

LIVE WEBINAR

CHEMICAL LEASING:

■ MONITORING



Branko Dunjić, Director of the National Cleaner Production Centre of Serbia

Introduction to the Monitoring Phase

Goal



- Assess the progress and the benefits of Chemical Leasing.
- Take a decision for the future (continuous improvement).
- Inform the partners.

Steps



1. Collect data on the progress on regular basis.
2. Analyse the data.
3. If business partners agree: Share and publish the results.

Step 1 : Collect data on the progress on a regular basis

To be able to have an overview of the progress and to adapt business activities continuously for further optimizing chemicals use and based on concrete results.



Regular monitoring is required, a three- to twelve-month evaluation period is recommended.



Use the tool (SMART 5) and the indicators to assess the estimations against real results.



A monitoring timeline should be agreed between the partners and stated in the contract.



The results should be documented in a monitoring report and shared between the partners in a transparent way.

Step 2 : Analyse the data

To continuously improve the process, chemical application, monitoring system and business relation.

The analysis should answer the questions:

- What are the real savings achieved?
Economy, environment and health & safety
- Have the targets been met?
The Sustainability criteria
- Is there a need to modify the contract?
On the unit of payment



The result of the analysis can be:

- An understanding of the real achievements and a clear idea on where the company stands.
- A decision for improved monitoring of additional benefits or impacts.
- A decision to continue optimizing the process(es) because the evaluation results stimulate new ideas that are in the interest of both partners.
- An adjustment of the price per unit of payment, e.g. because consumption of chemicals has changed due to the change in process parameters.

Step 3 : Share and publish the results

To present officially the achievement and be potentially rewarded (if all involved business partners agree).



The results can be presented in different formats, e.g. in a “**before and after**” comparative table (SMART 5), with photos or with a short summary of the results achieved.



Indicators	Before ChL	After ChL
Quantity of chemical used per ...	-	-
Energy consumption per ...	-	-
Number of accidents ...	-	-
-	-	-

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Economic figures	Environmental improvements	Safety and health improvements
Savings planned and achieved Change in product output Return on investments/ Payback period	Change in pollution intensity Reduction in consumption of chemicals, Hazardousness of chemicals, Water consumption, Waste water generation, Energy consumption, Waste generation	Reduction in accidents related to the handling of chemicals Reduction in adverse health effects in workers due to exposure to chemicals
Intangible benefits (For example, The company can better control and predict the costs related to the target process.)		



The monitoring results can be used to apply for the Global Chemical Leasing Award.



Promote the achievement in the company’s annual report; in speeches and meetings with stakeholders; for ISO 9001, 14001, EMAS and CSR reports; for corporate news, leaflets and presentations; and for meetings with the supplier to discuss contract extension.

Concrete Examples of Monitoring

Results of case studies - SMART 5 applications

1 st criterion: Reduction of adverse impacts		
	Bonding of boxes (XXX company Serbia)	Cleaning of Hotel rooms (YYY hotel in Rio)
Waste	- 30%	Reduced packaging waste
Energy	Direct : - 53%	No data
Resources	Chemicals : - 30%	Chemicals : - 80%



Concrete Examples of Monitoring

Results of case studies - SMART 5 applications

2nd criterion: Improved handling and storage

	Bonding of boxes (XXX company Serbia)	Cleaning of Hotel rooms (YYY Hotel in Rio)
SDB	Available	Available

3rd criterion: No substitution of chemicals by substances with a higher risk

	Bonding of boxes (XXX company Serbia)	Cleaning of Hotel rooms (YYY Hotel in Rio)
Substitution	Yes, with a more efficient adhesive (not classified)	No substitution
Risk	Reduction due to reduced temperatures and pressures and automatic dosing with new adhesive	Reduced due to decrease in direct contact

Concrete Examples of Monitoring

Results of case studies - SMART 5 applications

4th criterion: Economic and social benefits are generated

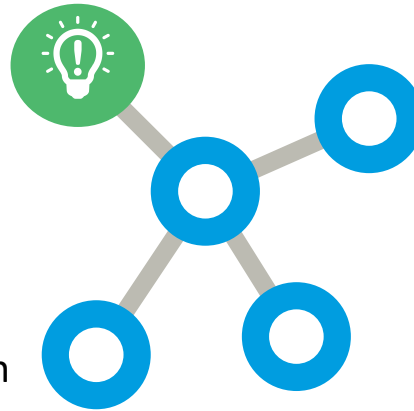
	Bonding of boxes (XXX company Serbia)	Cleaning of Hotel rooms (YYY Hotel in Rio)
Costs reduction for user	Chemicals: -13%, Maintenance etc.: -72%	-76%
Business opportunities	After ChL, same supplier for all machines	Environmental label

5th criterion: Monitoring of the improvements needs to be possible

	Bonding of boxes (XXX company Serbia)	Cleaning of Hotel rooms (YYY Hotel in Rio)
Monitoring of the indicators	Yes	Yes

Dissemination of results

For consulting companies the goal would be to **promote their knowledge and experience** on Chemical Leasing and to **acquire new companies**.



Develop a national dissemination strategy with the stakeholders
Trainings, conferences, speeches...

Report on your experience, case studies, articles ...

Contact stakeholders to join the dissemination work,
International organizations, corporate associations...

Thank you!

BRANKO DUNJIC

Director of the National Cleaner
Production Centre of Serbia

Email: chemicalleasing@unido.org