

SEPARATE

“Enabling market uptake of innovative separation and cleaning solutions for material recycling of all product groups contained in bio-wastes and MSW”

D.4.4

Conference presentations

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Executive summary

A very important means to promote new technologies and waste recycling concepts are public speeches and exhibitions at the most important industry gatherings. db technologies, Greenovate and Entsorgungsgesellschaft Westmünsterland mbH (EGW) have therefore attended 8 dedicated conferences and presented the innovative waste separation technologies along with the results of the performance tests carried out in various countries. To allow for optimal client contact, db was also present with exhibition booth containing SEPARATE communication material and one or two people at the booths to get as many quality connections from these presentations as possible.

1. Methodology

1.1. Preparation of conference presentations and exhibitions

There are a number of key events for waste management professionals, and these were first targeted for conference speeches and exhibition presence. Some of these events are combinations of conference and trade fairs. Combining a conference speech with the presence at an exhibition booth is a good way to attract the attention of potentially interested clients and other stakeholders to the exhibition booth, where a personal interaction can take place.

A standard power-point presentation was developed for use at conferences, but it was constantly enriched with new material stemming from the analysis results from the short and long-term tests.

For exhibitions, the SEPARATE roll-up banner was produced that served well as eye-catcher at exhibition booths. The available project leaflet designed to invite discussion with interested persons was taken to all exhibitions and was even translated into French. The SEPARATE video has specifically been equipped with sub-titles for use at noisy conference grounds.

1.2. Holding of conference presentations and exhibitions

The presentations were mostly made by db sales director Karl Dirkes, but sometimes other consortium partners also presented the project. The presentations were usually 15 minutes long, and the SEPARATE project video was shown during the presentations.

The presentations focused both on technical aspects and on business opportunities.

The size and composition of audiences induced an individual touch to each presentation, depending if the majority of conference participants were academics or practitioners.

1.3. Follow-up of conference presentations and exhibitions

Where business cards were collected after a speech or at the exhibition stand it was followed-up by email, using the opportunity to send the presentation or more information, or the e-version of the leaflet, or any other information requested by the person(s) met.

2. Conference presentations and exhibitions held

In the following section, all conference presentations and exhibitions carried out for the promotion of the SEPARATE waste systems are described, mentioning five parameters:

1. Date and place of event
2. Name and type of event
3. Relevance towards the objectives of WP4
4. Potential / expected outcome (occurred or expected in the near future)

2.1. List of conference speeches and exhibitions held

20-21 February 2014, Dublin, Ireland

AD Europe 2014, International conference & trade fair on Anaerobic Digestion and Composting of Organic Waste & agricultural Residues

The European conference on anaerobic digestion and composting, AD Europe, Dublin 20th

-21st February 2014, brought together 193 professionals in renewable energy, organic waste and agricultural residue treatment, regulators and scientists from 22 countries around the world. The conference was jointly organised by the ECN and Cré - Composting and Anaerobic Digestion Association of Ireland. With 39 speakers covering topics from composting to anaerobic digestion, the conference was a vibrant forum to exchange knowledge and explore emerging techniques in the AD and composting sector.

Karl Dirkes of db technologies presented a speech on "Food and MSW Separation utilizing the OREX-Press on the 2nd day of the conference. It was a very international show with key players of the industry, like SITA, Veolia and Attero. The speech on the SEPARATE system gained acknowledgement as an interesting solution to pre-treat food waste for anaerobic digestion. Contacts were made with companies and communities in Sweden, England and Scotland.

Day 2 – Friday 21 February 2014		
Time	Main Hall Food Waste Collection	Cri Hall Case Studies and Success Stories
	Session Chair: Philip Nugent, Department of Environment, Community & Local Government	Session Chair:
09:00-09:25	How to Plan and Start Separate Collection - Examples and Outcomes from Urban and Rural Situations This presentation will provide examples on rolling out separate collection of food waste in an urban and rural situation. Milan, which is covered by the largest town in the world per population covered by separate collection of food waste will be discussed. The status of source separated legislation in European Countries will be presented. Enzo Favoino, Scuola Agraria del Parco di Monza, Italy	Combined Anaerobic Digestion and Composting plant with Nitrogen Extraction and the Production of a Mineral Fertiliser Fabrizio Adami, (Piside group - OSEA - University of Milan), Massimo Cordero, Italian Consortium for Biogas and Compost Production & CICOST/ETRA SpA, Padova.
09:25-09:50	Experiences of Managing a Brown Bin Advisory Programme in Germany For more than 25 years the brown bin is being introduced all over Germany. Various proven measures for the accompanying awareness activities and for the administrative framework conditions will be presented. The speaker's experiences with introducing the brown bin to households cover rural as well as metropolitan areas such as Berlin and Munich. Thomas Teich, IRIK, Wiesbaden, Luxembourg	AD in Oslo - Production of Liquid Biomethane from Sorted Household Waste - Biowaste from Oslo is processed in an AD plant. The process is anaerobic pre-treatment with thermal hydrolysis. The biogas is purified and liquid and used for public transportation, waste trucks etc in Oslo (50 km away). Liquid digestate is spread on farm land. An alternative strategy of dewatering and concentrating the liquid fraction to a liquid fertilizer will be presented. Kjell Fjell, Lantbruksdepartementet, Oslo, Norway
09:50-10:15	Anaerobic Digestion and Biogas: A Strong Alliance for Overall Food Waste Capture Rates, Higher Biogas Yields and Quality Compost Production High food waste capture are becoming a priority for those municipalities wanting to efficiently divert organic waste for biogas and renewable energy production besides composting. Consolidated plastic bags are a key tool in achieving high participation and capture rates in residential food waste collection schemes both in single house and high rise urban settings. Optimal handling of this kind of household waste of food waste bagged in composite bags at AD facilities is essential and, most importantly, possible. Case studies of different treatment technologies will be shown. Christian Garofalo, Novamont, Italy	Case Studies of Agricultural Anaerobic Digestion Projects Around the World This presentation would summarize Global Methane Initiative's (GMI) recently released report, Successful Applications of Anaerobic Digestion in the Agricultural Sector and provide case studies of several systems to highlight these benefits. The projects range from multi-million dollar facilities that produce CH4 fuel for milk delivery trucks from biogas to a collective of household systems in Peru that fuel a public lighting system for a small rural village, enhancing quality of life for the entire community. Allison Costa, US Environmental Protection Agency, America
10:15-10:30	Q&A	
10:30-11:00	Topic & Coffee Break sponsored by Villanyi Mechanical Handling Systems Ltd Optimisation of the AD Process and Technology	Waste Policy
	Session Chair: Chris Long, FJI Energy	Session Chair: Tony Brent, Novamont
11:00-11:25	Optimising the Composting and Anaerobic Digestion Process For years the Local Authority ran a successful composting plant but as food waste collection ceased and capacity increased the Local Authority decided to add on a dry plug flow reactor. They have now optimised the process to minimise methane, maintain energy and compost production. Klaus Gressl, IRIK, Luxembourg	Food Waste Prevention Strategies across Europe In the EU Roadmap for a Resource Efficient Europe, food waste has been identified as a priority, setting a target of 50% food waste reduction for 2025. To coincide with European Year against Food Waste, the presentation will look at food waste prevention activities in Europe and strategies to tackle the resource efficiency challenge. Océle Le Belloucq, Environmental Protection Agency, Ireland
11:25-11:50	Optimisation of Biogas Plants – Focus: Flexible Energy Supply of AD Plants There are a different concepts to optimise existing AD plants (e.g. upgrading from a small AD plant to a large AD plant, expansion of gas production rate in the fermenter by pre-treatment and increasing the organic loading, system optimisation by increasing the operation to a biogas upgrading and feeding into the natural gas network, improve the heat utilization, flexible energy supply). Recently the German Biogas Research Centre analysed the flexible energy supply of AD plants. The presentation will show different recovering concepts of AD plant and focus on the technical/economic aspects of flexible biogas-cooled energy supply. Johannes Daniel Grottel, German Biogas Research Centre	A Zero Waste Vision for Europe: Management of Resources and the Key Role of Biowaste Europe will present the drivers behind Zero Waste and discuss the important role for management of biowaste plants in achieving zero waste. Enzo Favoino, Scuola Agraria del Parco di Monza, Italy Chad, Scientific Committee, Zero Waste Europe
11:50-12:15	AD Technologies for Green Waste and Green as Feedstock Dr. Wolfgang Müller, University of Innsbruck, Austria	European Waste Targets Review The European Commission initiated a review of targets set in a number of waste framework and landfill Directives. Dominic Higgs, Eurorec, England
12:15-12:35	AD-WISE - A New Tool to Optimise the Operation of Biogas plants The AD-WISE project is developing a control system based on food regulation for biogas plants. It is composed of real-time measurement of volatile fatty acids (VFA) concentrations and software that uses this data and other parameters already measured in the plant, to maximize biogas production, while modifying the operating conditions to avoid acidification. John O'Flaherty, MAC, Ireland	Status of Waste Treatment OREX and Implications for Anaerobic Digestion, Composting and WWT Plants Klaus Zemanova, Renewable Energy Association, England
12:35-12:45	Q&A	
12:45-12:48	Lunch Sponsored by Novamont	
	Session Chair: Morgan Birkin, SilverBioEnergy	
13:45-14:10	Efficient Separation of Biodegradable Organic Fraction from Source Separated Organics and MSW using High Pressure up Front Processing System Dr. Dinku Arjan Korz, Anasorga Inc., LUTS Biogaslab GmbH	
14:10-14:35	Pre-treatment of Organic Waste for Liquid Fermentation - Grottel/Recher, Komtech	
14:35-15:00	Thermophilic Dry Fermentation and Composting Technology - Jennifer Case Study, Matthew Cox, Biokin	
15:00-15:15	Food and MSW Separation Utilising the OREX-Press - Karl Dirkes, db technologies	
	Financing the Industry	
	Review on How European Countries are Managing to Fund Anaerobic Digestion and Composting Developments Jack O'Connell, Lanchester Consulting, Ireland	
15:15-15:40	Q&A	
15:40-16:00	Policy for Anaerobic Digestion The presentation will review AD subsidisability from each country. Future perspectives from CAP Policy will be presented as well as CAP policy supporting the use of compost/fertiliser. Dr. Jan Stanovsky, President of the European Biogas Association, Brussels, Belgium	
16:05-16:15	Q&A	
16:15-16:30	Closing Remarks	

5-9 May 2014, Munich, Germany

IFAT, Trade Show for Water, Sewage, Waste and Raw Material Management

This trade show is the world's leading trade fair for water management and most important show of the industry. It is a biannual show organized by Messe München in Germany.

The SEPARATE project was presented on the stand of db technologies BV with a special poster and folder. Several stand workers advised approximately 124 visitors during five exhibition days. Prospect names were divided between several sales persons. Every company was contacted by this sales person for further advice or offers.

The db technologies' stand generated a lot of interest, particularly with regard to the pre-treatment of food waste to be treated in anaerobic digestion. Most of the food waste is now being incinerated in Germany. Germany needs to change this in the next few years.

There is a lot of interest in our technique, but companies and communities are waiting to invest, because they would like to know which will become the preferred technique to pre-treat food waste before anaerobic digestion.



2-3 July 2014, Birmingham, UK

ADBA, Conference on AD & Biogas

UK's only trade show dedicated exclusively to AD and biogas, two day conference with two day exhibition and 22 seminars. The show is the perfect place to find out the latest AD information, view the newest technology and equipment, hear policy and regulatory updates and network with key contacts from across the AD industry. In 2014, it had over 250 exhibitors and held over 20 workshops and seminars. The SEPARATE project was promoted as part of the solution of the Anaergia Group of companies. Unfortunately, there were not many visitors. The show turned out to be too much focused on agricultural waste. There was not much attention given to food and municipal waste.



In 2015 the same show was booked by Anaergia UK showing its combined solution of wet and dry waste pre-treatment by screening systems as well as the OREX-press and cleaning system and the biogas installations.

2-5 December 2014, Lyon, France

Pollutec, 26th international exhibition of environmental equipment, technologies and services

Project partners from db technologies and Greenovate! presented the innovative SEPARATE Waste Systems at Pollutec 2014 - the 26th international exhibition of environmental equipment technologies and services that took place from 2-5 December 2014 in Lyon.

Focus was given to separation of municipal solid waste (MSW) and bio-waste through an innovative hydraulic press and cleaning system that archives a large efficiency. This innovative solution leads to optimal use of organic matter, lower maintenance costs, improved digester performance, more gas yield per input unit and lower investment costs through shorter retention times.

The SEPARATE stand generated a lot of interest, particularly in terms of pre-treatment and separation of MSW through the hydraulic press and cleaning of the organic fraction afterwards. Some visitors were interested in feasible solutions for pre-treatment of MSW at local and municipal level at a reasonable price that the SEPARATE Waste Systems can offer. The improvement of the digester performance was confirmed to be a real need. Other visitors were interested in proper sorting of recyclables before using the SEPARATE Waste Systems. Certification of waste analysis results was seen as the right approach towards removing non-technical barriers to market replication of the innovative solution that radically improves the quality of bio-waste stemming from Municipal Solid Waste (MSW) and separate bio-waste collection.

At this trade show db technologies had a booth of 12m² with number E229 presenting its SEPARATE solution by means of banners and the French SEPARATE brochure. Karl Dirkes represented db technologies, whereas Greenovate!'s Ruska Kelevska helped to explain the SEPARATE message.



19-20 March 2015, Nantes, France

Biogaz Europe, biogas referent event in France

Together with partner Anaergia db technologies BV shared a stand with number YD45 in hall 2. We presented the SEPARATE solution with the OREX-press and the cleaning system with a banner and the French SEPARATE brochure. Visitors were interested in the SEPARATE solution for pre-treatment of MSW as improvement of digester performance seems a real need.

Several leads were generated and worked on by db technologies. db technologies enlisted its SEPARATE/OREX solution for the innovation competition trying to get a speech slot at the conference that took place parallel to the trade show. Unfortunately, db technologies was not selected as one of the most innovative companies exhibiting at the trade show.

5 – 8 May 2015, Hannover, Germany

Waste-to-Resources 2015, 6th international symposium on MBT, MRF & Recycling

This international symposium consisting of a conference, exhibition and site visits an additional introduction seminar was held in Hannover. Dr. Martin Idelmann of Entsorgung-Gesellschaft Westmünsterland mbH (EGW) held a presentation on "Conversion of MBT Gescher from residual waste to organic waste treatment" on Wednesday 6th of May in the section Technical development of MBT's. As part of the EGW plant which generates energy from waste, the OREX and subsequent cleaning system was installed to test this pre-treatment solution to better prepare organic waste for fermentation and creating fertilizer from biological waste. Following the presentation visitors visited the booth of db technologies BV on the exhibition that took place simultaneously to the conference.

Furthermore, Greenovate!'s Astrid Severin held a presentation in the Mechanical Biological Treatment Plant section on the "Recovery of value from MSW and SSO by press extrusion and waste cleaning; moving away from landfill and incineration to biogas, recyclables and high quality RDF." The presentation was ended with the SEPARATE film in which the film was explained. Through the interaction of presenter Astrid Severin and Karl Dirkes, the questions of the audience were convincingly answered and the SEPARATE solution received a lot of positive attention. In combination with the exhibition stand we

Waste-to-Resources 2015	
Wednesday the 6 th of May 2015	
9:00 – 10:30	MBT in the context of changing legal and economic requirements 16. Effects of bans for special recyclables and recycling rates on the residual waste composition. Gabriele Becker, Klaus Gellenebeck, INF& GmbH, Aalen 17. Development of waste management and material flow management on the example of the Hannover Region. Roland Middendorf, aha Zweckverband Abfallwirtschaft Region Hannover, Germany 18. Status and new trends / perspectives of MBT in Germany. Katal Kelesten, iba GmbH, Hannover, Germany
Coffee Break	
11:00 – 13:00	Energy efficiency and environmental performance of the MBT 19. Energy management systems in MBTs. Holger Langh, ZAB Nuthe Spree, Königs Wusterhausen, Germany 20. A comparison of local and global environmental balances: combustion of municipal waste, solid recovered fuel, wood and coal. IONESCU G., CIORANU S.I., RAGAZZI M., GRIG-ORIU M., RADA E.C., Politehnica University of Bucharest, Romania. ** University of Trento, Italy. *** Insuina University, Varese, Italy 21. Optimized biological drying for a stable SRF quality - Experiences from MBT Neumünster. Ralf Keitelbut, StoffzentrumsSortiercenter, Neumünster, Germany 22. Internal power privilege of producing energy from waste Mathias Mallender, Luther Rechtsanwaltsgesellschaft mbH, Hannover, Germany
Lunch	
14:15 – 16:55	Utilization of solid recovered fuels (SRF) in practice 23. Utilization of alternative fuels in substitute fuel, cement and coal power plants in Germany 2020. Jens Gatens, trendresearch GmbH, Bremen, Germany 24. Expense situation in SRF power plants in terms of energy prices. Günter Timmer, BREWA wte GmbH, Bremen, Germany 25. Use of SRF in cement plants. Martin Dertler, research institute of the cement industry, Düsseldorf, Germany 26. Evaluation of the potential of different waste fractions for the preparation of Solid Recovered Fuels. Herminio Sastra ¹ , Diego García ² , Salvador Ordóñez ² , Eva Diaz ² , Jose Manuel González ² , ¹ Dep. of Chemical and Environ. Engineering, University of Oviedo, ² COGERSA, Principado de Asturias, Spain
Coffee Break	
16:45 – 18:45	Technical development of mechanical-biological treatment plants (MBT) 27. Comparison of MBT plants with and without upstream fermentation in terms of moisture management and achievement of landfill disposal criteria. Roman Luppmeier, Aurel Lübbke, Compost Systems GmbH, Wels, Austria 28. Percolate anaerobic digestion plant as component of MBT Erfurt-Ost. Hagen Hilde, GICON Bioenergie GmbH, Erfurt, Germany 29. Conversion of MBT Gescher from residual waste to organic waste treatment. Martin Idelmann, egr Entsorgung-Gesellschaft Westmünsterland mbH, Gescher, Germany 30. Restoration of the CE conformity of waste treatment plants after conversion and extension. Thorsten Heine, BUTEC GmbH, Bovenand, Germany
19:30	Dinner

Waste-to-Resources 2015	
Continued Thursday 7 th of May 2015, Session B (English and French only, no German translation)	
16:30 – 18:15	85. The dry anaerobic DRANCO technology applied to the organic fraction of MSW. Winfried Six, OWS, Gent, Belgium 86. Press water free fermentation of organic waste in a plug flow process – concepts and practical experience. Reiko Kolar, Hitachi Zosen Inova, Zurich, Switzerland 87. Dry fermentation of organic waste by BEKON-process. Rolf Liebeneiner, BEKON Energy Technologies GmbH & Co. KG, Unterföhring / München, Germany 88. Recovery of value from MSW and SSO by press extrusion and waste cleaning. Moving away from landfill and incineration to biogas, compost, recyclables and high-quality rff. Astrid Severin, Katharina Kreil, Greenovate! Sprl, Brussels, Belgium, Karl Dirkes, db technologies BV, Oldenzaal, Netherlands 89. MBT Ljubljana: In Slovenia arises one of the largest and most modern plants in Europe. Gerhard Piz, STRABAG Umwelttechnik GmbH, Linz, Austria
End of the Conference, Session B	
Thursday 7 th of May 2015, 11:00 – 13:00	
Special Workshop MBT in North America (in English only)	
For participants coming from North America, there will be a special complimentary workshop from 11:00 a.m. to 1:00 p.m. on May 7, 2015. This workshop will be tailored for and limited to attendees from North America, and will be facilitated by John Carlton, P.E., DCEE, Senior Vice President of GBB and renowned MBT expert Dr. Matthias Kuehle-Vosdemeler, CEO of the Germany-based waste treatment specialist Wasteconsult International, and supported by Michel Balthar, CEO of ASA GmbH. The workshop will feature a facilitated discussion on the following topics:	
<ul style="list-style-type: none"> • The development of modern MBT systems and how they can reduce landfill input and aftercare costs; • Insight into commercial MBT systems in Europe and how these systems could work in North America; • Practical experience and lessons learned from operating MBT systems in Europe; and • Implementing MBT processing as part of a North American integrated solid waste management system. 	
In addition, we have reserved time to discuss your specific operating systems or solid waste management strategies and brainstorm together the best way to incorporate MBT into your current or future plans. After attending this workshop, you'll come away with the latest information on MBT and how it could play a role in helping you achieve your solid waste management goals.	
  	

received a great deal of good quality leads.

http://www.waste-to-resources.eu/tl_files/agenda/Programme_WtR2015_EN.pdf



2–4 July 2015, Tinos island, Greece

3rd INTERNATIONAL CONFERENCE on Sustainable Solid Waste Management

This conference is the largest free-of-charge scientific waste management conference in Europe. It is an annual event organized by the Technical University of Athens in cooperation with partners.

Katharina Krell applied for a presentation with an abstract and was chosen for a speech. The audience was mainly scientific, with 20% of practitioners, mainly from the Mediterranean basin.

The event helped establish the new separation solution in the scientific circles, and some contacts with interested practitioners were also made.

Following the handing out of SEPARATE leaflets at the conference, a large potential client got spontaneously in touch with the consortium and requested to visit the long-term test site. The contact being established, db follows closely up this commercial lead.

Following the presentation, the scientific committee of the conference pre-selected SEPARATE for publication in a renowned scientific peer-reviewed journal. However, the full paper got rejected due to insufficient scientific research data and depth (not surprising, SEPARATE is not a research project).



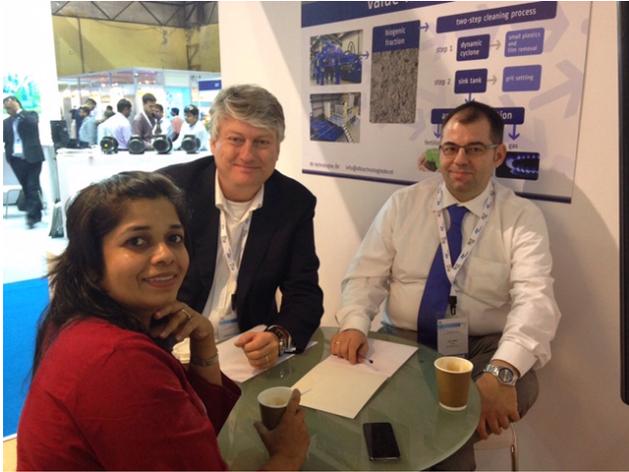
Katharina Krell at
TINOS 2015 waste
conference

13-15 October 2015, Mumbai, India

IFAT, Trade Fair for Water, Sewage, Refuse and Recycling, Bombay exhibition Centre

This trade show is India's leading fair in the waste management industry. The company db technologies had a stand in the Holland Pavilion of the Dutch Embassy showing its SEPARATE system on a banner and presenting the SEPARATE video on screen displaying the SEPARATE system in action. In the conference hall, Karl Dirkes held a presentation on "Recovery of Value from Municipal Waste by Press Extrusion and Waste Cleaning".

Both the trade show as well as the speech helped to present the SEPARATE solution in India. Several contacts have been established. db technologies follow up these commercial leads in India together with an Indian partner.



3. Conclusions

The SEPARATE EC-funded project has proven to be a great asset on trade shows and conferences. Thanks to the EC funding it was much easier to explain a much needed pre-treatment solution for better digester performance. The EC branding with professional website, leaflet, banners, power point design and especially the high quality film provided excellent tools to explain the SEPARATE solution. The fact that this material was co-funded and while the SEPARATE project involved a set of neutral tests with different sorts of waste in several European countries provided potential buyers extra confidence.

It was handy to have EC branding rather than private company branding. Yet at times targeted persons got confused between the project name SEPARATE and the market product name of the waste treatment systems that have been dubbed "SEPARATE waste systems" for the sake of the EC project, but that in reality go by their commercial names of OREX and CleanREX.

Especially the combination of a trade show and a simultaneous conference, such as the Waste-to-Resources and IFAT in India, proves a valuable channel to reach to potential future clients. Several leads generated on conferences and trade shows led to one-on-one meetings. Some of the one-on-one meetings have the potential to lead to commercial contracts for db technologies in the future. However, these contracts take a long lead time of sometimes more than 5 years and it is not likely that any will be concluded before the end of the project.