

The EDIT Value fast-track version –

Experiences from two small metal processing enterprises in Germany

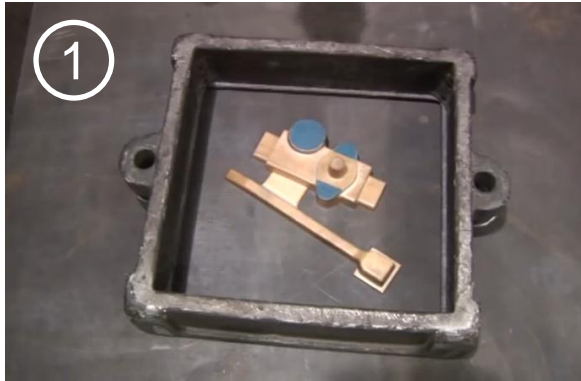
Philipp Grevenstette and Conrad Dorer
Federal Environment Agency, Germany

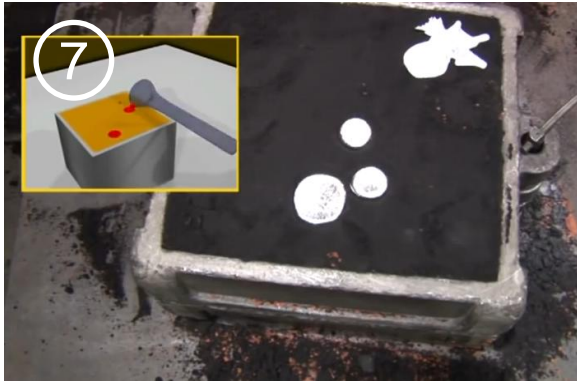
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18 September 2014

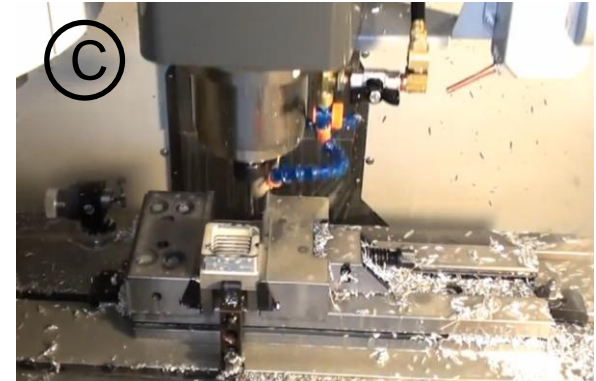
| | SME 1 | SME 2 |
|------------------------|-------------------------------|-----------------------------------|
| Sector | Metal-processing (Foundry) | Metal-processing (CNC milling) |
| Employees | About 28 | 8 |
| Annual turnover | About 3 Mio EUR | About 1 Mio EUR |
| Products | Aluminium castings | Milled metal parts |











Preparation phase !

Stakeholder analysis

Input-output analysis

Life cycle analysis



„Questionnaire“

Walk through

Identification of resource efficiency potentials

1 visit

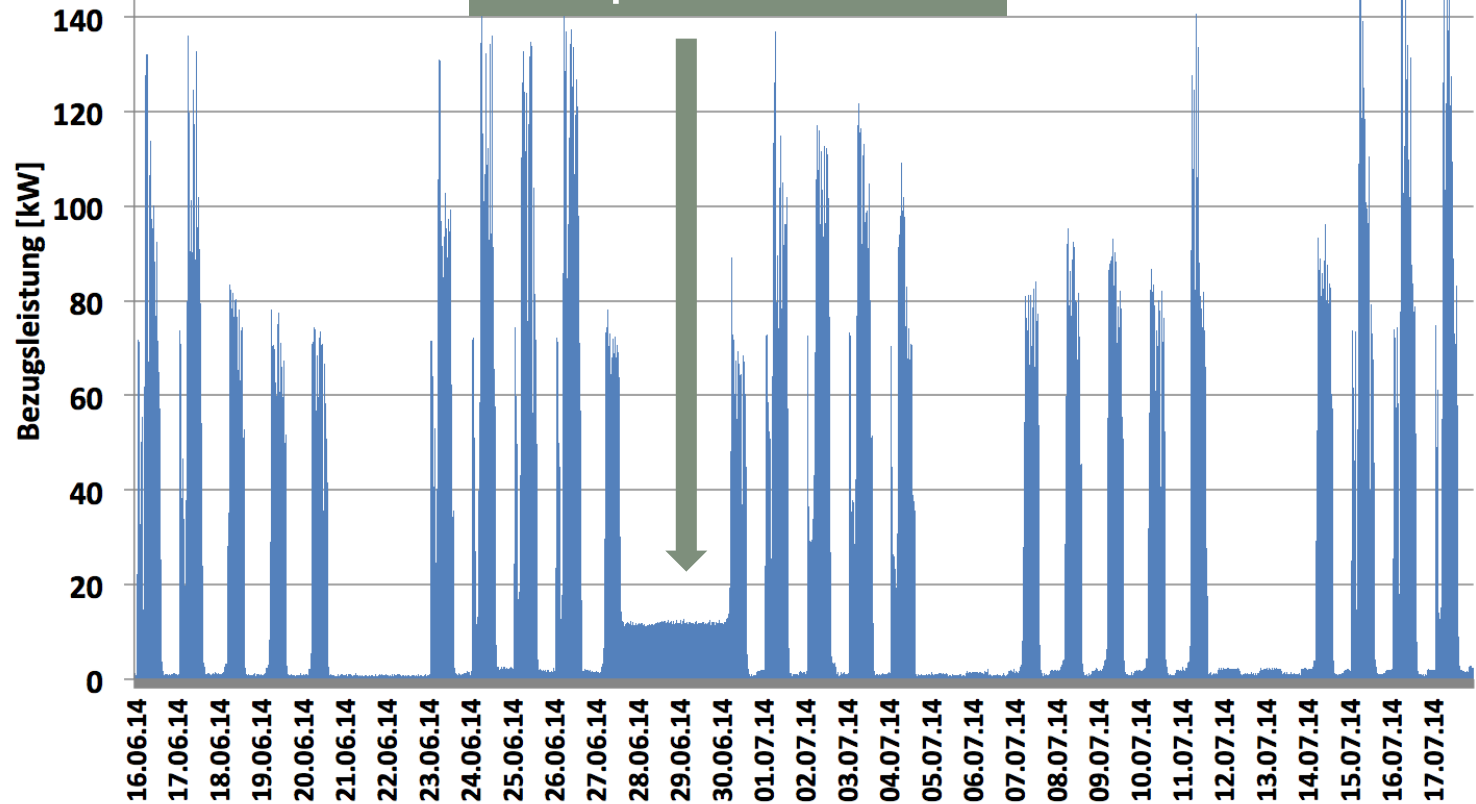
Suggestion for improvements /
Draft report

Final presentation,
discussion of the action plan

1 visit

Preparation phase

Leakage of
compressed air!



Preparation phase

Stakeholder analysis

Input-output analysis

Life cycle analysis

Potential analysis



Walk through

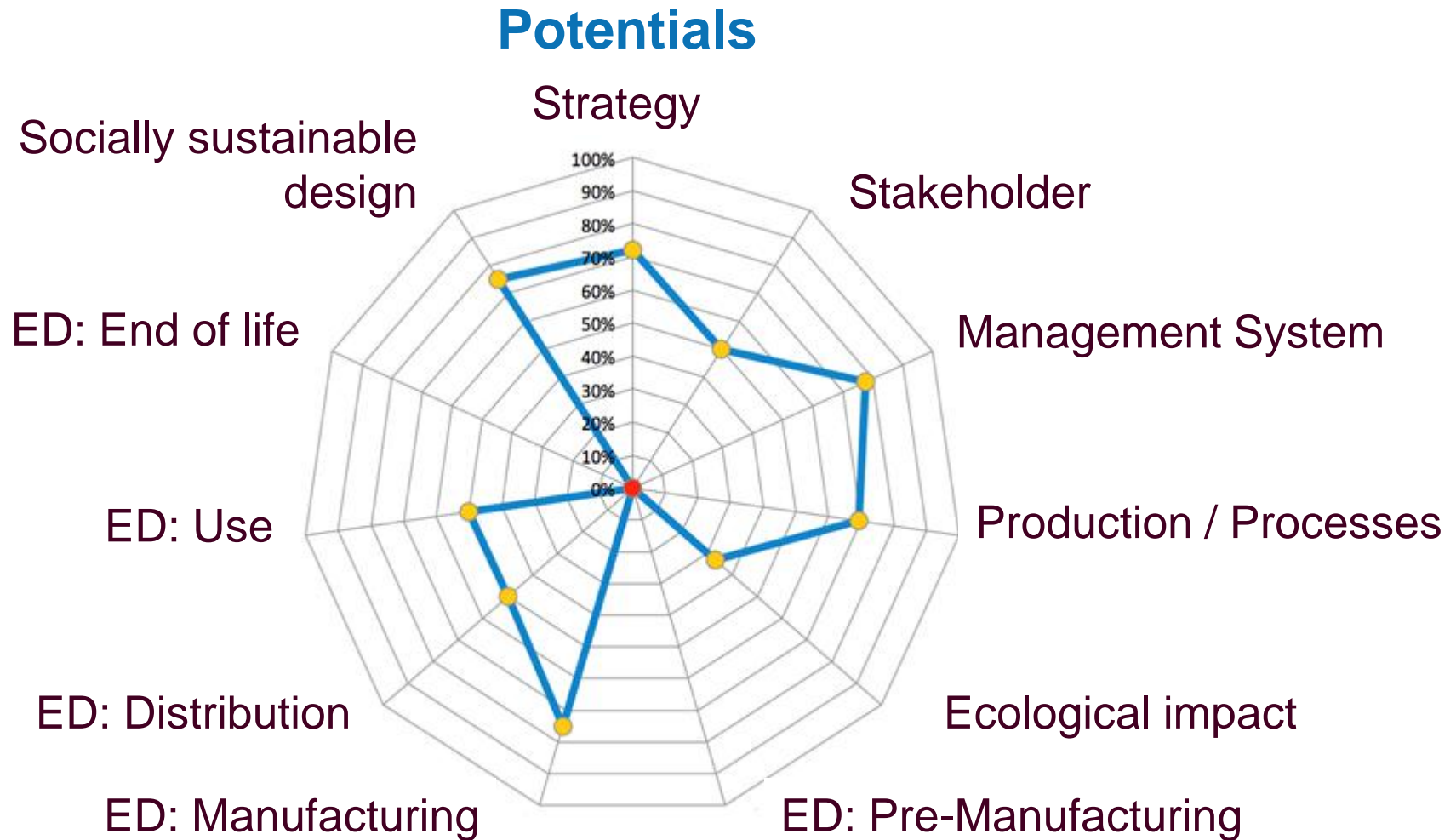
Identification of resource efficiency potentials

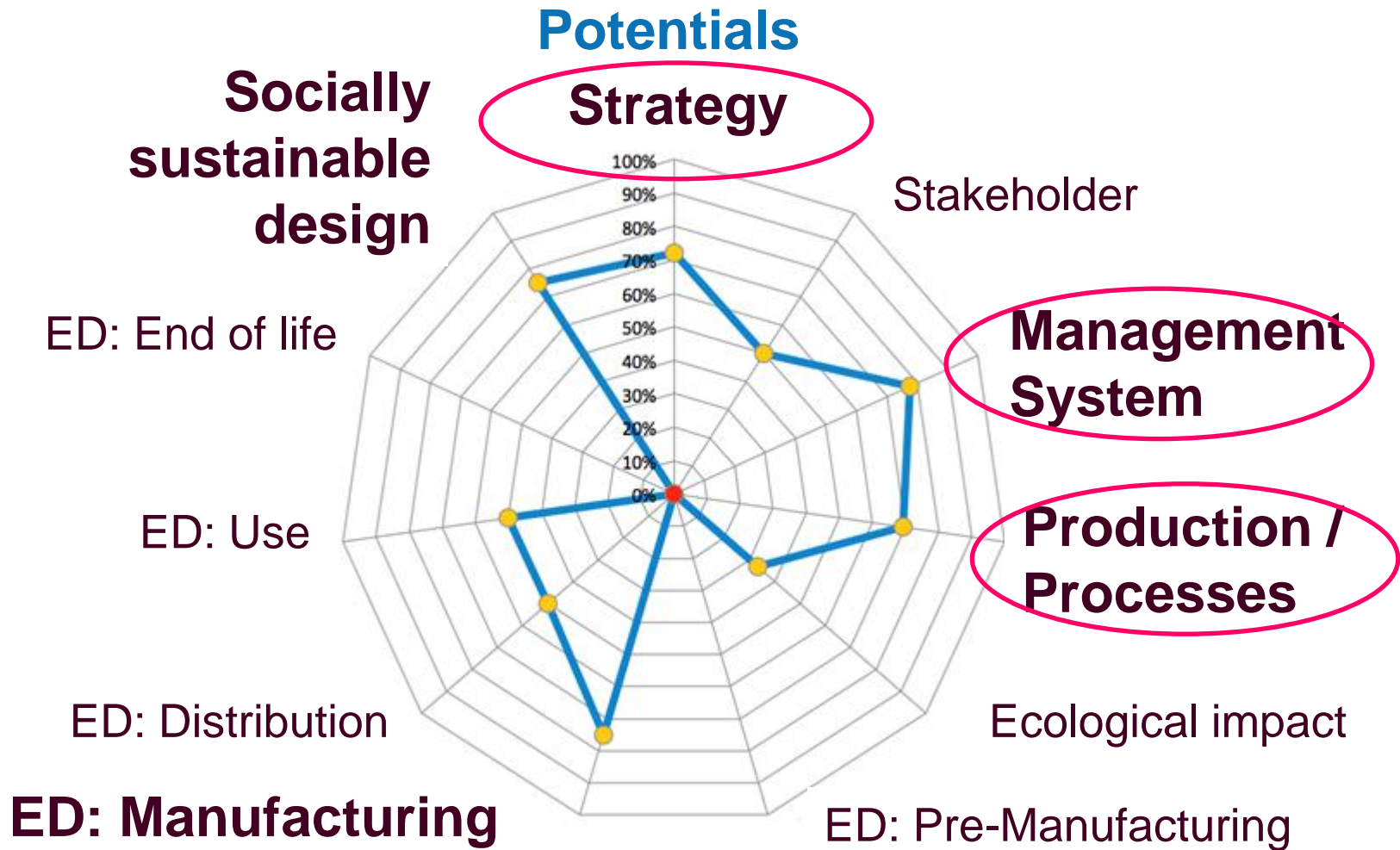
1 visit

Suggestion for improvements /
Draft report

Final presentation,
discussion of the action plan

1 visit





Stakeholder
analysis

Potential
analysis

Walk
through

Business Strategy

Environmental
Management System

Information
Management System

Management of
potential to increase
energy efficiency

Control of processes
and equipment

Stakeholder
analysis



Potential
analysis

Business Strategy

Environmental
Management System

Information
Management System

Management of
potential to increase
energy efficiency

Control of processes
and equipment

Walk
through



Business Strategy

Vision – Mission – Values - Strategy

Environmental +
Information
Management System

EMAS easy?

Management of
potential to increase
energy efficiency

Energy Management Light

Control of processes
and equipment

Key performance indicators,
Sankey diagram, work safety rules,

- Use energy **key performance key indicators** & energy management system light ✓
- Consider the **internal rate of return** for cost savings ✓
- Use **waste heat of compressors** for heating of water ✓
- Replace **lamps** ✓
- Compressed air**: lower pressure, detect and fix leaks ✓
- Prepare an „energy instruction“ for **employees**, provide trainings ✓
- Consider **life cycle costs** for new facilities, projects ... ✓
- Consider resource **efficiency in procurement** activities -> be creative! ✓
- Formulate your good ideas for a **vision, values, and strategic goals** ✓
- Assess **IT security**, prepare an IT security strategy ✓
- Employees should consider **work safety conditions** (dust, noise) ✓



- ++ Complex view on an enterprise
- ++ Potential analysis is the core element!
- ++ Enterprises can repeat EDIT Value or selected analyses after a certain interval (RE monitoring)

Optimize reporting: templates, „automated procedures“
 -> Evaluation and reporting are time-consuming!

| Input | Product-Output | Total loss | Possible improvements |
|-------------|----------------|------------|---|
| Sand | 0 % | 5000 EUR | Monthly assessment; increase recycling rate |
| Electricity | 0 % | 50000 EUR | <ul style="list-style-type: none"> - Replacement of lamps - Optimize compressed air station |
| Gas | 0 % | 80000 EUR | <ul style="list-style-type: none"> - Improve isolation of melting furnaces - Use gas meters as benchmark ... |

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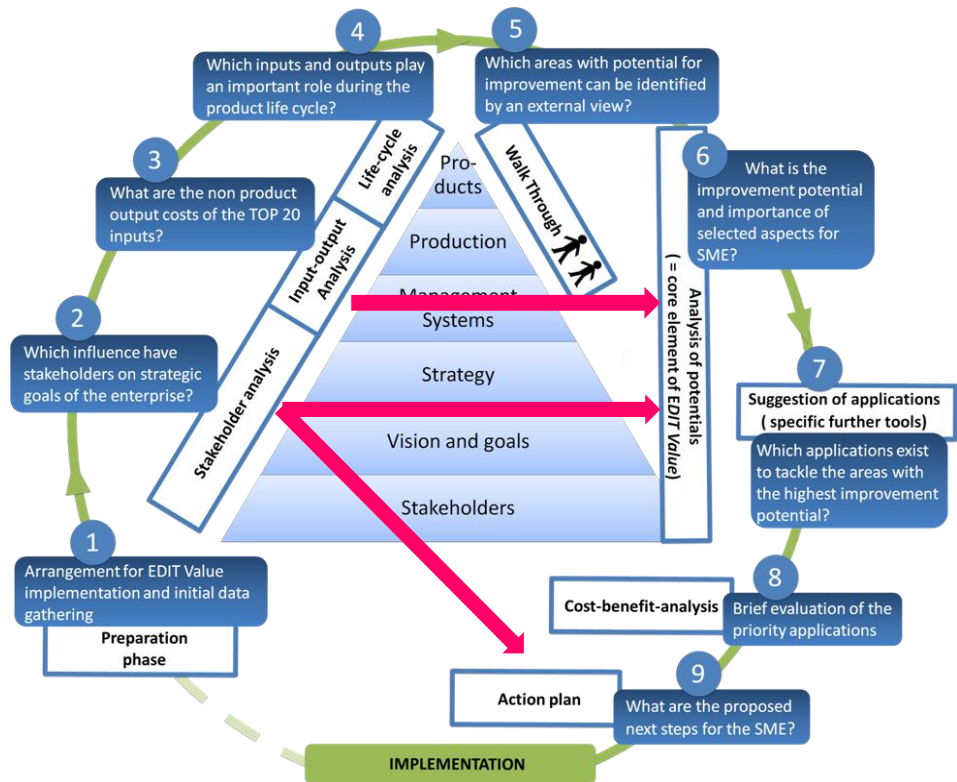
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Think about using „strategic units“

One flow! Show the connections between the analyses!

Use more interconnected „online“ elements

Think about ratio time – benefit of EDIT Value



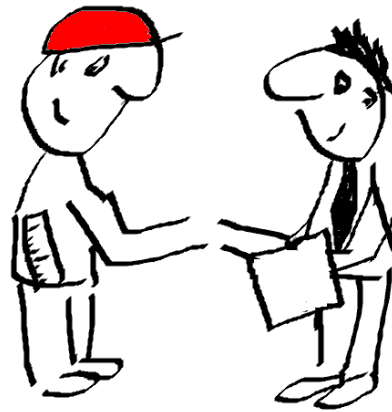
Describe aspects in the „questionnaire“ clearer and in a simpler way!

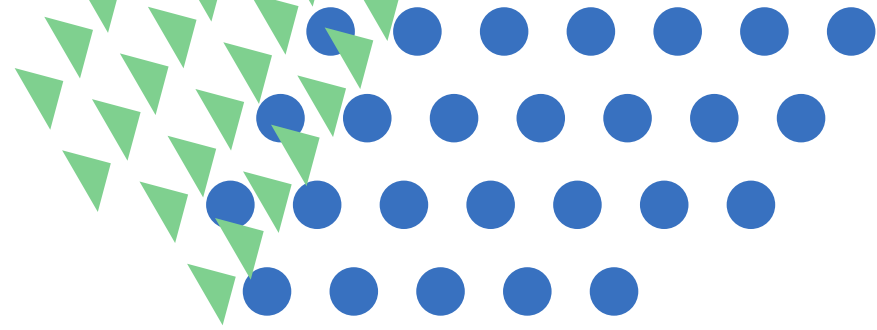
1. BUSINESS STRATEGY & STAKEHOLDER

1.1 Is the business vision of the company defined?

| WEIGHT | | CRITERION | RESULT |
|--------------------------|------------------------------------|--|--------|
| <input type="radio"/> NA | <input type="radio"/> A | <input checked="" type="radio"/> 1 - Lack of vision and mission specification | B1 |
| | <input checked="" type="radio"/> B | <input type="radio"/> 2- There is an idea of a business vision | |
| | <input type="radio"/> C | <input type="radio"/> 3 - Business model is described and utilized for strategic decisions | |
| | | <input type="radio"/> 4 - Business plan is described, updated and fully applied. A vision of the business in three or more years exists. The vision integrates sustainability aspects. | |

Evaluation of the analyses and final results highly depend on the facilitator / consultant!





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Mille Grazie!

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