



# Do-It-Yourself, Market!

## Reach Also Impacts on Retail and Wholesale Traders

**No data, no market. That is the catchy phrase with which the European Union has turned the tables on industry. Quite recently national supervisory bodies were charged with monitoring chemical safety. Now commercial enterprises are responsible for proving that the substances they market are safe. These changes in verification and accountability do not just have an impact on the industry. Companies that import goods from outside the EU are also affected, and therefore so are large sections of the retail and wholesale sectors, whose supplier networks are often geared toward non-EU countries.**

### Start Acting

At the end of 2007, during the Home Center Congress in Berlin, consequences of this directive were discussed with management board representatives and suppliers. During the debate, it rapidly became clear to everyone taking part that action is urgently required. In the past, not a single DIY store has had to build a comprehensive overview of the composition of products on their shelves. All dealers have had to do is obtain safety data sheets (SDS) from their suppliers for preparations. However, the information

in these SDS is currently only used for occupational health and safety and for storage purposes. These companies now have only a few months to establish Reach-compliant processes that will enable them to ensure their usual supply chain works seamlessly.

Time is now running out: The pre-registration phase has already begun. Companies now have six months to pre-register all the substances that they acquire from non-EU countries. Once a company has pre-registered a substance, it benefits from the volume-dependent extended deadlines incorporated into



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Reach, which allow it to stagger registration projects over several years. In addition, from January 2009, companies that import identical substances can form substance information exchange forums (SIEF) where they can share their workload. This will help to minimize the outlay required for registration processes.

### Basic Requirements

Retail and wholesale chains are required to ensure transparency as regards the composition of all products and preparations imported from non-EU countries. As their

