



Consulting, Service and Support
in Marketing
and REACH

Who are we ?

- Experienced professionals: > 20 years in chemical industry, with emphasis to production and marketing
- Executive directors responsible for operations (site management, general management)
- International experience (Marketing Director in France, Site Manager in Brazil)
- Qualification and experience as senior safety expert

Our services for REACH (I):

- SMEs as target clients
- Tailor-made offers according to the needs of our customers
- Frequency: from start-up workshops ("one-off") to continuous (or repeated) coaching
- Coverage: from support within a specific phase to complete package (project management)

Our services for REACH (II):

- Identification of substance inventory issues
- Pre-registration
- 3rd party representation (art. 4) within SIEFs
- Negotiation of cost sharing (joint registration / consortia)
- Validation of existing test studies
- Optimisation of testing strategy – support for waiving proposals
- Co-ordination of testing and toxicological review
- Final edition of technical dossiers
- Submission of information to ECHA via IUCLID 5
- Only representation (art. 8) for companies outside the EU

First impressions / comments:

- Due to complexity and impact, no single expert can cover all areas of REACH – a network of specialists is necessary (consultants, testing facilities, toxicologists, lawyers, ...)
- Very different levels of knowledge within the industry, including total ignorance
- The paradigm change – concerning accountability and responsibility – has not (yet) made it into everyone's head
- REACH also opens opportunities (intermediates, PPORD, market information from SIEFs, ...)