

## **GC3 Retail Project Group Call January 20, 2012**

*Present: Kieran Callahan, The Wercs; Sally Edwards, LCSP; Melissa McLean, Target; Holly Cline, Target; Roger McFadden, Staples; Tim Mattulke, Bureau Veritas; Greg Montello, New Balance; Matt Nudell, Bureau Veritas; Yve Torrie, LCSP.*

### **Business Case for Green Chemistry in the Retail Industry**

The group discussed Draft 2 of the business case. The feedback was largely positive. There was general agreement that green chemistry education within a retail organization needs to happen both from the top down and the bottom up. Discussion therefore focused on the different audiences that could benefit from a document that describes the business case for green chemistry and what modifications would need to be made to the document to make it accessible and useful to them. Some of the ideas discussed included: for CEO's - PowerPoint slides that illustrate the main point of the document; for the legal department, EHS, buyers and supply chain/logistics - FAQs and answers that are relevant to a specific audience (e.g., questions and answers for the legal department would address the issue of risk). Retailers are welcome to use the business case document as needed with particular audiences. If the retail project group wants to further refine the document into FAQs and answers, this could be a future project.

### **Retailer Regional Meetings / National Retailer Summit**

In our previous call, Roger McFadden of Staples suggested holding a National Retailer Summit in fall 2012 hosted by Staples. During this call, Roger suggested holding one day regional meetings in 4 or 5 locations across the US in the fall of 2012, culminating in a National Summit in 2013. Staples or other retailers could host the regional meetings. An independent organization such as the LCSP could facilitate these meetings. The regional meetings would be located in retailer hubs to capture a new audience including regional retailers. Discussion themes could include managing chemicals of concern in supply chains, and harmonizing and synchronizing the supply chain to work more effectively with suppliers, particularly regarding data collection needs. Participants commented as follows:

- Retailers are currently disjointed in their efforts around managing chemicals in products. Regional meetings may add confusion to retailers and frustration to suppliers.
- National retailers may not want to be limited to a conversation with retailers within their region when discussing topics such as chemicals management that affect retailers nationally.
- Consider tagging a National Retailer Summit onto RILA's sustainability meeting.

### **Webinar Series**

The group agreed that a webinar series could be a good way to educate retailers, to start building awareness within retail operations, and to engage interest in regional meetings or a national

summit. A library of webinars can be developed that can be accessed on demand. Initial topic suggestions included: describing the business case for green chemistry for different audiences in a retail operation; case studies of successful green chemistry applications in retail; and an introduction to the challenges of chemicals management faced by all retailers.

**Next Steps:**

- LCSP will finalize the current business case document by the end of February.
- Work group members will determine questions that are relevant to different audiences in their organizations, such as the legal department, EHS, and supply chain/logistics. The Lowell Center will compile these questions for the group to review.
- Roger McFadden will meet with senior executives at Staples in early February to discuss his ideas for regional meetings and/or a national summit for retailers. He will report back on that meeting at our next call.
- LCSP will work with Bureau Veritas to design a webinar series. Work group members will be asked for feedback on the webinar content.