

**SISOURCE<sup>®</sup>**  
**Chemical management services**

Bo Lundgren



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## Linde in northern Europe = AGA

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The Linde Group

**AGA**

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- Denmark
- Estonia
- Finland
- Iceland
- Latvia
- Lithuania
- Norway
- Sweden



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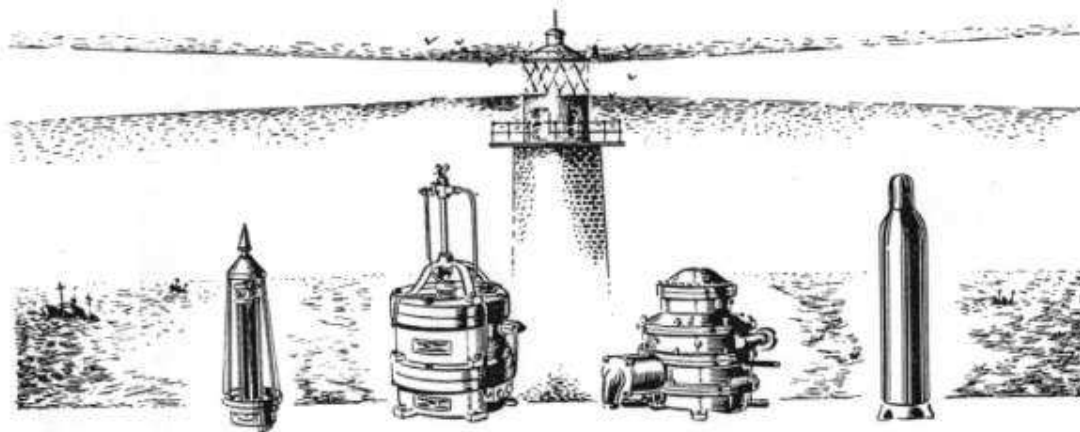
## AGA was founded in 1904



With 16 employees in a workshop at Saltsjö-Järna, outside Stockholm.

## Awarded with the Nobel Prize

**Gustaf Dalén's inventions in lighthouse technology were awarded with the Nobel Prize in physics in 1912.**



## **Safety is integrated in the entire organisation**

Our safety, health, environment and quality policy (SHEQ) is based on one main principle:

**“we do not want to harm people or the environment”**

Safety guidelines govern all of our processes and our management system is based on international standards: Quality ISO 9001, Occupational Health and Safety OHSAS 18001, Environment ISO 14001 and Energy Management (Sweden) SS62 7750.



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# Risk management

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We identify and minimise possible hazards and risks from a product throughout all stages of its lifecycle - all risks in relation to employees, neighbours, customers and the environment.

Example: Our Major Hazard Review programme continuously identify risks and improve the safety at the 450 largest sites at The Linde Group



Efficient management of  
chemicals

Reduced environmental impact



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# Chemical Management Services (CMS)

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CMS:

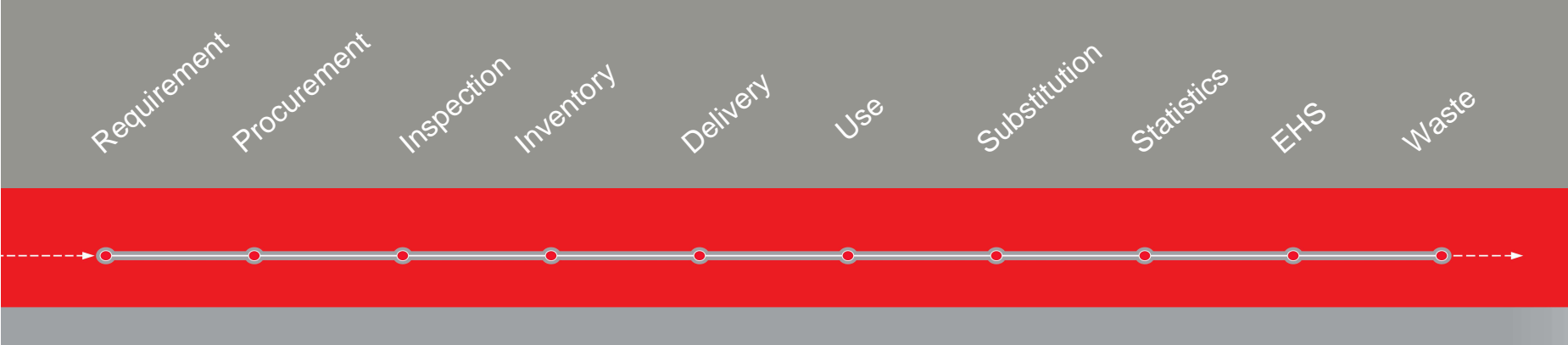
*A strategic, long-term relationship in which a customer contracts with a service provider to supply and manage the customer's chemicals and related services.*

*CMS goes beyond invoicing and delivering products to optimizing processes, continuously reducing chemical lifecycle costs and risk, and reducing environmental impact.*

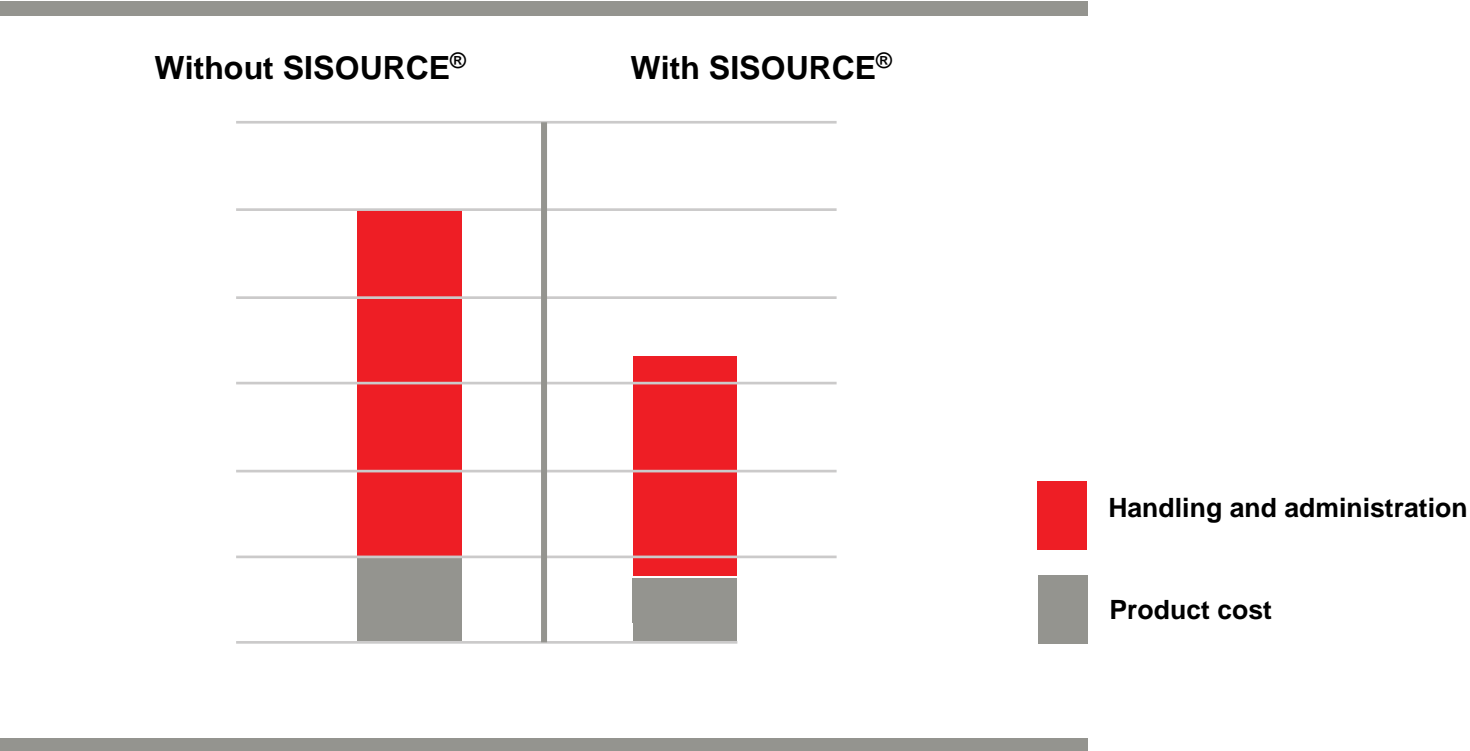


# SISOURCE® - a lifecycle approach

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# Handling cost

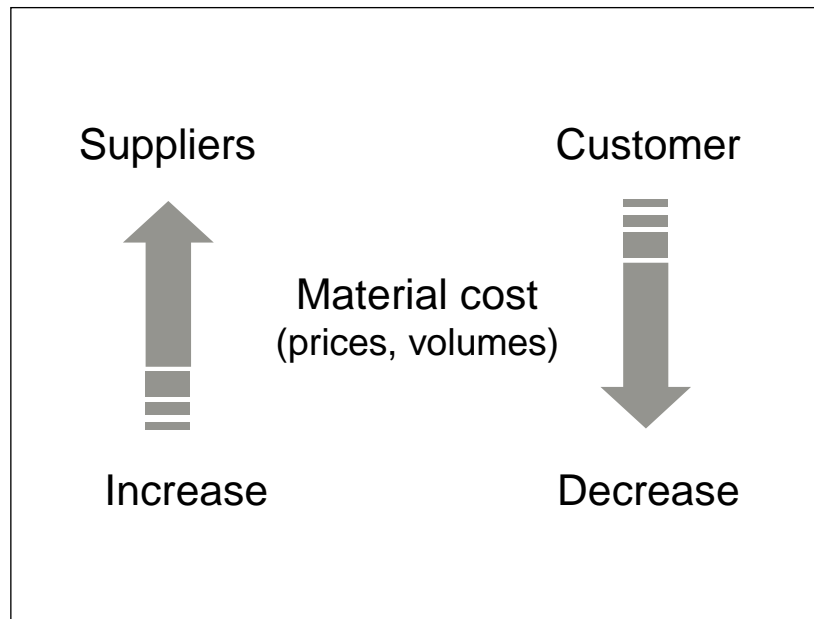


# Common goal

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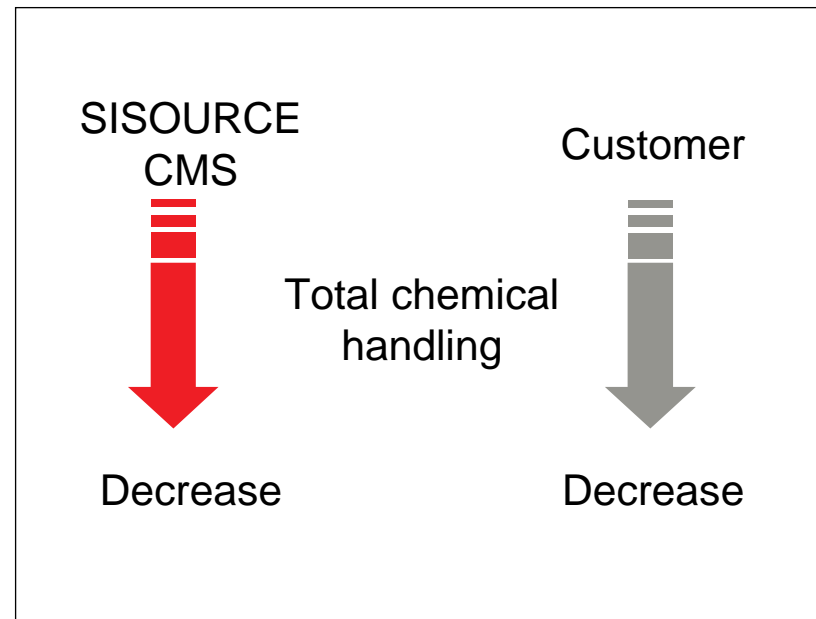


## Traditional model:

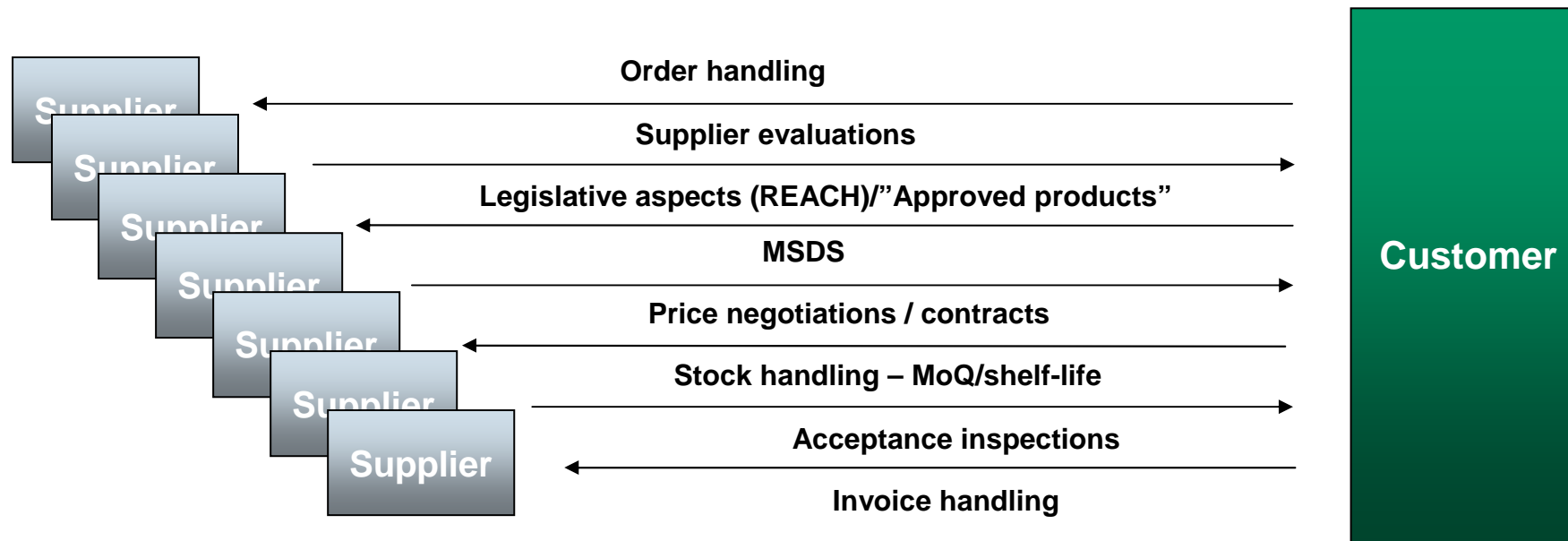


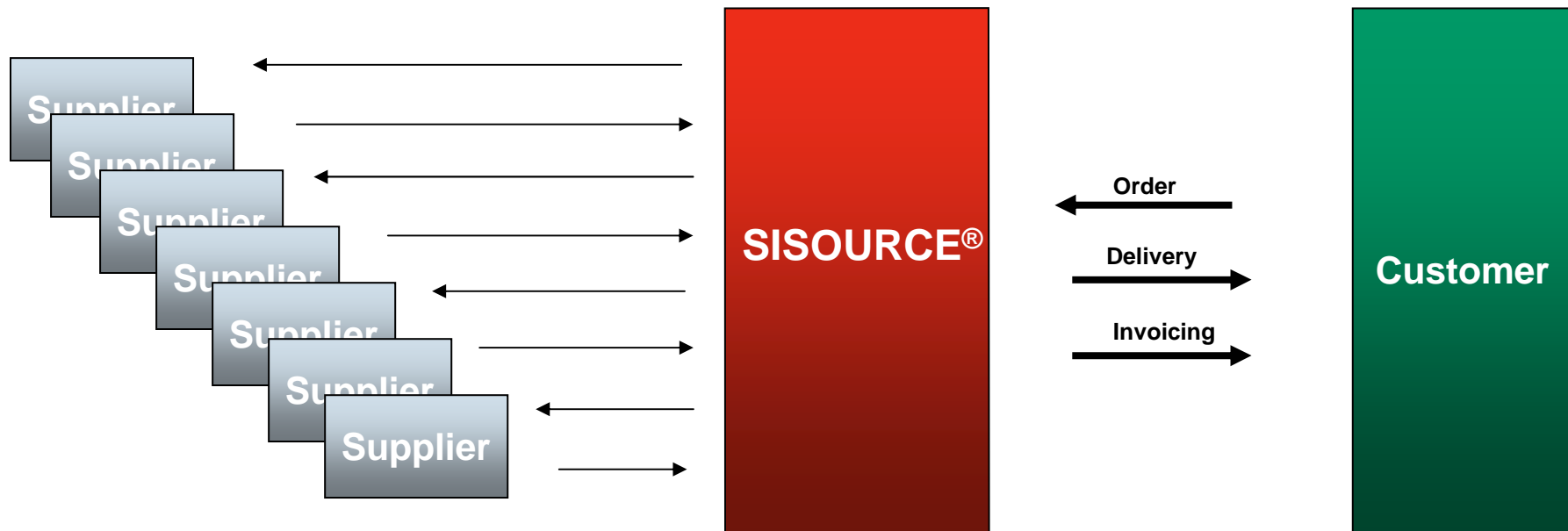
## Different goals

## CMS modell:

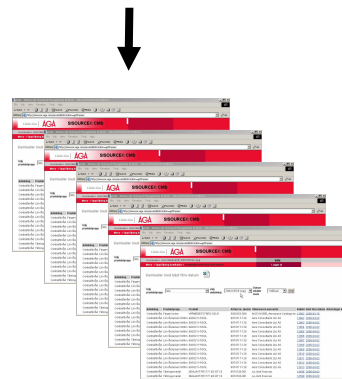


## Common goal





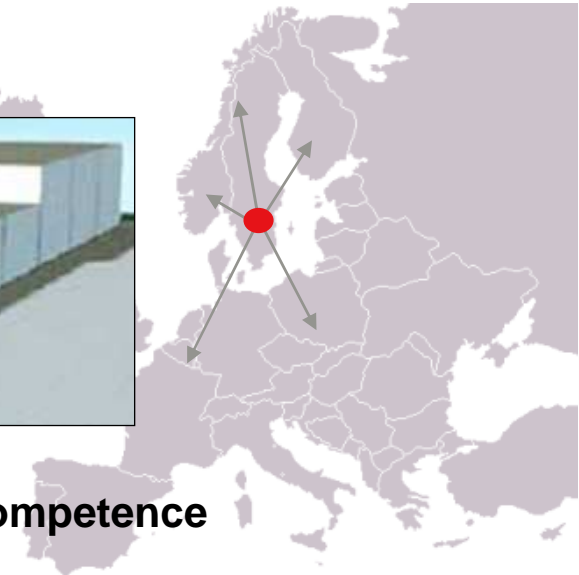
**SISOURCE® - extranet**



- Product catalogue
- Purchase order registration
- MSDS
- Saldo
- Statistics:

# SISOURCE® Chemical Management Services

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## Chemical logistics

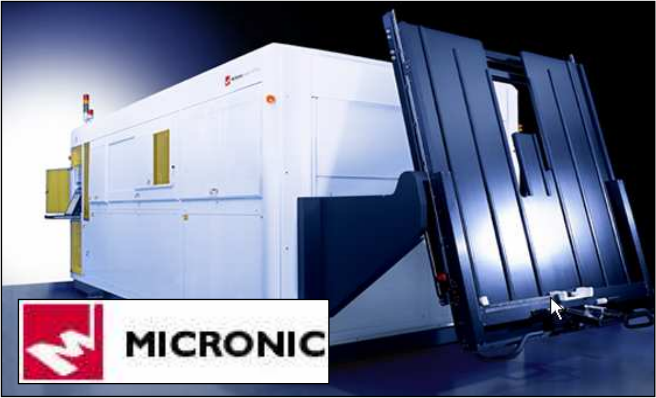
- Effective Purchase
- Negotiation power
- Minimum quantities handling
- Dead stock handling
- Re-packing
- Barcode technology

## Chemical Competence

- Chemical regulations
- REACH consulting
- Risk management
- Substitution of products
- Safety data sheets

# Selection of SISOURCE® customers

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AGA

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