

A Spanish SME dedicated to foundry, seeks suppliers of copper slag and dross in Europe, specially in Italy and France

Summary

Profile type	Company's country	POD reference
Business request	Spain	BRES20230713004
Profile status	Type of partnership	Targeted countries
PUBLISHED	Commercial agreement Supplier agreement	• World
Contact Person	Term of validity	Last update
<u>Annamaria DI PATRIZIO</u>	13 Jul 2023 12 Jul 2024	13 Jul 2023

General Information

Short summary

A Spanish SME dedicated to the smelting of non-ferrous materials is looking for waste metal suppliers who can supply it with copper slag.

The company is looking for European suppliers (particularly Italian and French) specialised in waste management and treatment, who can supply a continuous flow of raw material, copper slag.

The company is also interested in looking for a collaboration framework with the entities that generate slag from non-ferrous materials, to make a collaboration agreement

Full description

The Spanish SME is based in Castilla y León and has an extensive experience in the smelting of non-ferrous metal waste since 2012. It uses this type of by-products from the industrial world, mainly from foundries.

The company wants to make the leap to internationalisation, looking for new suppliers that can provide it with copper slag.

The company wants to establish a framework of collaboration, where the supplier can provide copper slag on a

continuous basis over time.

If the slag supplier is interested, the company can melt the material and then sell the ingots to be reused in its process.

Recycling this type of material has a significant environmental advantage. It reduces almost 80% of the energy consumption involved in the extraction of the material, avoiding the emission of tons of CO₂ into the atmosphere.

This collaboration framework would consist of supplying the raw material so that once the Spanish company has smelted the ingots it can deliver them to the European supplier so that it can reuse them in its process. The desired cooperation type is a commercial and/or supplier agreement.

Advantages and innovations

Technical specification or expertise sought

The company's objective is that the supplier can deliver the material in bulk or in 1000 kg big bags, for better handling.

It will also be appreciated that the supplier can deliver a chemical composition test in each shipment to guarantee the quality.

Stage of development

Already on the market

Sustainable Development goals

- **Goal 11: Sustainable Cities and Communities**
- **Goal 15: Life on Land**
- **Goal 12: Responsible Consumption and Production**
- **Goal 13: Climate Action**
- **Goal 3: Good Health and Well-being**

IPR Status

No IPR applied

Partner Sought

Expected role of the partner

Two types of partners are sought:

- Companies dedicated to the management and sale of non-ferrous materials: With this type of supplier, they

will look for material purchase agreements. The agreements will be studied according to their supply: valuing aspects such as quantity, quality, price, delivery times, responsibilities, and payment terms.

- Companies dedicated to copper smelting, which in their process can generate a quantity of copper slag that they are interested in recovering for reuse in their processes.

Here a collaboration framework can be established, where the Spanish SME becomes a supplier of its own raw material.

The agreement would focus on the transformation of the slag into ingots.

The companies will jointly develop a management plan setting out the necessary steps for the collection, transport, processing, transformation, and reuse of the waste.

The plan will also address aspects related to logistics, the quality of the resulting products and compliance with applicable regulations.

Type of partnership

Commercial agreement

Supplier agreement

Type and size of the partner

- **SME <=10**
- **SME 11-49**
- **Other**
- **SME 50 - 249**
- **Big company**

Dissemination

Technology keywords

- **02007011 - Non-ferrous Metals**
- **02002006 - Hardening, heat treatment**
- **10003004 - Recycling, Recovery**
- **02002005 - Forming (rolling, forging, pressing, drawing)**

Targeted countries

- **World**

Market keywords

- **08005 - Other Industrial Products (not elsewhere classified)**
- **09004008 - Other manufacturing (not elsewhere classified)**
- **08004004 - Other pollution and recycling related**
- **08003007 - Other industrial equipment and machinery**

Sector groups involved