

# ChemClimCircle case presentation: Gentofte, Denmark

*Interreg BSR small project ChemClimCircle #S013 topical seminar with partners, associated organisations and externals. 13th of February 2023.*

Interreg  
Baltic Sea Region



Co-funded by  
the European Union



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CIRCULAR ECONOMY  
ChemClimCircle

The project ChemClimCircle is funded by the INTERREG Baltic Sea Region programme of the European Union.

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# Case presentation ChemClimCircle: Gentofte

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## **Brief introduction to the project by lead partner**

*Anne Lagerqvist, Project manager City of Stockholm, Chemical Centre,*

ChemClimCircle aims to integrate sustainability criteria on three topics; hazardous chemicals, circular economy and climate impacts, into the purchasing processes at different levels in municipal organisations in order to avoid conflicts which might arise when working on one aspect at the time as well as seeing synergies between the sustainability areas. This is important both on political, organisational and practical level. The political decisions need to enable the organisation to act in the necessary ways to reach the goals whereas the organisation needs to be set up in a way making the practical work functional to reach the politically set goals. Feedback is needed from bottom to top.

This is the second report from a seminar series on procurement cases from municipalities around the Baltic Sea. The intention to share good examples and practices for sustainable procurement procedures within municipal organisations and is part of the EU Interreg BSR project ChemClimCircle.

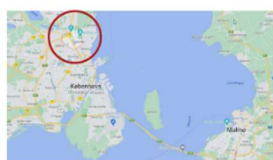
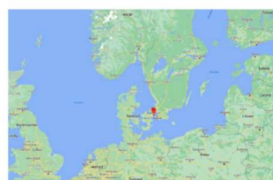
## **Summary of the presentation**

*Ann Faber Ginness (Environmental economist) and Jens Dlugosch Sonne (Procurement consultant/officer) from Gentofte municipality.*

## **Gentofte organisation and set up of environmental footprint assessment**

### ✧ **Gentofte Municipality: Short Presentation**

Short present



- Some 75,000 people live in an area of 25 km<sup>2</sup> with seven districts
- Gentofte Municipality has set an ambitious goal of 90% CO<sub>2</sub> reduction in Gentofte by 2030 and Climate neutrality by 2050
- The framework for combined climate and sustainability initiatives is anchored in the 'Sustainable Gentofte Together' sustainability strategy as well as the 2050 Climate Plan, covering climate initiatives for municipal operations, the general public and the business community.
  - Green energy
  - Sustainable mobility
  - Circular economy
  - Sustainable general education
  - Climate adaptation

Gentofte Kommune

Side 4

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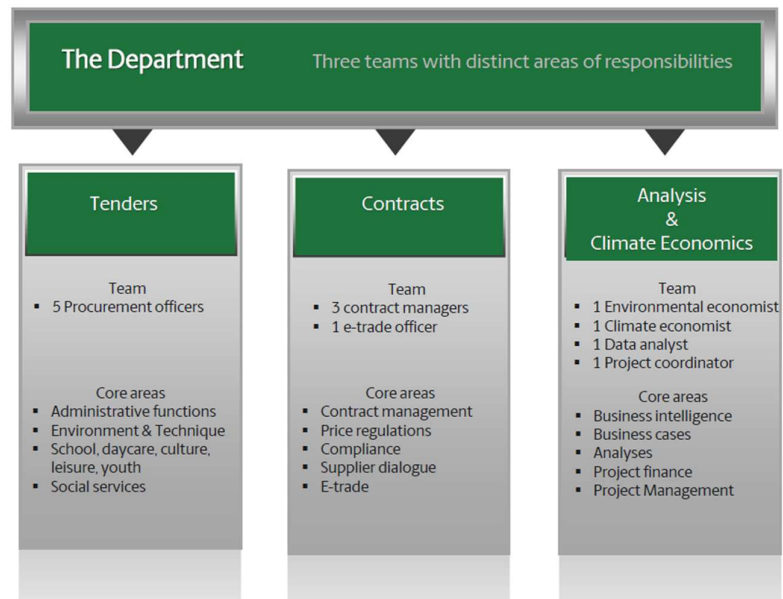


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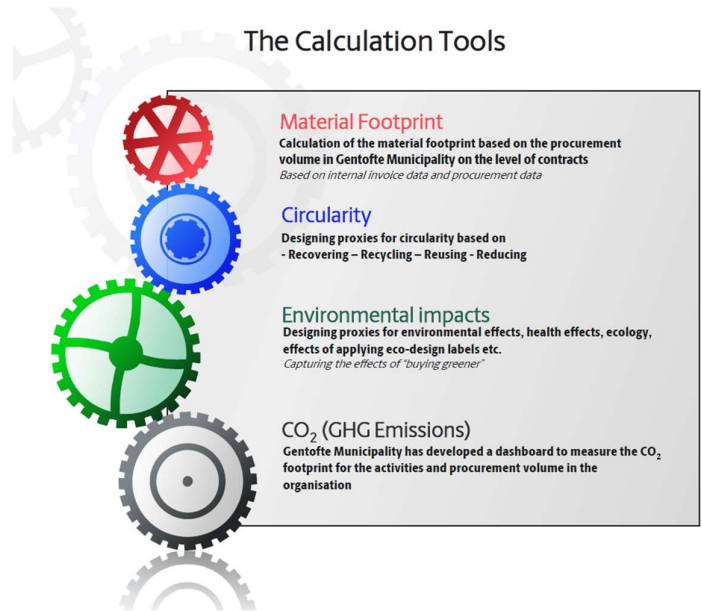
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In the department of Tenders, Contracts & Climate Economics (see picture below) there are three teams, one for each of the topics including 5 procurement officers, 3 contracts controllers, one e-trade officer and one of each; Environmental economist, Climate economist, Data analyst, Project coordinator. All 13 employees have roles within the purchasing processes in the municipality and are communicating horizontally although there are not specific and planned functions in this communication yet.



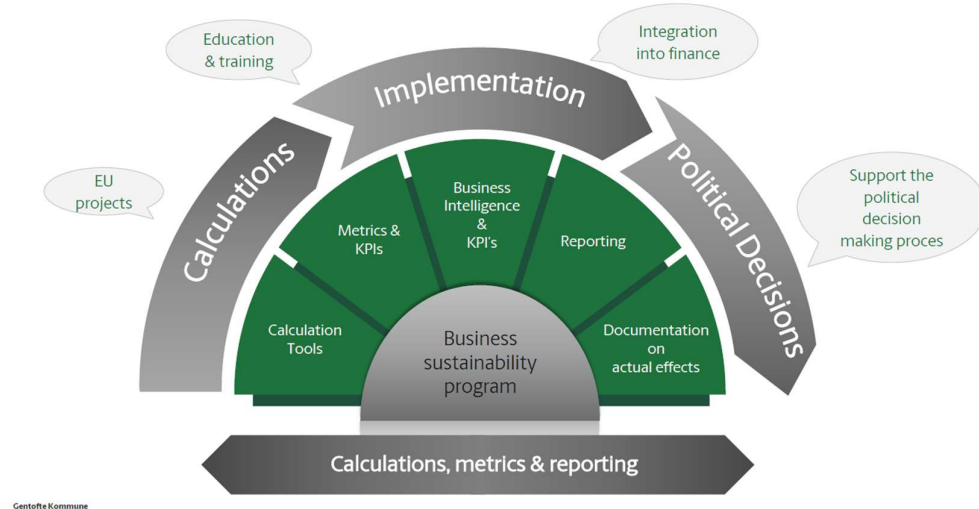
Gentofte aims to make more decisions based on a tripple bottom line in the coming years, where economic results, socially derived effects and CO<sub>2</sub> footprints are incorporated. Ways to calculate and evaluate the benefits and costs for environmental criteria are presented in the picture below.

Gentofte works on different approaches within the following areas, EU-project participation for development, education and training within the municipal organisation, the integration into finance as well as support to the



political decision making process (see picture below). The calculations, metrics and reporting feed into all of these processes illustrating what ChemClimCircle related effects the criteria and met goals contribute to, and to what extent.

## Working with Sustainability, Circular Economy & Climate Economics



## Gentofte procurement strategies

Gentofte intend to meet national and local targets for Green Transition using a ”Tripple Bottom Line” (economic-, social-, and climate- and environment). This includes reduced impact on the climate and environment as well as mitigation and adaption to climate change.

Gentofte purchases for approx 270 million Euros per year which means that they have an obligation to take responsibility for a sustainable development and creating long term value. Gentofte intend to meet national and local targets for Green Transition and set demands for sustainability within a Strategic Framework. It is important with dialogues prior tendering and Gentofte has developed a model which is called the ”3-in-1 dialogue”.

### Gentofte procurement policy

Set demands for sustainability within a Strategic Framework:

- Procurement value chain
- Production
- Reduction in material and resource consumption
- Transportation
- Waste
- Recycling
- Repairs vs buy new

Set goals:

- 3-5 tender types with a sustainability potential should be chosen
- Development of skills and competencies
- Implementation of disposal, repair, and recycling clauses in our contracts
- CO<sub>2</sub> footprint reduction

3-in-1 – a dialogue with the Labour Market:

- The aim of the dialogue is to hear the interests at stake
- Utilise the parties' combined extensive knowledge
- Align expectations for the tender and the subsequent task solution
- Representatives
  - Employers' associations: Danish Chamber of Commerce and Confederation of Danish Industry
  - Trade unions: FOA and 3F

An example is given by Gentofte concerning cleaning services and the reduction of use of chemical products, best practise cleaning methods and equipment, with an open question to the audience concerning input into a coming tendering process. How to make the cleaning services more sustainable and not introducing conflicting issues such as increased transportation?

More specific topics for cleaning service criteria include:

- Reduction of chemical products used
- Use of microfiber cleaning cloths
- Minimizing usage of disposable items
- Durable tools
- Implementation of waste sorting
- Education of the staff of contracted companies on correct dosage and best practise cleaning methods.
- Avoiding products containing substances on the Undesirable substances list from the Danish Environment Protection Agency as well as the European Chemicals Agency Candidate List of Substances of Very High Concern.

## Discussion

*Discussion with all participants on the cleaning services and utensils example, CCC aspects and the large potential inherent in environmental economics.*

## Cleaning services and chemical products used within the service

Question from the audience concerning calculations of use of cleaning products in order to use less of these products; Are any calculations done on this potential yet?

Gentofte is still preparing the tender, so there are no results so far. The whole focus of sustainability and climate effects is new. A base line needs to be set, where are they now and what is possible during the new contract? A clause in the contract could be included, concerning dialogue during the contract period for reduction of use of cleaning agents. It needs to be clear what the company should expect to accomplish and do during the contract in connection to the dialogue.

Ideas concerning sustainability criteria in this area of procurement:

- There is a large need for dialogue during the contract period to ensure that criteria are met and fulfilled by the contractor, both for social and chemical criteria.
- Cleaning utensils used in the service can also be a target for criteria, microfiber cloths, use of best practise methods etc.
- Reduction of use of chemical products within the service and the importance of correct dosage:
  - It is important with education of the staff concerning this, and continuous dialogue during the contract period. Does the municipality want to pay for education of the staff of the company performing the cleaning service, in order to have the staff educated on the dosage and cleaning method etc.
  - Clear information on dosage should be present on the label of each bottle. The dosage and water use are very important parts of the service, in order not to damage the floors etc.
  - Use of microfiber cloths make a better working environment and can enable less use of chemicals and water.
  - There is also "pre-soaked" cleaning equipments, to reduce the amount of chemical products, since the correct dosage is already present in the cloth.
  - There are different levels of clean water; ozonated water, de-ionized water, ultrapure filtrated water, which is used instead of chemicals in cleaning of schools and other municipal facilities in some countries (Sweden, Estonia, Finland).

This could greatly reduce the amount of chemical products used, even though it might not be suitable in all areas, for example toilets. There is, to our knowledge, no comprehensive study comparing pure water cleaning, chemical product cleaning and cleaning with tap water, but it would be interesting to see what the difference is between those methods. Although, some smaller studies have shown benefits from pure water techniques. It has gained popularity since it is very simple and reduces the need of chemical products a lot. There is need of a device in each facility where the method should be used, with filter for making the pure water, but otherwise it is only a spray bottle needed = no transportation of chemical products is needed. But where is the filter produced and what does it contain? This needs to be encompassed by criteria too.

- If chemical products are included in the service, safety data sheets (SDS) can be used as verification, for example the substances we put criteria on should not be present on the SDS. Or present but should be degraded during the washing process. This is easier to check than content of articles and materials, which do not come with the same information.
- Transportation criteria including chemicals for cars (hydraulic fluids) tire types, electrical vehicles. Transportation of waste or utensils between units within the municipality. If reusing materials between different units there is need for transport of materials, which might go against goals for CO<sub>2</sub> reduction.



- Dialogue with cleaning companies, chemical products and utensils producers and business organisations before the procurement since new techniques arise for the cleaning services. It is important to know what is considered best practise.
- The municipality can procure the cleaning products itself to have the freedom to set criteria and then supply the contracted company with the products to be used, in that case this has to be regulated in the contract. There is still an issue with the dosage, of course, which need to be handled in dialogue with the supplier. Or, the municipality can request a list of what products and at what amounts that have been bought for the specific municipality annually. And then do the math on that from year to year to see if the strategy works.

In Stockholm there is no follow up of the cleaning service contracts, since the procurement of these is decentralized, there are a lot of contracts with different parts of the organisation. We work with criteria for perfume-free products with environmental labels in these contracts, but the lack of follow-up is impairing the progress in this area. The companies do not have enough knowledge about the content of cleaning products. In some facilities, such as schools, cleaning with ultraclean water is already in use, which is reducing the use of chemical products.

## ChemClimCircle aspects connected to the potential of calculations

Question from the audience about the presented tools for measuring impacts connected to the four areas described above: *proxies for environmental effects, climate impact mitigation, CO<sub>2</sub>-footprint, material footprint.*

Are the tools already in use? Four different tools are being developed now and the methodology is there but they need to be implemented, a project together with other municipalities is needed to continue development and fine tuning of this. CCC municipalities might like to be part of this. The participants of the seminar are welcome to contact Gentoft if this is interesting.

Are there any draft calculations? Not on specific criteria in procurement documents yet. One of the intentions is to make calculations on the procurement sustainability aspects. Other areas are calculations on various energy mixes, which is done on a national level in Denmark. Now they are trying with ecolabels, if having an ecolabeled product compared to a conventional product, what are the effects? The ecolabeled product should be better, but we need to show that. Then it could be implemented in procurement processes, we would like to be at this or that level of the indicators, calculations could be made on how to achieve that. Scenarios around CO<sub>2</sub> for renovations for example, a higher cost for a better service – what does this gain on reduction of CO<sub>2</sub>, better quality of the service, does it give reduction of CO<sub>2</sub> or HS reduction?

How is the calculation tool set up? At the moment it is excel-based, and will be during development. But the end results need to be communicated in a different way to make it more attractive to different groups of people.

Discussion concerning small vs larger companies as suppliers? Is it harder for smaller companies to comply with these criteria and need for information? Gentoft works with development of business models that work for SMEs, together with associations in the country to have a mutual understanding on where the companies are now and what data they have possibilities to share at present, for example. Small businesses are sometimes moving a



bit faster, and might be more positive to development and to have a dialogue concerning this during the contract period. But, a dialogue before the tendering is needed, about a year before the advertisement of the tender. It is very popular to measure footprints right now, but the general follow up need to be in place before that. Footprint calculations can be very tedious, and a few which are easy to measure need to be chosen, not to be too large of a task.

Motiva has criteria on chemical products, <https://www.hankintakeino.fi/en/keino-services/green-deal-agreement-public-procurement/green-deal-reducing-hazardous-substances>, which Helsinki has used, and there might be something useful in them for Gentofte. They have also used sustainability plans to be implemented during the contract period. Helsinki are also interested in the calculation tools mentioned above and in the presentation, and how they work.

Information and criteria from Hamburg and Sweden were also mentioned:

<https://www.hamburg.de/contentblob/12418146/2c01ee26be5da2bd4496ad98d263ce3e/data/d-umweltleitfaden-2019.pdf>

<https://www.upphandlingsmyndigheten.se/en/criteria/> (not all criteria are available in English translation, use the part in Swedish and google translate to see more criteria).

How much of the amount of purchased materials can be made from recycled materials and how much can articles and materials be reused for longer, this needs to be translated and shared to the part of the organisation that makes the decisions, and is the money that counts in many ways. The base for decisions need to be delivered, showing the positive effect from the sustainability criteria.

All this can be used in the development of a large project to follow ChemClimCircle, to have the decision makers involved and give them real numbers on the sustainability effects and show that the common misconception that it is always more expensive with sustainable goods and services can be rejected.

There are discussions on different levels: practical procurement level, operational level, decision making level. The decision making level and addressing of policy makers, is important to continue on in the larger project. A solution thought by somebody adapted and used by many is something the Interreg BSR likes for the coming applications.

Do all Danish municipalities have similar approaches as the 3 in 1 model, it seems time consuming and a bit complex? The model is not that complicated, but you need to know what you want to use it for in your processes and which persons you need to bring into the process to get proper input for production of the tender. This reference group of people meet to discuss the questions, the procurement officer write down what they say and use it at recommendations. These need to be used in the tender and be true to them so that the participants can see that their efforts were making a difference and that the advice and experiences was used in the tender. This process is done with selected areas of procurement, not for everything the municipality purchases. There are directors from other parts of the municipality involved in these groups too in order for the process to be established in the organisation. Companies and business organisations are often interested in dialogues in order to know which goals and aims municipalities have as these organisations purchase in large quantities. Gentofte will send a translated version of the 3-in-1 model which might be used as inspiration for the guidance and training materials being developed in CCC.

Question from the audience about the organisational set up in Gentofte? The organisational set up in Gentofte is still work in progress. It is not fully set up yet and it is also functional on different levels, practical work in the procurement process, dialogues with persons higher up in the organisation, as well as feeding into the decision making processes. There is one more person who will work in climate economics besides Ann. They are also working with the financial part of the municipality. Still in the process to establish a more set way of collaboration and process structure, they had (and have) very ambitious aims but it is also a challenge sometimes to get everything going on all levels.

Discussion on the implementation of sustainable contracts and assortments in the municipal organisation: The buying need to be compliant, the different units need to use the procured contracts, acceptance from the persons who do the actual purchasing from the procured assortment is really important, not to go buy whatever is needed, wherever. It is a question about acceptance from the different levels of the organisation, all the way up to the decision making level (which has been efficiently done by Ann in Gentofte municipality). Behaviour change in all units of the municipal organisation might be needed and information and education on the benefit of the centrally procured contracts for all employees which purchases goods and services is crucial.

The meeting was wrapped up by a round of the table to get a word from each country around the Baltic Sea.

*This discussion was followed by an internal discussion on project matters which is not reported here but used for further development in the project.*

*End of meeting.*