

Matchmaking

Cocktails Reception, Meetings and Discussion Groups

An opportunity to make professional contacts



THURSDAY 21 March 2019 - 19.00

Matchmaking is an opportunity to participate in working groups and to open discussions with potential business, technology and research partners. Hub Brussels and NCP Brussels worked with ETRA to sponsor matchmaking opportunities during previous ETRA Conferences and are with us again for the 26th Conference.

This year the set-up will be a more informal and relaxed event, that will offer a deeper familiarity with some important opportunities for cooperation, funding and making professional contacts.

Tyre Recycling is a dynamic young sector. Recycled Tyre Materials are already used in an array of products and applications in many different sectors, including the production of new tyres which has motivated tyre recyclers to research and develop new products and applications. RTMs are currently used in sports infrastructure, roads and transport infra-structure, civil engineering and construction, etc. as per the Circular Economy, that recyclers applied "ante litteram" (i.e., before its time) - not only the rubber, but the steel and textiles as well. All three waste streams are recycled and valorised into new economic streams in support of the Circular Economy. Use of these materials improves performance, increases durability, and contributes to resolving critical issues. Throughout the years, ETRA and its members have participated in many research projects, some --ongoing.

The Discussion Groups offer a timely follow-up to the Wednesday Workshops and the first plenary sessions to pre-arrange group meetings to help capitalise on Tyre Recycling opportunities in four areas:

- ❖ Circular Economy and Green Public Procurement : let's work together
- ❖ Recycled and bio-construction materials and applications, projects and other ways to expand the market
- ❖ Transport and mobility: rubber materials and technologies for asphalt, roads, rails and urban mobility
- ❖ Innovative Materials for different uses : Compounds, Moulding, Binders, Absorbing and Drainage, etc.
- ❖ Research and Development, catching up Wednesday Workshop: Tips, Questions & Answers, Partner Registry

The Discussion Groups provide a well-timed opportunity for Entrepreneurs, Technicians, End-Users, Research Centres, Universities, and others, to set up partnerships, discuss new ideas, start new projects, discover new and innovative products.

The event targets a broad spectrum of companies, universities and researchers from within and outside of the EU to foster the creation of consortia for the upcoming EU project calls for 2018 - 2020.

19.00 Discussion Groups

There are 5 Discussion Groups, each representing one topic – with room for 8 – 10 delegates. Each Group is Co-Chaired by a coordinator and a subject-matter expert. Each group will cover a list of points to attempt to reach an agreed conclusion.

Group A): Circular Economy & Green Public Procurement : let's work together

Topic: **How can we generate cooperation among SMEs to seize the opportunities available to create and expand the markets for products and applications produced from Recycled Tyre Materials**

Chair : Dr. Valerie Shulman, ETRA

Points:

1. State of the art
2. How SMEs can work together: practises and tools
3. Potential markets: what sectors, potential quantities and financial value
4. Actions needed to support market development
5. Proposal to ETRA

The Circular Economy package was adopted on 2nd December 2015, consisting of an EU Action Plan and legislative proposals on waste. It will set the resource efficiency agenda of the Commission for the next years. The aim of this table will be to offer SMEs models and tools for working together, sharing experience, and knowledge in order to cooperate, grow and expand markets for Recycled Tyre Materials, seizing the opportunity of the Circular Economy policy.

ETRA is the leader of several project proposals currently under evaluation, but is in the process of setting up new partnerships and proposals with the aim of involving its members and SME companies.

SMEs are the back-bone of the economy with a high capacity to create jobs. However their small size often makes it difficult for them to seize the opportunity of a global economy with larger markets.

This group will create an outline of realistic opportunities / actions based on implementing the Circular Economy Action Plan : who should be involved, what specific projects, when to begin, where to start, how to work together.

Table B): Recycled and bio-construction materials and applications, projects and other ways to expand the market

Topic: **How to expand the EU use of RTMs in building sector**

Chair: Andrea Gruppioni

Points:

1. State of the art
2. Potential market: quantity and value
3. Some ideas of new products
4. Actions needed to support the market development
5. Proposal to ETRA

The Building sector is already aware of RTMs that are commonly used. Products and application for buildings, either for infrastructure, insulation or finishing, obtained from Recycled Materials are innovative, sustainable and produced from low impact processes, have high performance, but they have a small market, compared to the high potential that the building sector represents in terms of volume and dimension.

The aim is to identify a business model and cooperation capable of accelerating the go-to market, and increase the sales and distribution of these products.

Table C): Transport and mobility: rubber materials and technologies for asphalt, roads, rails and urban mobility

Topic: **How to expand the EU use of RTMs in roads, infrastructure and urban the environment**

Chair: Dott. Ettore Musacchi, ETRA

Points:

1. State of the art
2. Potential market: quantity and value
3. Some ideas of new products
4. Actions needed to support the market development

5. Proposal to ETRA

Rubberised asphalt, and urban tram and train rails are both markets with considerable growth potential where RTMs are already well-known and appreciated. However, to date they both find it hard to expand or become consolidated markets capable of developing the sector. The use of these products could be supported by a combination of actions, and implemented in synergy with the Public Authority and mobility stakeholders, in order to create additional opportunities.

Further, rubber products intended for urban furniture are increasingly used because they have been improved through the years. A new generation of more sustainable moulded rubber products equipped with smart devices can now be produced. Some ideas have already been drafted and are ready to be further discussed.

Table D): Innovative Materials for different uses : Compounds, Moulding, Binders, Absorbing and Drainage, etc.

Topic: **How far are we from producing valuable raw materials: upgrading**

Chair : Ir. Fabrizio Quadrini, Co-Chair : Ir. Ake Paulsson

- Points:
1. State of the art
 2. Need of upgrading: which technologies are available
 3. Potential market: quantity and value
 4. Actions needed to support market development
 5. Proposal to ETRA

Recycled rubber is a sustainable material used in a variety of products and applications in a wide range of industries. Its vulcanised status makes it suitable for any innovative applications, which seem to have limited its attraction for many in the traditional rubber industry. However, vulcanisation should not be viewed as a technological obstacle to inclusion in traditional alloys and compounds.

New technologies have also been developed and perfected to devulcanise rubber and make it available for a broader range of products and applications. Thermal, mechanical and biological processes are among those currently available. The challenge is to make them more efficiently, and to have the quality of the output meet or surpass industry standards.

Considerable progress has also been made with different TPE formats. Recent performance achievements have increased the opportunities available for using them in some of the larger markets.

Carbon materials have progressed in recent years to the extent where 'recycled carbon blacks' (rCbs) are considered raw materials suitable for use in a variety of high quality traditional rubber products, including tyres.

There is good potential for further improvements and development. New projects for upgrading the processes and outputs are actually available, with high approval potential.

The aim is to discuss the options available and draft a few outlines of possible new projects.

Table E): Research & Development, catching up Wednesday Workshop: Tips, Questions & Answers, Partner Registry

Topic: **R&D and investment opportunities cross with other sectors. Which could be more attractive and what are the tools available?**

Chair: Elena Angiolini, hub brussels

- Points:
1. State of the art
 2. Sectors, materials, technologies
 3. Tools and instruments
 4. Actions needed to support R&D, exploitation, new investment.
 5. proposal to ETRA

The EU Commission is increasingly concerned about offering SMEs easier access to R&D, Investment, exploitation funds and opportunities made available by the various EU Agencies.

The upcoming EU Funding Calls for 2018-2020 illustrated in Wednesday's workshop will be further discussed to clarify them in greater detail, with practical examples in specific situations. The funds for the period 2018-2020 are larger than before so stakes are high.

The R&D Group will explore in detail the appropriate calls and the services available for dissemination of old as well as new projects, exploit the knowledge derived, which tools can be used (IPR, JV, start up, etc.) in partnership, and which supports could be available from the EU, etc.

Drinks and nibbles will be served during the discussion, to make your attendance more relaxed. Select your group and enjoy the moment, meet people, listen, make your comments and suggestions, and take the opportunity to participate in a new project.



The goal of the discussions is to bring together a diverse group of people interested in progressing the tyre recycling industry—expanding awareness and opportunities for the use of the materials, products and applications of this sector.

We would like to invite you to participate in this effort!

21.00 Meeting Closure