

*In-depth information on the benefits
and value of BPHR membership*

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About BPHR

BPHR is an industry association for companies that manufacture, import and market chemical and technical products, tools, and machines for professional hygiene, sanitizing and cleaning in Sweden. The products are used in several different market segments, such as health care, personal hygiene, cleaning, restaurants, commercial kitchens, laundries, and vehicle cleaning, with customers both in the private and public sectors. Legislative issues concerning health and environment are our most important areas of work. BPHR is part of KTF (Chemical Technology Companies).

BPHR's mission in Sweden is to promote understanding of society's need for hygiene, sanitation, and cleaning, as well as the benefits of the industry's products, which in turn gives us an opportunity to expand our market. BPHR's main task is to promote the development of the industry through representation in contacts with national and international authorities and organizations.

The Industry's Regulatory Burden

The industry's regulatory burden is considerable - especially in the chemical field. Legislative compliance and associated administration are onerous and costly and can also pose a threat to companies' revenues. A priority for BPHR is, therefore, to work for regulatory simplification and reduced administration as well as to try to reduce the costs and risks resulting from regulatory obligations. The time that a member company's involvement in BPHR takes can thus be seen as a long-term investment, which is more than repaid through future cost and risk reduction.

Even though Sweden is an EU member, national government rules and other requirements from customer organizations are onerous and lead to costly administration for companies operating in the Swedish market. Therefore, the importance of a local/national industry association with its connection to various companies operating within the industry in Sweden cannot be overemphasized.

The chemical tax on certain electronics, for example those affecting vacuum cleaners intended for both private consumers and professional customers, plus the procurement authority's sustainability criteria for chemical-technical products and cleaning services, which affect public procurement, are just two examples of local Swedish legislation and requirements. BPHR tries to moderate these requirements by sharing its opinion, stating facts, and making impact assessments. In general, BPHR is pushing for requirements to be harmonized with the EU to the greatest extent possible.

To safeguard the good standing of the industry – represented by our member companies – we monitor market players and strongly oppose companies violating current legislation, thus ensuring a level competitive playing field. If necessary, BPHR takes legal action to protect the integrity of the industry. Consequently, BPHR membership can be viewed as an insurance against being outcompeted by rogue market participants.

BPHR's Role as Consultative Body and Lobbying Organization

BPHR has an important role as a consultative body and lobbying organization with recurring communication with several authorities for the benefit of member companies and the industry at large.

The authorities' confidence in BPHR is of great importance from a long-term perspective. A competent technical committee with its extensive expertise is fundamental to BPHR's credibility vis-à-vis authorities and other organizations. We are always ready to contribute with expertise, advice, and assessment of practical consequences of government proposals. A prerequisite for success is however diversified, committed association members. Without this commitment, long-term lobbying work and its effect are at risk.

When it comes to legislation at EU level, lobbying at national level is an important precondition for the regulations to be formulated in a reasonable manner. Through collaboration with BPHR's European industry organization AISE and through our solid network with Swedish authorities and ministries, the industry can jointly present arguments and provide Sweden with a basis for an approach/ position in the European forums where legislation is formulated.

In practice, the only opportunity for individual companies to influence government initiatives is to act through a strong industry organization.

Industry Statistics

To position ourselves and give weight to our views and arguments in consultations and lobbying work, it is important to quantify and thereby clarify the industry we represent. The position of BPHR in this context is considerably strengthened by reliable industry statistics and these are consequently a key value of BPHR membership.

Based on the aggregated industry statistics report, an annual assessment is made of the industry's development in Sweden regarding external factors of a particular industry interest, e.g., the Corona pandemic. It also helps us identify trends, predict future problems, and contribute to the industry association's readiness.

Information Internally and Externally

BPHR, in collaboration with other industry associations, works extensively with screening, interpreting, and monitoring information about legislation, regulatory proposals, etc., which is a time- and cost-saving way to keep its members up to date. Membership can therefore be seen as a “working tool” to capture information at an early stage, with the industry association acting as a “sensory probe” to achieve consensus in the interpretation of regulations through the exchange of knowledge.

Another important task for BPHR is to provide facts and a holistic perspective to broaden the societal debate within BPHR's areas of expertise. A significant contribution to the dissemination of knowledge is the publication of the trade association's fact books in the series 'Professional Cleaning'. BPHR has also produced a factual document on the role of water in the cleaning process as a starting point for the member companies' communication with customers in matters concerning cleaning with ultra-clean water and similar products.

What are the Additional Benefits of a BPHR Membership?

Guidelines and industry recommendations are prepared by the industry association, an example being ethical business rules and a special code of conduct for machine suppliers, thus increasing customer and user confidence in our offerings. BPHR's industry recommendations unite the industry and provide guidelines and a unified voice when communicating externally.

Members have access to industry-adapted, skill-enhancing activities and enjoy discounts for education arranged by the chancellery's education portal KTF Utbildning. Members can also directly save money by, for example, taking advantage of buy-in discounts on domestic car purchases and hotel costs.

Members can always turn to BPHR for assistance in common industry matters. If necessary, members can also get help finding accurate information on specific industry issues. BPHR, your trade association, is always available and ready to provide help and support.

BPHR's Financial Organization and Administration

BPHR is a part of KTF (Chemical Technology Companies), which is an association of five industry organizations - Cosmetics and Hygiene Companies (KoHF), Swedish Paint and Adhesive Entrepreneurs (Sveff), the Association for Professional Hygiene & Cleaning (BPHR), the Swedish Plant Protection, and the Industry Association for Commercial kitchen suppliers (BFS) - which runs a joint office where everything is shared, from staff, to premises and IT structure. An advantage of working together is that many issues are similar and that we can

share many fixed costs. We can also act collectively under one name (KTF) when justified. Visit <https://www.ktf.se/>.

The industry association's budget is decided at the annual meeting and is based on the outcome of the previous year, defining the scope of the association's work for the coming year. The fees to BPHR, which are also decided at the annual meeting, consist of an association member fee (not VAT deductible), as well as a service fee (VAT deductible) to BPHR's service company, KTF Organisation AB. The service fee is calculated as a percentage of the member companies' turnover during the previous year. This means that member companies pay in solidarity based on their ability to pay up to a certain threshold. BPHR is a non-profit association and is dependent on the stable, long-term commitment from its member companies.



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