

SHORT SUMMARY

Organisations: GP Groot, www.gpgroot.nl / Sortiva (subsidiary), www.sortiva.nl

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Product & sector: computers (IT), Office chairs (Office furnishing), lorry tyres and shovels (Transport and Logistics), products from waste (Agricultural and Environment) | **Country:** The Nether-



Circular projects GP Groot/Sortiva



Pay per kilometres instead of tyres.

For an organisation with the slogan 'From waste to raw materials and energy', the step for GP Groot to participate in the Green Deal on Circular Procurement was easy. There are numerous sustainable initiatives: from reused computers and office chairs, a *pay-per-use* construction for lorry tyres to the opening of an LNG station.

Project description

GP Groot is active in three market segments: collection and recycling, fuels and oil trading and infra and engineering. The organisation has two pilots that flow from the Green Deal. The first is the purchase of a shovel that can be entirely overhauled at the end of its service life to a complete model, including guarantee and a new frame number. The second is a concept to create products from waste. Other circular or sustainable initiatives include the reuse of IT resources, office chairs from 98% reused materials, extending the service life of lorry tyres, reuse of wheelie bins, recyclable coffee cups and the opening of an LNG station (liquid gas).

Approach

CSR and the circular economy are already widely supported across the organisation, which makes it reasonably easy to add these aspects to the procurement processes. The procurement department is involved in procurement over €100,000; this department often facilitates the process up to the framework contract and formulates an annual project calendar for these procurement projects. The call for tenders focuses on price and quality, with the circular economy forming part of the quality. For procurement of services the emphasis generally lies on other CSR aspects. GP Groot initially issues a paper call for tenders. This is often very basic, asking the question: How do you handle circularity or sustainability? The tender is then further examined in an interview.



FACTS & FIGURES

Number of employees:

> 750

Cradle-to-cradle chairs:

> 60 office chairs and 46 meeting room chairs

Contract form:

> purchase (often without buy-back obligation), pay-per-use (tyres)

Results

The computers are taken back into the cycle; the sales market for this is sufficient. The concept of making products from waste will be presented at the start of 2017. Smaller initiatives in this area include the upgrade of food and garden waste to compost and from waste wood to firewood. Both products are sold in the company's own shops.

"You limit yourself by saying: it has to be cradle-to-cradle."

Nanda Pleging, GP Groot Buyer

A procurement for *cradle-to-cradle* chairs was awarded to Gispén. Seating comfort dictates that these will probably not be C2C certified chairs, but they will be 98% manufactured from reusable materials. This concerns a procurement contract without buy-back guarantee. Gispén does take back the old chairs, but GP Groot first tries to sell the chairs to its own staff in order to extend the service life. GP Groot has also purchased a shovel of modular construction that can be entirely overhauled at the end

of its service life, including new frame number. Another process comprised a *pay-per-use* contract for the tyres on 275 GP Groot vehicles (including lorries and trailers). Some tyres are given a cover layer, intended to extend the service life. A somewhat older project is the wheelie bin project, in which GP Groot maintains the bins itself until, at the end of the service life, GP Groot produces new plastic from the bins' old plastic. The opening of an LNG station is planned for 2017. In the future, GP Groot would like to supply more alternative energy sources.

Lessons learned

- Ensure that there is enthusiasm for the theme and a support base in the organisation.
- Keep repeating the circular economy message.
- Sometimes things won't work in practice as the market isn't ready yet.
- Extending the processes in more depth is possible if you really interact with the entire chain.
- Circular initiatives do not always need to be more expensive, certainly if you look towards the *total cost of ownership* (TCO).

About REBus and the Green Deal on Circular Procurement

The Green Deal on Circular Procurement (GDGP) is an initiative of MVO Nederland (CSR Netherlands), NEVI, Central government, Duurzame Leverancier, PIANOo, Kirkman Company and Circle Economy. Various pilots originating from GDGP 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.

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