

PROJECT

POLREC



D3.8 – face-to-face-meetings 1





Document status			
Version	Date	Author	Description
V1.0	20/06/2023	Daniela Adelhelm (WFG)	Draft
V1.1	11/07/2023	Ona Bombi (MAV)	Draft
V1.2	12/07/2023	Dorte Walzl Bælum (PCD)	Draft
Reviewed	<input checked="" type="checkbox"/>	YES	
	<input type="checkbox"/>	NO	
Dissemination Level	<input checked="" type="checkbox"/>	PU – Public (fully open)	
	<input type="checkbox"/>	SEN – Sensitive (limited under the conditions of the Grant Agreement)	
	<input type="checkbox"/>	CO – Confidential (EU classified under decision)	

Cite As:

If the Deliverable is Public, you retrieve it from the POLREC Project website.





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1. POLREC Consortium Partners

Table 1 – List of partners

POL (FR)	Polymeris POLREC Lead Partner
CEN (PT)	Centro Tecnológico da Indústria de Moldes, Ferramentas Especiais e Plásticos POLREC Partner
MAV (ES)	Clúster de Materials Avançats de Catalunya POLREC Partner
PCD (DK)	Plast Center Danmark POLREC Partner
WFG (DE)	Wirtschaftsförderung Raum Heilbronn GmbH POLREC Partner

2. Introduction

This document has been written for the Deliverable 3.8 POLREC project “Supporting a green and resilient Europe through POLYmer RECYcling” funded by the European Commission Joint Cluster initiatives for Europe’s recovery (Euroclusters) under the Single Market Programme (SMP COSME) grant agreement number 101074434.

The report is intended to be a brief overview of the activities carried out so far in the area of personal talks with SMEs in relation to POLREC and its contents.

Since the report will be publicly available, we have decided to anonymize the reports on the individually conducted talks. We of course have the companies and the names of the persons we have talked to.

The main aim of the conversations was to establish contacts with interested and potentially interesting companies and recyclers. The range of topics POLREC deals with was presented and the planned activities outlined. Likewise, possible points of contact in the further course of the project.

3. The POLREC Project

3.1. Objectives and Results

The objective of the POLREC project is to enhance the polymer industry’s capacity to reduce the environmental impact of its products while increasing the European strategic autonomy in its supply of raw materials for polymer production.





To achieve those objectives, POLREC will help the industry to switch practices from polymer waste landfilling and burning towards polymer recycling (mechanical or chemical) into raw materials (monomer polymer and additives).

The consortium partners will support SMEs in the appropriation of polymer recycling methods through the implementation of a support scheme to third parties and by building on their network to facilitate the identification of common interests, recycling technologies and recyclers that can facilitate this process.

The POLREC project will build a pan-European cross-sectoral network of SMEs (Eurocluster) whose main activities will be to support SMEs in the following:

- ✓ Help SMEs in finding viable economic models that could foster the adoption of polymer recycling,
- ✓ Establishing a partnership to exchange polymer material through recycling,
- ✓ Accessing innovations in mechanical and chemical recycling,
- ✓ Accessing digital innovations for recycled material quality monitoring and tracking
- ✓ Finding innovative and viable business models based on recycled polymers,
- ✓ Identify the best practices,
- ✓ Analyse information to identify the waste fractions that could be recycled to lead to material exchange within and across value chains.

The POLREC partner consortium aims to support SMEs in the adoption of polymer recycling methods through the implementation of the following actions:

- ✓ Establishing a pan-European network of SMEs involved in polymer recycling and promoting value chain linkages between SMEs willing to recycle their plastic waste and SMEs willing to source recycled material and produce raw materials from recycled polymers.
- ✓ Promote innovative solutions for mechanical and chemical recycling of plastic waste and digital monitoring of recycling processes.
- ✓ Encourage the adoption of innovative and viable business models by SMEs that promote the use of recycled materials.
- ✓ Train the workforce in polymer recycling technologies and digital solutions for quality monitoring and traceability of recycled material.

4. Face-to-face-meetings

4.1. Overview

To achieve the above-mentioned goals, the consortium has set up various Work Packages. The report of the face-to-face-meetings (D3.8) is part of Work Package 3. This Work Package includes the following components and objectives:

- a) Promote collaboration between clusters (C2C).
- b) Promote collaboration from SME to SME (B2B).





- c) Identify materials that are recycled and exchanged between value chains.

The face-to-face meetings are an important component in the communication of the project. They enable the project partners to approach individual potentially interesting SMEs and recyclers in a targeted manner. Making the project known with its advantages for the SMEs in bilateral talks will extend over the entire project duration. During the project, the partners will submit 3 reports on the face-to-face meetings that have taken place. This is the first in the series.

The conversations reported on in this deliverable have been conducted by each project partner in the field with their contacts. For this reason, each conversation per project partner will be discussed individually in the following subsections, and the discussions and activities that took place will each be listed separately in alphabetical order in this subsection.

5. Face-to-face-meetings per partner

5.1. CENTIMFE

- CENTIMFE had a face-to-face meeting with a Portuguese company specialised in PE and PP mechanical recycling which would be interested in proposing its services in the frame of POLREC open calls.
- CENTIMFE had an online meeting with CETMA (RTO) to present them the POLREC project and to find synergies between their activities and our project. Following this meeting CETMA identified two Italian companies interested in the project calls. CETMA manifested its interest in receiving communication when the open calls of the project will be published to further disseminate the opportunities to its members.
- CENTIMFE had a face-to-face meeting with ATIM cluster to present them the POLREC project to find synergies between their activities and our project. Following this meeting ATIM manifested its interested in receiving communication when the open calls of the project will be published to further disseminate the opportunities to its members.
- CENTIMFE had an online meeting with a representant of ReMade@Ari project to present them the POLREC project and to find synergies between their activities and our project. Following this meeting they manifested its interest in receiving communication when the open calls of the project will be published to further disseminate the opportunities to its members and to disseminate their services among the SME engaged in POLREC project.
- CENTIMFE made several phone calls with Portuguese recyclers in order to introduce them the project, better understand their activities and expertise to include them in the WP2 mapping of recyclers and plastic waste but also to identify some of them as potential service-providers in the frame of the Innovation open calls.





5.2. PCD/DMN

- PCD/DMN had face-to-face meetings with 16 companies, some of them use recycled materials in their products already, some of them are interested in the open calls to gain insights in the opportunity of the open calls.

One of the visited companies is dealing with textile fibres, which they are already recycle into new raw material. There were also several companies visited, that are producing parts for wind turbines and windmills. One of the companies produces composite sheets made out of football fields. Two of the companies work in the field of rubbers and tires.

In some of the face-to-face-meetings first thoughts of potential cooperation opportunities were made and further collaboration potentials were discussed.

- PCD/DMN had face-to-face meetings with companies which could be interesting for the chemical recycling part of the calls. One company recycles textile waste chemically, one company works with pyrolysis and one company works with PVD-coating of moulds.
- PDD/DMN also had face-to-face meetings with a mechanical recycler, who primarily recycles PA and a mechanical recycler primarily recycling PE and PE.

5.3. MAV

- MAV had a meeting with a Spanish mechanical polymer recycler to introduce them the project, to include them in the mapping of recyclers and check their potential service provider of the Innovation open calls.
- MAV had an online meeting with a Spanish mechanical plastic recycler to introduce them the project, to include them in the mapping of recyclers and check their potential service provider of the Innovation open calls.
- MAV had between 8 and 10 meetings with members of MAV to explain them the Open Calls of POLREC
- MAV had an online meeting EEN Catalonia to explain them the project and to get their support to make dissemination of the project.
- MAV had different meetings with companies during the Equiplast fair (Plastics and Rubbers) in Barcelona and explained the possibilities of the POLREC project.
- MAV had meetings with 2 clusters to explain them the project and to get their support to present the Open Calls to their companies.

5.4. Polymeris

- Polymeris held an online meeting with a French local SME specialised in the outdoors & mountains equipment that is currently developing a specific brand made out of materials





from their recycled products. The recycling of products made of rubbers (such as equipment for ski resort) is well established and they are now working on developing the recycling of their plastics products on a local scope and exporting their rubbers recycling chain in Italy. POLREC is of great interest as it would help them implement their recycling chain by finding local recycler and financing the testing of their new solutions.

- Polymeris held an online meeting with a Belgian firm specialised in chemically recycling rubbers to sell it again with properties similar to the virgin material and would be interested in further developing their R&D.
- Polymeris held an online meeting with a French company specialised in developing chemical recycling for PVC plastic which would be interested in proposing its services in the frame of POLREC open calls.
- Polymeris held an online meeting with EUPC to present them the POLREC project in order to find synergies between their activities and our project. Following this meeting EUPC forwarded a contact point developing digital solutions for traceability in polymers recycling and is interested in disseminating the open calls of the project to its members.

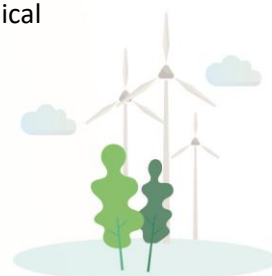
Furthermore, Polymeris made several phone calls with French recyclers in order to introduce them the project, better understand their activities and expertise to include them in the WP2 mapping of recyclers and plastic waste but also to identify some of them as potential service-providers in the frame of the Innovation open calls.

5.5. WFG

The WFG approached companies that might be potentially interested in the project in various ways.

On the one hand, this was through direct telephone or written contact. On the other hand, events were used to draw attention to the project and the resulting opportunities for participation.

- WFG called around 25 polymer companies out of their network directly to explain the project and its goals.
- WFG attended the annual meeting of Baden-Württemberg's economic development agencies and raised the following issues in bilateral talks surrounding the POLREC
- WFG had phone calls with EEN in Baden-Wuerttemberg to explain them the project and to get their support to make dissemination of the project.
- Discussions were held with a local recycler to determine the extent to which it would be possible for them to contribute to the project.
- A further discussion was held with a recycler who is considering including chemical recycling in its portfolio.





D3.6 – Content and conclusions of the online conference

- WFG had two meetings with “Detroit regional partnership” and “Greater Acron Chamber” to establish the first connections to the USA. Since, according to the survey, the USA has emerged as a preferred market, the first possibilities for starting points in the area of "internationalization" were discussed in these meetings.
- The WFG made various company visits to SMEs in the Heilbronn area and also presented the POLREC project here. Among others, contract manufacturers, prototype manufacturers and SMEs active in the field of deep drawing were visited.
- Furthermore, discussions were held with 2 SMEs that offer products in the field of bio-based plastics.
- WFG attended a networking event at the end of June, where the project was presented in bilateral talks and possible multiplier effects were used. Here, detailed discussions were held with 5 SMEs as well as other institutions. The companies we talked to were, on the one hand, fillers of plastic granulate, manufacturers of granulates or also developers of a software for identifying the characteristics of plastics in products.

1. Conclusion and further steps

The conversations held during the reporting period, as well as the other measures carried out so far, primarily serve to publicize the project itself and its opportunities for participation. For the companies it is a great help to get concrete explanations of measures, which can be relevant for them and their company within the framework of POLREC.

For this purpose, the FSTP calls with the various pillars of funding opportunities are a great help and motivation to deal with this important topic.

It has been shown so far that the personal discussions in the face-to-face meetings are an important element for understanding the project and its possibilities to participate.

The first major trade fairs and trade congresses will take place starting in fall 2023. At FAKUMA in October 2023, the project partners will once again approach companies in a very targeted manner and arrange corresponding appointments in advance. Based on the knowledge gained so far, it's also already possible to bring together the first companies that have similar interests or challenges.

In the frame of the trade-fairs and other events, the Project partners will bring together relevant stakeholders (cluster managements, member companies, member RTOs and possibly other interested entities) and discuss POLREC specific topics.





PROJECT INFORMATION

Grant Agreement	Project 101074434 — POLREC
Programme	Single Market Programme (SMP COSME)
Call	SMP-COSME-2021-CLUSTER
Topic	SMP-COSME-2021-CLUSTER-01
Type of action	SMP Grants for Financial Support
Project Title	Supporting a green and resilient Europe through POLymer RECYcling
Project starting date	1 st September 2022
Project end date	31 st August 2025
Project duration	36 months

PROJECT CONSORTIUM



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Funded by
the European Union

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