, Yara created a new central Chemical Compliance department led by Rune Bratteberg to cover all chemical and regulatory aspects of chemicals including registration, globally. Goddard's team was absorbed into the new department.

Armed with knowledge of the company's regulatory obligations, Yara's Chemical Compliance & Classification team helps ensure that those requirements are fully met. The combined Sphera and SAP EHS system promotes transparency and accountability by allowing auditors to trace the direct line from the Safety Data Sheet to the chemical composition of any Yara product. Product managers can quickly see a breakdown of ingredients to better understand why certain business decisions were made, what rules were used and how the classification was calculated. In this way, the team and their SDS system support development of strategies for product development and access to target markets.

"We are always striving for operational excellence...Sphera helps us provide safety information that our customers want – and that is a competitive advantage."

#### -Dr. Peter Goddard

Director Chemical Compliance & Classification YARA International ASA

On the operational level, Goddard's team continuously improves Yara's compliance work processes by uncovering and developing the means to:

- Automate Safety Data Sheets are automatically generated and distributed in appropriate quantities whenever and wherever Yara sells a chemical product. Making automated distribution standard procedure also makes it easier to trace and verify delivery of SDS or labels to their intended recipient.
- Delegate Individual Yara business units have been able to reduce the level of effort previously spent on SDS authoring because the Sphera system has the algorithms built in, so the process is more clerical and can be delegated to operations staff.

"We are always striving for operational excellence. We try to use the information that we manage to produce Safety Data Sheets and labels to make our business work more smoothly and effectively," Goddard said. "Looking at it another way, our products were traditionally commodities – mostly nutrients or solutions. But now things have changed. We're selling chemicals. We must be able to demonstrate that we care about what we are doing and where we're doing business. Part of that is ensuring that we're fully compliant, of course, but it's also an ethical choice and a smart business choice. Sphera helps us provide the safety information that our customers want – and that is a competitive advantage.

