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## FROM THE DIRECTOR GENERAL

Dear Readers,

In this winter edition of Solutions, I would like to take the opportunity to introduce myself as the new Director General of the European Solvents Industry Group (ESIG), a sector group of the European Chemical Industry Council (Cefic). This position also covers the OSPA (Oxygenated), HSPA (Hydrocarbon) Solvents Producers Associations and the European Solvents Volatile Organic Compound Coordination Group (ESVOC), our downstream users group.

For the last 25 years I have worked with Celanese in different positions in several regions around the globe with increasing management responsibilities. My 10 years leading Chemicals and Solvents activities in Europe at Celanese, has enabled me to feel at home in the business I now represent.

Looking back on ESIG's achievements, I see today an efficient and well established organization. One of this year's highlights –the ESIG 15<sup>th</sup> year anniversary- shows how proud we can be about how far we have come.

In order to address the future challenges of our industry, we will continue to structure our activities according to the following 3 axes:

### 1. Advocacy

In addition to specific discussions concerning some of our products, one of our priorities will be the environmental aspect. The European Commission has dedicated 2013 to Air Quality and milestones such as the revision of the Gothenburg Protocol, National Emission Ceilings Directive and Decorative Paints Directive Review will have an important place in this agenda. We want to contribute to further improvements and to be recognized as a trusted responsible partner for future legislative challenges. The VOC emissions reduction achieved by our industry in the last 10 years, gives us a strong position for discussions to come. Other topics such as Indoor Air Quality, Bio-Solvents and Life Cycle Analysis will also be a part of our agenda.

### 2. Product Stewardship

Responsible Care of our products -in particular the safe and healthy use of solvents at work and through the supply chain- is another priority. In September, we rewarded the outstanding work of Multisol to educate students, demonstrate a responsible industry and improve the image of solvents. In this context our Product Stewardship Award



will remain an important landmark. It will continue to work on studies about our products and develop new materials such as DVDs or posters to support awareness about the sustainable and responsible use of solvents in the workplace.

### 3. Communication

In addition to the activities mentioned above, we will increase cooperation with downstream users, develop a closer relationship with national associations and ensure positive open communication with all stakeholders. A broad communications program including brochures, internet pages, our Solutions newsletter and many more activities will always be a strong pillar of our work.

I am convinced that solvents have an important role to play in developing intelligent, innovative solutions and in helping to face the future challenges of our society such as solar energy, electronics or improved use of resources.

ESIG and our different sector groups are in place to support the sustainable and responsible use of oxygenated and hydrocarbon solvents through dialogue, information sharing and solutions that address health, safety and environmental aspects. My wish is to have the full involvement of our Members and a direct, open dialogue to position our industry as a responsible partner for all stakeholders and to reach these common objectives.

For now let me wish you an enjoyable read of this newsletter and a Happy New Year!

Antoine Brossier

## THE USE OF SOLVENTS IN WINTER

The winter months bring lots of opportunities for fun filled activities in the snow. Did you know that solvents are essential to keeping you both secure and warm on your skiing holiday? Special snow tyres, cosy chalets and clever Do-It-Yourself tips to look after your ski equipment are just a few of the many ways to play it safe and enjoy the cold season.

### SKIING CHALETs

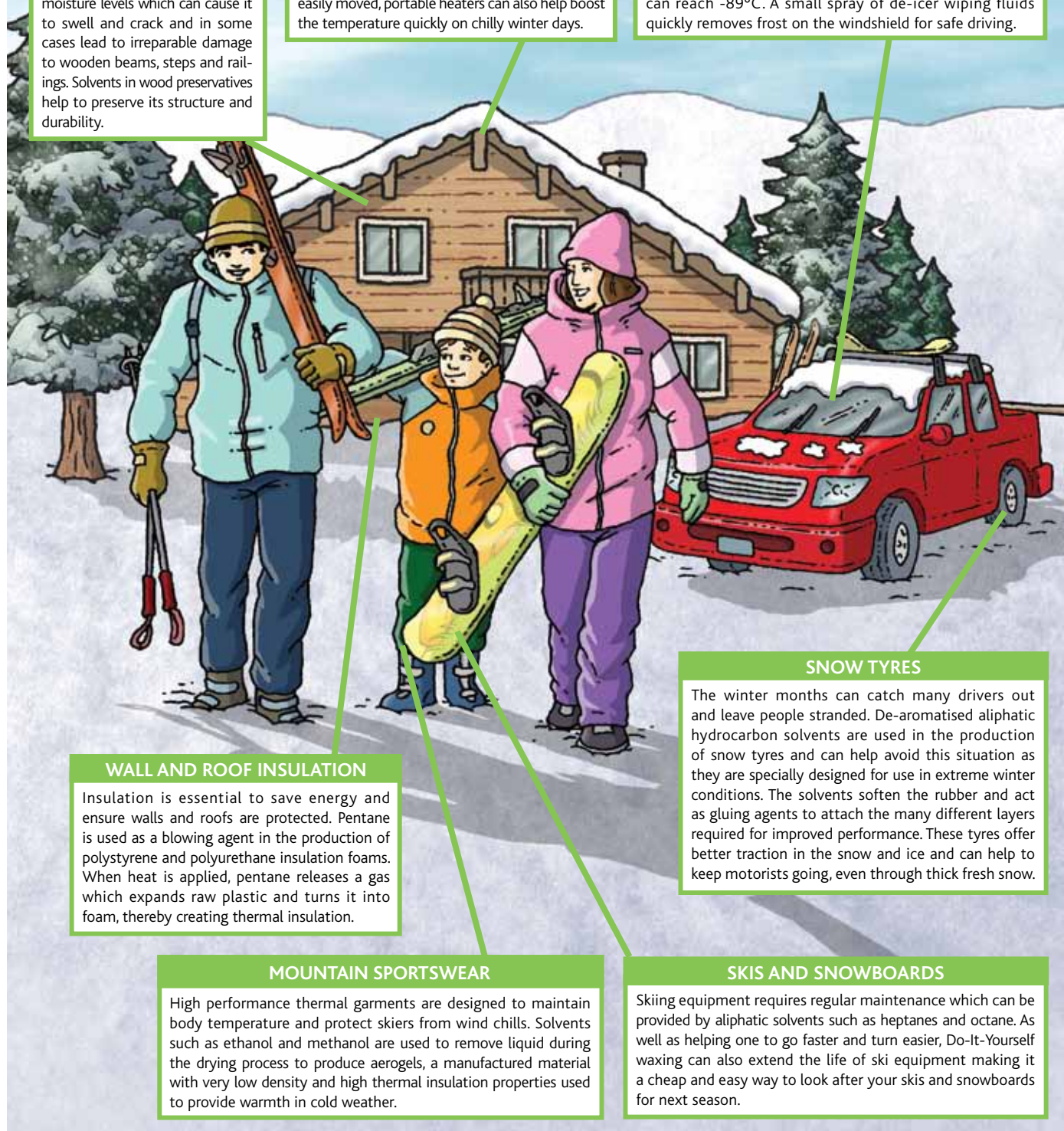
Wood chalets are exposed to extreme weather conditions. Aliphatic hydrocarbon solvents are used to preserve outdoor wood during the winter protecting timber from high moisture levels which can cause it to swell and crack and in some cases lead to irreparable damage to wooden beams, steps and railings. Solvents in wood preservatives help to preserve its structure and durability.

### IN HOUSE HEATING

Aliphatic hydrocarbons or iso-paraffins are used as fuel in portable heaters to warm rooms where no other facilities are available. The solvents have the great advantage that they burn cleanly and have little or no odour. Due to their ability to be easily moved, portable heaters can also help boost the temperature quickly on chilly winter days.

### WINDSCREEN DE-ICING FLUID

Isopropyl alcohol (IPA) is used with windshield wiping fluids in the winter to act as an anti-freeze agent. When added to water, cleaning detergent and propylene glycols, IPA dramatically lowers the freezing point of windshield wiping fluids due to its own very low freezing temperature, which can reach  $-89^{\circ}\text{C}$ . A small spray of de-icer wiping fluids quickly removes frost on the windshield for safe driving.



### WALL AND ROOF INSULATION

Insulation is essential to save energy and ensure walls and roofs are protected. Pentane is used as a blowing agent in the production of polystyrene and polyurethane insulation foams. When heat is applied, pentane releases a gas which expands raw plastic and turns it into foam, thereby creating thermal insulation.

### SNOW TYRES

The winter months can catch many drivers out and leave people stranded. De-aromatised aliphatic hydrocarbon solvents are used in the production of snow tyres and can help avoid this situation as they are specially designed for use in extreme winter conditions. The solvents soften the rubber and act as gluing agents to attach the many different layers required for improved performance. These tyres offer better traction in the snow and ice and can help to keep motorists going, even through thick fresh snow.

### MOUNTAIN SPORTSWEAR

High performance thermal garments are designed to maintain body temperature and protect skiers from wind chills. Solvents such as ethanol and methanol are used to remove liquid during the drying process to produce aerogels, a manufactured material with very low density and high thermal insulation properties used to provide warmth in cold weather.

### SKIS AND SNOWBOARDS

Skiing equipment requires regular maintenance which can be provided by aliphatic solvents such as heptanes and octane. As well as helping one to go faster and turn easier, Do-It-Yourself waxing can also extend the life of ski equipment making it a cheap and easy way to look after your skis and snowboards for next season.

## ESIG 15<sup>TH</sup> ANNIVERSARY AND NEW CHAIR



José Antonio Ruiz, ESIG Chair; Klaus Berend, Head of the Chemicals Unit, DG Enterprise, European Commission

On 16 November, ESIG celebrated its 15<sup>th</sup> year anniversary at the Club Royal des Officiers du Régiment des Guides in Brussels. The special occasion marked 15 years of ESIG's work in the European Union to support the sustainable, safe and responsible use of solvents. Among those present to commemorate ESIG's milestones since its launch were ESIG members, industry representatives, downstream users and officials from EU institutions.

The event was also an opportunity to reflect on ESIG's achievements in helping its members comply with European Union air quality legislation, thus contributing to the reduction of ground level ozone. José Antonio Ruiz, ESIG Chair, looked back on ESIG's role in assisting solvent users with REACH regulatory compliance, 80% of whom are SME's, through the development of a standardized catalogue simplifying the process of submitting exposure scenarios. He stated "this document was proactively pioneered and piloted for the entire chemical industry in Europe in cooperation with downstream users associations".

Antoine Brossier, Director General, brought to light ESIG's accomplishments over the years to support its members and downstream users in the workplace in order to ensure the implementation of best practice guidelines throughout the supply chain. ESIG's strong communications programme has been key to providing adapted information on health and safety to solvent users which are currently used by trade unions as official material in all 27 member states.

In addition, the Director General paid tribute to the Chair's work over the last four years, applauding José Antonio Ruiz for the leadership and drive he brought to the ESIG advocacy programme. He welcomed John Greenhough, sponsored by Shell and current Product Stewardship Chair, who will take over as Chair in December.



John Greenhough, ESIG Product Stewardship Chair and newly-elected ESIG Chair.

Finally, ESIG acknowledges that there will be challenges ahead such as the 2013 European Air Quality Year and bio-solvents. Going forward, ESIG is committed to continue engaging with members and key audiences in order to foster an informed debate about solvents, promote health, safety and environmental protection and raise awareness that solvents are essential in people's everyday lives.



## EU POLICYMAKERS SEE CHEMICALS AS ESSENTIAL

A recent Cefic survey on the perception of the chemicals industry by representatives of the three main EU policy-making bodies shows that an overwhelming majority recognize that chemicals are an essential element in people's lives. 72% of respondents agree chemicals are central to EU innovation and economic growth despite the fact that public trust is viewed as an issue. Survey questions also focused on

the perception of Cefic and its activities in Brussels. Two-thirds of the respondents view the trade group as a clear source of information on the industry and a valued partner in addressing Europe's most important societal and economic challenges.

For more information please visit [www.cefic.org](http://www.cefic.org)



## 2011 ESIG PRODUCT STEWARDSHIP AWARD WINNER AND CEREMONY

This year, the ESIG Product Stewardship Award was presented at the European Responsible Care Conference which took place in Brussels between 21<sup>st</sup> to 23<sup>rd</sup> September. The theme was responsible communication and the conference focused on how to manage and communicate emergencies, create a safety-based work culture, inform consumers about chemicals risks and engage with stakeholders. Educating the younger generation in science was a key part of many discussions.

The 8<sup>th</sup> prestigious ESIG Product Stewardship Award went to Multisol Group, a multinational specialist chemical distributor which develops innovative solutions for the modern chemicals market. Multisol began in 1968 as a small family run business based in the North West of Great Britain and has grown significantly into a multinational group of companies with a respected name in the field of technical market development.



From left to right: José Antonio Ruiz, ESIG Chair; John Greenhough, ESIG Product Stewardship Chair; Karl Shone, Multisol Group Technical Development Manager; Andrew Wilkins, Multisol Group Chief Operating Officer; Antoine Brossier, ESIG Director General



Andrew Wilkins, Multisol Group Chief Operating Officer; John Greenhough, ESIG Product Stewardship Chair

Multisol won the award for their project entitled "Changing the Perception of our Industry Group" which centred on dispelling negative perceptions of the chemical industry, held by many in the non-specialised public.

Over the years, Multisol has been actively engaging with students in order to educate them about standards within the chemical industry and the level of effort that is invested in managing solvents safely and responsibly. "The Collaboration of Schools and Industry—Positive Perceptions

of Industry Scheme" undertook an initial survey of student's opinions of the chemical industry and used a measuring tool to assess any changes in perception following interactive sessions with Multisol. The results showed an immediate change in attitude to more positive perceptions – from 311 initial positive views to a total of 1002 after the survey.

Multisol will continue to invest in educating future generations about the chemical industry's management of solvents and demonstrate that solvents and chemicals are an integral and necessary part of everyday life. Their strong link to the younger generation was in line with discussions held at the Responsible Care Conference, encouraging students to consider scientific studies and careers in the chemical industry.

Since 1999, the award has been rewarding companies that demonstrate excellence, innovation and continuous improvement in the use of solvents, health and safety and environmental protection beyond regulatory requirements.

### HAPPY HOLIDAYS

ESIG wishes all Solutions readers  
a **Merry Christmas and Happy New Year!**



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