

Refrigerants, Naturally!



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## Refrigerants, Naturally! Panel

7 November, 2 – 3.30pm

# Five Golden Rules for Successful Implementation of Natural Refrigerants

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- **Rule 1:**  
**Start with a Simple, Realistic but Ambitious  
Public Goal Statement**

*Unilever Facts (2001):*  
**=> To only purchase HFC-free ice  
cream cabinets by 2005, where  
commercially viable alternatives can  
be legally used**



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## • Rule 2:

# Allocate Sufficient Resources for Investigations, Preparation etc.

*Unilever Facts (2001-2006):*

- Investigate all potential alternatives & make selection:

**⇒ HC is best suited for ice cream cabinets**

- Deep dive studies on HC safety (i.e. Quantitative Risk Assessments):

**⇒ Calculated risks for cabinet operation are meeting globally acceptable risk levels**

- Servicing requires specific competences:

**⇒ Development of professional training material & F2F training for service technicians**

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- **Rule 3:**

**Actively Engage with Equipment Suppliers  
on the basis of longer-term commitments**

*Unilever Facts (2003-2012):*

*- Active collaboration with few, well-chosen key  
equipment suppliers*

**=> Key suppliers invested significantly in safe  
production lines for HC equipment**

**=> HC Cabinets are at least 10 % more energy-  
efficient than HFC equivalents**

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## • Rule 4:

### Keep long-term Track & Momentum

*Unilever Facts (2001-2012):*

- After motivated choice for HC, all focus concentrated on equipment development & country-by-country rollout

**=> Identifying and closing rollout gaps (i.e. USA-EPA SNAP approval application for HC in cabinets)**

**=> Continuous momentum throughout a 10+ years rollout track**

**=> By 2012, over 1 Million HC Ice Cream Cabinets operating in every single country that we operate in**

**=> Standard global rollout by 2013**

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## • Rule 5:

### Share Technical Expertise & Experience

*Unilever Facts (2002-2012):*

**=> Co-Founder of Refrigerants Naturally!**

**=> Co-driver in Consumer Goods Forum**

**=> Share service technician training material**

**=> Active participation in specialist workshops,  
conferences etc.**

**=> Informal Networks**