

Chemical Leasing

DOs and DON'Ts based on practical experiences

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Chemical leasing in Austria: Basis for a sustainable development

Environment:

lower emissions

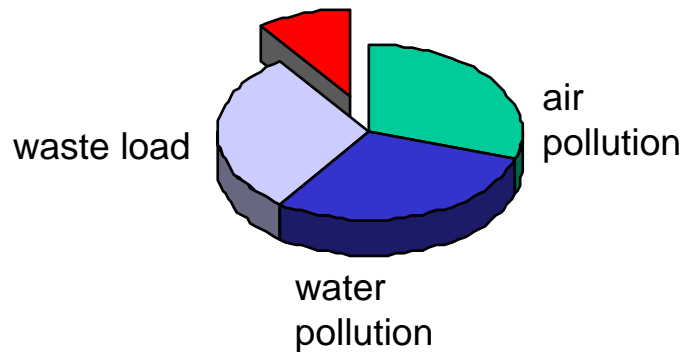
due to higher efficiency of chemical's use

Economy:

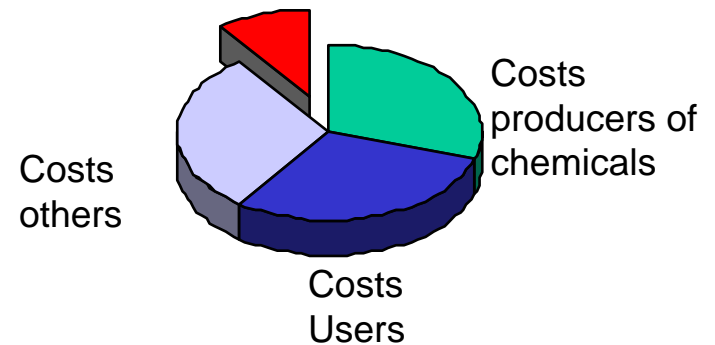
win-win situation

with added value that can be shared

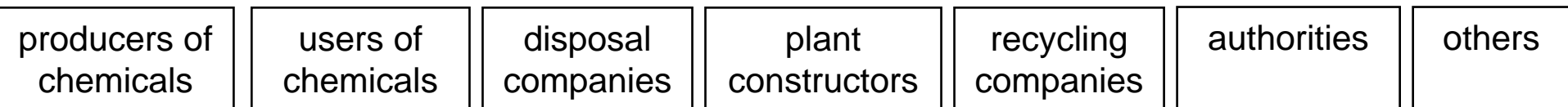
pollution that ceases to exist



added value



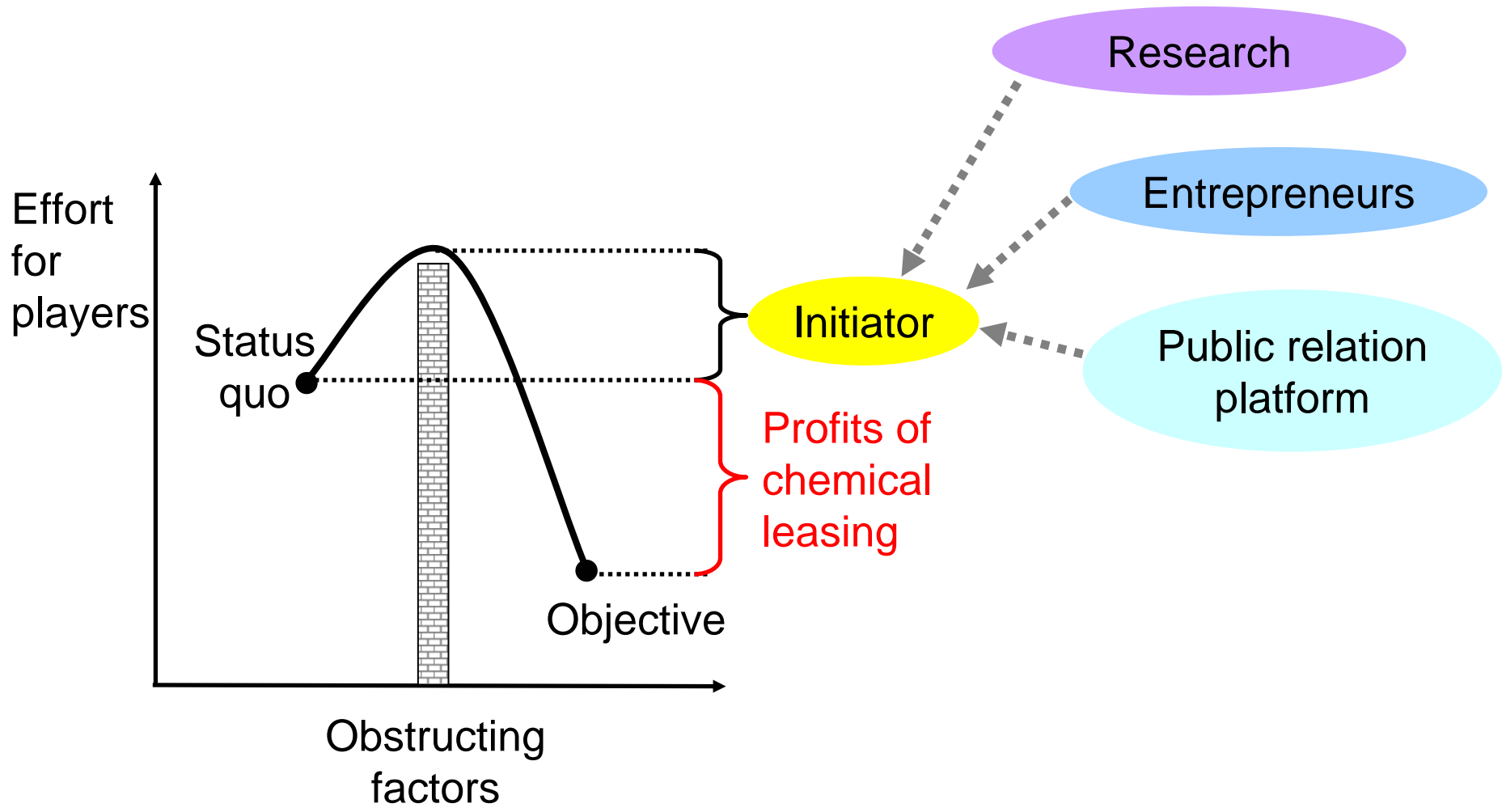
players:



DOs and DON'Ts

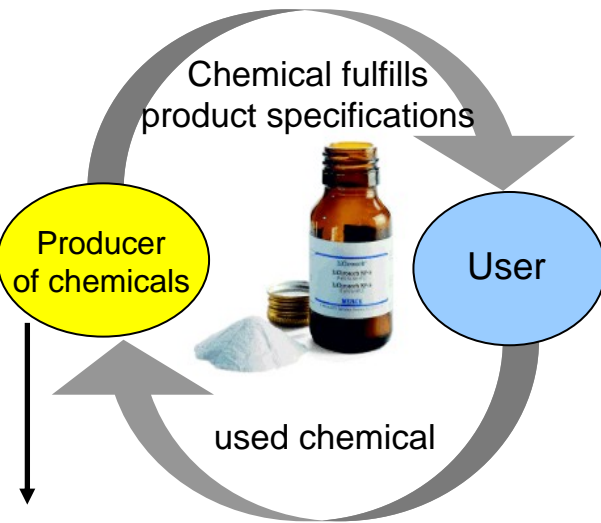
Experience 1

Chemical leasing concepts are no „self running“ processes!
You need an initiator and some „catalysts“ to start the „reaction“



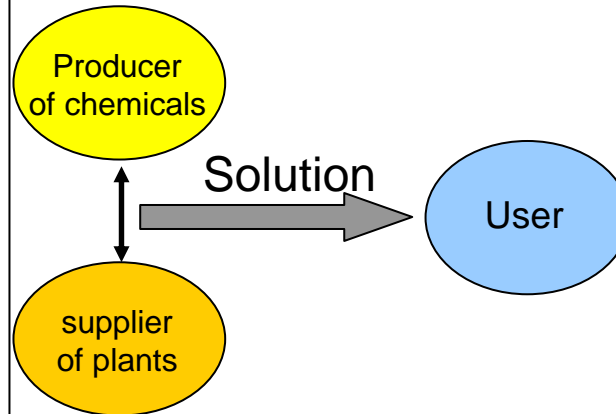
Experience 2 You need a clear business model!

Model A



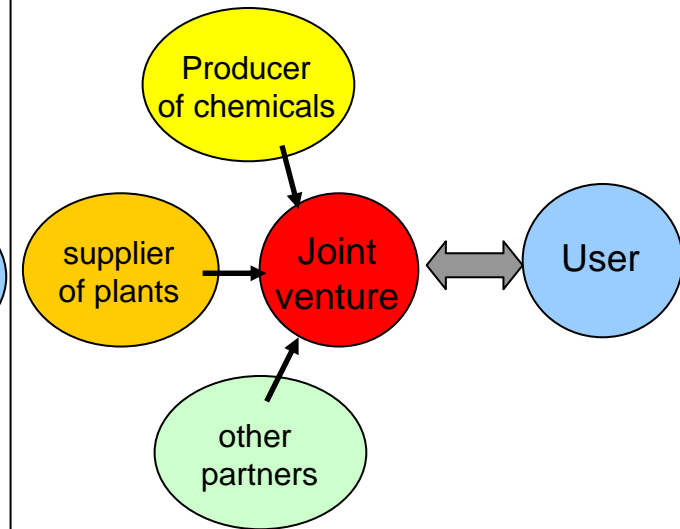
- The user pays for the benefit of the chemical
- Material flow is closed
- Examples:
 - active carbon
 - solvents

Model B



- The user pays for the complete solution
- Examples:
 - abrasives

Model C

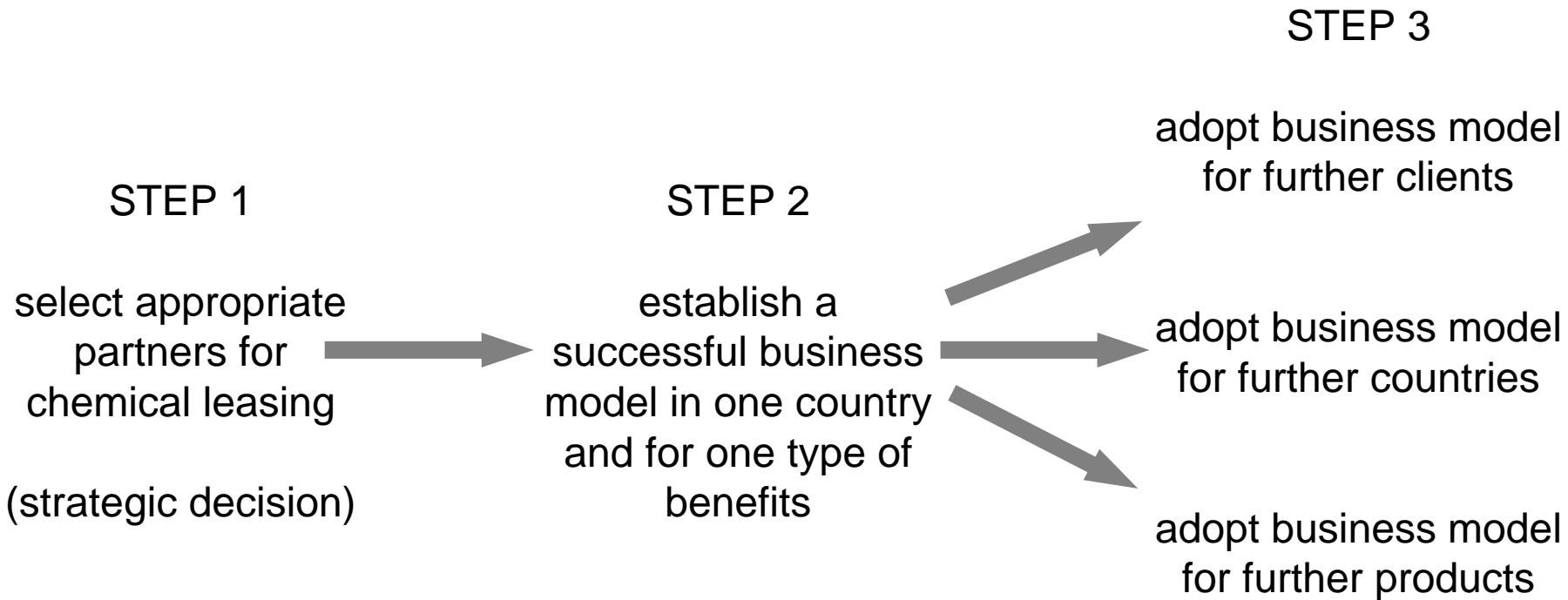


- A joint venture bunches all interests of partners and generates synergies
- User has one responsible partner and pays for the complete solution

Experience 3

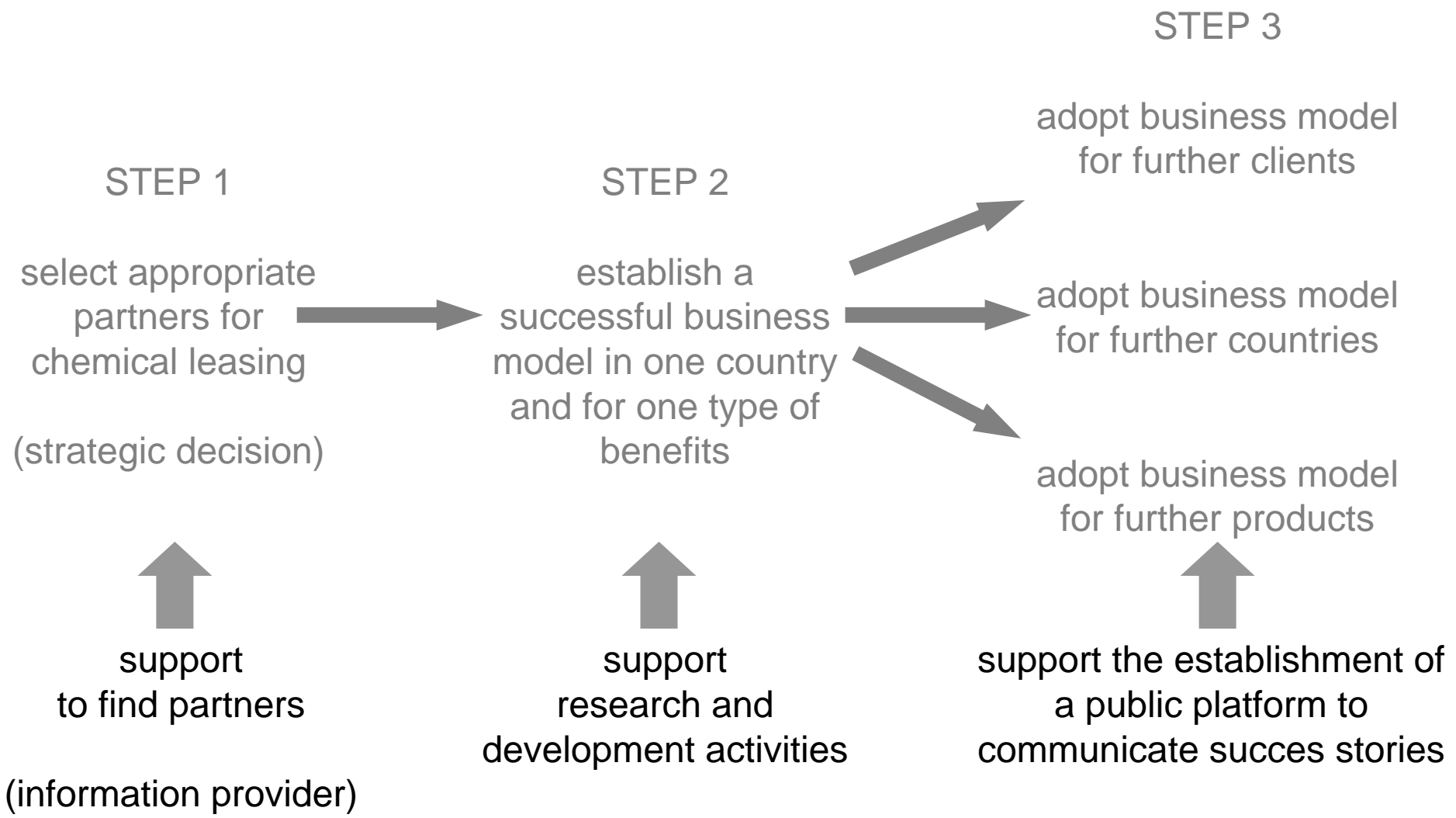
Integrate chemical leasing in marketing and network development strategies:

Company choices



Experience 4

Authorities and federations can support the process



Experience 5

Essential partners are suppliers of plants/machinery

individual efforts to realise potentials of chemicals is often difficult



individual efforts to optimise potentials of machinery is often difficult

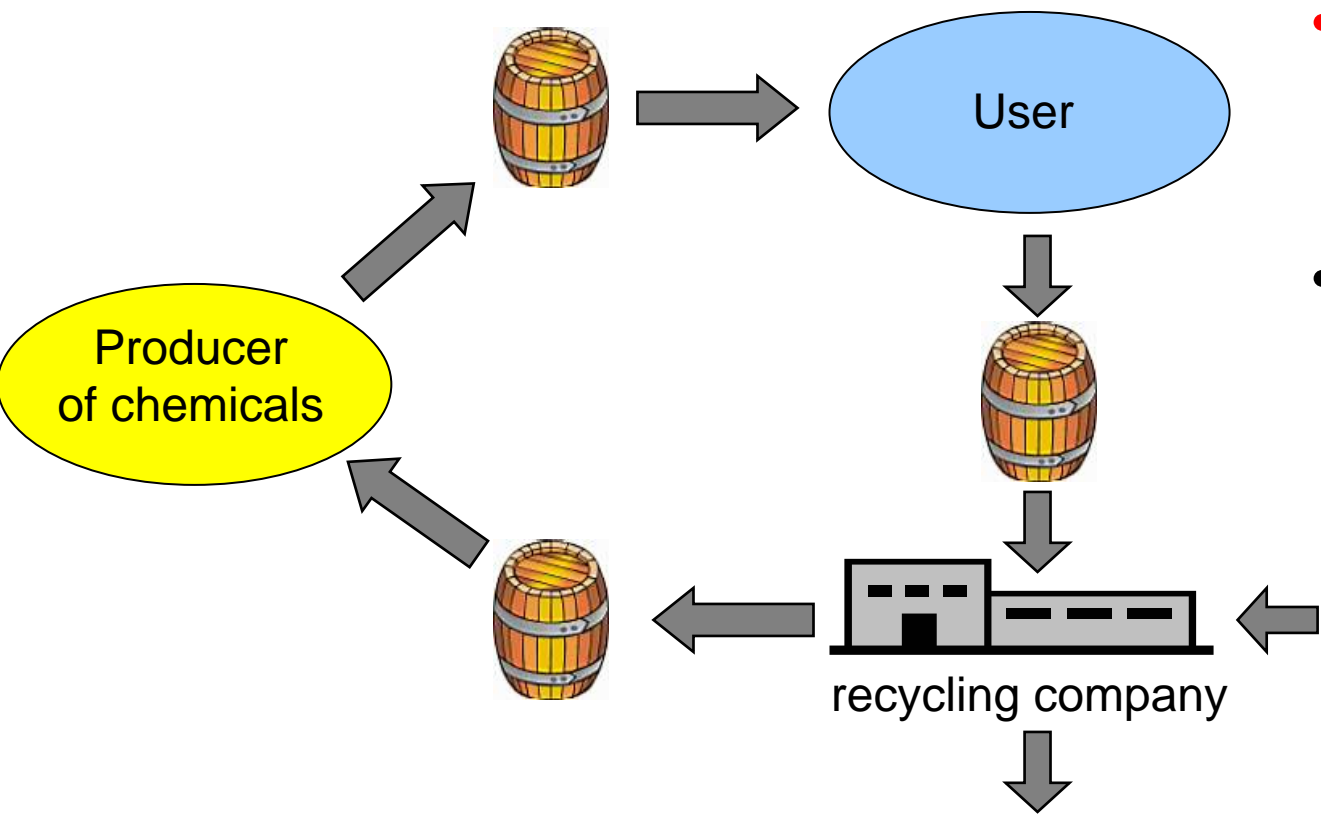
Chances of chemical leasing

- better use of existing know-how
- more efficient research and development
- balance with respect to acces to the client

Realisation of optimisation potentials of chemicals and machinery

Experience 6

Recycling companies often strengthen a chemical leasing concept



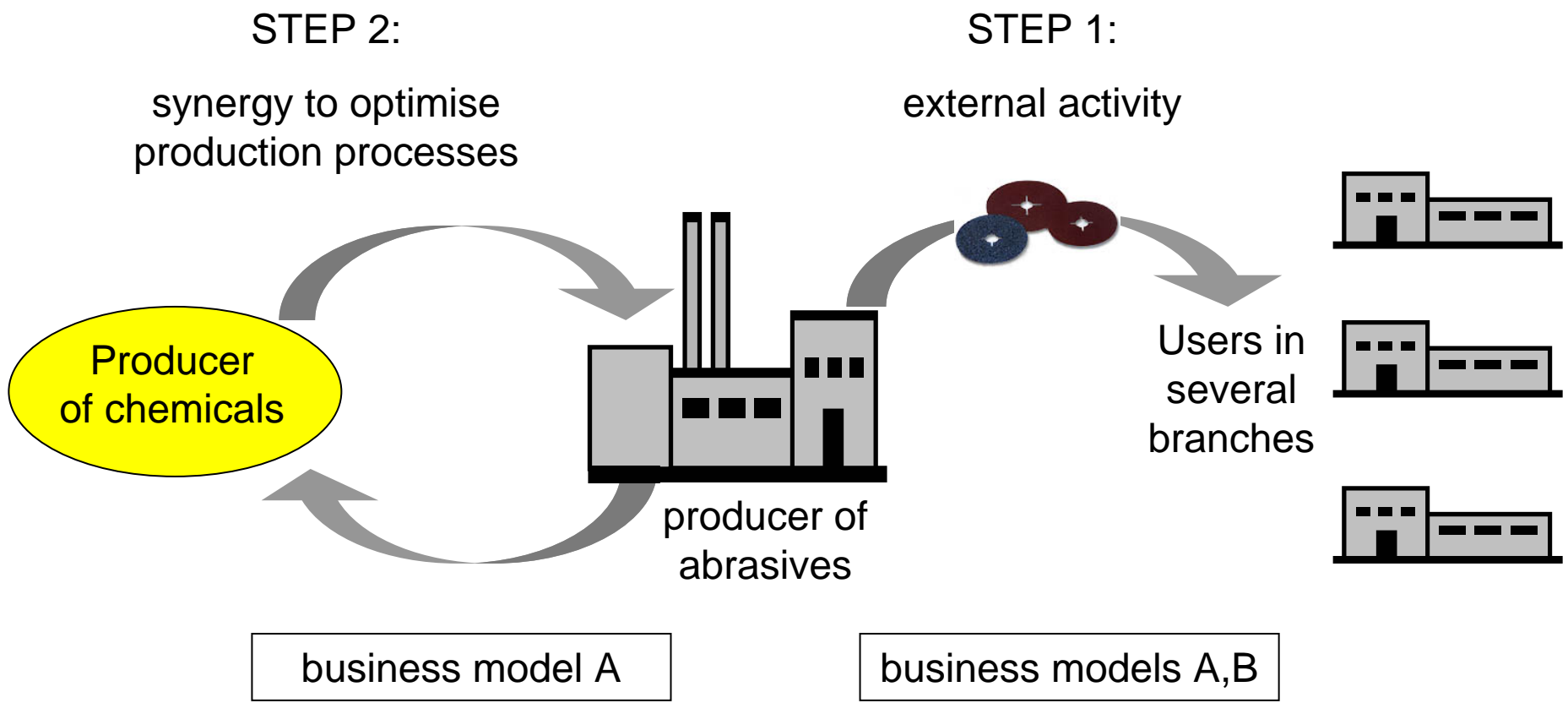
- **ecological benefits** of a recycling concept
- it is not the intention of chemical leasing to find an exclusion of waste law

Experience 7 Take care of know how protection and don't neglect internal communication!

- ⇒ Communicate the business model to your staff.
In many cases they are afraid to give away their competence and to lose their job (what is neither the intention nor the consequence of chemical leasing concepts).
- ⇒ Establish sometimes clear contracts with your partners on intellectual property rights.
Try to find a good balance between necessary protections and communication of know-how.
- ⇒ Check pros and cons of models A / B / C

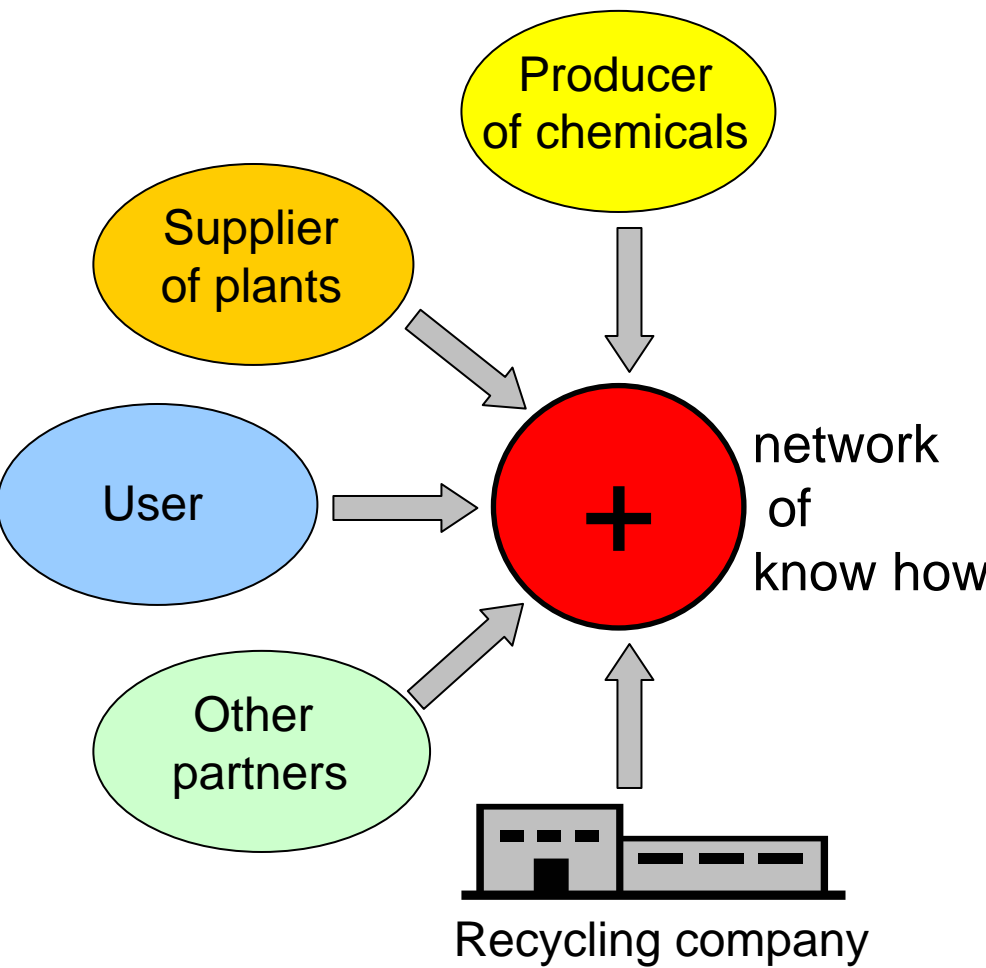
Experience 8

Don't stick to close to chemicals!
Use synergies between internal and external chemical leasing!



Experience 9

Chemical leasing can be an opportunity for joint research activities



- better products and technologies
- new concepts
- environmental advantages
- sustainable development

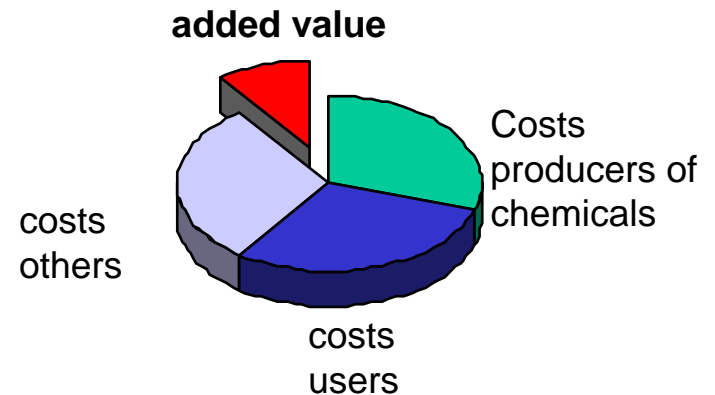
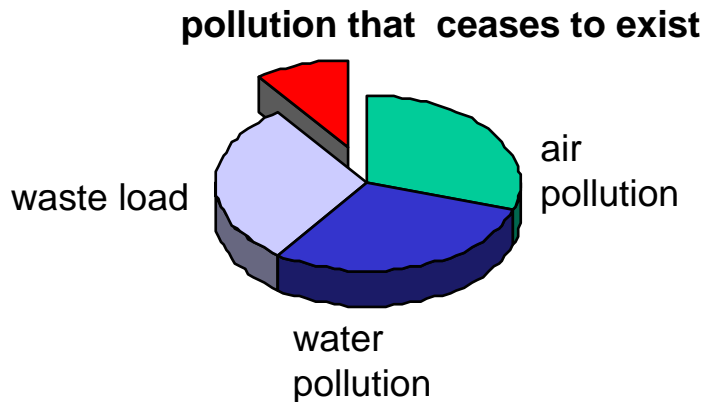
examples for possible support:

6th EU Framework Programme on Research

national programmes (initiatives of Austrian ministries)

Experience 10 Don't speak too long, make your conclusions

- Chemical leasing enables both: environmental and economic advantages



⇒ Chemical leasing is in the interest of industry and authorities

⇒ Use of **existing experiences** will help to be successful and to avoid misdirected investments