



Bureau of  
International  
Recycling



**CIRCULAR ECONOMY: Development of Recycling Industries**

14-15 November 2018

UNIDO Headquarters – Vienna

If we can imagine a new sustainability  
we can achieve it

Leopoldo Clemente, Founder and CEO - LCD TRADING SRL



# Metals can change your life

*10 years of positive energies spent travelling all around the world*

- ⇒ 2008 - start working in the metal world
- ⇒ 2014 - founding of LCD TRADING Srl, doing something to make this world better following my passion: the physical metal scrap trading
- ⇒ 2015 - Board Member of the BIR, Non Ferrous Metals Division



Friendships

Opportunities

Confidence

Skills

Respect and environmental sustainability



## The role of the network and partners is central for the creation of value

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*Ethical wealth remains forever, unethical wealth disappears quickly*

People make the difference joining different areas, different ages and cultures through correctness and transparency

Appreciating the value of people and things gives you back respect and trust all over the world



# Recycling companies and circular economy development

## *Regulatory and institutional aspects*

As we know, each industrialized Country has chosen to adhere to specific treaties for the scrap metal. The legislation inside Europe is quite clear (CER Codes, Environmental Permits, Annex 7, Green List, etc.)

*Operational suggestions:*

Governments to adopt International Regulation and scrap classification

# Recycling companies and circular economy development

## *Technical barriers*

### *My job experience:*

materials well checked and separated without contamination  
have a higher value = higher selling price

### *Operational suggestions:*

investments in staff training (missions abroad) and in plants and machines  
(shredding machines, foundry technologies)



# Recycling companies and circular economy development

## *Commercial barriers*

### *My job experience:*

quality of materials, transport and labour costs, duties, taxes influence the price per ton of the material

→ Focus: scrap quality

### *Operational suggestions:*

cooperate with skilled and professional traders able to sell materials at the top market price



# Recycling companies and circular economy development

## *Financial barriers*

### *My job experience:*

different payment methods/incoterms (credit letter, in advance, 80% at the loading and 20% after the delivery);

risks coming from the fluctuations of the Metals Stock Exchange (as LME, etc.)

### *Operational suggestions:*

insurances and warranties (hedging) related to the material (sold or bought);

adoption of police control in order to be sure that the load will arrive at the final destination





## Recycling companies and circular economy development

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*Is there scope for further enhancing cross-boarder cooperation?*

The possibility of improvement always exists:

- understand the different Countries needs to make specific assessments
- finalize cross-boarder agreements

Each Government should aim at creating and implementing a “culture of recycling”



# Recycling companies and circular economy development

## *Five pillars*

But, in order to do so, we have to agree on the following five pillars:

- 1 Compliance with the law (environmental permits, international trading licences, etc.)
- 2 Quality of the material
- 3 Price per ton
- 4 Payment terms
- 5 Ethical people make ethical business

And now it's time to work together if we want to go far

*Create a true bridge between cultures overcoming barriers*



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Thank you for your attention

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