

## Possible media questions related to the ‘Walk the Talk’ Press Release

- 1. How many accidents per year are the results of manufacturing PU from diisocyanates and polyols (or any other raw materials)?**  
The number of accidents is low in the use of the chemicals. The aim, of course, is for zero accidents and zero injuries.
- 2. Where does the 80% figure come from? What does it mean in absolute numbers?**  
This is a general ‘industry’ figure. We do not have exact numbers which are specific to our industry. A paper from Germany published in 2005 showed that 70% of accidents could be reduced by behaviour-based programmes.
- 3. What happens when diisocyanates and polyols are not handled properly?**  
The main risk is the possibility of becoming sensitised from exposure to diisocyanates. The properties of diisocyanates and polyols are very well known and information is made available to all users. When handled properly the risks are minimised.
- 4. Does the handling of diisocyanates and polyols entail any long-term health risks?**  
The main risk, with poor, inappropriate handling, is the possibility of becoming sensitised (asthma). This would prevent the worker from working with diisocyanates; when handled properly the risks are minimised.
- 5. What are typical dangerous types of behaviour?**  
The programme focuses on the proper behaviour which avoids contact, by either inhalation or the skin, to diisocyanates and other chemicals.
- 6. What is the most common mistake made by workers?**  
Possibly not using protective equipment/clothing properly and at all times when there is any risk of exposure; not being prepared in the event of an accident or not knowing what to do if symptoms of exposure are noticed.
- 7. Isn't it up to the downstream employers to ensure safety? Why does a supplier industry such as yours need to get involved?**  
The prime responsibility is with the factory management, which is shared with every individual working there. ISOPA member companies, as product suppliers, also have responsibilities which they do not shirk. Safety is a shared responsibility.
- 8. What resources are you throwing at this (money, people)?**  
So far, the development of this programme has used 1.5 man-years of ISOPA experts. The execution of the programme will involve many times this in the on-going commitment of the suppliers and of our customers. These activities will have to be planned in the most efficient way between the factory managers and the suppliers.
- 9. How many facilities and factories do you intend to visit?**  
In most cases the Walk the Talk programme will be an integrated part of the supplier-customer activities. ISOPA member company representatives aim to support all users,

either directly, or via representatives of system houses or distributors who will be trained to conduct the programme.

**10. Will you physically visit all of them?**

Via the routes above; no one is excluded. The challenge is to visit as many SMEs as possible.

**11. Do you know what happens to your products once they are delivered? Do you have enough information about what happens?**

ISOPA member companies have good knowledge of the user sectors and value chain. The technical service and sales staff are very regular visitors to the customers' factories and have good knowledge. Through 'Walk the Talk' both partners, suppliers and customers, will learn.

**12. What region does the programme cover?**

The programme covers the whole EU, accession countries, Switzerland and Norway. ISOPA and its member companies have global contacts and partners and this way take the messages to further regions.

**13. Why don't you focus more on countries where the track record is sub-optimal, such as Eastern Europe, Turkey, former CIS countries?**

We don't assume that some countries have better or worse situations than others. We aim to treat all countries the same and to raise standards everywhere.

**14. Where are the trouble spots?**

'Trouble-spots' are not necessarily related to geography; in a safety programme such simplistic assumptions should not be made. There could be issues in big or small factories; but small factories, where H&S expertise could be lacking will be ONE focus of the programme.

**15. Do you really believe this programme will have much impact on safety-aware and effectively regulated countries in Western Europe such as Germany, the UK, the Benelux or France?**

Again, we do not make such assumptions. It is a continuous learning process and paper from Germany published in 2005 showed that 70% of accidents could be reduced by behaviour-based programmes.

**16. Are there any specific EU safety regulations regarding diisocyanates and polyols in force? Are they sufficient to ensure safety?**

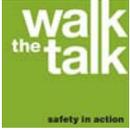
There are occupational exposure limits (OELs) for diisocyanates in all countries and EU and national regulations require these to be followed. These OELs are set by experts and designed to ensure safety. In addition, REACH is on the way and it may well be that other industry sectors will follow with behaviour-based approaches.

**17. Why not toughen the regulations? Wouldn't that be more effective?**

These OELs and regulations are reviewed regularly. The key is to ensure that they are followed. The programme aims at improving the understanding of the issues and, hence, to reduce risks.

**18. Will the results of your inquiries be made public? How are you going to measure success of this initiative?**

We will track progress and, via our website [www.isopa.org](http://www.isopa.org), share information received from customers and member companies.



**19. Can you put me in touch with any of your customers?**

Please contact ISOPA member companies.

**20. A number of new safety concerns have emerged in the U.S. How do these affect your industry in Europe and what are you doing about them?**

ISOPA is a European association and does not provide overall general comments on US legislation or issues.

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