GLOBAL CHEMICAL LEASING AWARD 2018

WHY APPLY?
- Recognition from the international community
- Monetary prize for winners
- Green PR & enhanced credibility
- Platform for knowledge exchange and discussion
- Presentation of creative ideas, best practices
- Self-assessment of target processes
- Networking with decision makers

AWARD’s AIM
- Encourage sustainable chemicals management
- Promote the application of the innovative business models, such as Chemical Leasing
- Acknowledge best practices

WHO CAN APPLY?
- Organisations, companies, research institutions and individuals are invited to apply

WHO IS THE JURY?
- Highly recognized and experienced international experts from industry, science and academia nominated by the partners

AWARD CEREMONY
- The ceremony will take place on 6 November 2018 in Vienna, Austria

CASE STUDIES CATEGORY I
- For users and suppliers of chemicals
- It is necessary that the company has already started with the implementation of Chemical Leasing

INNOVATION CATEGORY II
- For case studies with technical solutions that have a potential to define a new state of the art for a certain use of chemicals (including start-ups, implemented business plans)

RESEARCH CATEGORY III
- For research and development activities
- It comprises new products, patents, business concepts papers, lectures, curricula, etc. to bring Chemical Leasing forward

THE APPLICATION PERIOD IS OPEN UNTIL 15 AUGUST
WWW.CHEMICALLEASING.ORG

KEY PARTNERS:
Governments of Austria, Germany and Switzerland

WITH THE SUPPORT OF:
International Sustainable Chemistry Collaborative Centre (ISC3)
European Association of Chemical Distributors (FECC)
In contrast to the conventional business model in which the assumption is that “the more you sell the more you earn”, under Chemical Leasing the supplier sells not quantities but the function of the chemical and functional units become the basis for payment (number of pieces cleaned, amount of area coated, etc.).

The focus is shifted from increasing sales volume of chemicals towards a value-added approach.

For example, a producer of metal parts needs solvents to clean them. Instead of being paid for the amount of solvent provided, the chemical supplier sells the functions performed by the solvent, such as the cleaned metal parts.

**THE WIN-WIN BUSINESS MODEL**

- **CHEMICAL SUPPLIER**
  - Provides not only chemicals but also expertise and services to optimize chemical use.
  - Know-how: More efficient and safer application of chemicals to the specific process
  - Benefit: Long-term business relation and better market competitiveness, higher profit

- **CHEMICAL USER**
  - Know-how: Specifics of the process where chemicals are used
  - Benefit: Economic, environmental, health and safety benefits; sustainable chemicals management

**EXAMPLES FROM THE INDUSTRY**

<table>
<thead>
<tr>
<th>PROCESS</th>
<th>CHEMICAL</th>
<th>SECTOR</th>
<th>BASIS OF PAYMENT</th>
</tr>
</thead>
<tbody>
<tr>
<td>Lubrication of packaging lines</td>
<td>Lubricants</td>
<td>Beverage, dairies</td>
<td>No of working hours, volume of packed beverage, No of packed bottles</td>
</tr>
<tr>
<td>Cleaning in place (CIP)</td>
<td>Cleaning agents, disinfection agents</td>
<td>Beverage, dairies</td>
<td>No of cleaning cycles</td>
</tr>
<tr>
<td>Textile dyeing</td>
<td>Dyes</td>
<td>Textile industry</td>
<td>Square meters of colored textile</td>
</tr>
<tr>
<td>Water treatment and disinfection</td>
<td>Different chemicals for water treatment</td>
<td>Drinking water supply</td>
<td>Cubic meters of purified water</td>
</tr>
</tbody>
</table>

For more information, visit: [www.chemicalleasing.org](http://www.chemicalleasing.org)