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## TECHNOLOGY FOR A SUSTAINABLE TOMORROW

Waste prevention is one of today's most pressing tasks and challenges. Careful use of finite resources, reasonable recycling, environment-driven thinking and sustainable acting become more important every day. Our company has been tackling these challenges successfully for more than 40 years – today, we are a leading partner of the international wood and recycling industries with numerous branches and selling agencies all over the world. VECOPLAN AG develops, produces and sells technologically superior plants and machines for shredding, conveying and processing primary and secondary raw materials gained in recycling processes. Continuous research and development as well as in-house-production give our customers a competitive edge in technology. VECOPLAN – TECHNOLOGY FOR A SUSTAINABLE TOMORROW



## **German RETech Partnership (RETech) – German Recycling Technologies and Waste Management Partnership e.V. (RETech) –**

Armin Vogel

The German RETech Partnership was founded as an association in December 2011 by leading representatives of German recycling businesses and associated academies.

The primary objective of the association is to *successfully* export the concept of *Recycling and Waste Management – Made in Germany* as a product and to establish, promote and develop a modern international waste management constitution.

The German RETech Partnership is the successor organisation of RETech, an initiative by the Federal Ministry for the Environment, which has hereby been transferred into a privately owned working group. The association continues RETech's previous activities and initiatives to improve the requirement for technology export opportunities on behalf of waste management companies, to promote the transfer of know-how and the development of environmental awareness and increase waste management standards in target countries.

Membership in the German RETech Partnership is available for all players in the recycling industry including universities etc.

### **Quintessential points of the activities of the German RETech Partnership**

One of the main activities of the German RETech Partnership is the exchange of information concerning international markets and the players involved therein. Closely linked to these activities is the collection of information from various overseas institutions such as ministries, authorities, federations, associations and non-profit organisations.

Furthermore, important collaboration work will be done within the community as regards to the formation of policy and to ensure coordinated representation in overseas institutions and within working groups.

In selective target markets for the German waste management industry, including service companies, consultants, universities and technology, joint initiatives are carried out. This also encourages the exchange of experiences, especially for technical enquiries, in various areas such as project financing, certification procedures and climate protection. The German RETech Partnership also functions as a network portal for project partnering.

The organisation of specialised exhibitions and congresses under the auspices of the relevant ministries is a further important activity. Strong focus was set on the representation of interests in the relevant political areas of the target countries. To support this aim, ministerial visits to destination countries are specifically conceptualised and coordinated.

### **Achievement oriented platform**

The German RETech Partnership shall especially seek to strengthen the position of medium sized businesses in defined target markets for recycling and efficiency technology, but also in projects in the recycling industry. In order to achieve this, foreign and local businesses, consultants, institutes and other interested parties are provided with a platform via RETech to work on and present compliant standards and total solutions within this targeted industry.

A key success factor for RETech will be the political support within the framework of official visits and conferences, which are of highest importance for the quality of the contact persons in the target markets and which additionally underline the effectiveness of complete solutions.

However, RETech shall not be involved in commercial activities, as in bidding consortia, but shall provide a platform for competence and networking of interested groups.

### Goals and projects – German RETech Partnership

Many export countries have an industrial heritage that is defined by large corporations. Such large companies often offer complete solutions abroad, including conceptualisation, consultancy, technology and service works in the waste handling industry. The German economy, on the other hand, is characterised by a more *medium sized* business approach. For this, companies being highly specialised in their respective areas often offer technically efficient and economical solutions independently of each other.

Despite the generally recognised superior quality of the of German products and services, customers in a target market can be tempted by total system providers, backed by their governments, because they offer a total system service and a solution from a single source. And in comparison to individually created solutions, the total costs of a combined offer can appear reduced, especially concerning acquisition cost. One factor not to be underestimated in this is of course, that such a solution is not based on BAT (Best Available Technology) even if it does have political support.

### Areas of potential project collaboration

1. In order to open up target markets to embrace efficient recycling system technology from Germany, several aspects can be considered. With the participation of German manufacturers, service providers and consultants and on the basis of long term experience, the conceptualisation and development of waste management can be based on proven German models and used for the entire recycle chain in the target region. The organisation of delegate visits for the relevant target countries, aided by political support from governmental departments, ministries and appropriate embassies, would also be an important task. In addition, the implementation of jointly organised conventions and/or special events in the markets would further encourage market opening.
2. An evaluation of the projects of the GIZ (German Society for International Co-operation) and/or development projects in developing nations and emerging countries could include the establishment of definitions and presentations of country specific holistic approaches ranging across the whole process and service chain of city hygiene, waste disposal and recycling. Long-term development projects with the involvement of informational sectors could also be shown. To further encourage implementation, foreign decision makers can be invited to Germany to present approaches in practice and to give comprehensive training as well as advanced training courses.
3. To evaluate project opportunities in accordance with, for example CDM and JI criteria, mechanisms can be developed in role playing for the introduction of emission reduction certification (CDM/JI) and to increase competitiveness on realistic project enquiries.