



Nick Fuller
02/25/99 08:15 AM

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cc:

Subject: Visit to Witco - February 16, 1999

C mpany Visited	Witco		Date of Visit	February 16, 1999
Contact Name	Gary Cook	Sonny	CMA Staff	Fred Webber
Title	Moon			Nick Fuller
Address	Chairman & CEO	VP		
City/State/Zip	One American Lane		Type of Visit	Check how we are doing
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Purpose of Visit

To introduce myself as the new Member Relations Executive and learn about Witco.

Company Background

Witco is a \$2 bn specialty chemical company in the middle of significant change. Their \$387 m oleochemicals business is up for sale. The first round of bids has been made, and Witco is now deciding who goes through to the second round. They have decided to move their corporate headquarters from Greenwich, where they have no business operations, to Florida where they do have a business headquarters.

We didn't go into the details of Witco's business. I will get that on my next visit.

Site Visit Report

CMA 175320

Fred and I met with Gary Cook and Sonny Moon, a VP who handles their government affairs. We talked about ELGs. Gary's view is that if you are on the CMA board, you have probably heard everything at the ELG three times before. He still believes it would be a mistake to do away with ELGs, and offered to help the new chairman of the Connecticut ELG when he is selected. Gary said it would not make sense for him to do it as he was probably going to move his company. He believes the best way to improve attendance at ELGs is for CEOs to make personal calls to each other to agree the date and encourage attendance.

Gary is on the Board Committee on Responsible Care, and likes and agrees with the new RC principles. Witco will be doing their MSV in 2000. In 1996 when he took over, Witco was borderline compliance. Now every plant has to report against a zero-release initiative. During 1992 - 1995 Witco was in the bottom 10% of the OSHA recordables league at 3.3. Now they are at 0.9 and in the top 10%. For 1999 their goal is 0.5%.

Gary believes CMA supports the industry well in everything but HPV. "CMA is not communicating enough on HPV" he said. Witco has responded to the March 2 HPV press conference, and asked to be included.

Locally Gary is involved with the local Rotary Club where he is giving a talk on Responsible Care, and a Southern Connecticut Forum where he is talking about environmental equity (EJ). His main message to these groups is that what happens to the chemical industry is often the same as what will happen to the rest of industry later.

He invited me to come to one of his leadership meetings and learn more about Witco.

Gary is a strong supporter of CMA. He likes CMA being there everyday, and likes that we are trying to make CMAPAC more effective. He could not think of anything that we were doing wrong.

Action Items/Followup

1. Schedule a return visit to leadership meeting - **Nick Fuller**
2. Think about how we can improve our communication on HPV (I heard a similar message at Hercules) - **Larry Rampy**