

## SHORT SUMMARY

**Organisations:** Dura Vermeer, [www.duravermeer.nl](http://www.duravermeer.nl), [info@duravermeer.nl](mailto:info@duravermeer.nl) |  
Alliander, [www.alliander.com](http://www.alliander.com), David Mannessen, [David.Mannessen@alliander.com](mailto:David.Mannessen@alliander.com) |  
Croonwolter&dros B.V. (on behalf of TBI), [www.tbi.nl](http://www.tbi.nl), Arco Vroegindewei, [weij@croon.nl](mailto:Arco.Vroeginde-<br/>weij@croon.nl) | **Product & sector:** Workwear (Textiles) | **Country:** The Netherlands



# Circular workwear Dura Vermeer, Croonwolter&dros/TBI and Alliander



*"We are entering a learning process together."*

Arco VroegindeWeij,

Annually billions of kilos of workwear are thrown away, incinerated or destroyed. That needs to change, according to construction companies Croonwolter&dros/TBI and Dura Vermeer and grid operator Alliander.

## Project description

Alliander, Dura Vermeer and Croonwolter&dros/TBI are working together in this project to make workwear more sustainable. The objective is that 40% of procured workwear will be circular in 2017. This includes: workwear that is produced in collaboration with chain partners, in which the product's service life, the value and reusability of raw materials and energy consumption are optimised, and raw material waste is prevented. In collaboration with the Ministry of Infrastructure and the Environment, MVO Nederland (CSR Netherlands), Rijkswaterstaat and market parties have developed and implemented a strategy and action plan to achieve a joint procurement process.

## Approach

The project originates from the 2014 Green Deal on Circular Procurement. All three organisations already had sustainability ambitions. The project started with the production of a joint ambition document, intended to initiate discussions with market parties regarding the possibilities for circular workwear. A market meeting was then organised. Initially, the focus lay on safety vests, but this was then scaled-up to a broader package of workwear. The experiences will be used to achieve a scalable concept.



## FACTS & FIGURES

### Volume contract:

- > Dura: several thousand items per year
- > Croonwolver&dros/TBI: approx. 3,000 traffic safety vests (total volume clothing: approx. € 1,000,000)

### Contract forms:

- > Dura Vermeer: 3-year contract, with 3-year extension option With incentive: achieve targets = extra extension. Circularity is 40% and this can take place in stages.
- > Alliander: still needs to be tendered

## Results

In 2015, Dura Vermeer gave three market parties the contract to develop a soft-shell, parka and waterproof trousers, with the material being 85% reusable. This consortium comprises Intersafe (driver), Dutch Awareness (director) and Tricorp (producer). Croonwolver&dros/TBI joined this year.

*“You have to immerse yourself fully in the business partner’s business case.”*

Bjorn Smeets, Dura Vermeer

Dura Vermeer and Croonwolver&dros/TBI do not have firm and specific agreements with the consortium; they say they have started an open learning process. Alliander is aiming for 100% circularity and intends to issue a call for tenders for this on the market in 2017. Although the three parties ultimately started different procurement processes, they are sharing their experiences.

## Lessons learned

- The safety vest proved to be a difficult product to start with because of the high safety requirements.
- Organising the return flow is difficult and expensive.
- The market is still at the early stages. You need to take the lead on this yourself and put a lot of energy into it. Finding producers who can guarantee circularity is difficult.
- The chain is complex and is still insufficiently transparent; you need a chain manager to understand and to organise the entire process.
- The costs are insufficiently clear.
- There are currently no circular solutions for clothing with high safety requirements (multi standard); particularly Alliander experienced this as a disadvantage.
- The difference in circularity requirements is a bottleneck for a joint procurement process. Alliander has a lot of multi-standard clothing and would like the entire clothing line to be 100% circular. This does not fit within the contract with the consortium, which is why the organisation started its own process.

## About REBus and the Green Deal on Circular Procurement

The Green Deal on Circular Procurement (GDCP) is an initiative of MVO Nederland (CSR Netherlands), NEVI, Central government, Duurzame Leverancier, PIANOo, Kirkman Company and Circle Economy. Various pilots originating from GDCP are partly financed by the European REBus project, implemented in the Netherlands by Rijkswaterstaat (Directorate-General for Public Works and Water Management). They are working together to support businesses and government organisations in their circular procurement ambitions.

### Contact information

- > E-mail: [Circulair@rws.nl](mailto:Circulair@rws.nl)
- > Website: [PIANOo](http://PIANOo)

**Partners for TBI & Dura Vermeer:** Intersafe | Tricorp | Dutch aWEARness

**Relevant links & documents:** [REBus Case Study Construction circular workwear](#) | [Article Circular Workwear](#)

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