

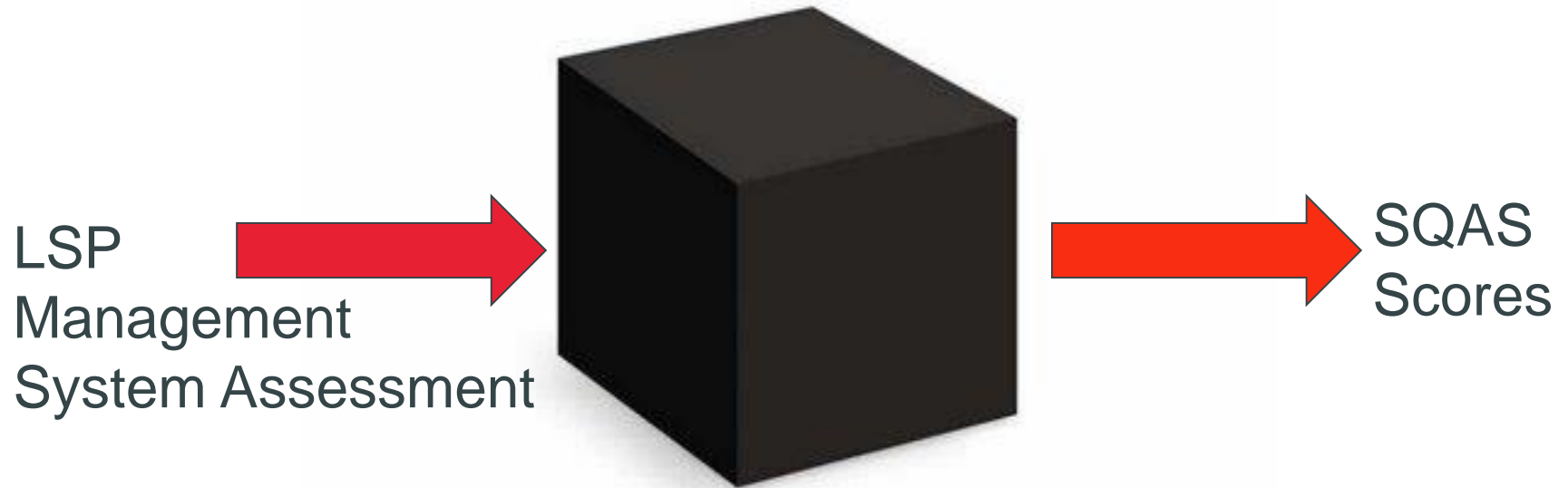


— Operational SQAS testimonial

and

Sustainability Strategy within Dow Chemical

# SQAS is not a Black Box



# Our LSP's should open the box



# — We should look into the box



# The four Peels of the Onion

- Level 1 : Highly hazardous plus strategic carriers
- Level 2 : Top 80% by number of shipments carriers
- Level 3 : Others
- Level 4 : Incident / Issue triggered



**Active SQAS**

**100% Dow template**

**SQAS  
analysis**

**Interactive  
SQAS analysis**

**RCI**

ALL

T3

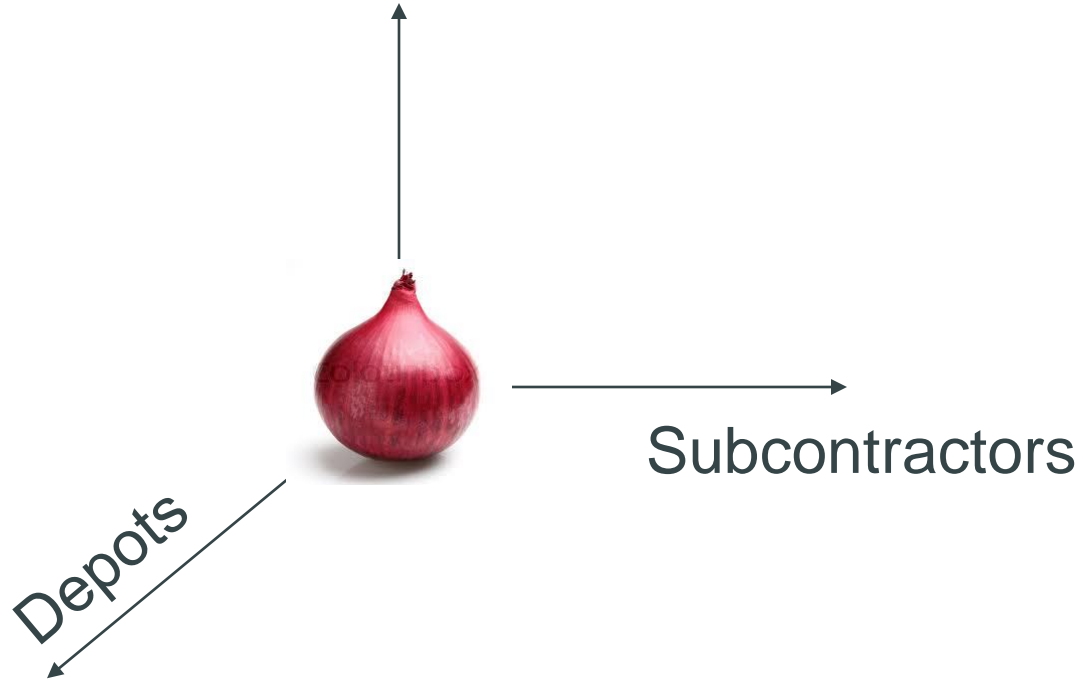
T2

T1

Incident

Level

# Two additional dimensions



# The Integral SQAS score

Volume main carrier : 50%

SQAS score main carrier : 90%

$$X =$$

45%

Volume sub-contracting : 50%

Score section 4 : 50%

$$X =$$

25%

+

=

70%



# Sustainability, our ~~next~~ current challenge



# The 3 Tiers\* of Sustainability

- Tier 1 :



- Tier 2 :

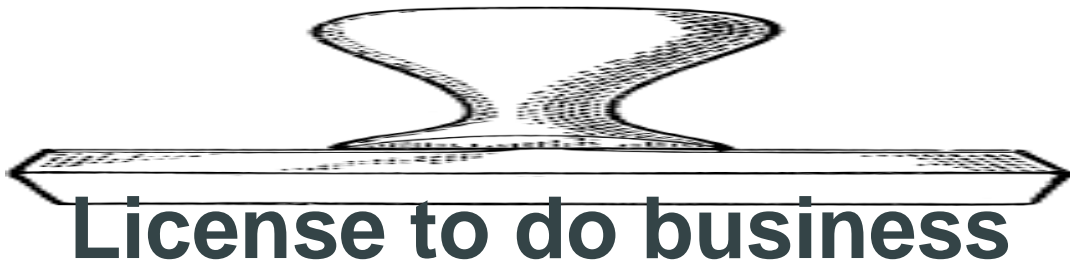


- Tier 3 :



# Dow's vision on TIER 3 requirements

- Public emissions reporting
- Level playing field
- Benchmarking / qualification
- Enforcement (Legal, Customers, Community..)



# Are we ready for the next Tier level ?



# Questions

