



## IND-ECO Contract IEE/11/949/SI2.615946

<b>WP 3</b>	Technical support actions
<b>Task 3.3</b>	Agreements
<b>Deliverable 3.4 update</b>	Directory of agreements with technical key actors update
<b>Date</b>	25th June 2015
<b>Deliverable responsible</b>	LEITAT

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## 1. Introduction

Europe has a very long tradition in the production of leather, footwear and leather goods. Consequently all these industries are present in the region and each of them also plays a relevant role on the international marketplace.

The EU leather industry is composed of a series of different sectors, starting from the hides and skins markets, which supply the tanning industry with raw materials sourced from abattoirs dedicated to the production of meat for human consumption, and concluding with the production of manufactured consumer goods made of leather. Some of the sectors are highly industrialized, while others present a marked degree of craftsmanship and for others, the core business is trade and supporting services.

The EU tanning sector has traditionally been composed of small and medium sized enterprises mainly, but can be found some big companies (specially in Italy and Spain). The average size of a EU tannery is currently 18 people per enterprise. If we consider the all leather manufacturing segments (tanneries, footwear, leather goods, upholstered furniture, garments, car interiors, etc.) and the allied sectors (chemicals, machinery, etc.), the whole industry in the EU is estimated to be composed of more than 40.000 companies, employing over 500.000 people, with a total turnover of 50 billion Euro.

In EU, footwear sector represents the main end user (about 41%) of leather produced by the EU tanning companies. Most of the footwear companies are SMEs located in industrial districts, with differences in the average size; so, Italian and Spanish companies employ 13-16 workers on average, while in France and Germany are located bigger dimension firms (more than 80 workers). Most of the companies are SMEs located in industrial districts, even if among Member States there are some differences in the average size of businesses. The EU footwear manufacturers has been the focus on high value-added segments, outsourcing to some other countries part of the low end production, but EU footwear sector remains the world leader in the high quality segment.

The European leather industry is a world leader in terms of quality, and quality implies value. EU covers the top ranges of production in all the main specialisations and uses. In the fashion area, top ranges mainly mean the best design, style and creativity in the world. Success for the European leather & footwear industry is increasingly linked to his capacity to be efficient and innovative.

This is the general context of European leather and footwear sectors in which the IND-ECO project will develop its activities from tanning and footwear sectors existing in the participating countries: Italy, Spain, Portugal, United Kingdom, Bulgaria and Romania.

The IND-ECO project aims to obtain initial primary energy savings by its end, and to create favourable conditions for more investments by 2020. To reach their objectives there are a rationale structure developed in eight inter-related work packages.



Work Package 3 about **Technical support actions** has the following main objectives:

- To make available knowledge and technological solutions, thanks to a scouting activity
- To build and implement an energy efficient technologies data base with recommended solutions
- To establish agreements with technologies providers and their associations and other facilities, and
- To present to companies the identified technical solutions.

The WP3 has to build a tool that help tanneries and footwear companies to search, find and make an easy access of companies to technical solutions. According with this aim the WP3 is divided in various tasks:

- 3.1 Scouting of technical solutions, leads by LEITAT
- 3.2 Data base: realization and implementation, leads by CR&S
- 3.3 Agreements with suppliers, leads by LEITAT, and**
- 3.4 Presentation to companies, leads by INESCOP.

The results of work package 3 will be an instrument useful to companies, which gives an updated vision by energy efficient solutions to share knowledge about energy efficient machinery and to save energy and money in companies.

In addition, are relevant for other work packages:

- allowing companies to define their strategic position regarding their baseline obtained in WP2 with respect to energy consumption
- establish contacts with financial institutions (WP4) to facilitate energy efficiency investments
- permit to define new investments (WP5) with the objective of modernize and upgrade installations and reduce structural cost (as energy expense) in companies, and
- let companies to communicate (WP7) their engagement and results, which give a better image by company because of the new technologies provide some savings in energy and in CO<sub>2</sub> emissions.

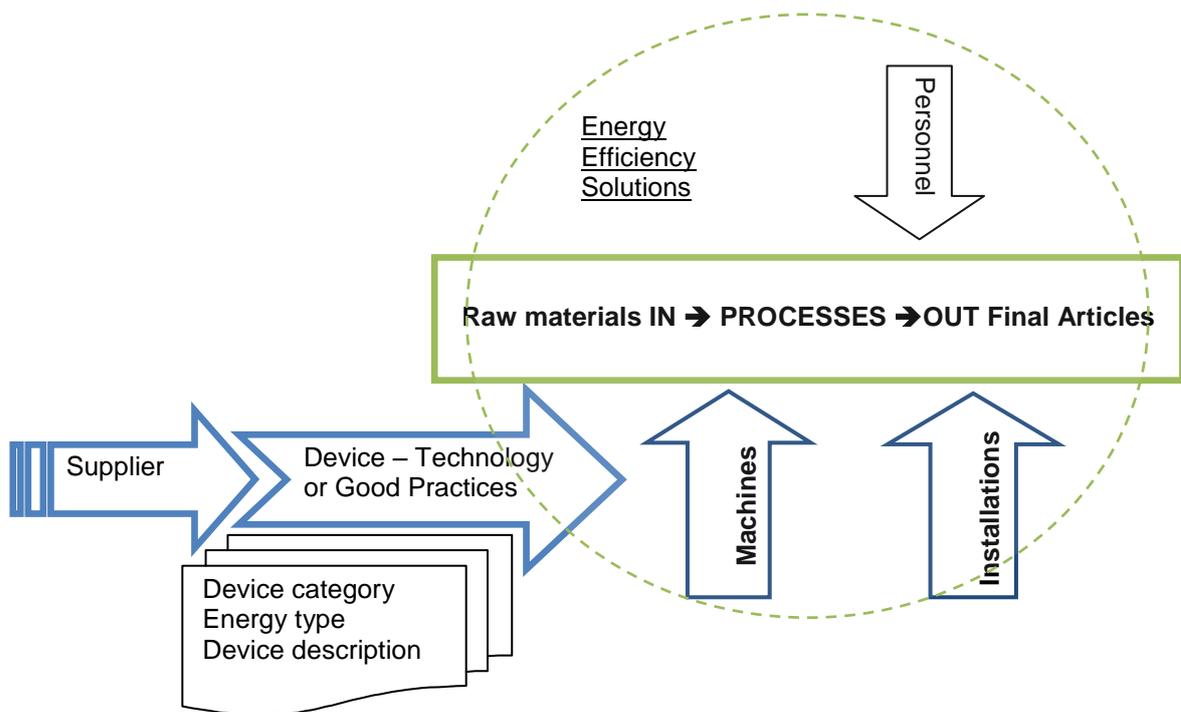
Objective of agreements is to have suppliers and technology associations committed to support the development of data base contents and obtain favourable conditions to companies of the leather and footwear sectors.

The deliverable D3.4 Directory of agreements with technical key actors is focused in the definition, construction and upgrade of an agreement model to translate and communicate (in their own language) with suppliers, to commit them to IND-ECO project tasks. The data collected about providers should be systematized in a directory, as a table that has origin in the scouting template (task 3.1).

All data collected should have a format compatible with data base [this data base will be the repository of energy efficiency solutions, related devices and their suppliers with technologies and processes developed in tanneries and footwear companies].

## 2. Technical description

The industrial activities in tanneries and footwear companies transform raw materials to final articles through several processes. Principal auxiliary factors as personnel, machinery, installations, etc., have direct influence in processes energy consumption developed in factories. Scouting activity should give actual advances in technology and to gather in technical solutions with energy efficiency. A conventional diagram to describe this process is represented in the figure below.



The searching of solutions is focused in multiple directions:

- process optimization
- energy efficiency equipment specific from tanneries and footwear companies
- common technologies which could be applied in an industrial environment, but not are specific from tanneries and footwear industries
- monitoring
- explore low cost or no cost measures which could help companies to save energy
- sensitization and training
- behavioural procedures and good practices, etc.

It has been developed several actions to obtain a general view of the energetic balances in tanneries and footwear companies as

- study of processes,
- contacts with industrial managers,
- information with suppliers and their associations.
- collection of questionnaires from WP2 Inventory and benchmarking, etc.

These energetic balances give information about the processes, machineries and technologies which could consume more energy, and should be interesting to focus in the areas with high consumes of energy.

The requisites of energy efficiency solutions data base condition scouting template design. Technical solutions could be collected with the data obtained from suppliers and technology providers and their associations.

The scouting tool (task 3.1) should be a repository of data which will be upload in data base (task 3.2) and a warehouse from suppliers' characteristics which can help in further tasks as agreements (3.3) of IND-ECO project.

Every data found during the searching of technical solutions could give us information about technology associations and suppliers, where we can obtain the agreements format and help to build the directory of agreements.

### **2.1. Agreement models**

The agreement task (3.3) should establish commercial relationships with technologies providers and associations that commercialize machines and installations, according to support the development of the data base contents. The task to develop agreements needs a structure base that permits empowered relations with suppliers and support data base.

The steps to define an agreement model are:

- propose some standard formats
- pick up partners' opinion, optimize redaction and choose a final model
- translate to partner languages
- contact and present to key actors (suppliers, technology providers, associations, ...)
- collect data providers committed with the project in a directory
- if it is necessary to obtain more participation, update the formats.

The agreement model has been designed according to obtain maximum feedback from suppliers and obtain commitment from the technology providers in efficient energy technical solutions.

The model will be drafted with project partners and proposed to these key actors, and the structure will include:

- Description of the proposed solutions
- Explicit illustration of economic and financial favourable conditions
- Description of access procedures to these favourable conditions.

It has been designed two models, which among other thing emphasizes:

.- easy format (see annex 1), exposes the next points:  
promotion of technical solutions; obtain favourable economic and financial conditions; establish collaboration; preserve confidentiality and a short description of the proposed solution.

.- legal format (see annex 2), exposes the next paragraphs:  
purpose to cooperate in promoting technical solutions, updating data base and involving additional providers; description of proposed solutions includes technical solutions, economic and financial favourable conditions, access procedures to the

favourable conditions; and formal aspects as purpose, duration, confidentiality, addresses for notification.

All the partners contrast their opinions and evaluate the pros and cons to define a tool clear, easy to fulfil and attractive to facilitate the suppliers' collaboration. It has been defined some models in May 2013 (month 13) which can see in the annexes 1 and 2.

After partners project have defined the easy agreement (annex 1) as the model of agreement, partners should translate into Italian, Spanish, Portuguese, Bulgarian and Romanian and they can use to establish agreements with companies in participating countries.

While the WP 3 will be developed and is running the contacts, interviews and relations with providers and technology associations to search technical solutions, could be necessary to take note of comments, in order to improve the agreements format in next updates.

In function of the expected number of technical solutions identified (that covers several industrial specific and general processes aspects and their impacts on energy consumption including technology elements as machinery, equipment, plants, installations,...), the predicted number of agreements to be reached is around 40, selected among an estimated target of around 80 contacts.

The suppliers' collected information will be organized in a directory as an excel table by the scouting template that includes:

- Company or Association name,
- Address,
- Zip code,
- City,
- Country,
- Contact person, and
- Contact details (phone, fax, e-mail, web, skype, etc)

## ***2.2. Agreement results***

Contacts and relations to scout solutions permit establish relationships with suppliers, providers and their associations, technology and machinery associations, and governmental institutions. Depending of the degree of efficient energy development in each country and the level of industry development of energy efficient solutions we can find few or many actors which can promote equipment and technologies with more energy efficient.

The tasks and actions developed by the project partners have indicated the following results: more than 100 contacts and the establishment of 40 agreements (36 with providers and 4 with associations) related with energy efficiency, footwear and leather industries, renewable energies, ESCOs, etc. Table 1 showed the results obtained.

Table 1. Summary of contacts with suppliers and associations

Country	Companies and Associations Contacted	Agreements with Suppliers	Agreements with Associations	Total Agreements
Italy	39	6	1	7
Belgium	1	0	0	0
Spain	26	12	2	14
Romania	10	4	0	4
Bulgaria	5	5	0	5
Portugal	10	5	1	6
Great Britain	14	4	0	4
<b>Totals <sup>(1)</sup></b>	<b>104</b>	<b>36</b>	<b>4</b>	<b>40</b>

<sup>(1)</sup> This data could be modified and updated until the last day of the project.

### 3. Conclusions

1.- Mass balances of tanneries and footwear permitted to identify company areas with high energy consumptions. These areas have been explored in order to find technical solutions to save energy. The technical key actors as technology providers, associations, clusters, etc., related to these areas were the focus of the actions developed in task 3.1 about scouting of technical solutions established relationships with providers and associations of technologies suppliers.

2.- Two models of agreement have been developed, and it has been selected the easy format to contact with suppliers. All the data collected was picked up in a part of the excel table from scouting template, and it summarized in a list of agreements.

3.- The scouting activity has feed data base of energy efficiency with technical solutions, and was collected data from suppliers. The agreements were a channel of information about new technical solutions which will be available by companies from footwear and leather sector. This relationship help leather and footwear SMEs to know easy and confident some firms that can provide solutions to reduce consumptions and energy cost when employers and maintenance technicians need to repair or improve some machinery or installations from the industry

4.- To promote efficient technical solutions in a SMEs was difficult because this kind of companies don't have staff to manage this issues, and their personnel are focused in production and quality matters. Initially we wanted that providers would give general advantages to buy their products, but suppliers should to adapt their offers to particular company needs. For this reason each supplier has preferred to offer some particular benefits depending of each solution or investment planned or other aspects.

INDustrial Alliance for Reducing Energy Consumption and CO<sub>2</sub> (IND-ECO)

## **Annex 1 “Easy\_Agreement”**

In *CITY (COUNTRY)*, on *DATE*

..... is a company that provides technologies/ equipment/ technical solutions for *tanneries / footwear companies*. We are aware of the increasing current demand on the procurement of machines/ equipment/ plants/ technical solutions that reduce energy consumption and CO<sub>2</sub> emissions.

We have learned about the European project “Industrial Alliance for Reducing Energy Consumption and CO<sub>2</sub> Emissions (IND-ECO)”, the main objectives of which are to promote *technical solutions* for energy efficiency and CO<sub>2</sub> emission reductions in the tanning and footwear industries, to remove barriers from information and *to obtain favourable economic conditions to facilitate financing and* capital access. Among the project tasks, the creation of a database on technical resources for energy efficiency is scheduled.

In this regard, we are interested in collaborating with this project in such a way that our products are energy efficient and can be included in the aforementioned database. *We undertake to preserve the confidentiality of any document, information or other material communicated in confidence, disclosure of which could harm another party.*

Proposed solution is [include a short description .....]

Yours faithfully,

*Signature and company stamp*



## Annex 2 “Formal\_Agreement”

<b>IND-ECO Project</b> <b>Agreement on promoting energy efficiency in the tanneries and footwear companies</b>
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This Agreement is based upon a project named IND-ECO “*Industrial Alliance for reducing energy consumption and CO<sub>2</sub> emissions*” sponsored by the European Commission (EACI Agency) within “Intelligent Energy Europe”, and is made on [●] 2013, hereinafter referred as “Effective Date”.

### BETWEEN

- (1) ACONDICIONAMIENTO TARRASENSE – LEITAT TECHNOLOGICAL CENTRE [or IndECO Partner], a research organization established under Spanish laws (hereinafter LEITAT [or IndECO Partner]), having its principle office at address of IndECO Partner as c/ Innovació, 2, 08825 Terrassa, Barcelona, Spain]), and
- (2) [Technologies suppliers / Suppliers associations], established in [●] (hereinafter referred to as “the Supplier”).

Hereinafter, jointly or individually referred to as “Parties” or “Party”.

### WHEREAS

- I. The IND-ECO project aims at promoting energy efficiency in the tanneries and footwear industries removing barriers to information and capital access. The project develops benchmarks for energy consumption in the sector and implements a database of best available technologies (hereinafter, the “Database”).
- II. IND-ECO wants to disseminate technical knowledge on energy saving measures and implement agreements with technology suppliers and their associations to promote diffusion of energy efficient solutions.
- III. LEITAT, the UNIONE NAZIONALE INDUSTRIAL CONCIARIA (UNIC) –as the Coordinator- and other fourteen co-beneficiaries have subscribed with the EXECUTIVE AGENCY FOR COMPETITIVENESS AND INNOVATION (EACI) the “Grant Agreement IEE/11/949/SI2.615946”, for the action entitled “*Industry Alliance for reducing energy consumption and CO<sub>2</sub> emissions*” (hereinafter, “the Action”).
- IV. LEITAT and the Supplier believe that they have common principles, complementary objectives and a mutual interest in close cooperation regarding promoting technical solutions which may be applied in tanneries and footwear industries.

### NOW, THEREFORE, IT IS HEREBY AGREED AS FOLLOWS:

#### ARTICLE 1 PURPOSE

The Supplier shall cooperate, consistent with its respective mandates and interests, in:

- a. Promoting technical solutions for energy efficiency –machines, equipment, technologies, and plants-, which may be applied in tanneries and footwear industries,
- b. Updating the IND-ECO Database contents, and
- c. Involving additional providers, suppliers and their associations to obtain favorable economic conditions to facilitate financing energy saving investments.

The Supplier shall collaborate in fostering the mentioned purpose, keep LEITAT informed of ongoing and planned activities, projects of mutual interest, and shall consult LEITAT regularly on tasks and activities under joint execution.

In return for this working interest, the Supplier may be included as a cooperator in the IND-ECO Database.

INDustrial Alliance for Reducing Energy Consumption and CO<sub>2</sub> (IND-ECO)

**ARTICLE 2 DESCRIPTION OF THE PROPOSED SOLUTIONS**

Supplier cooperation may include:

**A. Technical solutions:**

- Energetic mean involved (i.e. electricity): [●]
- Device/ Technology/ Product description/ Good Practice or Recommendation [●]
- Machinery: [●], or Maintenance and Service installations [●]
- Potential saving (respect to traditional technology) [●]
- Efficiency declared? [●]

Other technical details: requirements for installation [●], time of installation [●], covered by warranty (warranty period)? [●], and other potential benefits [●].

**B. Economic and financial favorable conditions:**

- Direct discount: [●]
- Financing: [●]
- Payment conditions: [●]
- Other benefits: eligibility [●], preferential installations [●], free maintenance during X years [●], etc.

**C. Access procedures to the favorable conditions:**

Financial operator: [●]                      Application form: [●]                      Contact: [●]

**ARTICLE 3 DURATION**

This agreement becomes binding to the institutions parties at the moment it is signed and will be valid until for an initial period of [●] years. Afterwards, if not denounced by any part, it will be understood to become extended for further periods of [●] years.

**ARTICLE 4 CONFIDENTIALITY**

The Supplier undertakes to preserve the confidentiality of any document, information or other material communicated in confidence, disclosure of which could harm another party. The Supplier shall remain bound by this obligation beyond the closing date of this Agreement.

**ARTICLE 5 ADDRESSES FOR NOTIFICATION**

Any communications or notifications directly or indirectly related to this agreement that the parties make to each other should be sent to the addresses stated on the headings, and addressed to the following persons:

LEITAT:            xduarri@leitat.org  
 SUPPLIER:

In witness whereof, the parties sign this agreement in two copies in the place and on the date above mentioned.

<p>[IndECO Partner]) as LEITAT                  TECHNOLOGICAL CENTRE</p>	<p>Technologies suppliers / Suppliers                  associations</p>
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### Annex 3 “List of Agreements”

Nº	Country	Organisation	Supplier	Technologies / Products
1	Italy	Company	Todesco srl	Tannery production machinery
2	Italy	Company	Exalto energy & innovation srl	ESCO.
3	Italy	Company	Studio Assoc.di Ingegneria per l’Ambiente SAIA	ESCO
4	Italy	Company	C.I.S.E.	ESCO. Cogeneration and Trigeneration systems
5	Italy	Company	Unique lights / Studio associate	Lighting
6	Italy	Company	Italprogetti engineering	Tannery production machinery
7	Italy	Association.	UNAC	Assoc. Nazionale Accessori e Componenti
8	Spain	Company.	Sogorbmac S.L.	Compressor. Air dryers. Footwear production machinery
9	Spain	Company	FG Ingeniería S.L.P.	Energy management. Power factor correction. Solar. Lighting
10	Spain	Company	INELCO	Power factor correction. Starters and inverters. Illuminating engineering
11	Spain	Company	Domus Ingeniería	Energy management. Lighting. Power factor correction
12	Spain	Company	Electricidad Simón	Illuminating engineering. Power factor correction.
13	Spain	Company	Electroluz, S.L.	Illuminating engineering. Power factor correction.
14	Spain	Company	Olcina group trading	Tannery production machinery
15	Spain	Company	Grup Air, S.A.	Compressors
16	Spain	Company	E3ENER Ingeniería	Energy management. Energetic audits.
17	Spain	Company	Airmatic, S.A.	Compressors
18	Spain	Company	UNI. CO SCCL	ESCO. Energy management
19	Spain	Company	Circuitor	Energy management. Power factor correction.
20	Spain	Association	CEEC (cluster of energy efficiency)	Energy management
21	Spain	Association	ICAEN (governmental institution)	Energy management
22	Romania	Company	S.C.Servelect S.R.L	ESCO. Energy management. Compressors. Lighting. Production.....
23	Romania	Company	Bluernote	Footwear production machinery
24	Romania	Company	S.C.JRO Masini de Cusut Industriale	Footwear production machinery
25	Romania	Company	Amifidel Com SRL	Power factor correction
26	Bulgaria	Company	BIMS OOD	Inverters. Compressors
27	Bulgaria	Company	MIKAS Ltd	Lighting.
28	Bulgaria	Company	PAROS OOD	Thermal insulation
29	Bulgaria	Company	STS OOD	Solar. Photovoltaic.
30	Bulgaria	Company	VESTA R Ltd	Footwear production machinery
31	Portugal	Association	APICCAPS	Assoc. Portuguese dos Industrias de.Calçado, Componentes, ...
32	Portugal	Company	CEI – Companhia de equipamentos	Footwear production machinery
33	Portugal	Company	INOCAM – Soluções de Manufatura	Footwear production machinery
34	Portugal	Company	Silva e Ferreira, Lda	Footwear production machinery
35	Portugal	Company	ZIPOR –Divisao de Equipamentos	Quality production machinery
36	Portugal	Company	Future Solutions - Sistemas eléctricos	Photovoltaic
37	U. Kingdom	Company	Wellman Thermal Services Ltd.	Energy efficient boilers and pumps
38	U. Kingdom	Company	Inverter Drive systems Limited	Motor and inverter
39	U. Kingdom	Company	Chalmor Ltd	Illumination engineering
40	U. Kingdom	Company	Siemens UK Ltd.	Provider of innovative solutions

List of agreements

