

The roadmap

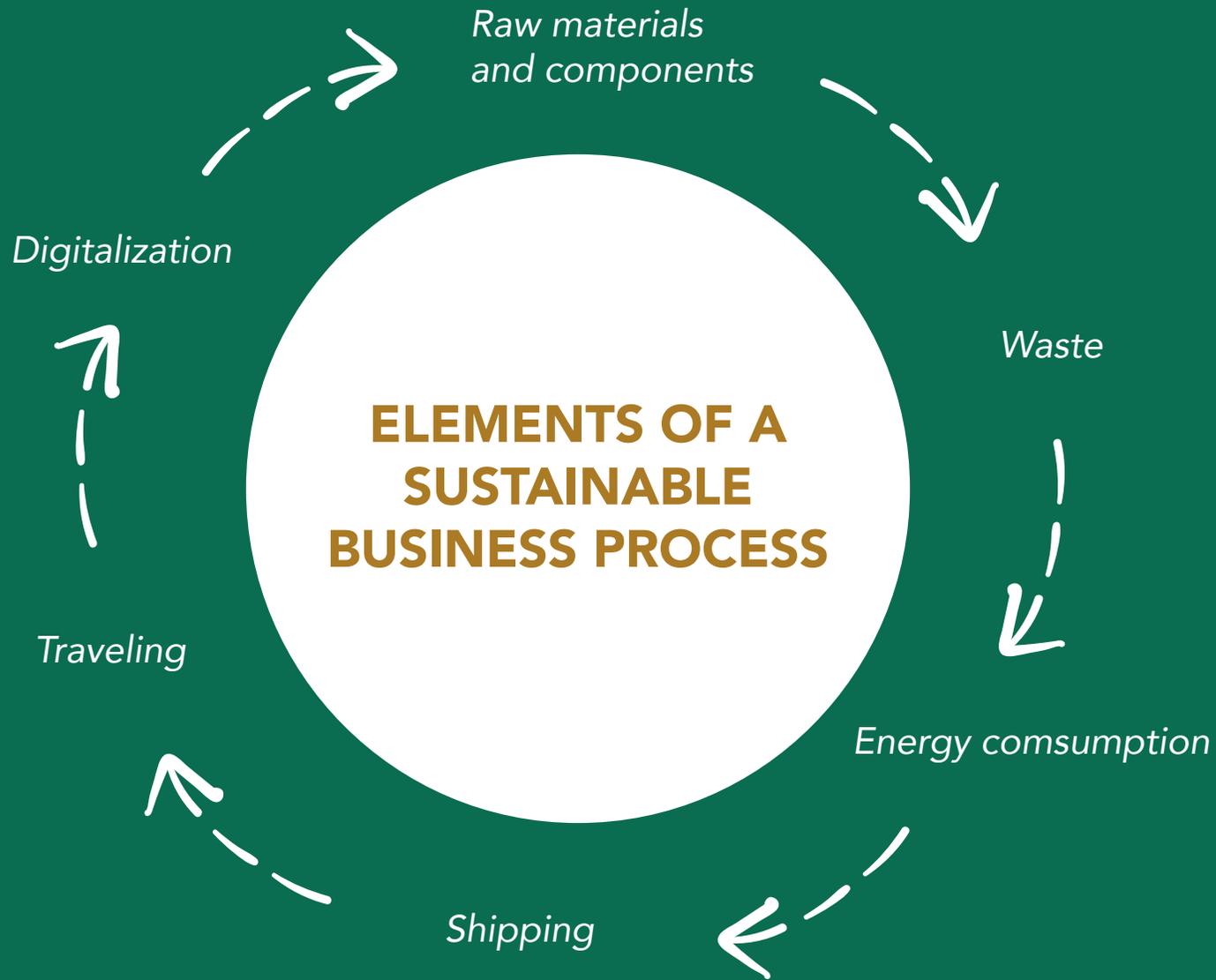
# TURN YOUR BUSINESS **MORE GREEN**

Turning the surface finishing industry more green can only be achieved when everyone is aware of their own contribution. This applies to both producers and end users. Within the industry, Hendor takes its responsibility as a manufacturer of chemical pumps and filters and intends to increase awareness within the branch. This is the only way we ensure that we can pass on the baton to future generations for a long time to come.

With the launch of our HE-filters, Hendor brings a new generation of pumps and filters to the market that contributes to making the industry more green. However, we know that the products are only part of the big change that is needed. We need to look at a broader picture. And above all, we need to tackle this together as an entire industry.

In the following roadmap, Hendor shares her vision on several aspects of the production process which can be replaced by more sustainable alternatives. We hope to inspire our colleagues and customers to be a part of the necessary change.

**ELEMENTS OF A  
SUSTAINABLE  
BUSINESS PROCESS**



## Raw materials and components

The first component that has a major impact on the business process is raw materials and their selection. High-quality raw materials are often associated with higher purchasing costs. However, this is a reasoning from a short-term vision. With high-quality raw materials, better and more reliable products with a longer service life are produced. Thus, the overall user costs in the end will be lower.

By purchasing sustainably, the consumption of raw materials is considerably lower, because less of them is needed in the long run. For machine builders who work mainly with components, it is important to look at selection during the procurement process in the same way. Many components can be reused rather than directly replaced. By keeping this in mind, fewer components - and therefore less raw materials - need to be purchased, and waste is reduced.

In line with components, manufacturing companies and machine builders can gain a lot by working on innovative designs consisting of fewer different components. Overall, fewer replacement parts mean fewer raw materials are required. It can even improve the performance of your product. For example, when designing the new HE-filters, Hendor looked to achieve the same high-quality filters with fewer components. Thanks to the smart design, even 26% more flow is achieved.

*Tip: Choose a knowledgeable partner who can provide the right solution to your problem by already taking into account the consumption of raw materials and components.*



## Reduce waste

Manufacturing companies are currently paying a lot of attention to recycling and circularity. These are processes that primarily reduce waste production and ultimately the consumption of raw materials. When getting involved into these processes the mindset is of the utmost importance. Willingness and time must be invested to map all forms of waste production within the company. Based on this clear overview, it is easier to make the most impactful changes.

Waste production is often interwoven with indirect factors and parties outside the production process. This can complicate the decision making. In the case of investment in high quality raw materials, this can result in having to increase the selling price of your product. Companies prefer to stay away from that decision because of fear for putting off customers. However, being transparent about the decision making, and especially emphasizing the importance of change, can actually encourage others to support and get themselves involved as well.

*Tip: Investigate the possibilities for raw material reuse or other forms of circularity within your company.*



## Energy consumption

Another important aspect of sustainability is energy. This concerns all the energy that companies consume on a daily basis: lighting, running machines, and other electrical appliances that are connected to the energy network. There are various ways of reducing this energy consumption. Simply turning them off is one way, but can often cost more energy because of the energy required to start up each time. Better alternatives are forms of energy saving by using products that consume less energy or provide energy for consumption. Good examples are solar panels, LED lighting and products with an IE3 certification.

*Tip: Map out your company's energy consumption and look at savings options.*

## Business habits

In the current way of doing business, many habits with environmental impact have developed. However, that specific impact is often not considered. In our opinion, a big difference can be made with the smallest changes.

The first change is saving and combining shipping products. The pressure to deliver as quickly as possible is high at many companies. That is understandable, but it causes several small shipments to be sent in a short period of time more often. The burden on the environment can be limited if all the small shipments are sent in one large shipment. Customers' understanding can be gained simply by explaining the process. This does require transparency and open communication.

The next change is embracing the digital world more. Digitalization offers a great advantage when it comes to sustainability. Paper consumption for promotional material and brochures can be reduced considerably. For companies, it can also yield a lot, since online business is becoming increasingly important for every industry. It does require a change of mindset.

Another advantage of digitization is that people do not necessarily have to travel for meetings anymore. These can be held via various video call programmes, regardless of the distance of both parties. By steering more towards this, transport can be reduced to the absolute minimum. The result: less CO2 emissions.

Furthermore, transport is not just about travelling for business meetings. It starts with the commute to work. More and more companies encourage their staff to leave their cars at home. This way they create awareness among the staff regarding environmental impact. As a result, it is easier for a company to make changes that are supported by its employees.





There are various aspects where staff can do their part to make the company more sustainable. Simply separating waste is an example. Again, the impact is greater when it is done together.

*Tip: Consider the business habits of your company and assess their necessity.*

The most important thing about sustainability is that we continue to learn from and inspire each other. Hendor likes to be close to the market in order to keep up to date with the latest developments.

In addition, we would like to discuss important topics such as sustainability with our clients and industry colleagues.

Therefore, we invite you to share your opinion and vision with us. You can do this simply by sending us an e-mail, but also by commenting on one of our LinkedIn posts.

We are ready to work with you to make our industry more sustainable. So that we can continue our legacy for a long time to come.



[info@hendor.com](mailto:info@hendor.com)



[www.hendor.com](http://www.hendor.com)



[/company/hendor](https://www.linkedin.com/company/hendor)

