

## 3E Retail Solutions

Comprehensive chemical regulatory and sustainability data management solutions



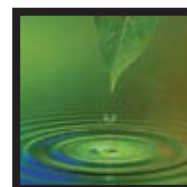
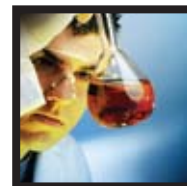
3E SOLUTIONS

### Overview

3E Company has an extensive history of leadership in serving the needs of the retail market. Many of the world's largest U.S. retailers are long-time customers. Not only has 3E Company learned a lot in the last 20 years about the EH&S needs of the retail industry, the data we have collected along the way is unmatched. Our database contains more than 4.5 million MSDSs, our team has classified over one million product UPCs and we collect and maintain more than 25,000 MSDS revisions every month.

3E Company's full product lifecycle approach provides a single, integrated solution for managing EH&S capabilities, resulting in reduced cost, risk and liability while improving process throughout the supply chain. Our suite of solutions tailored to the retail industry includes products and services that support a wide range of application areas:

- Data Exchange: Product On-boarding
- Sustainability & Green Initiatives
- Regulatory Compliance
- Emergency Response
- Employee Safety & Hazard Communication



### 3E Retail Solutions Support Critical Business Issues:

- Analyzing products for better purchasing decisions, early in the purchasing process
- Ensuring proper, compliant shipping documentation
- Managing hazardous material storage requirements to ensure fire code obligations are met
- Preparing store specific disclosures to comply with local government and/or fire department requirements
- Ensuring store employees have proper disposal information
- Responding to emergencies, such as spills, inhalations or exposures
- Providing store employees with access to MSDSs

## Data Exchange - Product On-boarding

### 3E Online Supplier Portal™

The on-boarding of new products requires a substantial amount of information from each supplier. This data ranges from basic product information, such as packaging, to technical EH&S information, such as hazardous material transport or disposal requirements. To fulfill regulatory requirements and offer greener, safer products to their customers, retailers need access to hazard communication and chemical data early in the purchasing process, long before the products arrive at the distribution center, or are stocked on

store shelves. The 3E Online Supplier Portal offers streamlined processes for retailers and suppliers alike.

- Manufacturers and suppliers load (M)SDSs and desired product data into a centralized, secure, easy-to-use web-based application, protecting their trade secrets
- 3E analyzes, validates, indexes and augments the information as appropriate, based on the (M)SDS
- Retailers obtain the information they need, quickly and efficiently, to determine storage requirements, waste disposal measures

and a product green rating. If the product is acceptable to the retailer the information is passed down the supply chain to ensure proper storage and transport methods.

Once this basic data is obtained from the supplier, and validated or augmented by 3E, 3E can provide the data and related information throughout the retail supply chain and maintain its currency on an on-going basis via a variety of services.



## Sustainability & Green Initiatives

### 3E Green Product Analyzer

The 3E Green Product Analyzer (GPA) provides retailers with a practical method for measuring a product's impact on people, stores, distribution centers and the environment. 3E GPA utilizes 3E's global CAS level regulatory profiles and chemical classification data to determine values based on the retailer's self-defined criteria.

3E provides a baseline scoring system that users can modify to define and weigh each area of concern within 3E's green grading system to identify products in their inventory that

contain CAS level substances that are of concern. The 3E GPA scans the product inventory and returns a resulting grade with the retailer-defined classification.

The GPA also:

- Calculates ratings and group products into categories to create direct and meaningful comparisons.
- Can include material costs, which could enable the possible purchase of fewer products in larger quantities from fewer suppliers

The result is better product selection and smarter purchasing decisions for the retailer, and ultimately, its customers.

The 3E GPA can even support a retailer's own internal sustainability initiatives, by enabling them to assess the toxic footprint of individual stores or distribution centers or the entire organization, to create a baseline and measure improvement.



## Regulatory Compliance

### Transportation Services

In a highly regulated area such as transportation of dangerous goods, the risk of a negative impact on the supply chain caused by significant fines, delays, or re-routing is particularly relevant for retailers. Some employees, such as part-time or seasonal associates, may not be aware that many of the products they transport are regulated. 3E Transportation services can augment potential

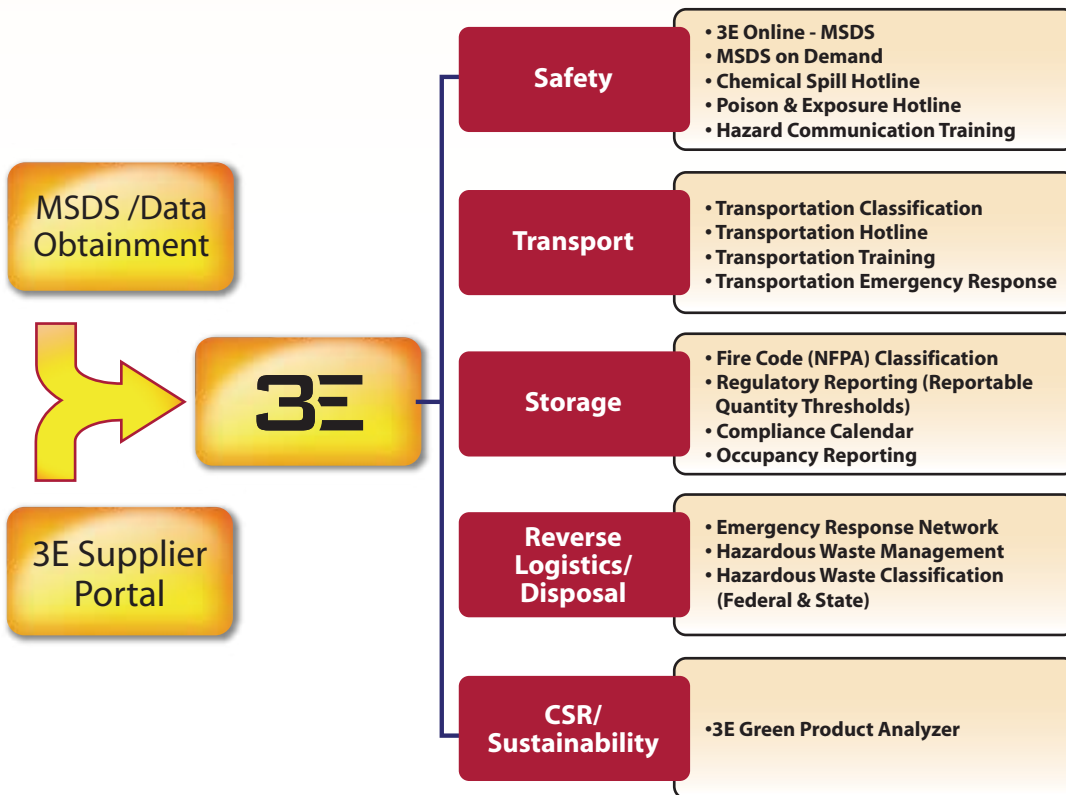
gaps in training by providing employees with guidance on issues such as:

- Requirements for shipping items by air
- Determining packaging hazardous and non-hazardous product together
- Identifying markings, labels and documents that must accompany the shipment
- Who to call if a spill or release were to occur during transport

3E Transportation Specialists are well versed in the area of dangerous goods transportation, and can classify materials for any mode-- ground, air or water-- based on 49 CFR HMR, IACO (IATA) DGR, IMDG Code and/or Canadian TDG regulations. Retailers can provide their employees with hotline access to live specialists 24-7-365.

3E specialists can also prepare and provide the required shipping papers and documentation on your behalf, including tailoring information to internal shipping acceptance requirements.

Retailers that have their entire inventory of products classified for determination of packaging and requirements can use classification information to evaluate alternative modes of shipment that may allow for more less impacting modes of transportation. For example, on a per pound basis, vessel shipment carries a lesser carbon footprint than ground or air. The data also enables retailers to easily distinguish how a product is regulated and how it should be handled within their transportation





protocols, such as restricting the shipment of fully regulated items to trained specialist employees.

### ***Storage and Handling***

Retailers' product inventories can also be classified for physical and health hazards. The resulting classification can be applied to federal, state, or local standards or fire codes. This classification data can also be used to ensure stores and distribution centers are equipped to appropriately store products of a particular hazard class.

### ***Regulatory Reporting***

Regulations are constantly changing, and for retailers with multiple facilities managing federal, state and local reporting requirements can be a complex maze to maneuver. Managing and tracking the completion and submission of hazmat disclosures for business and emergency plans, storage and handling of hazmat, permits and fees for every new store in each new city requires a lot of research. Many retail customers outsource this complex and time-consuming process

to 3E's team of regulatory experts. As retailers add store locations, 3E can assist with Occupancy Reporting.

### ***Spill and Hazardous Waste Management & Support***

For retailers with locations scattered across the nation, 3E Waste Management can greatly simplify the process of managing multiple waste vendors. 3E negotiates the best possible contract with a single pre-qualified hauler for pickups on pre-arranged dates. 3E coordinates the entire process, including the waste pick up, transportation, disposal of at a designated TSDf and reports to appropriate federal or state agencies.

On an as-needed basis, customers are given step-by-step assistance with identifying and classifying items that may be regulated as hazardous waste at the Federal and State specific level, and also ensuring proper temporary waste storage on-site. Waste classification data can also be used to evaluate disposal costs as well as the impact of using the chemical at a company's facility and identifying alternatives or less harmful products. This can also be used to help ensure that hazardous wastes are being properly disposed of and not ending up in places where they do harm, such as public landfills or water streams.



# **Retail Solutions**

## ***Emergency Response***

### ***The 3E EH&S Mission Control Call Center***

Improper handling and storage of hazardous materials can result in a number of scenarios that can cause adverse effects to human and animal health as well as the environment. Failure to respond quickly to an unintended incident, such as a chemical spill or inhalation can turn a small incident into a larger one, increasing

the impact of the event on the environment—not to mention the risk of a violation if not handled properly. Providing your employees with immediate, round-the-clock access to the 3E EH&S Mission Control Center can significantly improve the final outcome. 3E's highly trained technical staff, solely focused on responding to incidents, can ensure quick, decisive action in the event of an emergency.

3E's HazMat Response Team stands ready 24-7-365 and is skilled in handling thousands of chemical spill calls per month. The team's capabilities also include response to emergencies at a level requiring deployment of ER professionals and equipment as well as immediate access to medical advice related to chemical exposures.

## ***Employee Safety & Hazard Communication***

### ***MSDS Management***

Complying with employee right-to-know obligations is much easier when each of the many stores can manage an online catalog of MSDSs specific to each of their locations. Retailers can rest easy knowing their employees and customers have online, site-specific and round-the-clock access to the information they need to work and shop in a safe environment.

#### ***3E Online<sup>®</sup>-MSDS provides:***

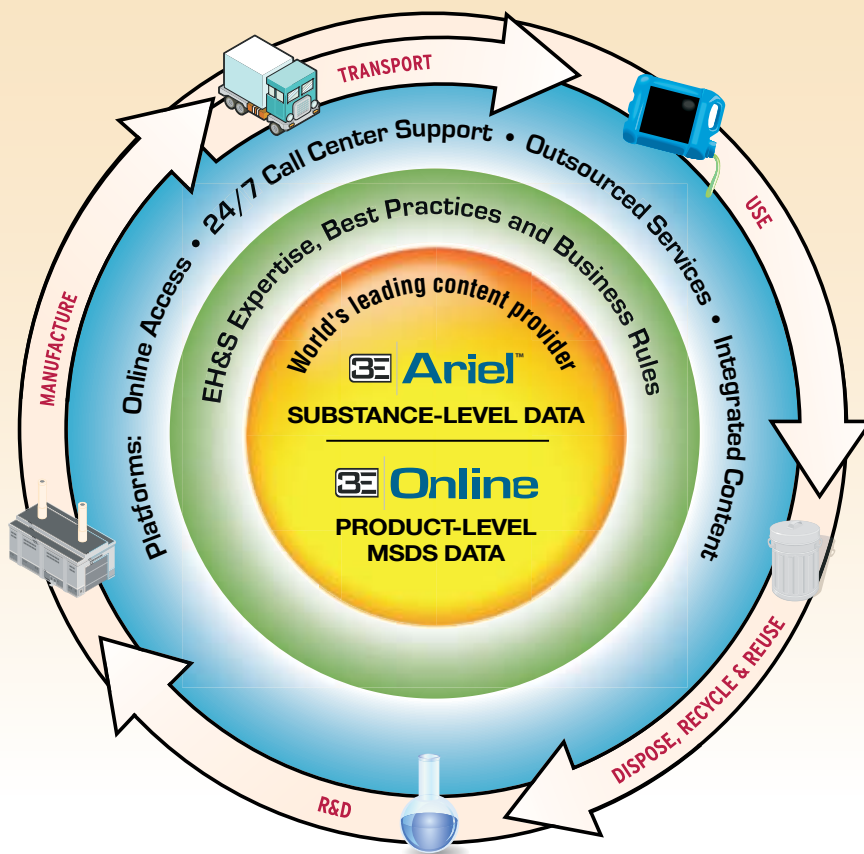
- 24-7-365 access to the 3E EH&S Mission Control Call Center for emergency response and MSDS requests when Internet access is unavailable
- A wide range of functionality to meet the unique needs of retailers of all types
- Support for a variety of languages, enabling users to search for MSDSs in their local language
- Relief from the administrative hassles associated with chemical inventory and MSDS management at an affordable price



## Full Chemical Lifecycle Management

3E Company's comprehensive suite of data products and information services enable improved compliance with global Environmental Health & Safety (EH&S) requirements related to the safe manufacturing, distribution, transportation, usage and disposal of chemicals and hazardous products. This full chemical lifecycle approach enables in-house EH&S staff to reduce cost, risk and liability while improving process efficiencies and focusing on strategic EH&S goals.

Whether you are a producer, manufacturer or distributor; or a company whose employees handle hazardous materials, 3E can tailor a program specific to the EH&S compliance information and management needs of your organization.



## EH&S Challenges

With the spotlight shining brightly on EH&S compliance, companies are challenged with finding effective ways to address the complexities and intricacies of EH&S compliance management. Not only do these challenges stem from a constantly-changing regulatory landscape, but also from a scarcity of newcomers to the EH&S field, and pressure on EH&S departments to manage increased responsibility with fewer resources. Addressing these issues requires broad and deep domain expertise—expertise that doesn't always exist within the company. And if it does, this expertise is probably best utilized by driving the company's overall compliance strategy, not bogged down with paperwork or the administrative burdens associated with maintaining compliance.

## EH&S Solutions

At 3E Company, we understand the business and the burden of EH&S information and compliance management. 3E Company is a comprehensive, one-stop solution for content, tools and services for companies that want to take effective leadership and control of their product stewardship and EH&S compliance activities. 3E's products and services help companies make the transition from simply managing for compliance, to cutting-edge product stewardship practices that deliver tangible and sustainable business results.

## Locations

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