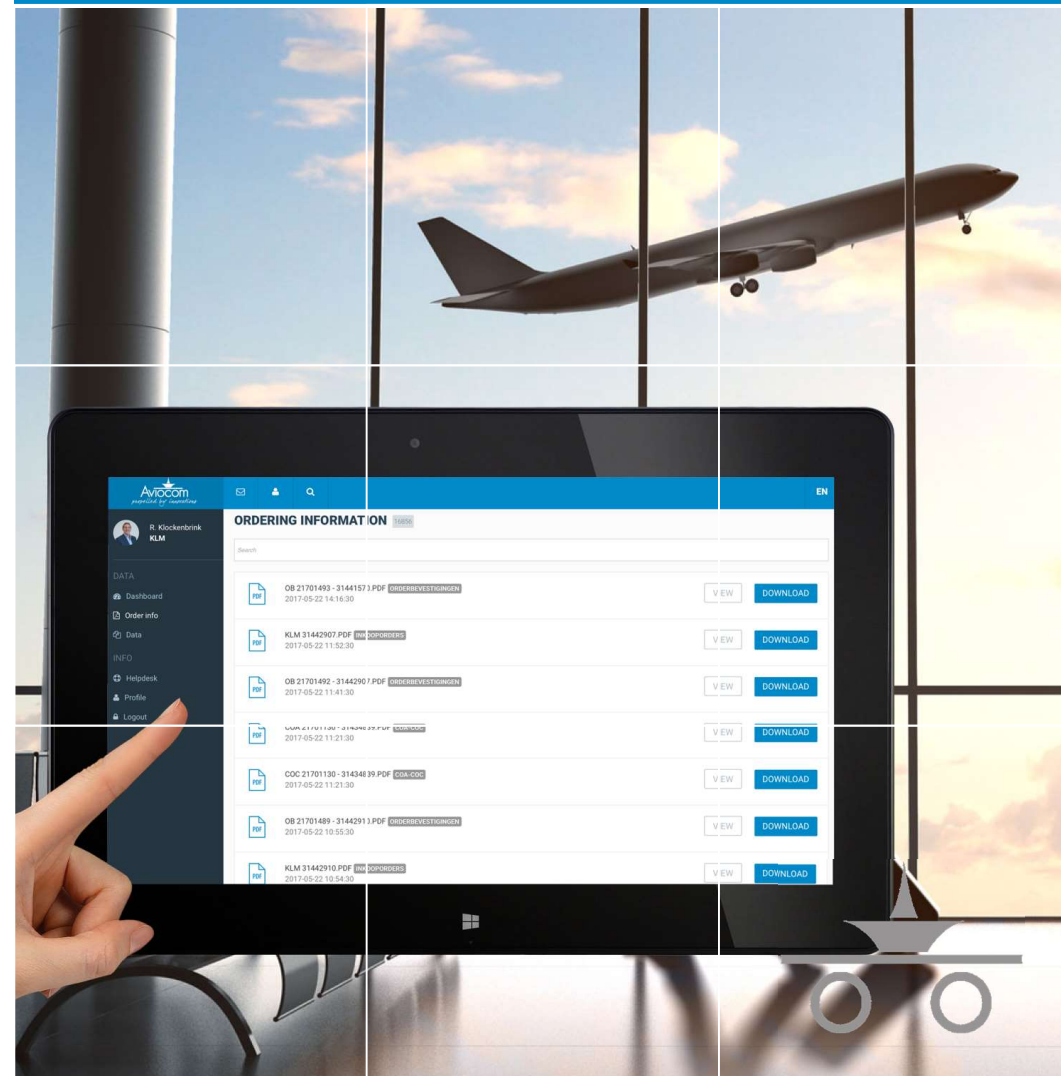


# Chemical Management



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# It's time to change your Chemical Strategy

**Chemical Management is a business model in which a customer purchases chemical services rather than just chemicals.** These services can encompass all aspects of the chemical management lifecycle including: procurement, delivery, inventory, collection, monitoring, reporting, training, treatment, disposal, information technology, and even process efficiency improvements; each of which poses its own costs and risks.

## Benefits of Chemical Management

Chemical Management saves money. The cost of chemical management ranges from € 1,- to € 3,- for every euro of chemical purchased. Therefore, a facility purchasing € 1 million in chemicals is spending an additional € 1 million to € 3 million managing them. These high costs are due to the expenses incurred as a result of using chemicals, such as compliance, safety, disposal, and floor space.

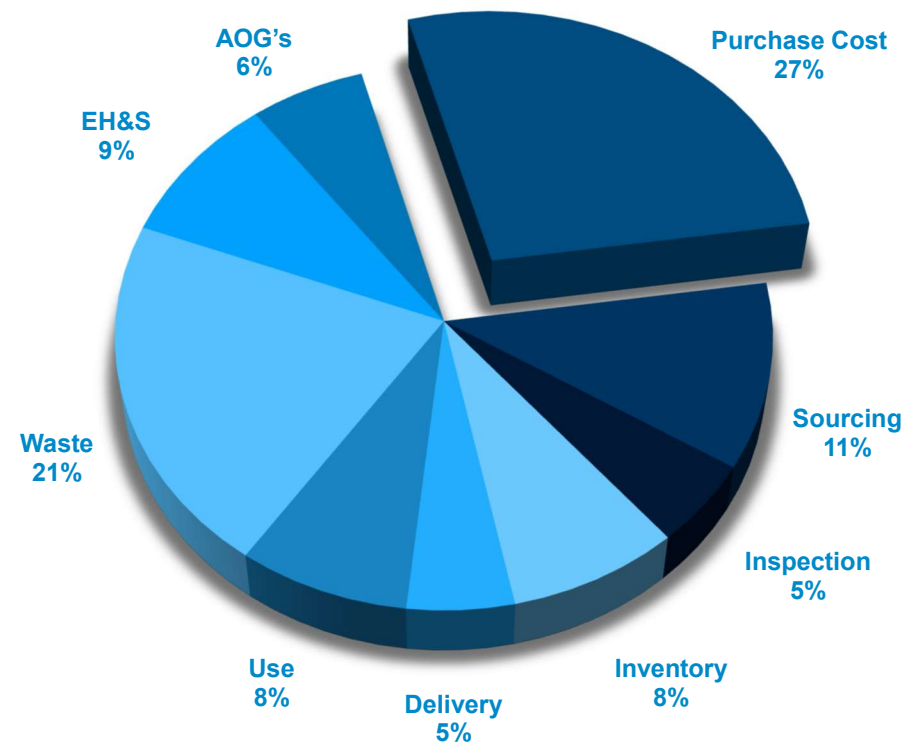
In addition to lowering costs, a sound chemical management system reduces chemical use, emissions, waste, the number of accidents on site, and liability. This type of system also increases employee safety, frees up floor space for repair work and/or manufacturing, and improves staff productivity by eliminating chemical management tasks from their duties.

Companies often perceive chemicals as a small percentage of their overall operating costs but once a company actually conducts a total chemical lifecycle cost baseline, the true costs become readily apparent to management. Companies also perceive the switch to a comprehensive Chemical Management program as complicated with very high transition costs associated but a well-planned approach and work plan greatly reduces the transition costs with minimal complications.

## Total Cost of Ownership

Chemical management is an established approach that benefits customers by minimizing the size of their supplier base. Furthermore, it provides a strong integrated involvement with all chemical related activities and assumes all costs of accountability.

By utilizing the chemical expertise of Avioacom as a distributor of more than 7000 high performance specialty chemicals, the end result to our customers is a reduction in the cost of chemical ownership.



## Avioacom's Best Practices to Reduce Total Cost of Ownership

- Reduce your inventories, store only what is immediately needed
- Purchase only the chemicals and the amounts required
- Improve delivery of chemicals
- Reduce AOG's and rush shipments
- Rationalize articles and product manufacturers
- Turn REACH into a strategic advantage by using our Data Management Tool
- Increase environmental regulatory compliance and decrease legal liability
- Increase operational safety for workers
- Streamline environmental compliance and reporting
- Minimize hazardous waste disposal
- Re-use and Recycle chemicals
- Outsource repetitive and low-value tasks
- Conserve human resources for more value-added tasks

Let us help you to integrate our chemical management approach into your business, making it a strategic advantage to your organization