

# Achievements 2022



# 2022 - Outline

- I. Fecc Fundamentals
- II. Value-to-Money Service to Our Members - Our Top Priority
- III. Stakeholder Engagement 2022



[www.fecc.org](http://www.fecc.org)

# I. The Fundamentals

## - Unique value proposition

We are the only European association representing

- **all chemical segments** under one umbrella from  
-> from fuels & petchems to pharmaceuticals
- **all company sizes**, from start-ups to multinationals,
- **all chemical supply chain functions**
- Especially the **interests of SMEs to the benefit of all members.**

Many of our members are **family-owned businesses.**



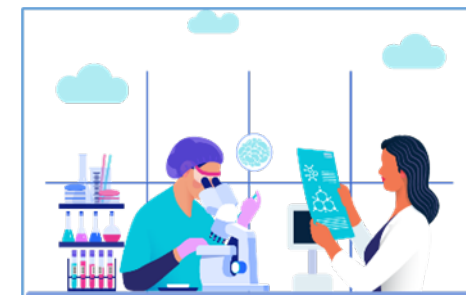
The huge diversity in our community implies a comprehensive view on and a lot of expertise in all chemical supply chain functions, e.g.



*Warehousing*



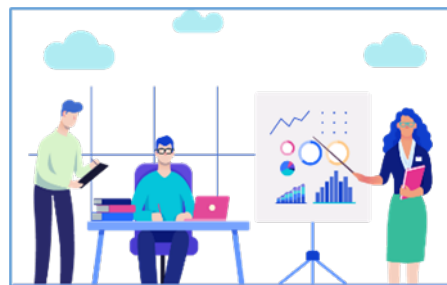
*Recycling*



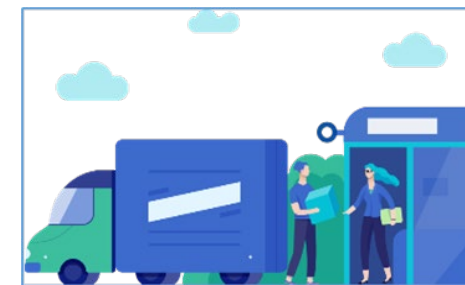
*Formulating & Blending*



*Research & Development*

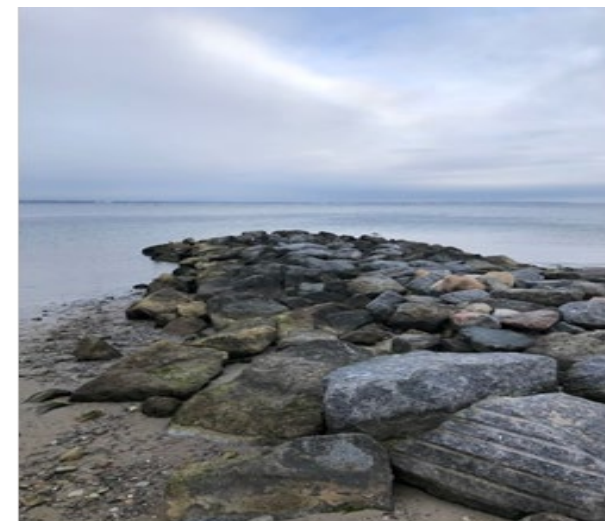


*Technical & regulatory advice*



*Logistics & Packaging*

# Objectives



- **Promote the chemical distribution industry**
- **Represent Fecc members' interests at European and international level**
- **Ensure a sustainable business environment**
- **Develop chemical distribution as an added value partnership in the supply chain**
- **Foster co-operation with relevant functions & sectors in the chemical supply chain**
- **Drive Responsible Care and Sustainability**
- **Support members to manage digital transformation and facilitate international trade**
- **Support the National Associations**

# Vision, Mission and Working Priorities

*Our vision:*

*Fecc to be the  
go-to European association for the  
chemical distribution value chain*

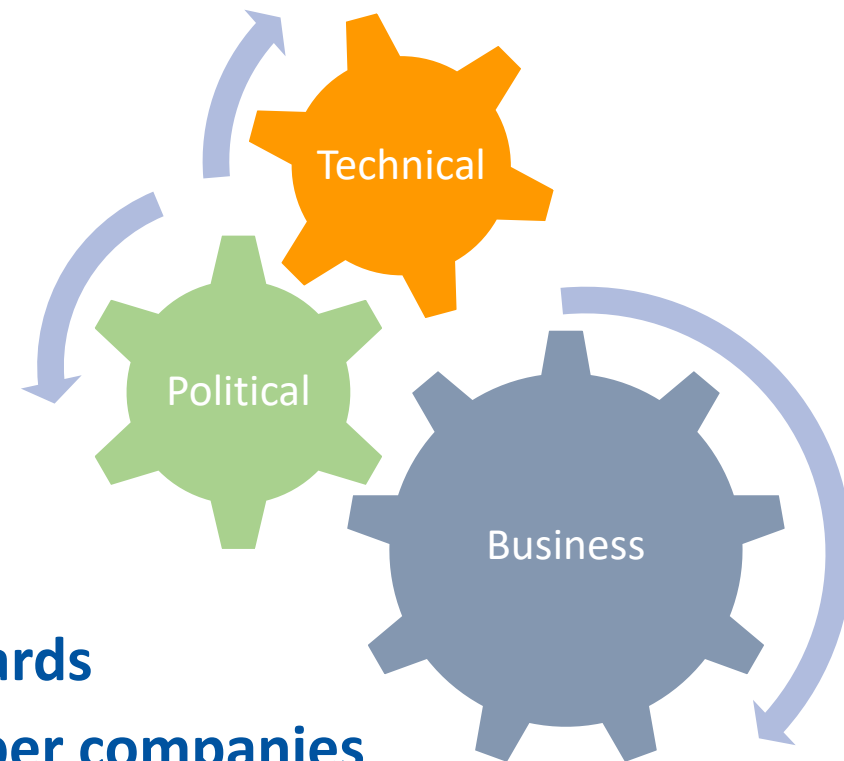
*Our mission:*

*Be the voice for, inform and  
serve European  
chemical distribution*

1. **REACH, CLP & Biocides** → new chemicals' strategy; restriction-related obligations for distributors and importers
2. **Responsible Care** → Responsible Distribution, precursors, trade controls
3. **Logistics** → linked to digitalization and supply-chain excellence
4. **Health, Safety & Environment** → exchange best practices, develop guidance
5. **Circular Economy** → how to turn it into a business opportunity for distributors
6. **Trade issues incl. Brexit** → avoid (further) disruptions of chemical supply chains

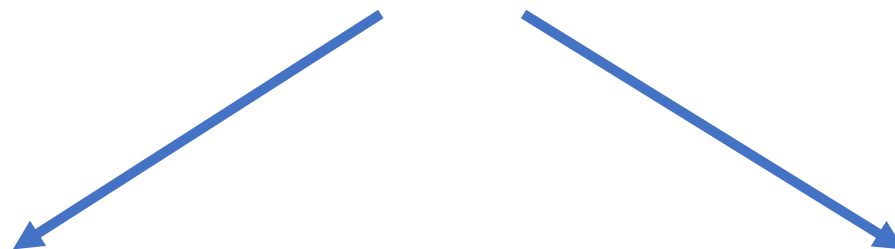
# Our work focuses on:

- 1) **Communication & information**  
→ explaining the world in an easy-to-understand way,  
e.g. via newsletters, webinars, tutorials, etc.
- 2) **Lobbying**
- 3) **Best practice exchanges & networking**
- 4) **Early warning systems, trend scouting & industry standards**
- 5) **Public affairs: branch marketing & co-branding of member companies**





# Prioritisation of external target groups



## Regulators

Lobbying from the perspective of SMEs  
Why is the chemical distribution  
sector essential for Europe's future?

## Value-Chain Partners

Position chemical distribution as value-  
adding partner with all stakeholders via  
public affairs/branch marketing activities to  
increase visibility



# Official accreditations as stakeholder (several renewed in 2022) & partnerships



Member States Committee  
& Commission



Downstream Users of Chemicals Co-ordination group



UNECE



cefic

EuroCommerce



THE RETAIL, WHOLESALE  
AND INTERNATIONAL  
TRADE REPRESENTATION  
TO THE EU

icta





# Additionally acquired in 2021/22:



**Official member of the Advisory Group to the EU Commission on Brexit-related issues**



**Accredited stakeholder of UK Government and UK Embassy to the EU**



**Fecc DG accredited for High-Level-Roundtable Shadow Group on Chemical Strategy for Sustainability**

# Work split - European and national associations



Umbrella regulation  
Overarching EU standards  
Lobby EU COM & PARL



> 85% of chemical regulations



.....

Implementation  
of EU regulation  
on national level;  
Technical details;  
lobby EU Council

Fecc and its national associations are allies in defending the interest of the distribution sector, acting at different stages of the regulatory process

## II. Value-for-Money Service to Our Members is our Top Priority

# Expansion of Services to Members

- Further significant extension of service offer to members by hosting more-than-ever-before webinars including 2 Membership Engagement Sessions plus Fecc Congress 2022
- Further increase in number and volume of newsflashes and other communication material, mirroring significantly increased regulatory activity in Brussels
- Comprehensive new guidance material for members produced on major new regulations plus establishment of by-substance „Fecc Safety Library“ as one-stop shop for all safety-related material
- Updates conducted for previous versions of existing guidance material, e.g. Distribution Framework Agreement (concluded), Guidance of Biocidal Products´ Storage (close to conclusion)
- Increasingly popular find-a-distributor contact platform → enhanced business opportunities for Fecc Members
- Process on new Fecc statutes concluded; new version awaiting Royal Decree for publication

# Advocacy successes (excerpt)

- Successfully **avoided comprehensive re-opening of REACH** in the framework of “EU Chemicals’ Strategy”, by individually lobbying on behalf of chemical SMEs in Europe and by alliance-building with other chemical associations/Fecc Director General accepted as part of the high-level “**Chemical Strategy for Sustainability**” shadow group
- Successful lobbying the UK Government and the UK Mission to the EU –in close alignment with other EU and UK-based national associations led to **extended UK REACH deadlines** for the after-Brexit transition; Fecc’s DG accepted to **EESC Domestic Advisory Group to EU Commission on Brexit issues**
- Lobby success: **official EU helpdesk installed** to advise companies on compliance with EU sanctions against Russia
- **Supply chain due diligence obligations**: successfully avoided that regulation applies to SMEs
- Chemical distribution recognized as “**EU system-critical**” sector during pandemic/fast-tracking of disinfectants; now using this recognition for being granted priority, if it comes to potential gas allocations due to energy disruptions

## Current Focus Topics for Fecc Lobbying:

- Chemical Strategy for Sustainability – REACH 2.0
- Safeguarding competitiveness of European businesses, combined with impact mitigation schemes for chemical value chain players, especially SMEs, suffering from high energy & raw material prices → co-shaping European framework conditions/criteria for national state aid schemes
- Moratorium of new and pending regulations due to fundamental change in economic framework conditions, especially for SMEs
- Supply chain due diligence obligations: how to reduce/harmonize potential impacts on SMEs “through the backdoor”



# Working committees

- Responsible Care (RC)
- European Single Assessment Document (ESAD)
- Logistics (LOG)
- Precursors Committee
- Life Sciences Committee
- Safety, Health & Environment (SHE)
- Biocidal Products Committee (BPC)
- International Trade
- Sustainability/Circular Economy Committee (since end-2020)

New since 2021:

- Poison Center Task Force
- Ethylenoxide Task Force

To be launched in 2023:

- Young Talents Forum

# Highlights from the Committees

## - excerpt, part 1 -

- Responsible Care: in close alignment with Cefic further upgrading and integration of new functions in Digital Self-Assessment tool plus successful roll-out across Europe; official „Safety @ Work“ campaign partner of EU OSHA
- Logistics Committee: Successful application of Fecc for DG MOVE Transport of Dangerous Goods (TDG) expert group; Active representation of Fecc in DG MOVE LANDSEC
- Life Sciences: development, release and roll-out of standard questionnaire for cosmetics; special ethylene oxide task force successfully resolved issue in food deliveries in close cooperation with downstream user sectors and the EU Commission
- Circular Economy/Sustainability: ongoing exchange on good practices and dialogue with regulators; successful lead in Fecc-hosted circular economy webinars during „EU Industry Days“ and „EU Green Week“ in official partnership with the EU Commission

# Highlights from the Committees

## - excerpt, part 2 -

- SHE Committee: intensely involved in stakeholder dialogues on the Chemical Strategy for Sustainability and REACH 2.0; active participation in many EU and ECHA consultations on upcoming regulations; new Poison Center Task Force developed comprehensive guidance material for Fecc members to facilitate compliance
- Biocides Product Committee (BPC): review and update of Fecc BPC guidance on transport of bulk chemicals  
→ submitted to European Chemicals Agency (ECHA) for final endorsement; afterwards available for all members
- Precursors: substantial guidance material developed on new precursors' regulation, in cooperation with EU Commission,  
→ already available for information/download in members' area
- All committees: creation of multiple guidance material on new and existing regulation, development of industry standards  
→ all available for information/download in Fecc members' area;  
please ask secretariat for login/password, if you do not yet have access to it

# Status of Special Projects 2021/2022

- Creation of “Fecc safety library” with all available educational material by substance in a one-stop shop – done; available in members’ area
- Logistics/digitalization: integrated supply-chain app – done; research successful; led to 2 recommended systems = Packwise and GoBuyChem/Impratech
- Legal: refreshing previous umbrella distribution agreement and developing terms of reference with rights & obligations of distributors and their principals – done; official launch scheduled for Q1/2023 with a webinar on new stipulations and latest legal/antitrust developments via an Fecc-hosted webinar
- Cross-board: Young Talents Forum – launch planned for 2023

# III. Stakeholder Engagement 2022

# Communications

- A multitude of newsflashes on a broad variety of topics and ad-hoc developments (e.g. International Trade & Economics, Regulatory Affairs, Life-Sciences, Post-Brexit Newsflash, Ukraine Newsflash, status updates on supply chain disruptions) + 5 regular Fecc newsletters → usually minimum 1 publication per week
- Upscaling and new elements on Fecc homepage
- Considerable increases in followers and interaction on social media (LinkedIn, twitter)
  - > 25% year-on-year
  - enhanced visibility & attractiveness for our sector



# Fecc Webinars 2022

**Almost 30 Fecc webinars organized and hosted in 2022**

**In different formats**

**on a variety of topics** (ranging from chemical trends, supply chain disruptions, impact of Ukraine war on Europe's chemical value chain, how to stay resilient as a company in turbulent times, over an EU-Africa Roundtable, cybersecurity, emergency response, ESG, up to ask-the-regulator tutorials on REACH, Poison Center Notifications, Brexit, etc.).

**Bringing together all stakeholder groups:** our own members, regulators from all EU Institutions, external experts and even anti-chemical NGOs.





## Successful Fecc Congress 2022

- ✓ New format
- ✓ Ample networking opportunities
- ✓ Record participation
- ✓ Very enthusiastic feedback received





# Fecc in the Media

- Almost every month media coverage of chemical distribution sector via interviews, articles or opinion pieces in the most relevant trade press, such as ICIS, Chemical Week, CheManager International and CheManager DACH (in German language), HCB, Tank Storage Magazine, etc.
- 2 Fecc-ICIS podcasts on ad-hoc developments
- Media record participation and coverage of Fecc Congress 2022; partnerships with 9 media houses established
- Fecc as co-host of ICIS Top 100 Distributors compilation 2022
- 2 CEO Roundtables on highly relevant topics, co-hosted with ICIS





# Public Relations: wide-ranged media partnerships in various areas (excerpt)



 **Benefit for members: significant discounts on conference registrations & trade shows**

# Fecc = Chemical Association of the Year 2021/2022



**Global Life Wire Award:  
„Chemical Association of the  
year“ 2020/21 AND 2021/22**

**for**

**trade association excellence  
and service quality**



**Fecc successfully defended  
its title of 2020/2021!!!**



# THANK



**for your continued support to Fecc!**