



Dear Reader,

INDECO Project will soon be reaching its successful completion, in April 2015. Project Partners will be meeting on the 18th of March in Brussels for the Final Consortium Meeting, to present and discuss results achieved, as well as future plans for taking them up.

Since the last Newsletter, it was possible to complete over 70 Energy Audits, which, in turn, stirred investment plans definition, whereas several short-term investments are already in-progress in six (6) EU-countries and expected to be complete during the life time of the project. Every INDECO partner continued working to identify financial solutions to overcome all existing and identified obstacles and facilitate access to funds for those companies which decided to invest in Energy Efficiency in the mid and long-term, following project completion, both at National and European level, comprising grants, banks, ESCO's, crowd funding platforms, private programmes, etc.

In parallel, scouting of Technical Solutions and their integration to the INDECO Database continued, whilst Partners have succeeded in sealing agreements with Technology Providers, Associations and one (1) Consortium for Energy Efficiency.

Dissemination of project results was further pursued with National Workshops and Events involving Tanning and Footwear companies, but also enterprises for other activities in Industrial Districts.

An undisputable highlight of the project lifetime will be the 2nd International Workshop, scheduled to take place on the 19th of March in Brussels. On the occasion, Industrial project partners will be sharing experience gathered during Project execution with 80-100 key European Industrial, Administrative Actors and Social Partners. Towards that end, selected invited speakers shall use practical examples and case studies to demonstrate the use of INDECO tools, namely Energy Audits, the Technical Solutions' Data Base, Financing Solutions Inventories and Investment Plans. Moreover, this will serve as a unique opportunity to depict encountered bottlenecks and existing solutions to other Industrial Sectors, and, eventually, as a spring box for the concerted European efforts towards Energy Efficiency.

So, please join us at the International Workshop!!

Ioannis Ioannidis, UNIC.

UNIC Unione Nazionale Industria Conciaria

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What does “energy efficiency” mean for the Romanian footwear industry?

For most companies, energy efficiency is “a breath of fresh air”, a way to “do more with less” in order to keep themselves “healthy” and competitive. This is also one of the reasons why Indeco project was started in the first place, a project that aims to support the footwear & leather industries in Romania by facilitating the implementation of energy efficiency projects. Thus, for the beneficiaries, energy efficiency means:

- **Significant reduction of specific cost** per product unit;
- **Additional investment budget**, from the generated savings;
- Delivery of **high-quality products**, manufactured at a lower cost.



Servelect, an ESCO company (Energy Services Company) from Romania, is one of the main actors involved in improving energy efficiency within Romanian energy consumers; Servelect’s mission is to contribute both to creating a “healthy” business and industrial environment in Romania, but also maintaining the welfare of the families of those who work in this sector.

In this regard, their main activities are:

- Energy consultancy – complex energy audits;
- Financing energy efficiency solutions, with payback from the generated savings;
- Implementing feasible energy efficiency solutions, in terms of technical and economic indicators.

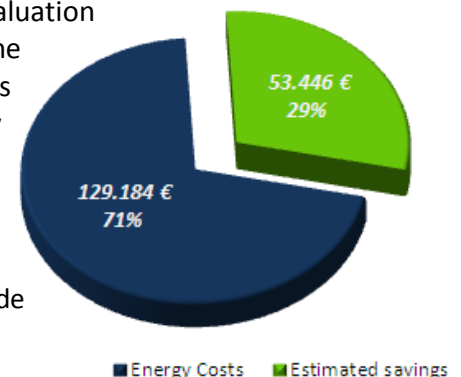
The specific case of a Romanian footwear manufacturer: In 2014, a Romanian footwear manufacturer contacted Servelect through the Indeco project in order to conduct an Energy Audit. Its main purposes were to identify opportunities to reduce energy consumption and costs and to increase profit by reducing costs.

Solution	Required investment (€)	Annual savings (€ / year)
Making the transition from low to medium voltage, to remove power distribution tax.	107.400	38.526
Proper sizing of air compressors on the actual air consumption.	No cost!	2.078
Lighting revamp.	2.160	2.408
Using light level sensors in the footwear manufacturing sector.	1.250	288

Thus Servelect experts started the specific measurement and evaluation procedures on the industrial platform for the given energy assessment. The Energy Audit identified a number of feasible energy efficiency measures (some of them being highlighted in the table above). Overall, the Energy Audit conducted by Servelect revealed the **opportunity to reduce annual energy costs by 29%**. In our manufacturer’s case, this represents a total amount of **53.446 EUR / year**.

The "Energy Efficiency" is one of the keys to get more profit and to provide high-quality products by reducing the costs!

<http://servelect.ro/en/>



Innovative best practices from Italy:

Sustainable construction and living:

Unionfiliera (UF) is one of the Italian partners of INDECO. It has the mandate to promote the traditional “Made in Italy” value chains, such as fashion, precious metals, yachting, mechanics, furniture and home building (green building) and agroindustry, inside and outside Italy. At the end of 2014, UF has endorsed and implemented high value integrated intervention schemes aimed at achieving new and relevant energy efficiency schemes and savings within companies in the building and the furnishing sector supply chains. These intervention schemes which are replicable to other sectors are inserted in a wider project that promotes sector-specific environmental certification for companies in the value chains that are distinctive of Italy, in order to increase the sustainability and competitiveness of “Made in Italy” products on national and global markets. The project also has the final goal to protect the consumers’ health and safety.



In the frame of this project, companies were supported in a process of analysis of their environmental sustainability, useful to engage in further product and/or system certification paths. The project was implemented through the active implication of the Chambers of Commerce of some provinces in the north and centre of Italy, where selected companies were invited to take part into a two-day training delivered by an expert in the area of environmental certifications. During the training days, companies were informed about the existing types of product and/or system certifications. They were also helped to identify the potential and opportunities in terms of marketing and distinctiveness offered by the different certification systems, and they were given the necessary elements for the internal management of the phases of business data collection needed for the certification.

After the training, tailor-made coaching activities within each of the companies were promoted, and the process of data collection and analysis carried out, in order to verify:

- 1) the compliance with regulations applicable to the product and/or production processes;
 - 2) what productive processes with significant environmental impacts (waste, emissions, energy consumption, etc.) had to be associated; and
 - 3) the financial statements and environmental performance related to the product’s life cycle.
- The information collected for each company is useful to engage in further product and/or system certification paths.

At the end of the training and coaching activities, the companies have acquired the necessary competences and tools to understand the difference between a simple acquisition of know-how, and the real adoption and implementation of new management schemes and models of collective development. The provincial clusters that have participated in the training are based in Veneto and Marche regions. This project might be expanded to other territories during 2015.



Finally, the project also has the objective to create a database. The companies that took part in the project are going to be included in the best practices shown in the database. This tool can be a starting point to exchange relevant information with other productive sectors, in particular through exchanges with the INDECO database, which contains similar information specific to the leather and footwear value chains.

Authors: Elena Fanetti and Lisa Maran, Unionfiliera

Gruppo Dani – An award to the family

The Italian President Giorgio Napolitano awarded on June 2nd with the Order of Merit for Labour to Giancarlo Dani, an important recognition for the whole tanning sector. Dani is President of Dani Group, whose tanneries are specialized in the production of leather for upholstery, automotive, footwear and leather goods. “It is a recognition not for me, but for the Dani family. We worked a lot, being able to create this important industrial reality”. In favour of Dani Group weighted different circumstances, not least its ability to obtain brilliant results in a time of crisis in the Italian economy. Its growth, driven by the automotive division (making up 50% of turnover) and exports (about 70% of turnover), allowed Dani to double the production facilities and the number of employees, now 600, working in the two Italian premises and different trading subsidiaries abroad. The other important aspect of its success is the image of “green” company and environmentally sustainable production that the company has been able to project, through investments in technology and ad-hoc certifications. It managed to enter the top-100 Italian eco-friendly firms in 2012 (Green Italy Report), and introduced its trademark slogan “Sustainable leather, pure emotion”. By his own account, Dani’s history is one of entrepreneurship, hard work, and respect for the environment, valuing business ethics, personal relations and constant dedication to improving the quality of their production. Thorough these accomplishments he aims at the promotion of the image of Arzignano district as a centre of excellence recognized worldwide, and by working as a driving force for other companies, to show that in Italy it is still possible (on the backdrop of a difficult environment *ndt*) to conduct business successfully.



INTERNATIONAL INDECO WORKSHOP

19TH MARCH 2015

Next Thursday, 19th March 2015, INDECO will organise its second and last International Workshop, where the results of the project will be presented and we will have also a discussion on technological improvements and best practices for the leather and footwear sector regarding Energy efficiency.

Venue: Rue Washington 40; B-1050 Brussels; Belgium → Room Washington
From 10:00 to 16:30

