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NASF REACH Education Effort – How Can We Help?

In this month's issue of *P&SF*, please find the first installment of specific guidance for the industry on REACH, the European Union's new chemicals law. The new NASF guidance is the topic of this month's feature article, "REACH-ing Out", and is part of a larger education effort to ensure that the industry is well-informed on the specifics of the new requirements and their impact on the global finishing supply chain.

If you have questions on REACH, you're certainly not alone. Even the largest multinational companies are spending considerable sums to understand their potential obligations under the law, possible market impacts associated with compliance and the potential future liabilities associated with REACH.

For surface finishing, there is both good news and not so good news, so read on ...

Educating Yourself is Key – Don't Ignore Opportunities

For those who think they can ignore it, we'll start with the not so good news. REACH is for real. It may take awhile to be fully implemented but it's not going to go away or be overturned. It's already influencing domestic U.S. chemicals policies. Some states are already looking at passing their own REACH laws. Some in Congress are looking at how to advance some elements of it in Washington.

Regardless of whether state or federal action on REACH happens on this side of the Atlantic or whether you or your customers import products or chemicals into Europe, we're moving into a new era. The law will ultimately shape worldwide procurement decisions of finishing customers, as well as commercial chemicals manufacturing and use decisions into the future. Even if your products or chemicals aren't imported into the EU, your ultimate

customers may choose to voluntarily "deselect" certain coated or other materials used in their products.

But there's also some very good news. In recent months, the European Union has been trying to clarify and explain key provisions of the law. This makes for some difficult reading, but one issue that is starting to get cleared up is the meaning and scope of certain exemptions under REACH.

Article Exemption

The law does contain a so-called "article exemption" that minimizes or eliminates major obstacles for importing plated or coated products into the EU. However, the law is still fairly complex and finishers and suppliers need to understand its many demands on the supply chain. This is particularly true as major customers are asking finishers to provide information about whether they and their coatings comply with REACH.

Few things are more important than maintaining good relationships with customers. So there is a tremendous opportunity to have straightforward answers at the ready when you get that REACH letter in the mail from the customer. To that end, NASF and its Government Relations program have assembled an assistance package that can help you sort out the facts and educate and inform the customer.

How to Get Help – NASF Assistance

There are now several ways to get sound assistance on REACH besides navigating the endless vortex of the European Union's website (http://ec.europa.eu/enterprise/reach/index_en.htm).

First, we will provide in this month's and next month's issues of *P&SF* several important documents, including:

- NASF Supplier Guidance
- NASF Finishing Guidance
- NASF Model Response for Customer REACH Inquiries

This month's guidance is focused on suppliers. Next month's guidance will be focused on finishers.

Second, the NASF website contains *all three documents* right now that can be downloaded for use by NASF members. Please go to www.nasf.org for more information. Also on the website for members are copies of presentations that were given during the NASF Washington Forum held this past May, as well as presentations given at a packed panel session we developed for outreach at SURFIN in June.

Third, we will be issuing a longer REACH guidance supplement to these shorter materials for those who would like or require a more complete explanation. Included in that document will be answers we are now collecting from finishing and supplier companies with specific questions on applicability of the law. While the longer guidance cannot capture every possible question that arises, it should be highly usable for NASF membership.

In the meantime, if you have questions, please reach Christian Richter at crichter@thepolicygroup.com, or Jeff Hannapel at jhannapel@thepolicygroup.com. *P&SF*



NAMF-New England Chapter Suppliers Night

The National Association of Metal Finishers-New England Chapter held its Annual Suppliers Night on Thursday, April 10th at the Courtyard Marriott in Marlborough, MA. The event not only drew suppliers and finishers from our NAMF New England membership, but also the AESF Boston and AESF Springfield branches.

The event has always been well received in that it has provided opportunities to interact with fellow metal finishing professionals in a relaxed atmosphere. This year was no exception, drawing 120 members and suppliers. The David Wilson Scholarship is awarded to several recipients annually based on, but not restricted to, academic qualifications. The scholarships give an opportunity to college bound children of employees of member companies. Since the inception of the scholarship in 2000, we have given out 60 scholarships.



Several items were donated for our raffle, from which all money raised was used toward the scholarship fund. We want to thank Terry Recal Services, MacDermid, New Method Plating Company, and L and J of New England for their generosity. We

are proud to say that this year we gave out 12 awards to very deserving students.

Thanks to all for their involvement in the night and we hope to keep it going for years to come.

*Contributed by Christopher J. Capalbo
Co-Director, NAMF-NEC Suppliers Night*

Test Your Plating I.Q. #444

By Dr. James H. Lindsay

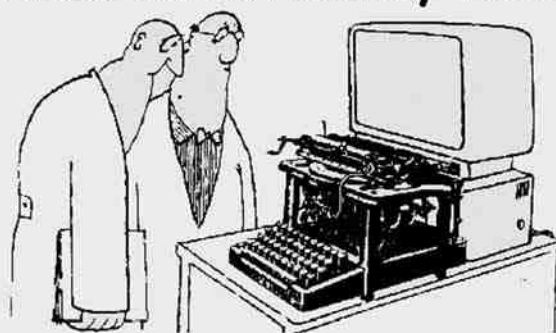
True or False

1. Current density is determined by dividing the total current by the applied voltage
2. "Throwing power" and "covering power" are one and the same.
3. A Faraday of electricity (96,500 Coulombs) represents a flow of Avogadro's number (6×10^{23}) of electrons.
4. Electrocleaning of steel is usually done cathodically.
5. The cost of electricity is greater with barrel plating versus rack plating, for the same plate thickness and cathode current efficiency.

Answers on page 19.

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