

# Getting intelligence from environmental regulatory information

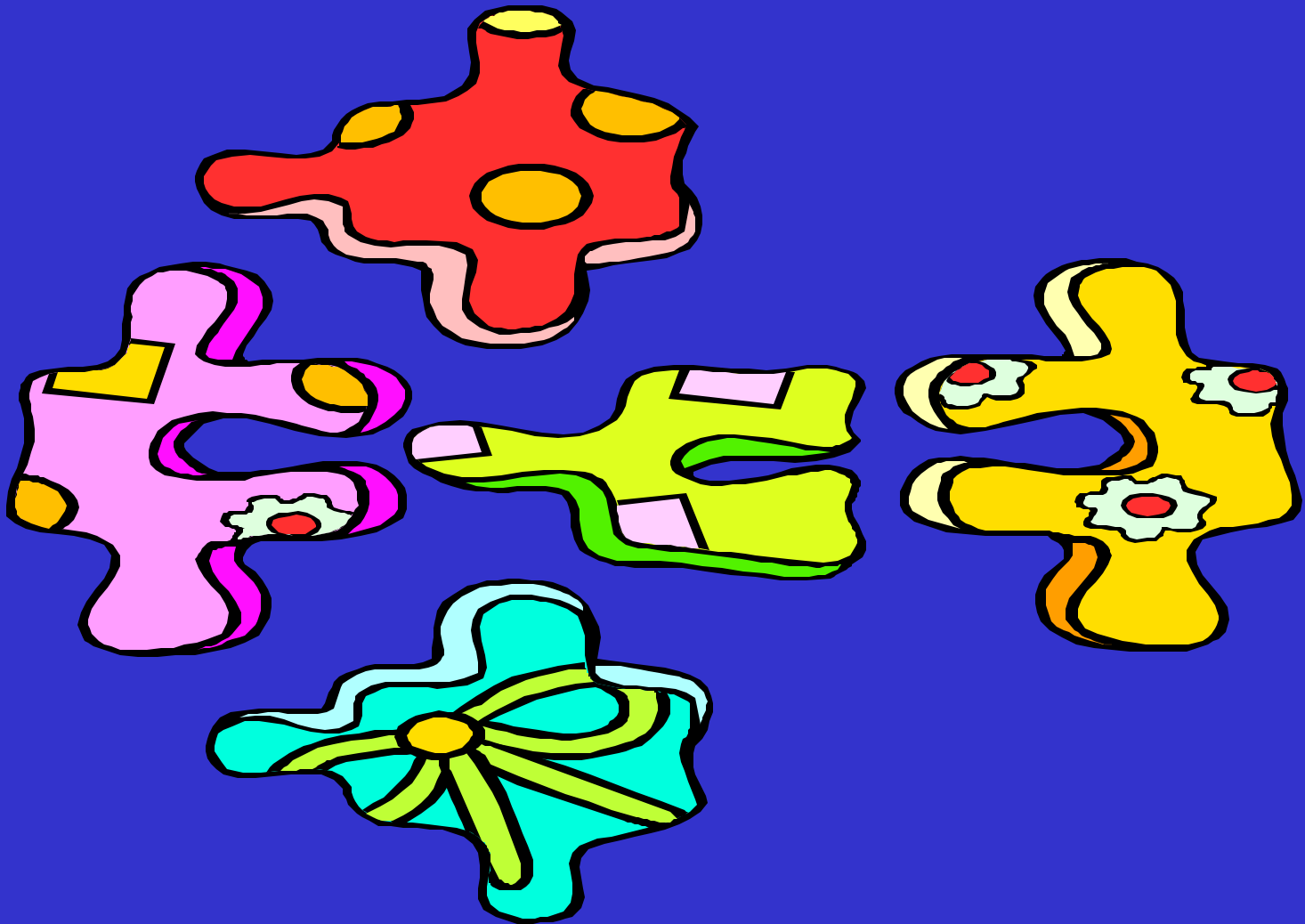
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# What is competitive intelligence?

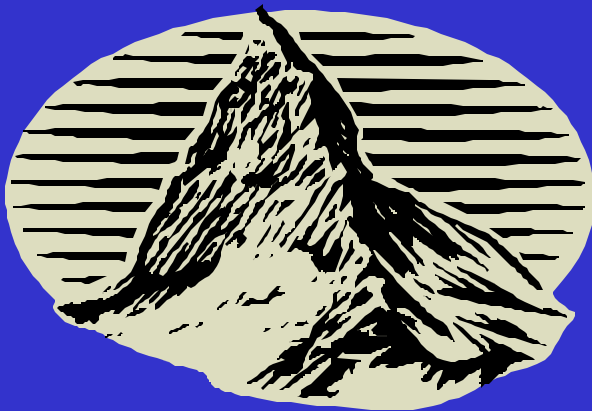
- *Asset and process descriptions* – location and capacities of manufacturing plants, flow sheets, inputs and outputs
- *Product formulation*
- *Production* – output and operating rates
- *Products under development*
- *Sales* – how much of which product is sold to whom at what price
- *Unit costs*

# How is intelligence gathered?



	<i>Discharge reports</i>	<i>Permits</i>	<i>Policy consultation</i>	<i>Registration<sup>[1]</sup></i>
Asset and process descriptions – location and capacities of manufacturing plants, flow sheets, inputs and outputs	Good for plant locations and pollutants	Good for all items	Variable. Sometimes not useful, but when LCAs (life cycle assessments) are used, sometimes great detail.	Possibly good for flow sheets.
Product formulation	Not useful	Not useful.	In ecolabels, good detail.	Possibly very good.
Production – output and operating rates	Medium value.	Mostly not useful.	Sometimes historic data.	Possibly good.
Products under development	Not useful	Not useful	Variable. Usually no use, but sometimes excellent.	Possibly good.
Sales – how much of which product is sold to whom at what price	Not useful	Not useful	Sometimes useful	Sometimes useful, when user notification required.
Unit costs	Cannot be inferred	Cannot be inferred	Sometimes can be inferred, sometimes reported.	Not useful

# So we went hunting....



# Stereotypes are accurate!

- Germany – slow, bureaucratic, unhelpful
- Switzerland – efficient, but closed
- UK – practical, no frills
- US – service with a smile, but some hitches

# Eco-intelligence value is limited

## *Comparison of Germany, Switzerland, UK and US*

Country	Accessibility	Quality
Germany	Nil – no access	Unknown – because no access is available
Switzerland	Good	Low, not worth investigating
UK	Good, although labour intensive	Fair to good, varies from plant to plant
US	Excellent	Very good

# Two calls for corporate action

- **Beware over-reporting**
- **Encourage governments to do what they promise**