



Masterclass

Starting with circular procurement of textiles

Ministry of Infrastructure and Environment
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Bruls



Project supported by LIFE funding

Program

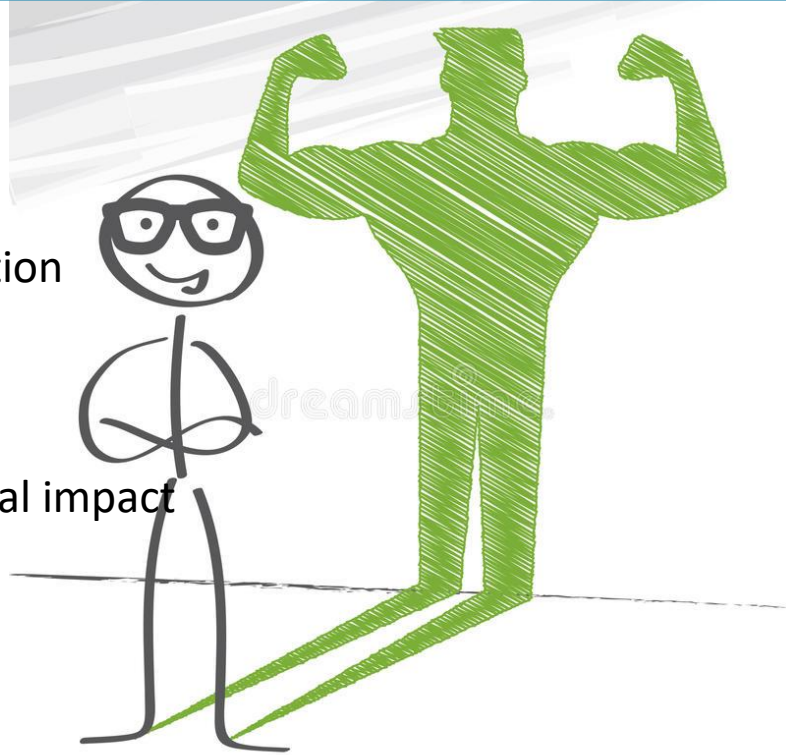
9.30	Coffee and sandwich is served
9.45	Introduction of everyone and expectations of the day
10:00	Introduction of the environmental impact of textile consumption (in Swedish). Ann Nerlund, VASYD
10:30	Introduction of circular economy and circular procurement (10 min)
10:45	Starting circular procurement in your organization (Barbara van Offenbeek, Emile Bruls, Rijkwaterstaat)
12:00	Lunch
13:00	Circular procurement (Barbara van Offenbeek, Emile Bruls, Rijkwaterstaat)
14:10	Coffee break
14:25	Case Copenhagen: (Bo Nilson, introduction 5 min.)
15:55	Evaluation
16:00	End

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The power of public procurement

- Buying power
- Promote circular innovation
- Leading example
- Decreasing environmental impact



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Why choose for circular textiles?

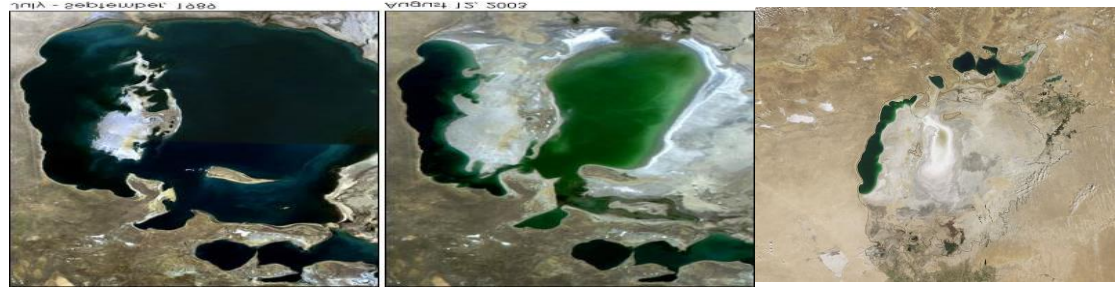
4 T-shirts:

- 2,5 kilo pesticides + 10.000 litre water

1 pear of jeans:

- 2,5 kilo pesticides + 10.000 litre water

Lake Aral



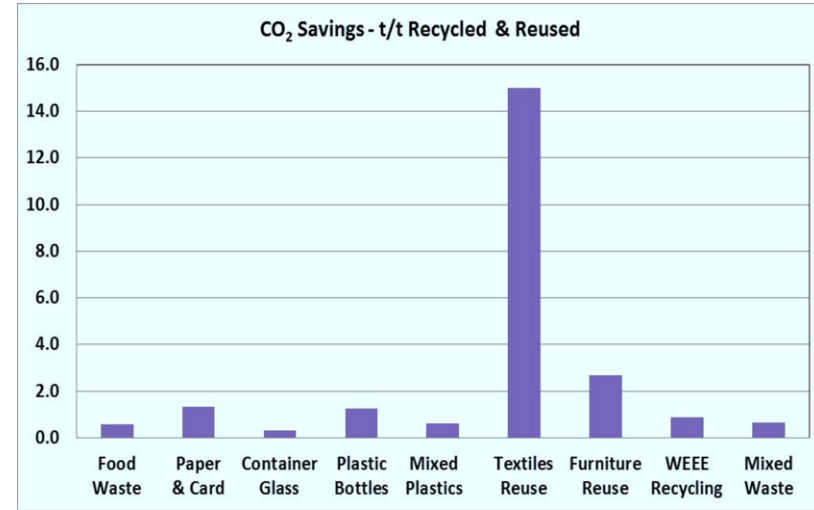
Dyeing process

- Approximately 100 litre water necessary to dye 1 kilo of textiles (4 t-shirts)
- 6.500 billion liter heavily polluted water yearly dumped by the textile industry
- Textile industry is responsible for 25% of all water pollution

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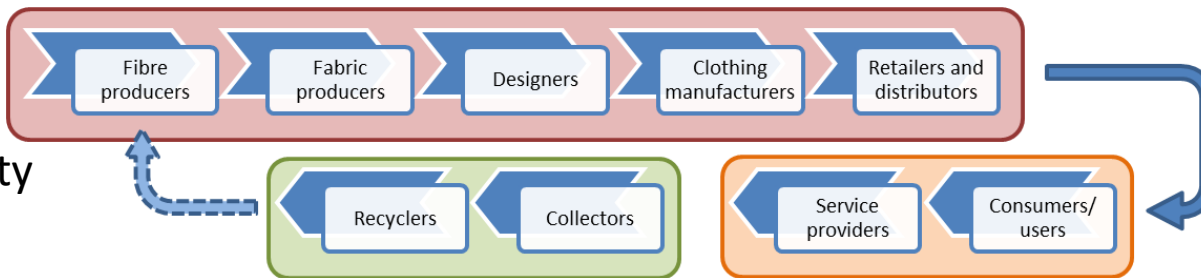
Choosing circular workwear pays off

- High environmental impact
- Economical benefits;
 - less costs for incineration
 - financial benefits from return flow
- Chances for (local) social impact
- Opportunities for (local and national) economic growth



Characteristics of the workwear sector

- A few large internationally operating companies
- Lot of attention for durability
- Many stakeholders, little influence possible on the production part of the cycle
- Use a “chain director” to ally stakeholders to create circularity in this chain



Characteristics of the workwear sector

ECAP F2F pilot Schijvens: Workwear is a nice way to express sustainability ambitions

- Aim of the pilot: ‘Learn how to develop a new production line based on the use of recycled post-consumer material’.
- Challenges:
 - find new producers of cloth with recycled post consumer material
 - find the right mixture of recycled post consumer material with the same quality and comfort as usual.
 - high transport costs and import duties
 - how to compensate the higher costs?
 - how to develop a new business model
 - how to organize an effective logistic system for the return flow

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Characteristics of the workwearsector

Results:

- First client Stayokay: 50% post consumer
 - + 50% recycled pet
- Already 8 customers for workwear
 - with recycled content
- New business model with new services as
 - organizing the return flow



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Introducing circular procurement in your organisation

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Introducing circular procurement in your organisation

Not easy and a lot of work!!

- Commitment from higher management and clients
- Be prepared for discussion: know the market, the possibilities, advantages and risks
- Develop a strategy with the HR managers/sustainable ...
- Link your sustainable goals to the sustainable goals of the government and your organisation
- Find a board/director as co-sponsor
- Set up a long term strategy and plan to introduce and develop circular workwear; make sure it is signed at high level

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Introducing circular procurement in your organization

Basic elements of your actionplan

- Link the goals for circular procurement to the **sustainable AND safety** goals of your organization (and government) and show how they contribute to achieve them
- Determine your ambition (use the ambitionweb tool) and show what steps are necessary to reach the different levels, in the short and middle long term
- Start small and use pilots to test/try out, show that it is possible to create trust amongst opdrachtgevers and clients.
- Use an intermediary like a categorymanager to involve all departments of the organization and to show them their role in this process.

Pilot 1:

Recycled fibres workwear Dutch army

What did we ask for?

- Agreement for four years
- Delivery of overalls, towels, wash clothes, handkerchiefs and shawls
- Containing recycled cellulosis textiles material (recycled cotton)



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Pilot 1:

Recycled fibres workwear Dutch army

What did we do?

- Market consultations with suppliers
- Request for Information
- Tender requirements:
 - 10% Recycled post consumer textiles content (knock-out criterion)
 - 40 points price / 20 points recycled content / 20 points certificate / 10 points quality and material demand (total 90 points)
 - 30% recycled content + 10 points / >50% + 20 points (award criterion)
- No technical requirements in detail (like pilling)



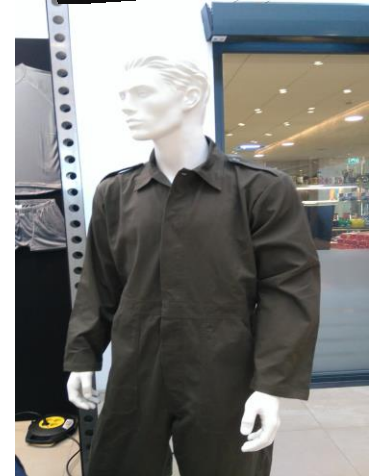
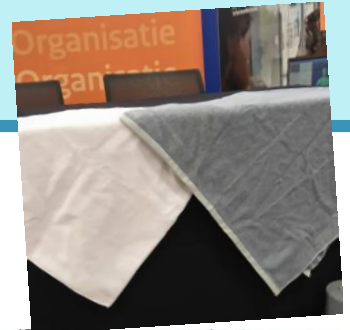
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Pilot 1:

Recycled fibres workwear Dutch army

What did we get?

- **Towels and washcloths**
 - Two offers and a contract for the supply of 100.000 towels and 10.000 washcloths
 - Seyntex (B)
 - containing 36% recycled post-consumer textiles fibres
- **Overalls**
 - Three offers and a contract for the supply of 53.000 overalls
 - Jules Clarysse (B)
 - containing 14% recycled post-consumer textiles fibres
- **Handkerchiefs and shawls**
 - No offers
- **Next: Focus on recycled cotton and if not then organic.**



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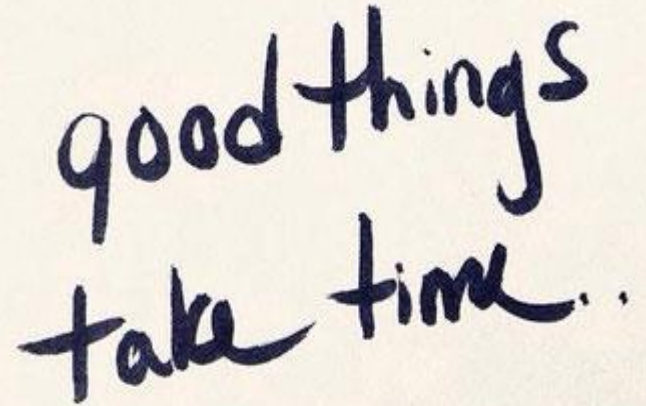
Communication

Embedding circular procurement means:

- hard work
- personal drive and commitment
- patience
- communication skills

And needs:

- a communication strategy
- development of knowledge in the organization
- cooperation and commitment from management, employees and customers



good things
take time.

Organising a return flow

Benefits:

- In general there is a system available for registration and issuance of uniforms/workwear
- No expenses on incineration
- Re-use of clothing
- Revenues of selling not re-usable clothing
- Sorting process creates jobs and can contribute to local social workplaces



Costs:

- Laundry, logistics, repairing

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Organizing a returnflow

Pilot 2: Collection Dutch army

What did they change?

- Historically discarded workwear and uniforms were incinerated for security reasons.
- And later on collected and sorted for reuse
- How can we make it even more circular by sorting for recycling



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Organizing a returnflow

What did Dutch army do?

- Ministry of Defence started collecting discarded workwear at army barracks
- Sorting for reuse at social enterprise for people with distance to labor market
 - What can be reused immediately?
 - What can be repaired and reused?
- Investigation in what can be collected for recycling



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Organizing a returnflow

What did we get?

- A contract for the collection and sorting of 750.000 end-of-life items per year
- Awarded to Biga group, social enterprise
- Social, economic and environmental benefits
- Costs: € 1,5 million / year
- Avoided costs : € 10 million / year

Organizing a returnflow

Recommendations:

- Optimize process of issuance and intake
- Think about voluntary or obligation
- Worn out clothing is also good
- Place your collection points nearby entrances, visibly located
- Clear appointments and instructions for the sorting process; per item or colour or material?
What handling is needed, how to select useful/reparable/not re-usable
- Combine your logistics of the return flow with other logistical systems in your organisation

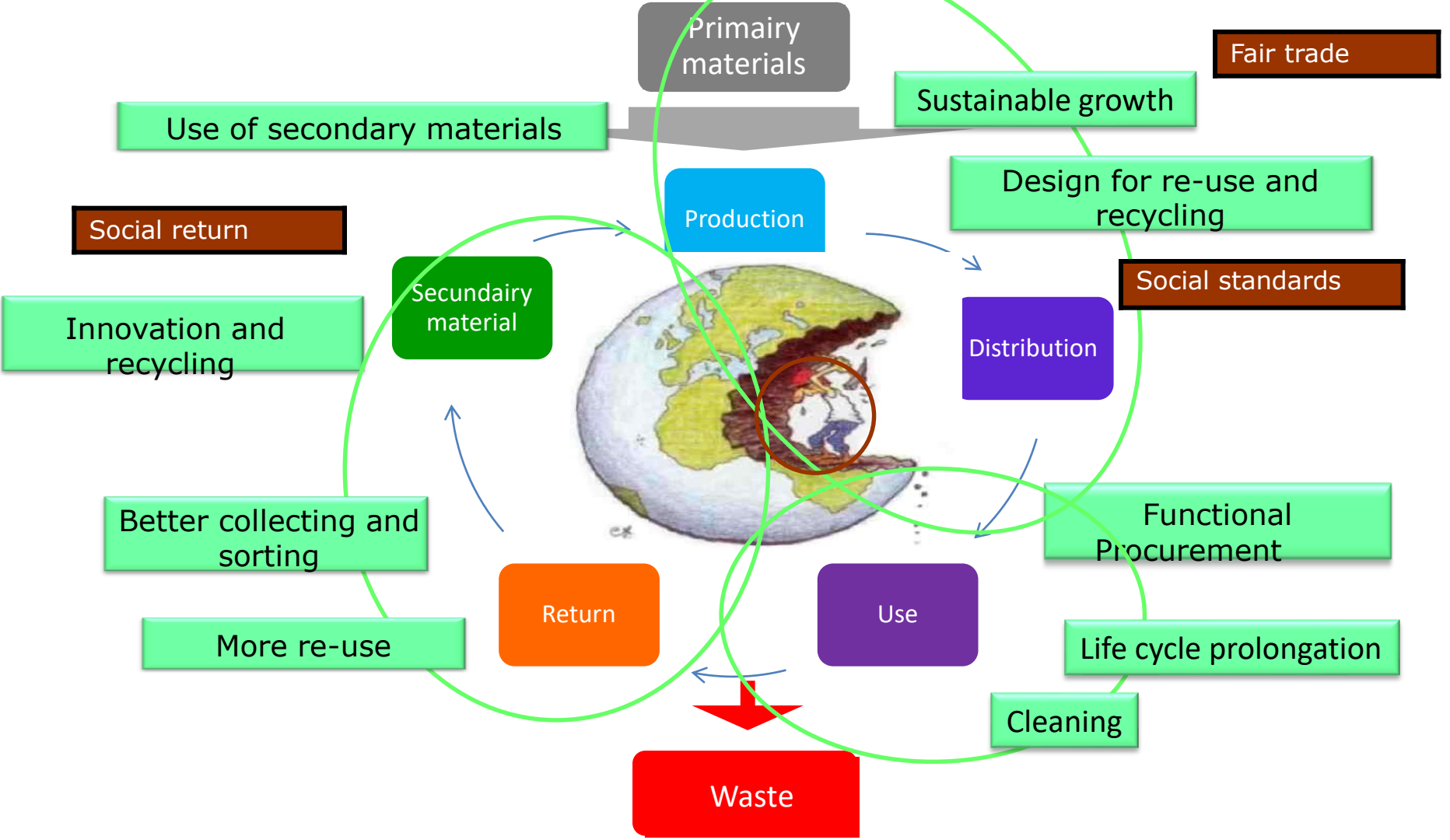
Assignment

Identify the steps to take to introduce circular workwear in your organization (15 min.)

Introducing circularity in your procurement

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Part II: Circular procurement

1. How to involve the market sector

- Market consultancy
- Invest in knowledge about developments, possibilities, risks, advantages
- Create transparency with the market about your long- and short term program; use your strategyplan to discuss possibilities for ambitions and bottlenecks
- Market needs time to prepare production with recycled content



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Part II: Circular procurement

2a. Circularity and Scope

- Discuss sustainable goals and prejudices with your customer



- Use the commitment of your management
- Discuss possibilities for circularity in design, materials, buttons, **zie rapport Mervyn> ritsen, emblemen etc.**

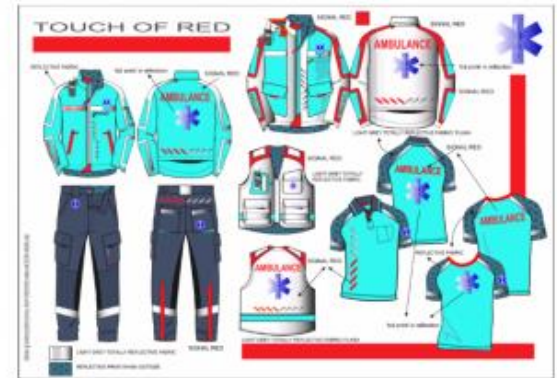
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Part II: Circular procurement

2b. Compilation of packages

Make it attractive for your suppliers to invest in circular workwear; create volume!

- Explore possibilities for combinations with other customers
- Planning of purchases
- Combine products with the same color
- Combine products with the same material



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Part II: Circular procurement

3. Choose your contract

- Consider a longer term contract
- Guarantee a minimum purchase
- Consider workwear as a service
- What do you wish to buy? Products/laundry/repair service/sorting service, etc.

Part II: Circular procurement

Pilot: Leasing workwear by Rijkswaterstaat (Ministry of Infrastructure and Environment)

What did we ask for?

- Can we find closed loop clothing?
- Can we lease instead of buy workwear?

Dematerialize? Yes, it can!

Lease, not buy? Yes, it can



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Part II: Circular procurement

Pilot: Leasing workwear by Rijkswaterstaat (Ministry of Infrastructure and Environment)



What did we do?

- First lease contract for textiles; after 1st year: everything collected and used for new textiles
- Designed according to C2C principles
- Track & Trace system
- Volumes are an issue
- 3'd year: also washing & repairing, recycling only if end of life

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Part II: Circular procurement

Case Rawicz County Hospital Poland

Traditional way of procuring workwear:

- Detailed description of the workwear to be bought (fabric, features like weight, shrinkage, composition, color, cut and form)
- Selection based on price and quality (70-30%)
- Service not included (maintenance and laundry)

New way of procuring workwear:

- Collecting information about functional criteria from users
- Market meetings with suppliers and cooperation with nine other hospitals
- Lifetime extension from 24 to 36 months
- Total costs of ownership (lifetime) of the product included
- Options not only purchase but also service



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Part II: Circular procurement

Case Rawicz County Hospital Poland

Findings

Purchasing costs per unit with new way of procurement 35% higher

Operation costs are 80% of total costs

Total savings about 18%

Currency: Polish Zloty

	T	I	T	I	T	I
	How many units		Unit costs		Total costs	
Price	3	2	21 599	29 176	64 796	58 351
Operation costs	24	36	101 990	122 688	305 971	245 376
Landfill costs	3	2	359	288	1 076	575
TOTAL					371 843	304 302

Part II: Circular procurement

4. Possibilities in your contract

- Definition of circular workwear:
 - Post consumer material
 - Pre consumer material
 - Post consumer other than textiles
- Minimum percentage, post consumer material is the highest level to reach
- Minimum criteria related to material, f.e. biological,
- Exclude use of pollutants or materials that make recycling impossible (elastane)
- Functional specification
- Transparency about the origin and lifecycle of the materials
- Reward sustainability
- Create space for innovation and development during the contract
- Focus on one or two goals

Part II: Circular procurement

5. Certification



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Part II: Circular procurement

6. Rating and judging offers

- Track & trace system & QR codes (Remo,
- TCO, LCA and impact materials (guidance Modint)
- Nano methodology
- Risk management and Testing



Circular procurement

Collaboration is crucial

- In your own organisation
- With your suppliers
- With other procurers
- With knowledge institutions



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Recommendations

- Achievable goals and ambitions
- Transparency about goals, ambitions en planning procurement short and middle long terms
- Involve you supplier in dilemma's and search together for solutions
- Make the discussion about a name a guarantee part of your dialogue-phase
- Consider the option of “pre financing” a part of the doek
- Stimulate development of products made of un re-usable fibres
- Create a chain of colaboration with all stakeholders involved and make sure everyone gains within the process
- Discuss if your suppliers are to deliver what you ask for? Discuss bottlenecks and create solutions together
- Reward sustainability; there is more then only financial gain/profit

Assignment

Case Copenhagen:

From your own expertise, look at the case and formulate a tender approach, which includes at least:

- Which objectives do you want to achieve
- Choice of procedure
- Choose an optimal division of clothing package and explain why you chose this division
- Selection criteria for suppliers to participate in the tender; would you use these and if so, what selection criteria would you choose?
- Which rewarding criteria would you choose?
- How would you make sure that your contractpartner has enough influence on the supply chain for the delivery of your products?
- How would you promote and control transparency in the chain?
- What Contract duration would serve best in this case?
- How would you guarantee that you get what you have asked for?



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