UNEP

Training Resource Kit: Preparing Small Businesses for the Transition Away from CFCs in Refrigeration and Air Conditioning

A support guide for National Ozone Units (NOUs) and their Local Partners in Developing Countries

United Nations Environment Programme

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ISBN: 92-807-2602-1

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Division of Technology, Industry, and Economics

2005

Acknowledgments

This document was produced by UNEP Division of Technology, Industry and Economics (UNEP DTIE) OzonAction Programme as part of UNEP's work programme under the Multilateral Fund for the Implementation of the Montreal Protocol.

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The preparation of this document has involved contributions from a wide range of organizations and individuals. It could not have been prepared without their input. UNEP and ICF Incorporated wish to thank all contributors and their employers for helping to make this document possible.

About this Document

The Need to Assist Small Companies

The majority of the completed ozone depleting substances (ODS) phase-out projects have focused on enterprises which were large and easy to regulate. Most of the remaining ODS is consumed primarily by small and medium enterprises (SMEs) and/or residual users in the refrigeration and air conditioning industry. The definition of SMEs varies greatly between institutions and countries and has become a term to generally refer to small businesses. For purposes of this kit SME means a small or micro enterprise, traditionally from one to twenty employees. While each SME may use small amounts of ODS compared to larger enterprises, these small enterprises are large in number. Therefore, the total ODS consumed is substantial. Not addressing these enterprises and residual users could result in increased consumption and risks which would undermine the progress made in larger enterprises. SMEs continue to be a major challenge under the Montreal Protocol, and compliance with the treaty can be assured only if SMEs are addressed. In addition, SMEs play a crucial role in the economies of the developing world. These enterprises need support in order to successfully transition from ODS to Non-ODS alternatives.

Objective of this Kit

These materials are intended to be used to reach SMEs that are not reached by ordinary training methods/courses. They are designed to help the national ozone unit (NOU) attract SMEs that would otherwise not be involved in the phase-out and give them key messages and guidance to help avoid phase-out difficulties. The target SMEs include those that operate informally and would not necessarily be eligible, interested, or able to participate in formal training. This kit is a hybrid between outreach and education materials and provides SMEs with a basic introduction to: 1) what the Montreal Protocol and the phase-out of ODS means in their country, 2) what phase-out means for their business, and 3) what they can do to take action (e.g., improving service practices or replacing equipment). This kit does ***not*** provide formal training or take the place of formal training in refrigeration and air-conditioning good practices under the Multilateral Fund.

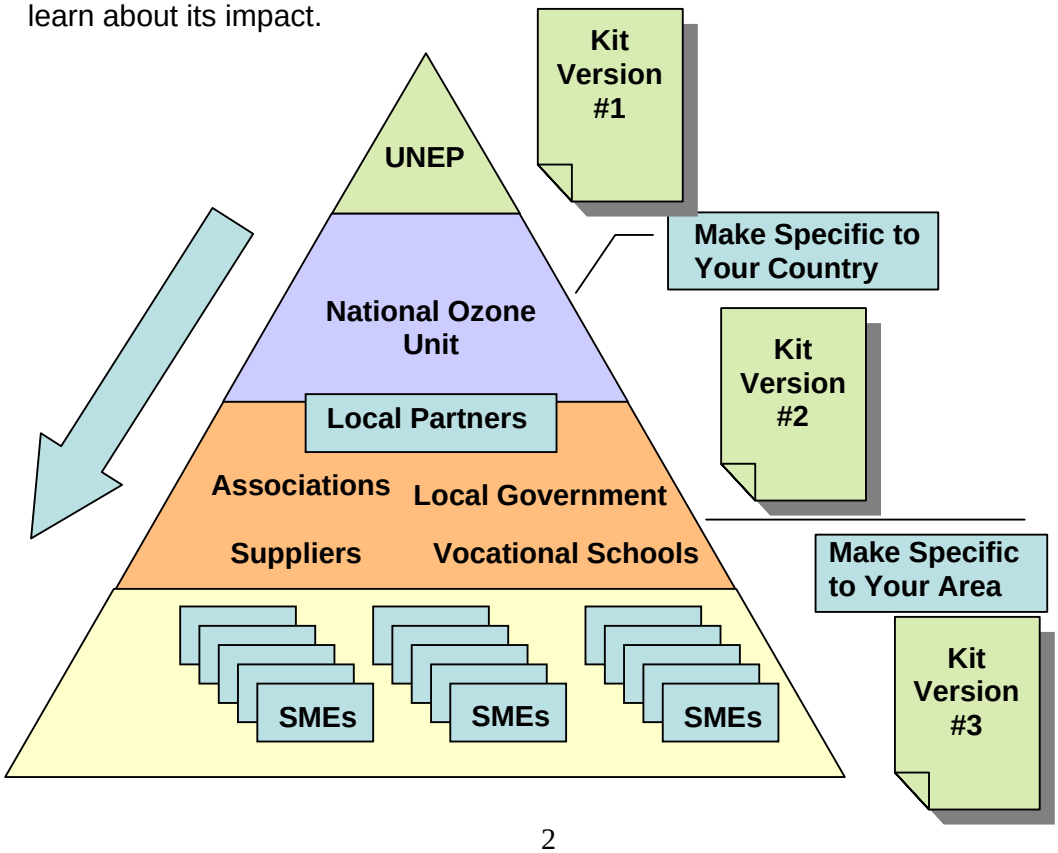
The good practice materials included here are based on existing expert sources (UNEP manuals, implementation experience of the authors, inputs from Quality Review Team members, etc). HIDECOR, a refrigeration and air-conditioning training program that works with primarily SMEs in India also provided significant input to the Kit, including training materials and advice on content and presentation. Good practice in refrigeration and air conditioning aims to reduce the emissions of ozone depleting refrigerants during servicing, maintenance, installation, commissioning or decommissioning of refrigeration and air-conditioning systems.

Guidance for the NOU:

How to Use this Kit

This kit is designed to complement traditional trainings currently taking place in your country. The materials constitute an early warning system to create understanding among SMEs concerning the implications of ODS phase-out to their business/livelihood, and point them to sources of further assistance. The focus of the materials is refrigeration and air conditioning, as it represents the largest share of ODS consumption in developing countries and has the greatest opportunity for supporting the objectives of the Montreal Protocol. This kit is designed to be tailored by the NOU and then be distributed to local partners or intermediaries that may include the following: suppliers, vocational schools, industry associations, and local government business development agencies. Please read the guidance provided for the NOU carefully (pages 1 to 11) and familiarize yourself with the rest of the publication. Please also consider how to best integrate these materials into existing ODS phase-out activities or projects involving SMEs.

You will be asked to modify a small number of pages to add key information relevant to your country's ODS phase-out. You will also be asked to identify SME intermediaries and contact them to determine if they are interested in meeting with SMEs in their local areas. You will then send the modified printed or electronic materials to the interested SME intermediaries using a modified version of the cover letter provided on page 12. Finally, please contact the local partner after they have held a training session for SMEs to learn about its impact.



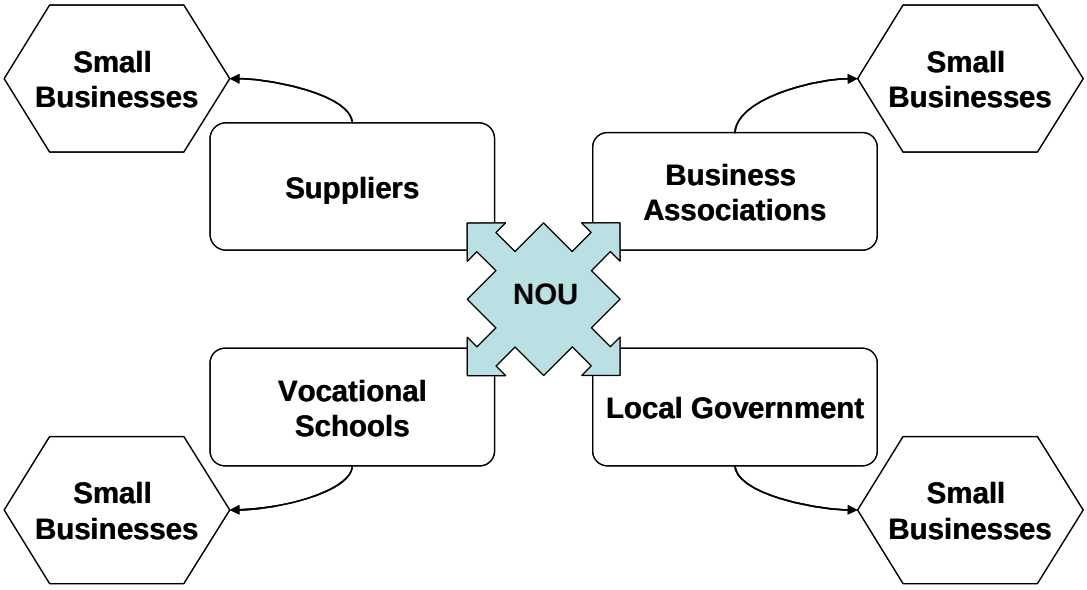
Guidance for the NOU:

Use Local Partners to Disseminate Kit

This kit is designed for dissemination to intermediaries that will then train small business technicians that work with CFCs in the refrigeration and air-conditioning sector. Local intermediaries are best equipped to connect and communicate with small businesses because they live and work with them in their community. Because intermediaries interact with small businesses on a day to day basis, they know how to locate them and what is important to them. Therefore, local intermediaries can act as an expert advisor for the small business community. These intermediaries may include the following:

- suppliers (chemical or equipment),
- vocational schools,
- business or industry associations,
- local government business development agencies
- rotary clubs
- etc.

Through these local partners, you will be able to reach more small businesses than if acting alone.



Guidance for the NOU:

Find a Local Champion

One of the best ways to help local partners attract SMEs is to help them find a local champion in Refrigeration and Air Conditioning Good Practice.

An enthusiastic refrigeration or air conditioning technician, e.g. one who has been trained under a Multilateral Fund training project, can be an important contact for a local intermediary working with SMEs. NOUs should be able to access a list of all such trained Refrigeration and Air Conditioning technicians and provide suggested names to the local partners for potential “leaders.” This local champion would be asked to speak on technical issues at a meeting and serve as a local expert contact for SMEs needing technical advice. In addition, a local expert could also be asked to review the technical materials presented to SMEs in order to check their appropriateness.