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Thomas Jakl, Petra Schwager (Eds.)

Chemical Leasing Goes Global

**Selling Services Instead of Barrels:
A Win-Win Business Model for Environment
and Industry**

SpringerWienNewYork

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Foreword

In the last years the Austrian Ministry of Environment made every effort to promote innovative ways of chemicals management based on resource efficiency as well as on precaution. Applying „Chemical Leasing“, profits do not result from the quantity of chemicals sold, but rather from the services rendered by means of the chemicals. If business interests are no longer related to the sale of chemical substances it is in the interest of all the parties involved, to use the substances with maximum efficiency. This clearly is the environmental policy motivation for this new focus, which ensures that economic success and ecological benefits are no longer contradictory.

In 2003, we published our first book concerning the new business model and its advantages: “Chemical Leasing – An Intelligent and Integrated Business Model with a View to Sustainable Development in Materials Management”. While this first comprehensive publication dealt with the theory behind Chemical Leasing and highlighted both the economic and ecological potentials of service-oriented models in the chemicals industry, this book before you shows also the first successful results of the cooperation between the Austrian Ministry of Environment and UNIDO. UNIDO picked up the idea of “Chemical Leasing” and implemented it on an international scale. Together with UNIDO’s National Cleaner Production Programme we are now able to present these very promising international results along with those derived from Austrian pilot projects.

This book also covers the important connection of the new EU’s chemicals policy, REACH, and “Chemical Leasing”. Within REACH, cooperation, networking and communication based on documentation, evaluation and minimisation of hazards is indispensable. The new business model can serve as the basis for this intensified dialogue and cooperation.

Chemical Leasing found its way into the political discussion on European and international level, into contributions to academic work and into applied research programmes and most importantly Chemical Leasing triggered a more than promising trend within the chemical-related business sectors. This book impressively documents that this concept launched a real success story both in terms of environmental and economic indicators thus giving the political term “sustainable chemical management” not only a concrete meaning but also a prosperous perspective.

Josef Pröll
Federal Minister of Agriculture, Forestry,
Environment and Water Management

Preface

Open trade, international investment flows, information technology and global environmental concerns are major elements of the current multilateral order. New integrated concepts have to be applied to ensure progressive and environmentally sound development. These concepts will be based on private sector-led productivity gains in developing countries and countries with economies in transition.

Since 1994, the United Nations Industrial Development Organization (UNIDO) has been operating the Cleaner Production programme. The goal of this programme is to assist small and medium-sized enterprises (SMEs) in developing countries and countries with economies in transition to improve their productivity while preventing unfavourable impacts on the environment.

Encouraging innovative concepts that respond to new challenges constitutes an integral element of UNIDO's Cleaner Production strategy. Chemical Leasing is one such important and innovative concept. It is a novel service-based business model that supports sustainable chemicals management and responds to the latest changes in chemical policies. It also aims to achieve the objectives of the voluntary international accord known as Strategic Approach to International Chemicals Management (SAICM). Chemical Leasing provides practical solutions for industry to become more efficient. At the same time it reduces the unnecessary consumption of hazardous chemicals and protects human health and the environment. This represents an integrated preventive environmental strategy and a clear win-win situation for industry and the environment.

In 2004, UNIDO and the Austrian Ministry of Environment decided to join hands to support Chemical Leasing with the launch of a global project. This project is currently being implemented in close cooperation with UNIDO's National Cleaner Production Centres in Egypt, Mexico and Russia. This book presents the encouraging results of this challenging undertaking, as well as the new instruments developed by UNIDO to facilitate the efficient implementation of Chemical Leasing.

With this joint publication UNIDO and the Austrian Government wish to share with the global community the benefits that may be derived from Cleaner Production and Chemical Leasing business models for the economy, the environment and risk management. In doing so, we hope to encourage an increasing number of enterprises to adopt similar initiatives to foster sound chemicals management at the global level.

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Development Organization