

## Chemical Leasing:

a **S M A R T** business for green industry!

Technology innovation  
Resource efficiency  
Additional safety & health  
Monetary benefits  
Sustainable management

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UNITED NATIONS  
INDUSTRIAL DEVELOPMENT ORGANIZATION

UNIDO Side Event – COP 10



**A service based business approach to sound  
chemicals management and waste minimization**

**When:** 20<sup>th</sup> October, 13:15-14:45

**Where:** Room Pegaso, Centro de Convenciones, Cartagena



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## BACKGROUND

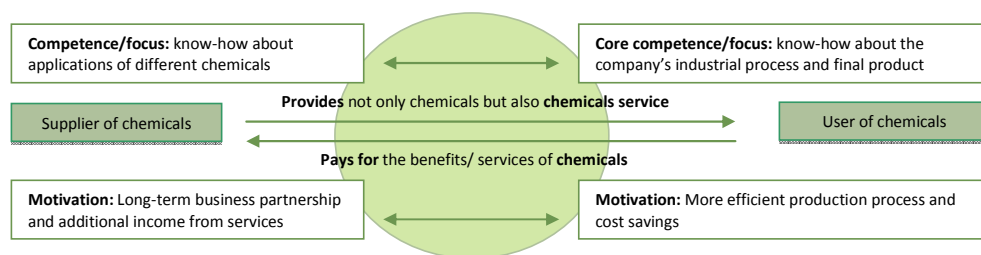
*Chemical Leasing is a proven service-based business model that supports sustainable chemicals management and responds to the latest changes in international chemicals policies.*

### Chemical Leasing re-defines the sustainable management of chemicals

Traditionally, suppliers sell large quantities of chemicals to the end-users; it is therefore in their interest to sell as much as possible. *De facto*, the inefficient use of chemicals is being “rewarded”. The sustainable solution is Chemical Leasing (ChL), whereby users only pay for the services rendered by the chemicals (e.g. volume of water treated, number of parts painted, lengths of pipes cleaned, etc.) and not for the volume of chemicals consumed. By de-coupling the payment from the consumption of chemicals, ChL encourages better chemicals management. This results in clear environmental advantages as well as consequent economic benefits for both suppliers and users of chemicals.

### Chemical Leasing brings benefits for both suppliers and users

- Innovative business approach: reducing chemicals increases the financial benefits of both partners
- Optimization of production process / less environmental impact
- Waste reduction and waste recycling is encouraged
- Long-term business relationships are formed / partnership development
- Improved competitiveness for both partners / continuous learning
- Sound technology transfer / sharing of know-how



## DRAFT AGENDA

### Moderation

- \* *Mr. Stefan Denzler, Manager, Economic Cooperation and Development Programme, Swiss State Secretariat for Economic Affairs*

### Presentations

- \* 13:15-13:30 - UNIDO's Global Chemical Leasing Programme, *Ms. Petra Schwager, Programme Coordinator, UNIDO*
- \* 13:30-13:40 - Waste minimization and waste water treatment in galvanic industry, *Mr. A. Mejia Jaramillo, Chief, Environment Management, COLERAMICA CORONA*
- \* 13:40-13:50 - The role of the Colombian Cleaner Production Centre in promoting chemical leasing and resource efficiency to enterprises, *Mr. Yuan Kuan, National Chemical Leasing Project Coordinator, NCPC-Colombia*
- \* 13:50-14:00 - The national Chemical Leasing working group in Colombia - A multi stakeholder approach for advancing the concept, *Ms. P. Hernandez, Chief, Processes Engineering Program, EAFIT*
- \* 14:00-14:15 - The Brazilian Chemical Leasing Programme - Optimization potentials covering service and industry sectors, *Ms. Ana Oestreich, National Project Coordinator, Centro de Tecnologia SENAI-Rio de Janeiro Ambiental*
- \* 14:15-14:30 - Chemical Leasing - An efficient tool for waste prevention – The European Experience, *Ms. Nicole Seyring, Waste Management Expert, BiPRO, Germany*

### Discussion

- \* 14:30-14:40 - all participants

### Closing remarks

- \* 14:40-14:45 - Closing by Colombian Ministry of Environment and Sustainable Development, *Ms. Marcela Bonilla, Director, "Desarrollo Sectorial Sostenible"*

**Lunch snacks and refreshments will be served during the side event**