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PERCY

European Strategic Cluster Partnership for PolymER reCYcling

DELIVERABLE D5.2

PRESENTATIONS IN SEMINARS IN THE CLUSTER PARTNER COUNTRIES

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Introduction


The PERCY project was represented by delegates from all four partner countries: Denmark, France, Germany, and Slovakia during the project restitution workshops/seminars, where a presentation of the project was given.

Aim

The aim of the presentation was to explain to the target audience, what has been achieved in terms of the international partnerships (Canada, the USA, India, and Israel) that the consortium has established and what might follow, after the project ends. A lecture was given at the physical or online conference by a representative of each European cluster involved in the project Percy.

International Cluster Cooperation for Recycling of Polymers

4 European clusters, strong in eco-design,
strive to strengthen international relationships
and transfer innovation to achieve better
sustainability on a global scale



From >>> Denmark, Germany, France and Slovakia
To >>> Canada, USA, India and Israel

Main content

All country speakers talked about each abroad mission in a non-EU country and what was agreed on the basis of the Memorandum of Understanding with the respective country. They also pointed out that these memoranda opened the door to countries where entrepreneurs could not enter as independent entities and that the cooperation is bilateral. In other words, the possible future cooperation does not have to be only export to the given countries or cooperation with the organizations with which the memorandum was signed or their member companies, but also the given organizations or their member companies, schools, or research institutes can also search for partners in Europe.

In addition, the intensified relations of the contacts established within Europe in the project consortium itself were also presented. After showing the results, potential upcoming actions were shown and discussed.

Target group: owners, directors of companies, production directors and managers of manufacturing companies, technologists, development workers, designers, mould designers for plastics, project managers, process managers, quality technicians, adjusters - seniors, and other experts who work in plastic companies or the professional public cooperating with them.



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Country presentations summary:

SLOVAKIA (physical presentation)

Date: 22-23 November 2022

Place: Seminar "Trends in the plastics industry" Liptovský Mikuláš district, Slovakia

DENMARK (physical presentation)

Date: 2 February 2023

Place: Plast Center Danmark office, Denmark

GERMANY (physical presentation)

Date: 15 February 2023

Place: WFG office, Germany

FRANCE (webinar)

Date: 10 March 2023

Place: online



Plast Center Danmark





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Country presentation summary:

SLOVAKIA (physical presentation)

Date: 22-23 November 2022

Place: Seminar "Trends in the plastics industry" Liptovský Mikuláš district, Slovakia





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Seminar “Trends in the plastics industry”

*The future of the plastics processing industry,
automation of processes in the production of plastic products,
technologies of the future, but also of the present in the plastics industry,
innovations and procedures aimed at reducing costs in companies.*

Target group: owners, directors of companies, production directors and managers of manufacturing companies, technologists, development workers, designers, mould designers for plastics, project managers, process managers, quality technicians, adjusters - seniors, and other experts who work in plastic companies or the professional public cooperating with them.

Date: 22-23 November 2022

Place: Demänová no. 492, Liptovský Mikuláš district, SLOVAKIA

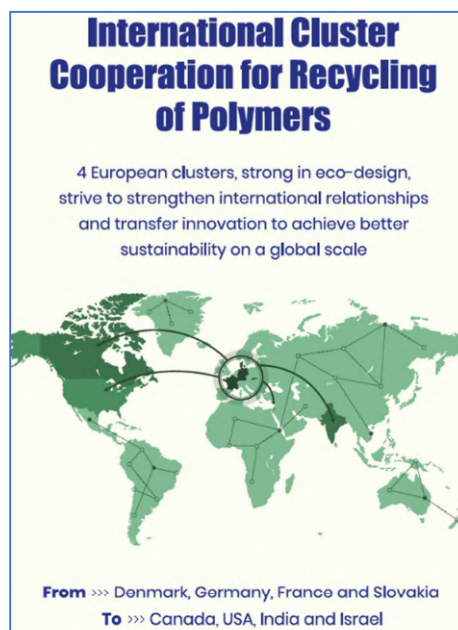
Presentation of representative of Slovak Plastic Cluster during the Seminar:

“Outputs of the PERCY project - supporting the establishment of business activities with countries outside the EU”

Richard Martin Tekel', MSc.

Mr. Richard Martin Tekel', a delegate of the project PERCY consortium, representing the Slovak Plastic Cluster, gave a lecture at the conference, where he introduced the participants to the partnership of the PERCY project, its realized activities and foreign missions, the goals and outputs of the project.

Mr. Tekel' talked about each abroad mission in a non-EU country (Canada, the USA, India, and Israel), and what was agreed on the basis of the Memorandum of Understanding. He paused on a Canadian mission, where it was necessary to define precise frameworks. He highlighted the type of project as encourage the audience that would be interested in cooperation with the countries in question to give proposals for cooperation. He also underlined that it does not have





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to be only business proposals, but it can be a partnership in research, exchange of students, cooperation in doctoral studies, etc. The speaker pointed out that these memoranda opened the door to countries where entrepreneurs would not be able to enter as independent entities. He also spoke about the fact that the cooperation is bilateral, so it does not have to be only export to the given countries or cooperation with the organizations with which the memorandum was signed or their member companies, but also the given organizations or their member companies, schools or research institutes can also search for partners in Europe.

Mr. Tekel's presentation followed up on the presentation about the fair "K – show" and some of the news he discovered there. It was also a meeting place of the Percy consortium where a common partnership workshop was held.

He drew attention to recycling, a new view of it from the side of clients/users, that recycled materials and products from them do not have to meet a perfect visual appearance. He also emphasized that where recycled products can be used, it is necessary to agree between suppliers and customers. It is also necessary to cooperate on the development of materials based on recycling to such an extent that the final product has very similar properties to a product made from virgin material.

Overall, Mr. Tekel urged all participants that more information will be available on the project PERCY website and he opened a common discussion.



„The experience was very good, I believe the cluster members got all the needed information and concise project overview and takeaways, however, they did not respond directly in the auditorium. There was dinner afterward and during the dinner, multiple companies approached me with their queries (e.g. regarding the project, about the result). The workshop during the Seminar worked well, but it is needed to be paired with some networking afterward so the companies have enough time to ask what is their specific interest in a more private setting.“

Richard Martin Tekel, MSc.



Plast Center Danmark





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Country presentation summary:

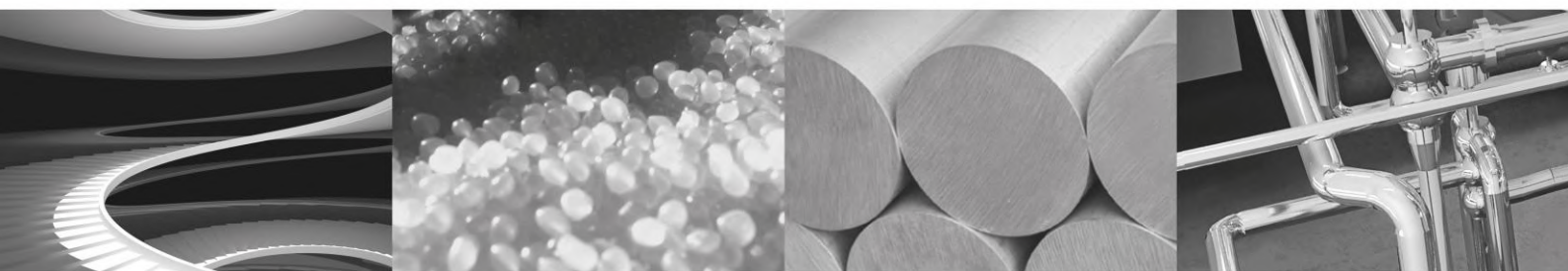
DENMARK (physical presentation)

Date: 2 February 2023

Place: Plast Center Danmark office, Denmark



Plast Center Danmark



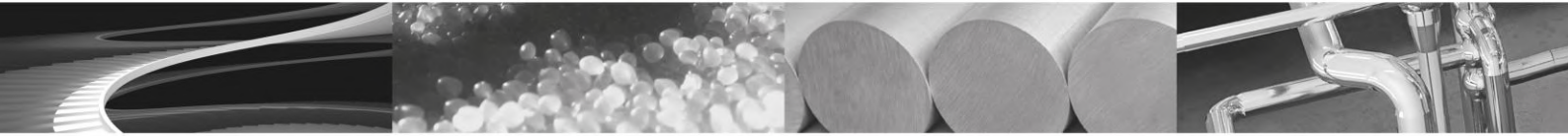
Presentation of the learnings in the PERCY project 2 February 2023



On 2 February 2023 a presentation of the opportunities for the members of Danish Materials Network due to the PERCY project was given by Ms. Dorte Walzl Bælum, CEO at Plast Center Danmark lead partner of the PERCY project and part of the consortium behind it

The audience was members of the Plast Center Danmark board, who are all members of the network. Plast Center Danmark is the facilitator of the innovation network Danish Materials Network.

This presentation is a continuation of the Indian visit to Danish companies, which took place 25 & 26 October 2023.



Target Group of the learnings of the PERCY project:

Owners, directors of companies, production directors and managers of manufacturing companies, technologists, development workers, designers, mould designers for plastics, project managers, process managers, quality technicians, adjusters - seniors, and other experts who work in plastic companies or the professional public cooperating with them.

Ms. Bælum gave a presentation of the PERCY project, its realized activities, foreign missions, output, and finally value created due to the project.

She talked about each abroad mission to a non-European country (Canada, the USA, India, and Israel). Before or during all missions Memorandum of Understandings were signed with a number of clusters. Ms. Bælum pointed out that these memoranda have opened doors to countries, where entrepreneurs would not be able to enter as independent entities.

She highlighted the project as a good way to enter cooperation with the countries in question and to give proposals for cooperation.

Special attention was paid to a continued collaboration with India, where the approval of the joint Indo-Danish project PyroGreen was discussed.

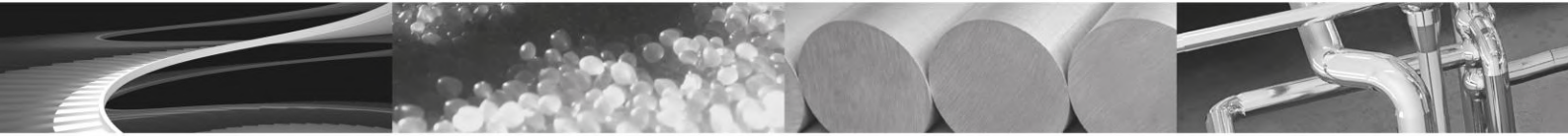
Moreover, Ms. Bælum presented, that PCD will apply for a Danish-Indian networking project, so more of the suggested collaboration and networking activities can continued.

Regarding the Israeli mission further contact to the company UBQ was discussed. Finally, there was interest in further contact with the American cluster Greater Acon Chamber of the USA, GAC, which is placed in Ohio.

To sum up - participating in the PERCY project has been of great value to the Danish Plastic cluster itself as well as its members in Danish Materials Netwrok.

The companies present at the meeting all agreed that involvement in international projects create value to their companies especially when they become directly involved in activities and/or projects.

More pictures from the two events on the following page:



Visit to Danish Fiber - meeting with Mr. Palle Kunz - CEO and owner



Visit to MP Plast - meeting with Ms. Mette Petterman - owner



Meeting with the PCD board





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Country presentation summary:

GERMANY (physical presentation)

Date: 15 February 2023

Place: WFG office, Germany





PERCY
Presentation of the learnings in the PERCY
project
15th February 2023



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Restitution workshop

On February 15, WFG presented the results we achieved for our companies and the cluster itself during the project period. Participants were members of KunststoffDIALOG as well as other companies from the region.



Meeting on 15th of February

The aim of the presentation of the results was to explain to the companies what has been achieved in terms of the international partnerships (Canada, the USA, India, and Israel) the consortium has established and what might be follow after the projects ends.

With the Memoranda of Understandings, which were signed with a number of clusters the PERCY consortium and their members have created a big value. The MoUs allow access to countries/regions and institutions, where especially SME entrepreneurs would not be able to enter as independent entities.

In addition, the intensified relations of the contacts established within Europe in the project consortium itself were also presented.

After showing the results, potential upcoming actions were shown and discussed.

A special interest for more information and potential collaboration with the US was shown.

Participating in the PERCY project has been of big value to the WFG with its KunststoffDIALOG itself to strengthen the relationships to other institutions and clusters as well as for its members. These connections have made it much easier to establish contacts. These diverse networks, which were made possible by the project, are of great value in a wide range of areas.

The visit of the Indian representative of a plastics cluster to Heilbronn was felt to be valuable for possible future cooperation. Particularly at trade fairs and industry meetings, attention will

be paid in the future to whether meetings/match making can be arranged. The partners will continue to be involved in this regard in the future in order to maintain the contacts that have been established.

In summer, for example, the MoU partner from the USA will be in Germany to meet member companies of KunststoffDIALOG in Heilbronn.

Beyond the presentation of the results, numerous one-on-one meetings were held with companies. All agreed that the establishment of contacts in the different countries are of great value.



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Country presentation summary:

FRANCE (webinar)
Date: 10 March 2023
Place: online





PERCY
Presentation of the learnings in the PERCY
project
10th of March 2023



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Restitution workshop

On 10th of March 2023, a presentation of the inter-clustering and international opportunities for Polymeris members was held online, during a one-hour webinar. Roxane Girard, interclustering and European projects manager, held a presentation of the opportunities linked to PERCY project and its results as well as some example on how to take benefits from the PERCY actions with other clusters to organise future matchmaking missions in the 4 targeted countries of the project.



Webinaire

les missions collectives
et opportunités à l'international

Vendredi 10 Mars 2023 - De 11h00 à 12h00



OPPORTUNITES DANS LE CADRE DU PROJET PERCY
Coopération internationale pôles et clusters pour le recyclage des polymères

Objectif du projet :

Collaboration de 4 cluster européens pour développer des stratégies d'internationalisation communes pour les entreprises et adhérents dans le domaine du recyclage des matériaux polymères avancés.

From >>> Denmark, Germany, France and Slovakia
To >>> Canada, USA, India and Israel

44:55 / 57:02

PERCY Recycling Partnership

POLYMERIS

The screenshot shows a presentation slide with a white background and black text. At the top right is the PERCY logo (a colorful camera shutter) and the text "PERCY Recycling Partnership". The main title is "OPPORTUNITES DANS LE CADRE DU PROJET PERCY" in bold, followed by the subtitle "Coopération internationale pôles et clusters pour le recyclage des polymères". Below this, the "Objectif du projet" is described. To the right of the text is a world map with green lines connecting various regions. At the bottom of the map, it lists "From" and "To" countries. The slide is part of a video player, with a progress bar at the bottom showing "44:55 / 57:02". The POLYMERIS logo is visible in the bottom right corner of the slide.

The audience was industrial SMEs members of Polymeris, particularly interested in participating to matchmaking missions and trade fairs to grow internationally.

Target Group of the learnings of the PERCY project: Owners, directors of companies, production directors and managers of manufacturing companies, technologists, development workers, designers, mould designers for plastics, project managers, process managers, quality technicians, adjusters - seniors, and other experts who work in plastic companies or the professional public cooperating with them.

Ms. Roxane Girard gave a presentation of the PERCY project, its realized activities, matchmaking missions, memoranda of understanding signed and other output. She briefly presented the different matchmaking missions organised in non-European countries (Canada, the USA, India, and Israel) and the 11 memoranda of understanding signed following those missions. She pointed out that these memoranda have opened doors to countries, where entrepreneurs would not be able to enter as independent entities. She highlighted the project as a good way to enter cooperation with the countries in question and to give proposals for cooperation, for example by organising future matchmaking missions in the targeted countries. Special attention was paid to a continued collaboration with Quebec as language is less of a barrier. Some participants also shown interest in further contact with the American cluster Greater Acon Chamber of the USA, GAC, which is placed in Ohio. Ms Girard also presented the POLREC project, gathering 3 of the 4 partners from PERCY (Plast center Denmark, WFG and Polymeris) which will aim in the second part of the project to stimulate the internationalisation of SMEs in the field of polymer recycling through the organisation of a matchmaking mission in a non-European country. Contacts made during the PERCY project will be very useful in the frame of this matchmaking mission on polymer recycling since, according to the latest results of an online survey distributed to the 5 partner's members, the USA, Canada and India are the most interesting countries for European industrial SMEs willing to export their technologies and find partnerships in polymer recycling industries.

To sum up – participating in the PERCY project has been of great value to the Polymeris cluster itself as well as for its members.

The replay of the webinar is available online, in Polymeris intranet, through [this link](#).