

STEP 1.1 CASE STUDY

Initial screening

During the initial contact with a textile company, the management expressed its scepticism about what concrete benefits they could gain from participating in the TEST project. Their past experience in a similar project had not been positive. The TEST expert, who was well-prepared for the visit, provided some figures on resource efficiency economic savings that were achieved by similar textile companies, using information from the MED TEST I factsheets. The company was convinced to start with the Initial Screening.

»Their constraints clearly pointed to the need to reduce energy costs and improve chemical management.«

Before conducting a walk-through of the site, the expert listened to company management's expectations but also to their constraints, which clearly pointed to the need to reduce energy costs and improve chemical management.

Consequently, during the walk-through of the production line, the expert focused on highlighting concrete examples on how to address these two major areas of concern:

- Proper insulation of the boilers and steam piping, recovery of steam condensate running to the sewer system
- Separation of the chemical storage area from the room where well water was also stored, to prevent that the ongoing water leakage from pumps and transfer pipes would damage the chemical storage area and generate chemical spills into the sewer system.

Understanding the company's concerns and priorities proved to be very useful prior to formulating and presenting the key observations from the site visit to management. Some recommendations were made right after the site visit, demonstrating valuable expertise which prompted the company to change its attitude and decide to engage in the project.