



**ECAP**

Program Til Assisteret Miljøforbedring for SMV'er  
*Små, miljøbevidste og konkurrencedygtige*



# Environmental Compliance Assistance Program (ECAP) for SMEs Capacity Building seminars

Learning from practice: presentation of  
some case studies and guided  
discussion



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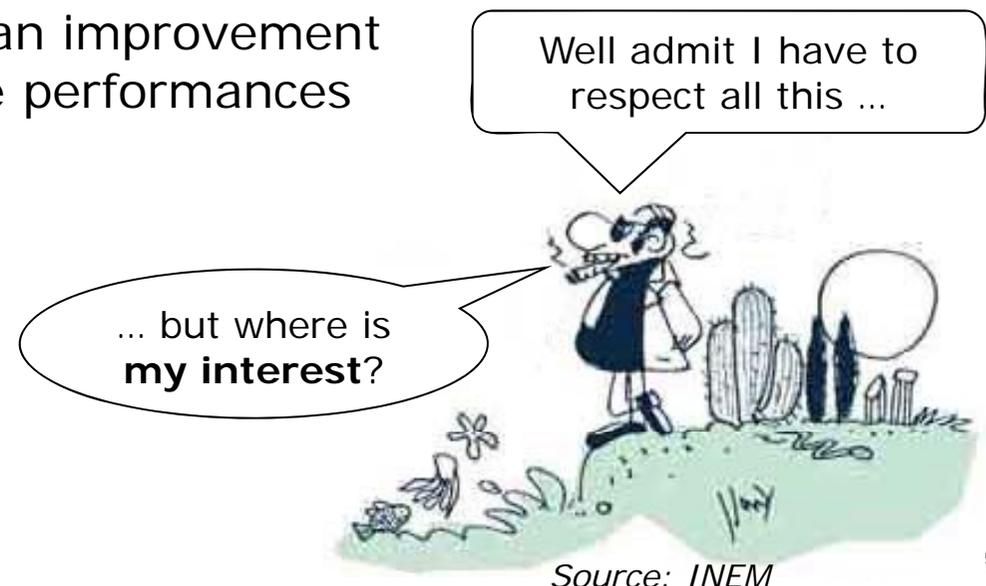
## The point of view of the enterprise

- ❑ It's not possible to guarantee the achievement of environmental objectives without **a co-operative behaviour** from SMEs.
- ❑ The implementation of policies for the sustainable development must be able to **use the necessary economic resources** to support the implementation phase.
- ❑ Environment: from "burden" to "opportunity"?

Only if it can be **proved** that better environmental performances = an improvement in the economic and competitive performances



INSTITUT





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## Club EMAS

A non-profit organisation made up of companies and other organisations from different sectors (graphic arts, tourism, logistics, waste management, etc.).

It's an initiative from the entrepreneurs.



[www.clubemas.cat](http://www.clubemas.cat)

It aims at environmental improvement through its participation in EMAS.

Support of the Departament de Medi Ambient i Habitatge (EMAS competent body in Catalonia).

A key feature of its success is:  
“**Learning from each other**”.

The different companies meet up at one of the members' site to learn about other processes and environmental problems & solutions.



Source: Club EMAS (06/06/06, day of foundation)



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## Club EMAS: aims

- ❑ How to interact with the public administration and develop synergies.
- ❑ A study about EMAS & environmental risk.
- ❑ Publishing a magazine regarding EMAS and Ecolabel.
- ❑ Carrying out a research about how other countries, regions or local authorities are promoting EMAS and they will hold a seminar about it in October/07 (within Municipality).
- ❑ How to improve the environmental statement and bring a message to the people.





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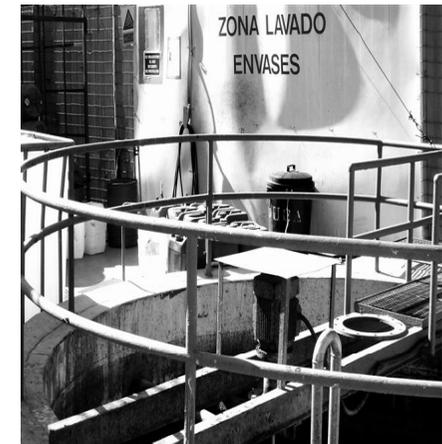
## Learning from practice: CISVASA S.A.

Storage, handling of chemicals for factories and wholesalers

[www.cisvasa.com](http://www.cisvasa.com)

ACHIEVEMENT: reduction of water consumption

- ❑ Use of water-flow reducing devices in common areas.
- ❑ No unnecessary water collection points.
- ❑ Change of working procedures
- ❑ Use of new machines reducing water consumption in the production areas.



Water consumption: data from the city water supply company SABEMSA.

- 2005: 1.769 m<sup>3</sup>
- 2004: 1.823 m<sup>3</sup>
- 2003: 2.532 m<sup>3</sup>
- 2002: 3.061 m<sup>3</sup>

Better process!

**- 42.2%**





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## Learning from practice: Construccions DECO

Building constructor for the Public Administration and private sector

[www.decosa.net](http://www.decosa.net)

ACHIEVEMENT: better waste management compliance through EMAS

- ❑ Recycling of hazardous waste, urban waste, inert waste
- ❑ Using authorized carriers and handling companies.





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# Learning from practice: Construccions DECO

[www.decosa.net](http://www.decosa.net)



## Waste Management savings

- Collection/management cost m<sup>3</sup> (without recycling)



**building site waste 35,00 €**

- Collection/management cost m<sup>3</sup> (with recycling)



**Urban waste 14,00 €**  
**Inert waste 11,00 €**



**Better economy!**

**- 28.6%**

eco-conseil  entreprise



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# Learning from practice: Construccions DECO

[www.decosa.net](http://www.decosa.net)



## Waste management savings

2.000 m <sup>3</sup> inert waste	22.000,-€
1.750 m <sup>3</sup> urban waste	24.500,-€

**Total:** 46.500,-€

3.750 m<sup>3</sup> building site waste 131.250,-€

**Difference:** **84.750,-€**

**SAVINGS**



## Bigger savings with further recycling

- Water: reducing the consumption
- Iron: selling it





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## Learning from practice: EL TINTER sal

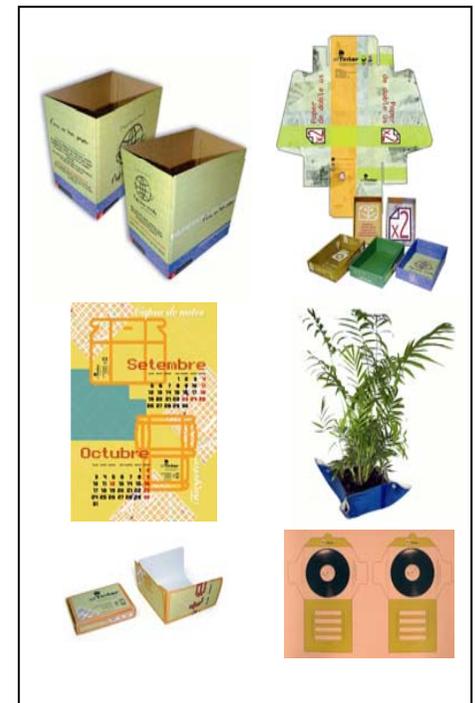
Specialised in offset printing books, magazines, catalogues and all kinds of colourprinted products.

[www.eltinter.com](http://www.eltinter.com)

[http://ec.europa.eu/environment/emas/index\\_en.htm](http://ec.europa.eu/environment/emas/index_en.htm)

**Achievement:** Eco-design of a line of re-usable products “+d’1” (*más de un uso*).

- ❑ 1 Eco-design procedure
- ❑ 7 Eco-design criteria for graphic arts
- ❑ 8 “+d’1” products (eco-cover, double use tray, calendar, diary, rubber flower pot, etc)
- ❑ 2 industrial designs
- ❑ 1 licence





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## Learning from practice: TRATESA

Company treating solid waste of the Catalan Community

[www.heraholding.com](http://www.heraholding.com)

**ACHIEVEMENTS:** through the use of bio-gas and power generators →

- ❑ **Generate electric power** to supply the CITA plants (1MW) and the national grid (2 MW).
- ❑ **Generate natural gas**, a 100% renewable fuel used for the internal installations.
- ❑ **Minimise the environmental impact** of 21 times, since methane contributes to the greenhouse effect 21 times less than CO<sub>2</sub>. **(a kilo of methane equals to 23 kg of CO<sub>2</sub>).**



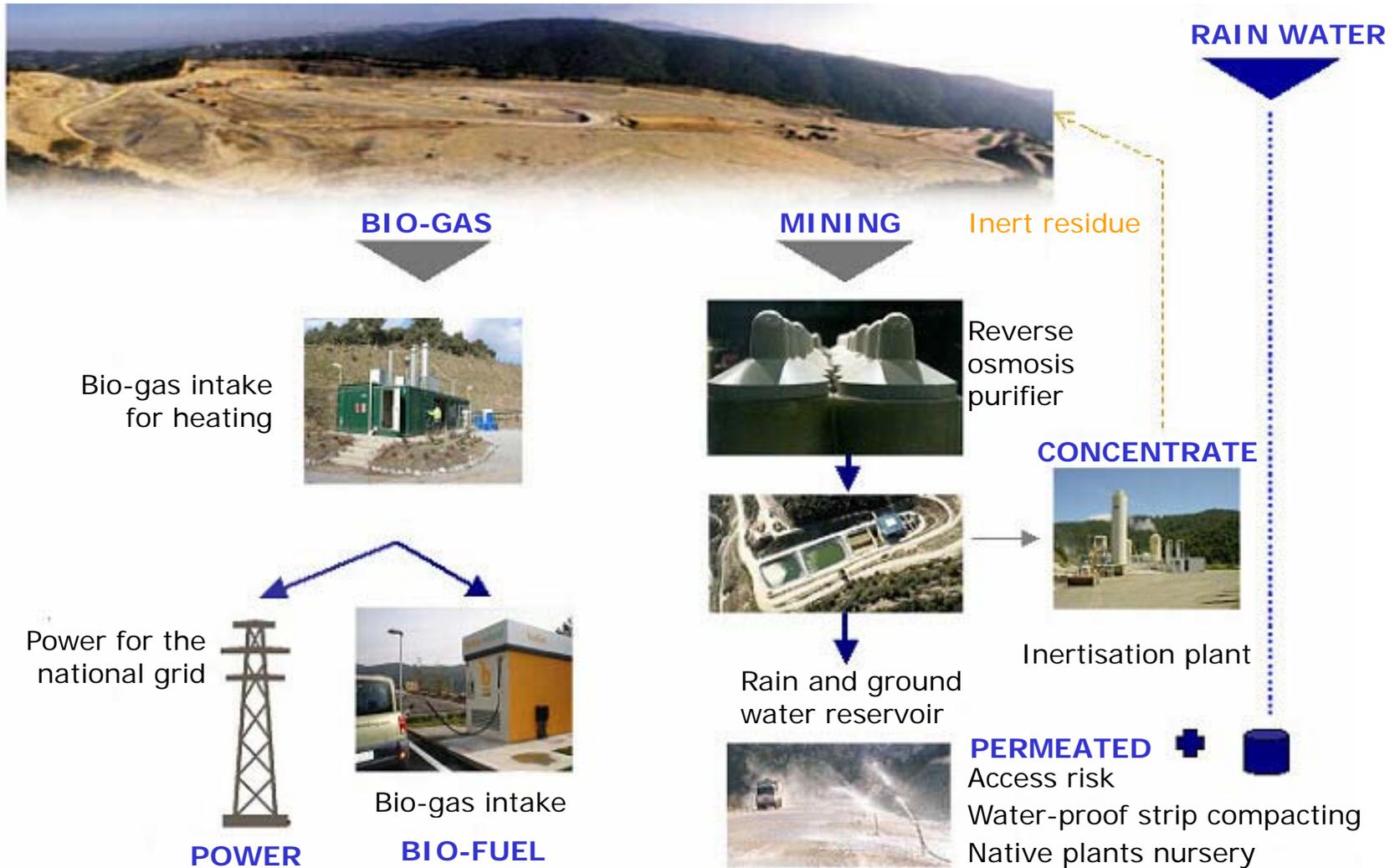


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## Learning from practice: TRATESA





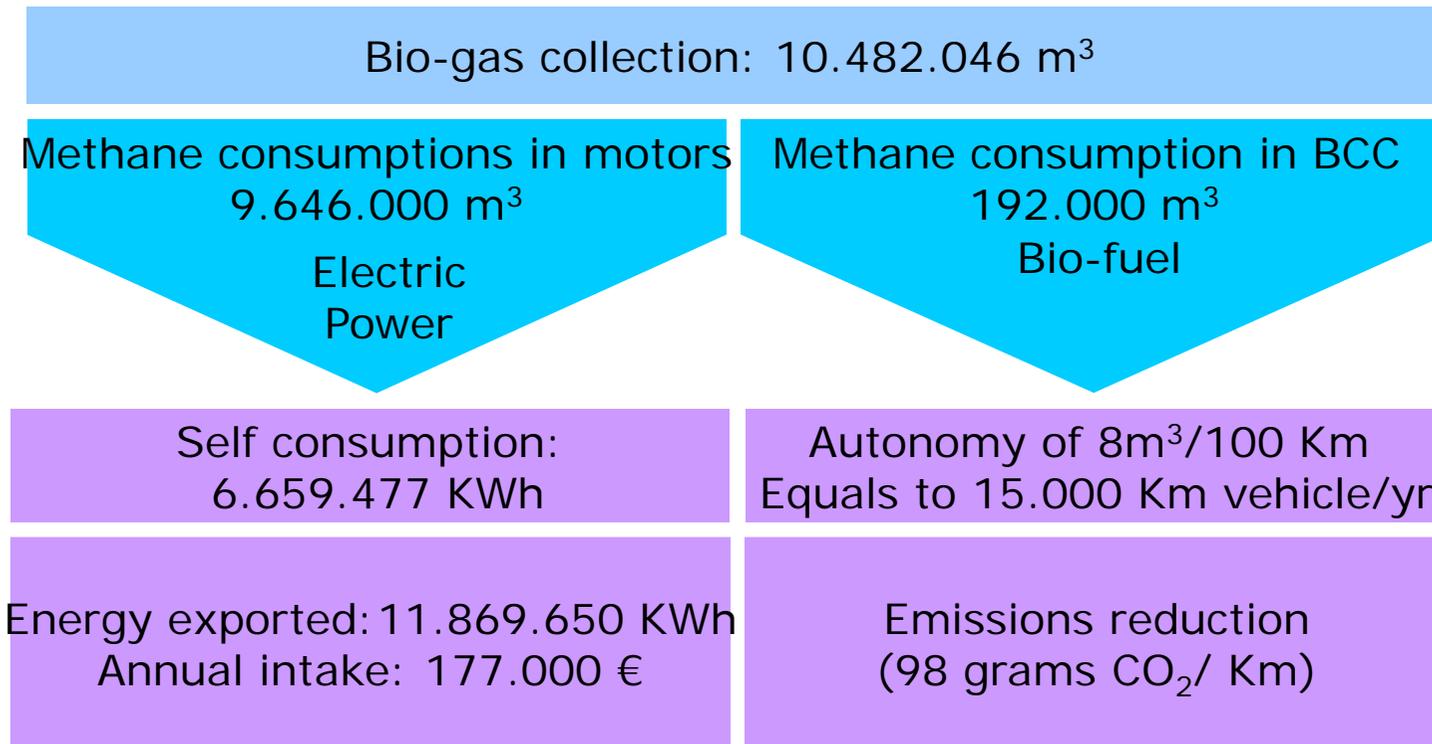
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# Learning from practice: TRATESA

## 2006 Results





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## Learning from practice: Degussa AG

Germany's third-largest chemical company producing agro-chemicals, plastics, etc.

[www.degussa.de/degussa/en](http://www.degussa.de/degussa/en)

### Achievements:

- ❑ Reduced emissions of gas, dust and smell.
- ❑ Energy savings thanks to the use of natural gas, a hydro-electric power plant.
- ❑ Reduced water consumption thanks to waste water treatment system.
- ❑ 56% of goods are transported by railways.





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## Degussa AG: results

Resource savings through	Costs reduction
Energy reduction	2.600 - €
Better waste recycling	30.700 - €
Waste reduction	2.600 - €
Reduction of packing variety	5.100 - €
Organisational measures	10.200 - €
<b>51.200-€</b>	





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## Learning from practice: GEYER

Produces electrical products for both indoor and outdoor applications.

[www.geyer.de](http://www.geyer.de)

The company's motto is:  
"unspoilt environment = sound workers".

The company promotes an integrated environmental protection where fundings are invested in the quality, environment protection, health & safety sectors.





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## Learning from practice: GEYER

GEYER

### Achievements:

- Use of more environment-friendly alternatives to heat the water. (no more hydrazine, less CO<sub>2</sub>)
- Reduced water and energy consumption.
- Use of powder-based lacquer instead of solvent-based lacquer.
- Optimisation of the compressed air network.





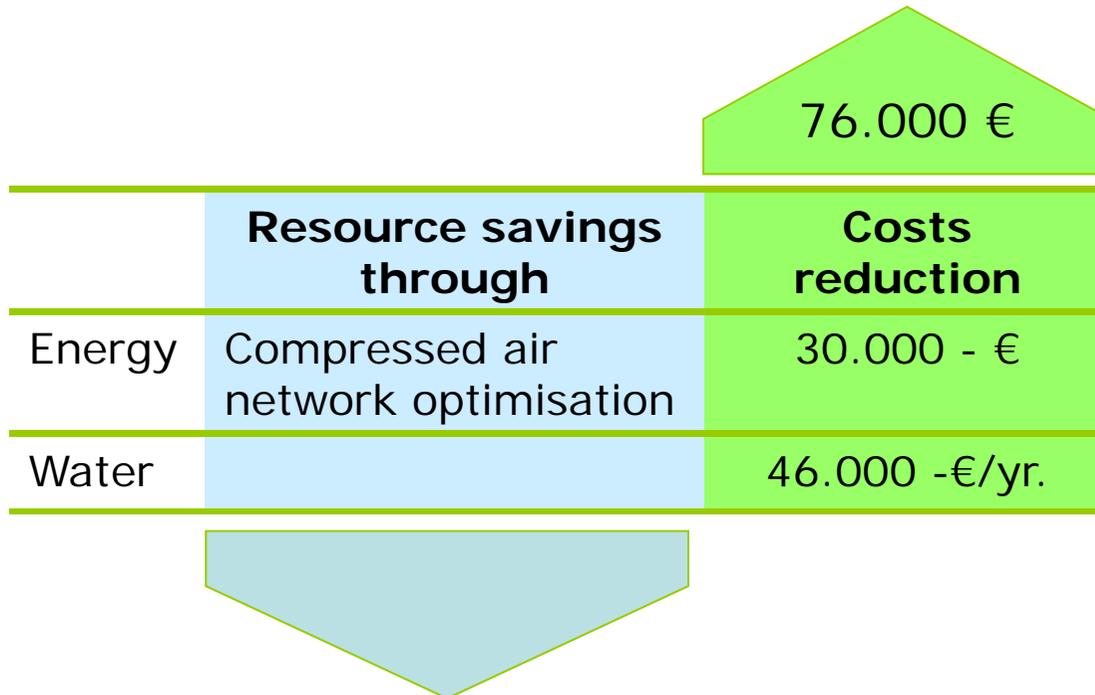
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## Learning from practice: GEYER





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## Learning from practice: AMM

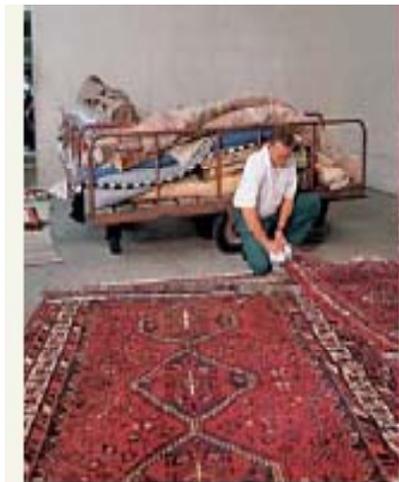
Carpet laundry for private households and companies.

[www.teppichmeister.com](http://www.teppichmeister.com)

**AMM**

### ACHIEVEMENTS:

- ❑ The AMM GmbH developed now a machine to repair mats, extending their life span by 20% and reducing garbage quantity of useless mats by a fifth.
- ❑ Reduction of gas consumption by 20%
- ❑ Reduction of water consumption of 25.600 €
- ❑ Reduced use of ink tapes and 3-sheet carbon paper thanks to joint delivery notes.
- ❑ Use of bio-diesel vehicles





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## Learning from practice: AMM

# AMM

63.900-€

	Resource savings through	Costs reduction
Gas	Cross-exchange heating systems	
Electricity	Mats washing with warm recycled water	3.000- €/ yr.
Water	Mats washing with recycled water	25.000- €/ vr.
Chemicals	Optimisation of use of detergents	3.000- €/ yr.
	Joint delivery notes	8.400- €/ yr.
Vehicles	Optimised travel routes, conversion to bio-diesel vehicles	24.500- €/yr.



eco concern enterprise



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## Learning from practice: Adlerbrauerei Zötler

Brewery producing Pils, Dunkel, Bio-Beer.

[www.zoetler.de](http://www.zoetler.de)



### ACHIEVEMENTS:

- Use of organic products to brew a Bio-Beer.
- Reduced smell and emissions.
- Reduced water consumption.
- Beer wastes used as fertilizer by farmers.
- Use only of recycled bottles and other containers.





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## Learning from practice: Adlerbrauerei Zötler



	Resource savings through	Costs reduction
Electricity	Heat use to produce hot water	56.300 - €/yr
Water	Computerised bottle & car wash	21.000 - €/yr
		77.300- €





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## Learning from practice: PDR Recycling GmbH

Collection & recycling of PU foam cans, ink jet cartridges, seminars on waste disposal, training courses to craftsmen, environmental experts.



[www.pdr.de](http://www.pdr.de)

### ACHIEVEMENTS:

- ❑ Recycling of poisonous liquid polyurethane residues and containers through a special procedure.
- ❑ Optimisation of nitrogen treatment system.
- ❑ Reduction of hidden energy and power loss.
- ❑ Reduction of transport costs and km thanks to optimised routes to collect cans.





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## Learning from practice: PDR Recycling GmbH

	Resource savings through	Costs reduction
Recycling	Optimisation of N <sub>2</sub> consumption	12.000 - €/yr
Energy	Compensation system for hidden energy	56.300 - €/yr
Logistics/transport	Optimisation of transport routes	21.000 - €/yr
		<b>112.000- €</b>





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## Learning from practice: ANS Benelux

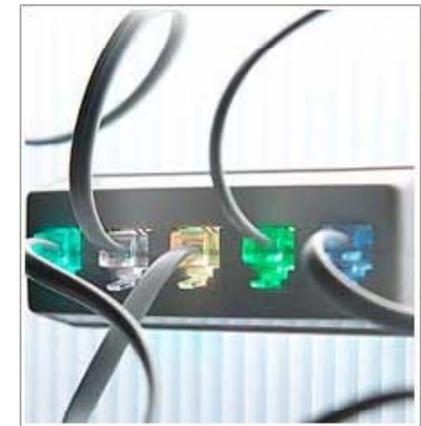
ANS Advanced Network Solutions  
selling and renting of networking equipments (new  
and refurbished) at lower price



A project of **collective management of non-hazardous waste** by 10 enterprises in Saintes, Walloonian started in 2006, supervised by UWE.



ANS Benelux produces little waste and even with recycling, it couldn't benefit of a preferential tariff. It didn't have any negotiation power. Thanks to its participation to the above project ANS has improved its situation.





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## Learning from practice: ANS Benelux

### Achievements:

- ❑ Thanks to recycling, waste collection is **every 15 days** not every week.
- ❑ Tariffs are calculated on the flows of the 10 enterprises. Waste costs reduced by **60%**.
- ❑ It took only **1 week** for workers to get used to the new system.
- ❑ Creation of new synergies regarding mobility, energy, centralised procurements.



LIFE Project: **SMIGIN**

(Sustainable Management by Interactive Governance Industrial Networking)





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## Learning from practice: Froid de Liege, the Marchin site

Covering and trimming of plates

The Marchin site employs 200 people and there are 27 different recycling lines.

### Initiatives

A new recycling chain has been introduced for the protection paper of steel reels.

They use zinc recycled from the galvanization bath in another department.





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## Learning from practice: Froid de Liege, the Marchin site

### Achievements:

- ❑ 50 tons/year of recycled waste! (reels) (5000 €/y saved)
- ❑ Reduction of waste disposal costs and reduced costs of raw materials procurement (zinc)
- ❑ Reduction of transport on wheel (zinc)



Investments returned in 6 months





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## Learning from practice: Froid de Liege, the Marchin site

A policy of employees involvement has started

"There isn't a magic wand for the Environment, we need to favour the dialogue, find a way to involve people, listen to their needs and make everyone aware of his responsibilities".





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## Learning from practice: Prato EMAS

CONSER **Consorzio Servizi (non-profit company)** of the 1° Industrial Macrolotto of Prato provide low priced centralized services.

MEMBERS are **all the owners of estates** built in this industrial area.

<http://conser.bassnet.it/CONSERView/>



CONSER has the following **objectives** :

- To make also mSE benefit from scale economy
- To improve the **social impact** of the whole area
- To improve its **environmental impact**
- Involve also mSE** in these programs
- to put the mSE **in contact** with the institutions and the research





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## Prato EMAS: Services

CONSER: from services of the single enterprises to services of homogeneous productive areas where these are located.

- Centralized water recycling (COOP IDRA)
- Companies nursery (CONSER)
- Centralized laundry service (CONSER)
- Car Pooling (CONSER)
- Time Manager of INDUSTRIAL AREA (CONSER)
- Mobility Manager of Industrial Area (CONSER)





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## EMAS Prato – Centralized waste water recycling plant



**1990:** 1<sup>o</sup> plant is built, 1.750.000 m<sup>3</sup>/year of recycled water (urban and industrial waste water from Prato)

**1997:** the plant gets bigger, 3.500.000 m<sup>3</sup>/year

**2005:** with the further extension, 5.000.000 m<sup>3</sup>/year



The recycled water, distributed through an industrial aqueduct (Management company, **IDRA**), is used for the textile process, fire-fighting, cooling towers, hygienic services and possibly heat.

Ground water left for the generations to come = the demand for drinking water of **70.000** inhabitants/year over a total population of 180.000 inhabitants.



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## EMAS Prato – Waste water recycling plant: Savings

**1997- 1999:** CONSER **co-operates** with the Ministry of Environment to formulate the art. 26, *Legislative Decree no.152/1999 (following EU directives)*, encouraging the use of recycled water and at the same time discouraging the use of primary water to be left to the generations to come.

<b>Before the Legislative Decree no.152/99</b>	<b>After the Legislative Decree no.152/99</b>
+300.000 €/y Costs for recycled water consumption	-300.000 €/y Savings for recycled water consumption



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## EMAS Prato – Mobility management

The Mobility Manager Office has promoted a **car pooling** service with electric and methane minibuses for the employees of the companies operating in the area.

When the members of the crew are working, the minibuses are used by the enterprises for various errands, especially to the city centre (**car sharing**).



Slogan: "...**anyone can do it. We are not the best!**"



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## EMAS Prato – Car pooling & car sharing

### OBJECTIVES:

- ❑ To verify the possibility to have a **car pooling service** in an industrial area
- ❑ To reduce polluting emissions
- ❑ To promote the use of car pooling services with **interesting economic savings**



### RESULTS:

- ❑ Reduced **CO<sub>2</sub>** emissions:
- ❑ Reduced **PM<sub>10</sub>** emissions:
- ❑ Reduced use of **traditional transport**:
- ❑ **Savings** per member of the crew:

**Ton 11,8**

**Kg 2,7**

**Km 67.800**

**€/y 1.318**



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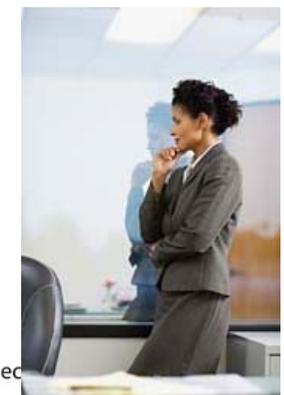
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## EMAS Prato: Energy actions

CONSER has stipulated an agreement protocol with an important ESCO (*FENICE spa*) and with one of the main supplier of methane and electric power (*EDISON*) in order to create a series of ***consortium small co-generators for lots of enterprises*** able to produce heat and electric energy with lower costs compared to the market's ones and to reduce the emissions of enterprises without involving them in **onerous initial investements**

- ❑ *Why small co-generators?* Because they do not need to have specific authorizations
- ❑ *Why for lots, instead of for single enterprises?* To serve more outback SMEs
- ❑ *Why cooperatives?* Because the single heat powers could hardly reach the thermic 30 MW necessary to access the so called CO2 stock and to let the SMEs benefit from these advantages.





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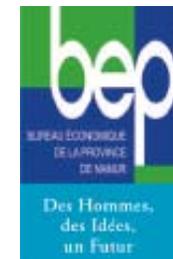


## EMAS Easy cluster of micro companies



Une méthode simple et légère  
pour la Certification  
environnementale ISO 14001  
de votre PME

- ❑ EMAS Easy convoy
- ❑ Province of Namur in Belgium
- ❑ Regional economic development agency
- ❑ Coaching of a convoy 5 micro companies (< 20 employees)
- ❑ 50% through the Wallonian Region and 40% through the European FEDER funds





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## 5 micro companies - multisector

waste management and recycling, biogaz R&D,  
automotive trucks, concrete floor treatment,  
construction of timber cranes and production loaders,  
wood treatment.

***PSPc***

**CONVERGENT GROUP S.A.**  
The Concrete Technologies

***LEONET***

**RAIL EUROPE**

**CETTP Monseu**

3 EMAS registered,  
1 ISO 14001 certified

1 EMAS registered + ISO 9001 + ISO 14001



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## Collective approach : together we are stronger

- Easy and participative approach
- Sharing experiences and ideas
- Same EMS documentation and structure
- Sharing of one consultant
- Crossed internal audits
- External audit in less than 2 days / company





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## Collective training / individual coaching



**Collective training  
"INITIAL REVIEW"**

**Collective training  
"PLAN"**

**Collective training  
"DO"**

**Collective training  
"CHECK"**

**Collective training  
"ACT + EMAS env statement"**

**Individual coaching**

**Individual coaching**

**Individual coaching**

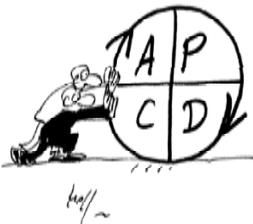
**Individual coaching**

**Crossed audits**

**Oct 2007**



**Oct 2008**





## Legal compliance

Before



Too small

Leak in the fuel tank

After



New fuel tank with double  
wall



## Improving environmental performance

Before



- \*Solvents on site
- \*Water full of oil, solvents, etc

After



- \*no more solvents on site
- \*Cleaning





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## Ekoscan

- ❑ From internal recycling measures:  
9135 €/y from the installation of a solvent distiller at COMPOSITES LEGAZPI, S.L. (**fibra di vetro**)
- ❑ From best practices  
over 18,000 €/y at MEBUNIK (**metallurgia**) via various measures for cutting water consumption & scrap production
- ❑ From changes in technology  
8775 €/y at UDALBIDE from the replacement of oil dispenser systems at stamping machines
- ❑ From external recycling measures  
1500 €/y at LUMINIA from sending faulty containers for recycling

14 ESTRATEGIA EMPRESARIAL BIENES DE EQUIPO MEDIO AMBIENTE ENERGIA AUTOMOCION 36-31 de Octubre de 2000

Medio Ambiente La firma ha aprendido a gestionar, minimizar y clasificar correctamente sus residuos

### Bekaert Composites recupera 20.000 litros de acetona con el servicio Ekoscan

La empresa Bekaert Composites ha conseguido eliminar los 20.000 litros de residuo de acetona que producía al año. El artífice de este resultado es el Ekoscan, servicio promovido por la Sociedad Pública IHORE que diagnostica los problemas ambientales de las pymes, proponiendo un Plan de Acción para corregirlos.

Maite Martínez

La Sociedad Pública de Gestión Ambiental IHORE, dependiente del Departamento de Ordenación del Territorio, Vivienda y Medio Ambiente del Gobierno vasco, trabaja desde hace más de 15 años con las empresas vascas para la mejora del medio ambiente, gestiona e introduce medidas de producción limpia en sus procesos productivos. En esta búsqueda de soluciones para ayudar a conseguir los objetivos medioambientales nació el Ekoscan: una herramienta rápida y sencilla para detectar las posibilidades de mejora, cómo y dónde reducir residuos y desperdicios. Todo esto, en un breve espacio de tiempo y con la aplicación de sencillos trucos.

**Amplias posibilidades**  
Bekaert, ubicada en Mungia (Bizkaia), utiliza para elaborar sus productos plástico termoplástico, una materia prima que no es reciclable. El residuo fuerte que produce es gestionado por Carbilker. Mientras desarrollaba su sistema de gestión global -que estará implantado antes de finalizar el año- las posibilidades que ofrece el Ekoscan y los similares esfuerzos que requiere su adopción. La idea partió de la dirección y la participación e implicación de la plantilla en el proyecto fue inmediata. A juicio de Bekaert todo son beneficios en la aplicación del Ekoscan. "Nos ha ayudado a gestionar y clasificar correctamente los residuos inertes y tóxicos y a adoptar nuevas formas para minimizarlos como la utilización de productos alternativos, reducción de emisiones, etc.", asegura Carlos Pérez, director de Calidad de Bekaert. En este sentido se enmarca el recuperador de acetona, una herramienta que ya existía en la compañía pero que no se utilizaba adecuadamente. La acetona es un material que se utiliza como disolvente de los resinas, para limpiar, etc. "El beneficio que obtenemos según el director de Calidad está en el colorado general, que ha pasado de los 20.000 litros anuales a cero, el ahorro económico y el problema medioambiental que evitas". La idea del recuperador es sencilla que las empresas del sector han hecho "bestmarking" y ahora utilizan esta técnica. Los próximos pasos de Bekaert consistirán en la minimización de los residuos y enforzados hacia el propio sistema de calidad. Bekaert se creó en 1971 (antigua Beensel) dedicada a la transformación de materiales compuestos (composites); en 1995, la multinacional belga Bekaert entró en el capital. La facturación -con 85 personas en plantilla- es de 1.500 millones (9 millones de euros) y exporta el 60% de su producción a Brasil, Libano, Arabia Saudí, etc. Los campos de aplicación de Bekaert son el eléctrico, transporte de aguas, industria química, etc. Bekaert trata 650 toneladas al año.

**"Una herramienta ágil, rápida, práctica y cómoda"**

¿Qué es el Ekoscan?, se preguntan las empresas. "La herramienta Ekoscan es un Plan de Acción Ambiental rápido, ágil, cómodo, práctico y guiado por profesionales", responde Carlos Pérez, director de Calidad de la compañía. El Ekoscan sirve como un primer paso para la inclusión en la estrategia de la compañía de la variable medio ambiental o para, en un futuro, verificarse su propio sistema de gestión según la norma ISO 14001. Las ventajas son el ahorro económico, mayor competitividad y una mejora de la imagen ante los clientes y la sociedad. El servicio de IHORE es una herramienta útil para pymes. Los pasos son: elaboración de un diagnóstico centrado en detectar los puntos del proceso menos eficientes económica y medioambientalmente. El segundo escalón es la selección de los áreas sobre las que la empresa considere prioritario actuar. Y el último es la elaboración de un análisis de la viabilidad técnica, económica y organizativa de las medidas de mejora detectadas. Ekoscan concluye con un plan de actuación para implantar las medidas de producción limpia seleccionadas. Para más información llamar a IHORE-Line: 900.190.954.