

The *Green* debate: Answering customer queries

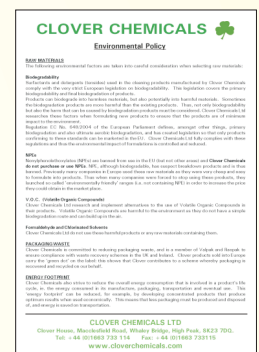
Recent feedback from Clover distributors has revealed that an increasing number of customers are enquiring about products' impact on the environment. With this growing trend towards 'green' products, distributors have told us that they are now being asked more frequently for assurance that Clover's products are environmentally friendly. It is often difficult, however, to know how to deal with such a wide-ranging issue. With this in mind, Clover Chemicals would like to draw attention to their new, downloadable environmental policy. We hope that this document may help distributors to allay any customer concerns, and therefore secure sales, by reassuring customers of Clover's environmental credentials.

Environmental Policy

Clover Chemicals' updated Environmental Policy outlines the various areas in which measures are taken to minimise any potential environmental impact. The document highlights, among other things, our products' compliance with biodegradability legislation and Clover's contribution to recycling schemes in order to reduce packaging waste.

The document is freely available to download from our website, so that distributors can keep it for reference or, if necessary, provide a copy to any customers who ask for confirmation that our products are green.

To download Clover's Environmental Policy, log on to www.cloverchemicals.com, click on the 'About Us' tab at the top of the page and then click on the link in the text. Alternatively, request a copy from our sales office.



The REACH Regulation

(Registration, Evaluation, Authorisation and Restriction of Chemicals)

Some distributors may be aware of REACH, a new European chemical regulation that will come into force in 2008. This regulation aims to ensure that adequate information is provided about the effects of chemicals on human health and the environment.

The implementation of REACH will require companies in industry to show that all the chemical substances that they use, manufacture or import can be used safely. This process will begin in 2008 when these companies must pre-register every chemical substance and provide detailed information about each one. This information is then to be made available to the whole supply chain on Safety Data Sheets, just as currently happens.

Clover Chemicals would like to reassure distributors that we are currently in discussions with our suppliers to confirm that they comply with REACH. Distributors can therefore assure any customers who enquire about this issue that Clover Chemicals products will be in full compliance with this legislation.