

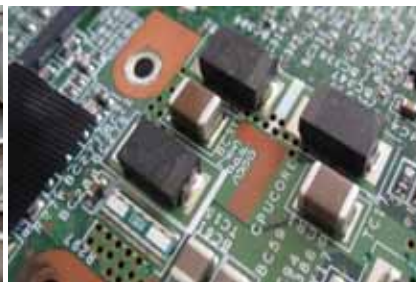


The Best of two Worlds Project (Bo2W)

Possible solution strategies

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1 Better access to downstream markets

Idea:

- Dubious business practices by intermediate parties between collection and end-refining that can result in money losses for collectors.
- If formal recycling enterprises have a better access to downstream markets, they would be in an economically better position.
- This is tried out in this Bo2W-project.

Open points:

- Most recyclers in developing countries and emerging economies are still quite small.
- Developing the market access for such enterprises is a challenging task.

2 Focus on B2B markets

Idea:

- Competition not only on price, but also on recycling quality.
- Also big and multinational companies should make sure that they dispose e-waste and batteries with competent partners.
- Public sector should set an example.

Open points:

- Private and public waste tendering processes need to be adapted.
- “Sound recycling” needs to be clearly defined (standards & certification needed).

3 Ban worst polluting practices

Idea:

- Worst polluting practices such as car-tire burning, cable burning and unsound lead-acid battery recycling should be sanctioned.

Open points:

- Environmental sound alternatives needed.

4 Co-operations between informal and formal recycling

Idea:

- Informal recyclers will continue to play a role in collection and dismantling.
- But critical fractions should be handed over to sound recyclers (e.g. cables, undrained lead-acid batteries, plastics, CRT-glass).
- Informal collectors and recyclers should be paid for deliveries.

Open points:

- Who pays for the premium?
- Sound recycling needs to be defined.

5 Financing via EPR

Idea:

- “Producers” (players that bring products on the market) are held responsible for environmentally sound management of an e-waste / car-waste volume equivalent to those brought onto the market.
- Producers can either build a management system by themselves or financially contribute to sound management.

Open points:

- Some types of EPR-financing-systems are vulnerable to corruption.
- While brand-name companies are mostly willing to join such systems, the large number and diversity of importers makes the creation of such a system challenging.

6 Local disposal options for hazardous waste

Idea:

- Recyclers get the possibility to dispose negative value fractions cheaply or free-of charge.
- Possibly even free pick-up service for defined waste fractions such as CRT-glass.

Open points:

- Governments need to make appropriate decisions.
- Who pays for it?

7 Provide start-up capital

Idea:

- Formal recycling companies are challenged with cash-flow problems: While they need to pay for collection, processing, storage and transport, they only receive money after output fractions arrived at downstream markets (mostly located in other world regions).
- Mid-sized credits can help to bridge these gaps and enable rapid growth.
- By rapid growth, economies of scale can reduce overall costs.

Open points:

- High interest rates for these type of business models in developing countries and emerging economies.

1-7

Possible strategies

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- 2. Focus on B2B markets**
- 3. Ban worst polluting practices**
- 4. Co-operations between informal and formal recycling**
- 5. Financing via EPR**
- 6. Local disposal options for hazardous waste**
- 7. Provide start-up capital**

Many Thanks for Your Attention!

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