

# **Meet the Buyer event**

08 May 2020 Rathaus Düsseldorf, Marktpl. 2, 40213 Düsseldorf (Germany)



The work of Neue Effizienz includes creating concepts and projects in the field of sustainable urban energy, material and data flows across market fields and market divisions.

Offset Company's business is classic digital and offset printing. This includes: folders, flyers, folders, brochures, catalogues, business equipment, posters, stickers, labels, packaging etc.

Meet the Buyer events offer **interesting opportunities for your company** to get in touch with the leading enterprises in a variety of business sectors. The event is **invite only** and will give you the chance to have an individual **one-to-one meeting** with **key decision makers**. Join the event, establish valuable collaborations, pitch your products and services, and discuss business partnerships that can fast-forward your company's growth.





European Regional Development Fund EUROPEAN UNION



# **Buyer profile**

# What is their business?

## **Offset Company**

Our business is classic digital and offset printing. This includes: folders, flyers, folders, brochures, catalogues, business equipment, posters, stickers, labels, packaging etc. We also produce displays, columns, signs and other products for your successful company presentation. Also new is the production of wooden boxes for sustainable transport.

Environmental protection and sustainability is important to us: On the one hand, we would like to offer you innovative solutions for sustainable development and on the other hand, as OFFSET COMPANY - out of personal conviction - we have consciously been committed to environmental protection for many years and, as a sustainable printing company, we have geared our production to resource conservation and climate neutrality.

## Neue Effizienz

Through an integrative understanding and the combination of specialist partner organisations, the work of Neue Effizienz includes creating concepts and projects in the field of sustainable urban energy, material and data flows across market fields and market divisions. Key R&D components in research projects are innovation promotion, business model development, science and technology transfer and participation processes.



### What are they looking for?

Goods must be shipped and stored safely. In many industries the wrapping of goods on pallets with stretch film is established as transport packaging. This solution is cheap, flexible for different product areas, light, waterproof, and easy and quick to use. The films are made of PE plastics based on natural gas or crude oil as fossil raw materials. Depending on requirements, the film properties can be optimized (e.g. quantity/thickness of the material, adhesive strength, smoothness for better pulling out of film-filled loads, UV protection, tear and puncture resistance, gas tightness). Approx. 1-1.5 million tonnes are consumed in the EU and approx. 160,000 tonnes in Germany - and the trend is rising.

The stretch film is usually a disposable product: it is cut through after receipt of the goods and can no longer be used, because the elasticity of stretched film is no longer given. It is disposed of in commercial waste. They can be recycled, but are often only thermally downcycled, i.e. incinerated. This releases CO2, which contributes to climate change. There exists also the general plastic problems such as marine litter and microplastics.

The alternatives available on the market do not offer an effective replacement for the practical film. There are hardly any alternatives besides plastic strapping, which is welded and cut and thrown away after use. Films made of industrially compostable plastic are not elastic or have no adhesive properties. Shrink sleeves have similar properties to stretch films, but are energy-intensive to handle. Cardboard boxes and other materials offer many disadvantages in handling, weight or resistance. Ideas from alternative raw materials / renewable materials such as textiles, sugar cane or others are still being developed.

#### Goal

Safe and environmentally and climate-friendly logistics packaging systems / load securing from renewable or reusable resources.

This challenge is a part of the Sustainable Packaging event organized by NRW.International, NRW.Europa, Kompetenznetwerk Umwelwirschaft NRW and kunststoffland.NRW. Please find a link to the official challenge <u>here</u>.

## How can you apply?

If you are interested in this opportunity, please contact **Giuliana Unger** by sending an email to <u>g.unger@cleantechdelta.nl</u> and briefly indicate the interest of your company in the Buyer's case. You can also contact your regional SCALE-UP partner.



#### **SCALE-UP PARTNERS**

This Meet the Buyer event is an exclusive invitation for companies associated with the partner organisations in the North Sea region. Cleantech member organisations have joined forces in the Interreg SCALE-UP project to enable cross-border business contacts between SMEs with green solutions and established large companies. The overall aim is to facilitate for innovative cleantech companies to scale up your start-up. Consultants at the member organisations help participants prepare the meetings and support them through the business process.

#### CONTACT

BELGIUM	DENMARK
Cleantech Flanders	CLEAN
Frans Snijkers	Maria Skotte
frans.snijkers@cleantechflanders.com	mas@cleancluster.dk
Tel +32 473 34 12 16	Tel +45 6142 4400
NETHERLANDS	SWEDEN
Clean Tech Delta	RISE Research Institute & Cleantech Inn Sweden
Giuliana Unger	Richard Englund
g.unger@cleantechdelta.nl	richard.englund@ri.se
Tel +31 108 20 88 29	Tel +46 703 791 645
UNITED KINGDOM	GERMANY
Cambridge Cleantech	EE.SH
Sam Goodall	Martina Christiansen
sam.goodall@cambridgecleantech.org.uk	m.christiansen@ee-sh.de
Tel +44 7782271066	Tel +49 4841 6685 27
SCALE-UP COORDINATION	
City of Rotterdam	
Wouter van Rooijen	
w.vanrooijen@rotterdam.nl	
Tel +31 6 15 25 1699	

















