

# Chemical leasing training Details during Implementation

## *IAMC Toolkit*

*Innovative Approaches for the Sound Management of  
Chemicals and Chemical Waste*



UNITED NATIONS  
INDUSTRIAL DEVELOPMENT ORGANIZATION



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# Key Factors Of Success



# Key factors of success

## The process

*The chemical needs to fulfil a function in a process,  
no stoichiometric reaction*

**Experience**  
*Know-how of efficient  
chemical use required at  
supplier*

## The partners

- *Trust and good business relationship  
required*
- *Application of chemical is not core  
competence of user*

## Political framework

*e.g. supportive structures from policy,  
chemical used in compliance with  
legislation*

## Monitoring of improvements

*To see benefits and create trust*



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# Chemical Leasing in 3 phases

Preparatory phase



# 1 PREPARATORY PHASE - INTRODUCTION TO THE PREPARATORY PHASE

## Goal



Identification of potential projects and processes suitable for Chemical Leasing  
Finding out if Chemical Leasing is possible in a specific targeted company  
Identification of possible partners

## Steps

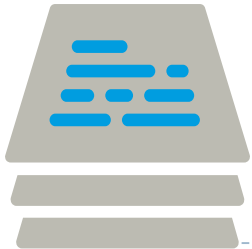


Step 1 : Screening of the potential Chemical Leasing projects

Step 2 : Selection of potential clients (companies)

Step 3 : Pre-assessment of the feasibility for Chemical Leasing

## Outcome



List of sectors, processes and companies suitable for Chemical Leasing



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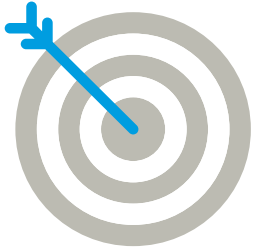
# Chemical Leasing in 3 phases

Implementation phase

# 2 IMPLEMENTATION PHASE

## INTRODUCTION TO THE IMPLEMENTATION PHASE

### Goal



Approach companies and present Chemical Leasing

Have a company committed to implement Chemical Leasing, collect and assess first information

Find a partner company (either user or supplier)

Implementation

### Steps



Step 1: Approach companies and present Chemical Leasing

Step 2: Design the company specific implementation plan

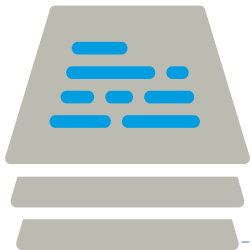
Step 3: Select and describe process at plant level

Step 4: Create a committed internal group to implement Chemical Leasing

Step 5: Identify possible partners and convince them to cooperate

Step 6: Bring the partners together

### Outcome



Company willing to implement ChL and first information

Partner company

First assessment



## 2 IMPLEMENTATION PHASE

### *Define the unit of payment with the partners*



Chemical Leasing is based on a benefit oriented payment, the table provides examples of possible units of payment in different industry sectors and

Chemical	Process	Unit of payment	Sector
Detergents, disinfection materials	Cleaning/ Washing	Occupied room	Accommodation (Tourism) sector Healthcare sector
Solvents and detergents		Cleaned pieces Cleaned area Working time /operations*	Manufacture of fabricated metal products Automotive industry
Adhesives	Labeling	Packed (labeled) bottles Number of bonded packaging*	Food and beverage sector
Oils, greases	Lubrication	Working hours	Mining and quarrying
...	...	...	...



*\* In some cases the unit of payment may be based on the operating hours of equipment rather than on the direct services rendered by the chemicals, e.g. in the production of metal parts*



## 2 IMPLEMENTATION PHASE

### *Draw up a Chemical Leasing contract*

To agree with the partners on all the key issues raised by the Chemical Leasing implementation

#### Core elements

- Definition and description of services  
: *What is the contract about,*  
*Who will do which tasks*  
*Who has which responsibilities*
- Terms of payment
- Place of jurisdiction
- Duration of the agreement
- Right of withdrawal and contract termination

#### Further elements

- Terms of delivery of chemicals
- Definition of different phases of the Prognosis on the share of potential investments
- Allocation of benefits generated through process optimization
- Rules of co-operation
- Liability and warranty
- Confidentiality
- Conflict resolution

#### Critical aspects

- Calculating the price  
*Changes of prices of raw materials*
- Allocation of investments
- Liability risks  
*Damages to the site*  
*Quality problems regarding the manufactures products*  
*Health / Environmental impacts*
- Know-How Leakage  
*Confidentiality*  
*Change of supplier*
- Long-lasting and therefore  
*Flexible mechanisms for*  
*modifying amending technical*  
*and economic parameters*



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# Chemical Leasing in 3 phases

Monitoring phase



# 3 MONITORING PHASE

## INTRODUCTION TO THE MONITORING PHASE

### Goal



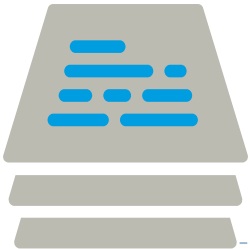
- Assess the progress and the benefits of Chemical Leasing
- Take a decision for the future (continuous improvement)
- Inform the partners

### Steps



- Step 1 : Collect data on the progress on a regular basis
- Step 2 : Analyse the data and take decision
- Step 3 : Share and publish the results

### Outcome



- Monitoring report
- Potential continuation of the Chemical Leasing contract with the partners

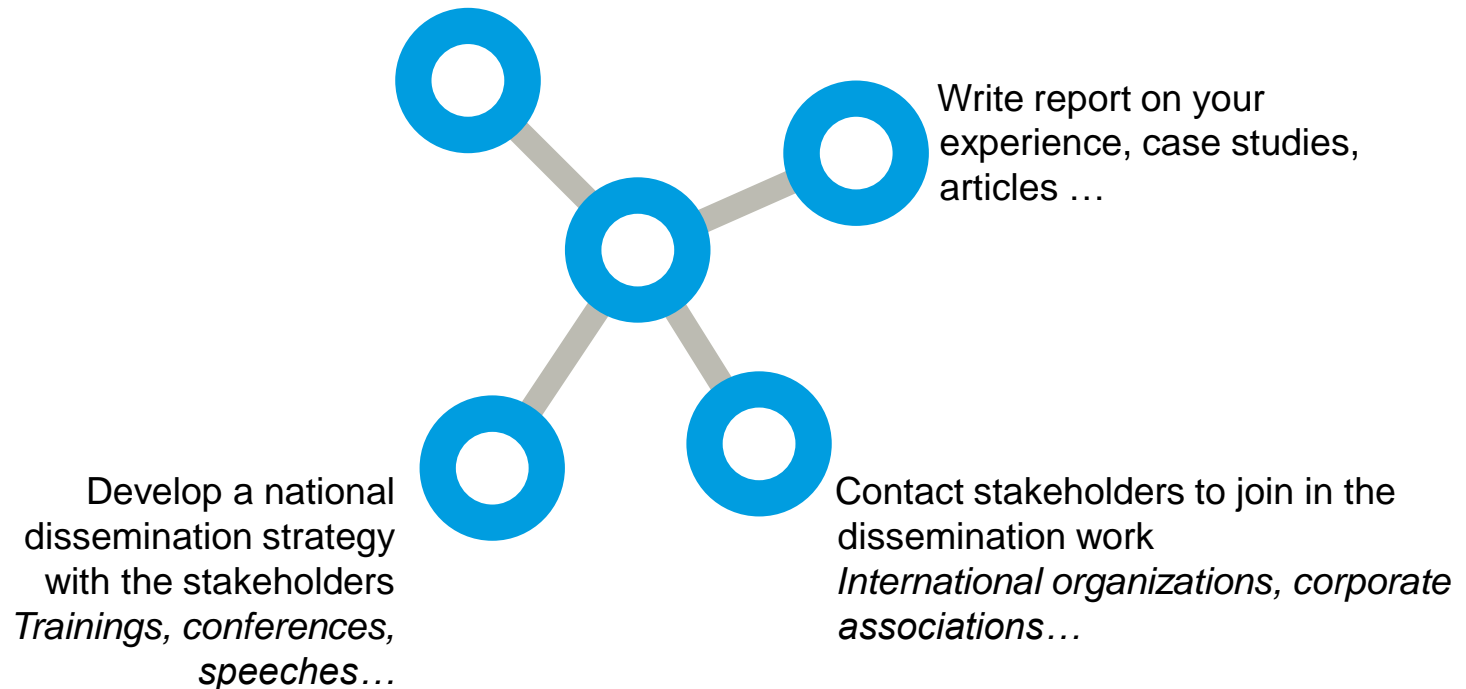
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# Dissemination and extension of Chemical Leasing work



# DISSEMINATION

**The goal is to promote your knowledge and experience on Chemical Leasing and to acquire new companies**



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