



## **Haas TCM to Provide Chemical Management Services to Dana Corporation Facilities**

*WEST CHESTER, PA, August 18, 2004* — Haas TCM has signed an agreement with the Dana Corporation (NYSE: DCN) to provide chemical life-cycle management services to more than fifty of its facilities in the United States and Canada.

WEST CHESTER, PA ([PRWEB](#)) August 26, 2004 -- Haas TCM has signed an agreement with the Dana Corporation (NYSE: DCN) to provide chemical life-cycle management services to more than fifty of its facilities in the United States and Canada. Under the terms of the agreement, Haas TCM will be responsible for managing the sourcing, procurement, logistics, and usage efficiency of all chemicals used at the Dana facilities. In addition, Haas TCM will manage wastes and other byproducts of chemicals used at these plants and will also provide environmental, health, and safety (EH&S) compliance management assistance.

Along with its metalworking process capabilities and experience with reducing production costs, Haas TCM will use tcmISR, its chemical lifecycle management and e-commerce technology platform, to meet Dana's savings goals. "The savings and other goals Dana has for this program makes this an ideal match for Haas TCM's core competencies," says Tony Bull, COO of Haas TCM Inc. "The sheer numbers of facilities Dana has in both in North America and worldwide pose the kinds of efficiency challenges for which we designed our offerings," Bull adds.

With more than 100 facilities in North America and many more around the globe, Dana sees it the same way. "This program is emblematic of our many new initiatives to better leverage Dana's size and scale in the marketplace. Furthermore, programs such as this will help us become quicker and more agile," says Chris Dawson, global commodity manager for Dana.

Haas TCM will roll out the program first to Dana's sites in the Midwest, starting in the third quarter of 2004, and will continue with other sites in the United States and Canada through much of 2005.

Dana Corporation is a global leader in the design, engineering, and manufacture of value-added products and systems for automotive, commercial, and off-highway vehicles. Delivering on a century of innovation, the company's continuing operations employ approximately 45,000 people worldwide dedicated to advancing the science of mobility. Founded in 1904 and based in Toledo, Ohio, Dana operates technology, manufacturing, and customer-service facilities in 30 countries. Sales from continuing operations totaled \$7.9 billion in 2003. Dana's Internet address is [www.dana.com](http://www.dana.com).

Headquartered in West Chester, PA, with about 300 employees, annual revenues of \$150 million and operations on three continents, Haas TCM currently provides chemical lifecycle management services to customers in the automotive, aerospace, electronics, semiconductors, defense, metalworking, transportation, food/beverage and heavy equipment manufacturing industries.



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