

## ROMRADIATOARE FINALIZED IMPLEMENTING THE “GREEN BUSINESS DEVELOPMENT FOR INCREASED COMPETITIVENESS” INVESTMENT PROJECT

Braşov, 8th of June 2016

ROMRADIATOARE S.A. has successfully completed implementing the “Green Business Development for Increased Competitiveness” investment project. A total of 1.1 mil. € were invested, of which 540.000 € Supported by a grant from Norway through the Norway Grants 2009-2014, in the frame of Green Industry Innovation Programme Romania.

The project, developed with the help of the Consultancy Center of the Chamber of Commerce and Industry of Braşov, and launched in April 2015 has aimed to improve the environmental performance of ROMRADIATOARE S.A., through:

- Adoption of environmental friendly technologies for reducing the environmental impact of our production processes (from 6 to 15 green processes);
- Improving the capability and increasing the capacity for greener product ranges (from 1 to 4 greener product ranges);
- Creation/transformation of green jobs, as a percent of total number of production operators (from 31% to 63%).

The success of the project will be quantified one year after completion of investments, through the following indicators:

- Significant improvement of the environmental performance of ROMRADIATOARE’s production processes by implementing innovative and environmental friendly technologies and materials:
  - Reduction of energy consumption with 120 kWh/t of raw material used in production (from 1505 to 1385 kWh);
  - Reduction of CO2 emissions with 133 kg/t of raw materials consumed in production (from 1673 to 1540 kg/t);
  - 13% reduction of Zinc emissions in wastewater (de la 0,98 la 0,85 mg/l).
- Significantly increase the production processes capacity and capability for greener product ranges:
  - Reduction of scrap levels due to quality issues, as a percentage of total quantity of copper, brass, aluminum and steel used in production (from 1,28% to 1%);
  - Reduction of raw material technological waste, as a percentage of total quantity of copper, brass, aluminum and steel used in production (from 21,59% to 15%);
  - Double the production capacity for greener product ranges - brazed aluminum heat exchangers.

The investments consisted in the acquisition and the commissioning of:

- 31 pieces of modern machinery and equipment, which increased the quality of our products and our environmental performance: modern CNC laser cutting machine; other modern equipment for cutting sheets and bars, modern CNC tube bending machine, high speed specialized equipment for producing heat exchanger parts, modern equipment for steel and aluminum welding, CNC press-brake bending machine, OxyHydrogen brazing machine, turning and milling machines for accurately producing stamps and molds, filtration and exhaust

equipment for gases generated during soldering, brazing and welding; material handling forklift with LPG fueled engine, electrical pallet stackers, solar panel pre-heating system, powder coating painting guns, noise reduction system for punch presses, industrial grade air compressor, telemetry vacuum brazing furnace tracking system;

- Two software solutions for more accurate design of heat exchangers;
- CAM software package for cutting machine programming.

An important part of this project was implementing and certifying the occupational health and safety management system OHSAS 18001. For our employees, adopting this standard had significant, direct and immediate benefits: reducing to the minimum of the risks to which they are subjected during their work.

*„We have completed project implementation and the results of our work are clear: we have become more efficient, we increased the quality of our products, we have reduced our environmental impact and we have improved the working conditions for our employees. This year we celebrate 90 years of business and we proved that we succeeded to reinvent ourselves into a modern company without losing our identity”* said Deputy Director General of ROMRADIATOARE, Mrs. Daniela Richea.

ROMRADIATOARE designs and manufactures heat exchangers and heat exchange systems (heating/cooling) for engines and other industrial and residential applications, as well as a wide range of metal fabrications and assembled modules, over 80% of products being exported. Our products serve the needs of clients operating in industries such as residential and commercial heating and cooling, energy generation and cogeneration, automotive, agriculture, forestry, extractive and construction machinery, rolling stock maintenance and repairs, hydraulic equipment, and so on.

Leveraging on its employees' highly technical and engineering skills and on its flexible technological processes, starting with 2009 ROMRADIATOARE transformed its business model, becoming a partner for the bespoke design and manufacture of heat exchangers, metal parts and assembly modules for customers with high technical competences (equipment manufacturers, systems and technical solution suppliers etc.). As a result of this strategy, over 90% of the delivered products are customized according to customer requirements and documentation, in the last four years the company succeeded to develop and assimilate 1 new product for each working day.

In 2015, the company achieved a turnover of 8.2 mil. €, up 33% compared to the previous financial year and almost four times higher than in 2009.

More details about the project can be obtained from:

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**About Norway Grants/Innovation Norway:**



*The „Green Industry Innovation Programme for Romania” will contribute to the overall objective of the Norwegian Financial Mechanism 2009-2014 which is reduction of economic and social disparities in the European Economic Area (EEA) and to strengthen the bilateral relations between Norway and Romania. The objective of the Programme is to increase competitiveness of green enterprises, including greening of existing industries, green innovation and green entrepreneurship. The programme strategy is in line with Romanian national policies. The expected outcome of the Programme is realisation of business opportunities of greening the European economy. The Green Industry Innovation Programme for Romania is a business development programme and the Programme vision is: Good for Business and Good for Environment. All supported projects should aim at a final result of improving the environment performance of enterprises. The Green Industry Innovation Programme for Romania is operated by Innovation Norway, a public company owned by the Norwegian Ministry of Trade, Industry and Fisheries and all the Norwegian County Municipalities. Information about the programme can be found at [www.norwaygrants-greeninnovation.no](http://www.norwaygrants-greeninnovation.no)*

*Through the **Norway Grants** and EEA Grants, Norway contributes to reducing social and economic disparities and to strengthening bilateral relations with the beneficiary countries in Europe. Norway cooperates closely with the EU through the Agreement on the European Economic Area (EEA). For the period 2009-14, Norway’s contribution is €1.7 billion. Grants are available for NGOs, research and academic institutions, and the public and private sectors in the 12 newest EU member states, Greece, Portugal and Spain. There is broad cooperation with Norwegian entities, and activities may be implemented until 2016. Key areas of support are environmental protection and climate change, research and scholarships, civil society, health and children, gender equality, justice and cultural heritage. For more details about the programme please visit [www.norwaygrants.org](http://www.norwaygrants.org)*