

Chapter 1 : Publications | Chemical Leasing

Chemical Leasing Goes Global Vienna, 11 April - Chemical Leasing is an innovative business model for the sustainable management of chemicals whereby an enterprise looks to the provision of chemical services as a way of increasing profitability rather than through increased sales volume.

Chemical leasing Save Chemical Leasing is a business model that intends to shift the focus from increasing sales volume of chemicals towards a value-added approach. Find the definition and the examples on www.chemical-leasing.com. Chemical Leasing is a service-oriented business model that shifts the focus from increasing sales volume of chemicals towards a value-added approach. The producer mainly sells the functions performed by the chemical and functional units are the main basis for payment. Within Chemical Leasing business models the responsibility of the user and the supplier is extended and may include management of the entire lifecycle. Chemical Leasing strives for a win-win situation. It aims at increasing the efficient use of chemicals while reducing the risks of chemicals and protecting human health. It improves the economic and environmental performance of participating companies and enhances their access to new markets. Key elements of successful Chemical Leasing business models are proper benefit sharing, high-quality standards and mutual trust between participating companies. Differences between traditional buyer-seller relationship and service-based model of chemical leasing. Chemical leasing promotes the sustainable management of chemicals. By shifting the focus from increasing the sales volume of chemicals towards a more value-added approach, it is an illustration of extended producer responsibility. The chemical company supplies chemicals for a specific service, such as coatings, adhesives, washing agents, solvents, and also advises the user on its best use. Built on strong cooperation between partners and based on mutual trust, it increases the efficient use of chemicals, reduces the risks to human health brought about by their use, improves the economic and environmental performance of participating companies and ultimately enhances business performance. In at the International Conference on Chemicals Management ICCM in Dubai, the signing countries committed themselves to promote the sound management of chemicals and hazardous wastes at all levels. The Austrian government has played an important role in promoting chemicals management based on resource efficiency and precaution. When Austria held the Presidency of the European Union during the first half of , chemicals policy was on top of the environmental agenda. Austria continues to promote chemical leasing. Nowadays, more than companies worldwide have included Chemical Leasing in their business strategies. Chemical Leasing can be applied in many industries and processes, ranging from car manufacturing to cleaning operations, wastewater treatment, textiles, beverage and food production. Some examples of the successful Chemical Leasing collaboration between the chemical user and the chemical supplier can be found here: Akzo Nobel Powder Coatings S. Environmental benefits are said to include recycling of powder waste, compliance with environmental regulations, and enhancement of supply chain management. Find more successful Chemical Leasing examples here: They are mutually supportive in developing rules for sharing costs, and ensuring that chemicals are handled properly. Both are involve several different stages of the supply chain. There is a strong effort by the Austrian and German Governments to bring chemical leasing within the purview of EU Chemicals policy and regulations. Project phases Chemical leasing projects are divided into planning, implementation, evaluation and dissemination stages, based on a Deming Cycle. The planning stage consists of a preparatory phase, a process optimisation phase and a design phase. In this stage, discussions around the leasing model, its cost implications versus quality and environmental benefits, commercial terms, and conditions begin. A baseline audit is performed, and a report presented to the factory management. This audit outlines the potential for improvements and forms the basis of defining the key performance indicators KPIs. The resources needed to fulfil improvements are also defined. The implementation stage starts with the signing of a chemical leasing agreement that defines the scope and conditions, unit of payment, KPIs, roles, and responsibilities. The chemical company supervises the chemical process, transporting and managing the inventory, laboratory management, improving process controls, record keeping, and training workers. Periodic checks and inspections are carried out independently to verify that the implementation is proceeding on expected lines. At

the end of the implementation phase, progress is evaluated, often by an external party to secure objectivity. Finally, any project benefits are quantified and learning is documented, to provide input for future projects. The award ceremony will take place on 6 November in Vienna, Austria. Companies and individuals are invited to submit applications for the award in three categories: The call for applications is open until 15 August. More information can be found at www.chemicalleasingaward.com. The Award intends to further enhance the global visibility of Chemical Leasing, acknowledge best practices and inspire companies and individuals around the globe to apply the Chemical Leasing business concept by reducing the inefficient use and over-consumption of chemicals and developing strong business partnerships and innovation along the entire supply chain. The awards took place in Prague, in Frankfurt-am-Main, and in Vienna. M Stoughton, T Votta, Implementing service-based chemical procurement: *Journal of Cleaner Production* 11 8

Chemical Leasing is an innovative business model within the sustainable management of chemicals. The economic benefit is achieved by selling chemicals services instead of increasing the sales volume.

Definitions[edit] The term Chemical Leasing is the name of a business model and is NOT the same thing as leasing of chemicals, although it may include leasing operations. Chemical Leasing is a service-oriented business model that shifts the focus from increasing sales volume of chemicals towards a value-added approach. The producer mainly sells the functions performed by the chemical and functional units are the main basis for payment. Within Chemical Leasing business models the responsibility of the user and the supplier is extended and may include management of the entire lifecycle. Chemical Leasing strives for a win-win situation. It aims at increasing the efficient use of chemicals while reducing the risks of chemicals and protecting human health. It improves the economic and environmental performance of participating companies and enhances their access to new markets. Key elements of successful Chemical Leasing business models are proper benefit sharing, high-quality standards and mutual trust between participating companies. Differences between traditional buyer-seller relationship and service-based model of chemical leasing. Chemical leasing promotes the sustainable management of chemicals. By shifting the focus from increasing the sales volume of chemicals towards a more value-added approach, it is an illustration of extended producer responsibility. The chemical company supplies chemicals for a specific service, such as coatings, adhesives, washing agents, solvents, and also advises the user on its best use. Built on strong cooperation between partners and based on mutual trust, it increases the efficient use of chemicals, reduces the risks to human health brought about by their use, improves the economic and environmental performance of participating companies and ultimately enhances business performance. In at the International Conference on Chemicals Management ICCM in Dubai, the signing countries committed themselves to promote the sound management of chemicals and hazardous wastes at all levels. The Austrian government has played an important role in promoting chemicals management based on resource efficiency and precaution. When Austria held the Presidency of the European Union during the first half of , chemicals policy was on top of the environmental agenda. Austria continues to promote chemical leasing. Nowadays, more than companies worldwide have included Chemical Leasing in their business strategies. Chemical Leasing can be applied in many industries and processes, ranging from car manufacturing to cleaning operations, wastewater treatment, textiles, beverage and food production. Some examples of the successful Chemical Leasing collaboration between the chemical user and the chemical supplier can be found here: Environmental benefits are said to include recycling of powder waste, compliance with environmental regulations, and enhancement of supply chain management. Find more successful Chemical Leasing examples here: They are mutually supportive in developing rules for sharing costs, and ensuring that chemicals are handled properly. Both are involve several different stages of the supply chain. There is a strong effort by the Austrian and German Governments to bring chemical leasing within the purview of EU Chemicals policy and regulations. The planning stage consists of a preparatory phase, a process optimisation phase and a design phase. In this stage, discussions around the leasing model, its cost implications versus quality and environmental benefits, commercial terms, and conditions begin. A baseline audit is performed, and a report presented to the factory management. This audit outlines the potential for improvements and forms the basis of defining the key performance indicators KPIs. The resources needed to fulfil improvements are also defined. The implementation stage starts with the signing of a chemical leasing agreement that defines the scope and conditions, unit of payment, KPIs, roles, and responsibilities. The chemical company supervises the chemical process, transporting and managing the inventory, laboratory management, improving process controls, record keeping, and training workers. Periodic checks and inspections are carried out independently to verify that the implementation is proceeding on expected lines. At the end of the implementation phase, progress is evaluated, often by an external party to secure objectivity. Finally, any project benefits are quantified and learning is documented, to provide input for future projects. The award ceremony will take place on 6 November in Vienna, Austria. Companies and individuals are

invited to submit applications for the award in three categories: The call for applications is open until 15 August. More information can be found at www.chemicalleasingaward.com. The Award intends to further enhance the global visibility of Chemical Leasing, acknowledge best practices and inspire companies and individuals around the globe to apply the Chemical Leasing business concept by reducing the inefficient use and over-consumption of chemicals and developing strong business partnerships and innovation along the entire supply chain. *Journal of Cleaner Production* 118 (2016) 1–10

Chapter 3 : Chemical Leasing

Chemical Leasing is a business model that intends to shift the focus from increasing sales volume of chemicals towards a value-added approach. It leads to the more efficient use of chemicals, and to the improved health and safety, environmental, and economic benefits.

Chapter 4 : Chemical leasing | Revolv

Chemical Leasing is an innovative business model for the sustainable management of chemicals where the economic benefit is achieved by selling services.

Chapter 5 : Chemical Leasing Goes Global | UNIDO

UNIDO Global Study on "Potential of Chemical Leasing in Selected Cleaning operations" Chemical Leasing Info Sheet UNIDO's Industrial Development - Partnerships with the Business Sector (extraction from the report).

Chapter 6 : Thomas Jakl (Author of Chemical Leasing)

Chemical leasing goes global: selling services instead of barrels: a win-win business model of environment and industry. [Thomas Jakl; Petra Schwager;] -- Chemical Leasing is an innovative business model for the sustainable management of chemicals where the economic benefit is achieved by selling services.

Chapter 7 : Global Chemical Leasing Award

global promotion and implementation of chemical leasing business models in industry 10 years outlook.

Chapter 8 : Chemical leasing - Wikipedia

Chemical Leasing is a leading edge company version for the sustainable administration of chemical compounds where the industrial profit is accomplished by way of promoting it.