

# TENDER DOCUMENT GREENSPEED



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# WHO IS GREENSPEED?

Greenspeed was founded 35 years ago in the Netherlands and offers a comprehensive range of sustainable cleaning products and innovative microfibre products. With these intelligent cleaning solutions, Greenspeed strives towards a positive impact on people and the environment, currently concentrating on the concept of circular cleaning.

This approach goes beyond just the products. In everything Greenspeed does, engagement, expertise, innovation and reliability are key. Greenspeed is active globally in over 20 countries. More than half of Greenspeed's turnover originates from outside the Benelux.

## WHAT DOES GREENSPEED HAVE TO OFFER?

Greenspeed provides a comprehensive assortment of sustainable cleaning products and innovative microfibre products. Greenspeed offers a wide range of tailor-made products, for every surface and for various applications: interior, sanitary, kitchens, laundry, floors, glass and walls.

### **DETERGENTS**

Greenspeed employs natural ingredients and minerals to create 100% efficient cleaning products. Ingredients are sourced locally, preferably from renewable resources. The cleaning agents have a minimal impact on the environment throughout their life cycle and are biodegradable. The green surfactants, or eco-surfactants, are more than capable of dealing with the most stubborn stains. The Cradle to Cradle detergents are produced using renewable energy sources.

### **MICROFIBRE**

The splitting of the microfibre is optimised through an advanced procedure. Because of this, the microfibre products clean effectively using only minimal water and a limited amount of sustainable cleaning agents. Furthermore, these microfibre products are exceptionally durable. Even after repeated washing, the microfibre maintains its quality and shape.

### **TROLLEYS**

The C-Shuttle is an innovative instrument cart available in three different versions. The instrument carts are lockable, compact and manoeuvrable. The C-Shuttles can be personalised with your own design or logo. Their greatest advantage: the C-Shuttles are made of 75% recycled plastic. All of the materials used are of the highest quality and recyclable.



# PRODUCT CHARACTERISTICS

## EFFICIENCY

### DETERGENTS:

Greenspeed uses green chemistry to create efficient cleaning products from natural ingredients and minerals. The EU Ecolabel certifies to the user that the products are of proven efficiency according to industry standards. Greenspeed has thousands of satisfied professional users every day.

### MICROFIBRE PRODUCTS:

The splitting of the microfibre is optimised through an advanced procedure, creating microfibre products with powerful cleaning capabilities and extremely high absorption. The capillary action has been maximised. The Nordic Swan Ecolabel guarantees the highest product quality and functionality in practice. TNO research results show that the Greenspeed Original microfibre cloth removes stains up to three times faster than a conventional cloth with cleaning agent.

## SUSTAINABILITY

### DETERGENTS:

Greenspeed's cleaning agents have a minimal impact on the environment throughout their life cycle. They are biodegradable and produced in an ecological factory. By preference, ingredients are from renewable resources with minimal toxicity to aquatic life. Greenspeed has been awarded the EU Ecolabel and Cradle to Cradle certificate for many of its products. Over half of the volume of products sold by the Greenspeed brand carries an ecolabel.

### MICROFIBRE PRODUCTS:

Microfibre products clean effectively using only minimal amounts of water and sustainable cleaning agents. Furthermore, Greenspeed microfibre products are exceptionally durable. Normally, the microfibre cloths can be washed 600 times and the microfibre mops, 400 times. Even after repeated washing, the microfibre maintains its quality and shape. This applies only if you follow the recommended washing instructions. The Greenspeed microfibre icons are certified by Nordic Swan.

## INNOVATIVE

### DETERGENTS:

Greenspeed cleaning agents were developed by the Ecover R&D department. With more than 35 years of experience, Ecover is a pioneer when it comes to ecological cleaning agents. Ecover developed the world's first phosphate-free detergent in 1980 and continues to innovate. Multi Daily, Greenspeed's highly-concentrated interior cleaner, was the first in the professional cleaning sector worldwide to receive a Cradle to Cradle™ certificate in 2013.

### MICROFIBRE PRODUCTS:

Over 20 years ago, Greenspeed was the very first to bring microfibre to the Benelux market. In 2012, Greenspeed was the first in the professional cleaning sector in the Benelux to receive a Nordic Swan Ecolabel for its microfibre products. By researching and further refining microfibre technology and applications, Greenspeed continues to work to improve the efficiency, sustainability and ergonomics of its products and systems.

## USER-FRIENDLINESS

### DETERGENTS:

Greenspeed helps companies by providing products that clean flawlessly, without unnecessarily harmful substances. After all, people working with cleaning agents every day don't want to be exposed to unnecessary chemicals. Greenspeed provides handy dosage systems according to KISS principles (keep it simple & stupid ;-)).

### MICROFIBRE PRODUCTS:

Greenspeed takes ergonomics seriously. Greenspeed develops innovative products which are lightweight and easy to hold, allowing you to clean more ergonomically, faster and more efficiently.



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# AWARDED CERTIFICATES

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Greenspeed has been awarded various certificates down the years: Cradle to Cradle, Nordic Swan Ecolabel and EU Ecolabel. Greenspeed considers it important to keep its promises. The awarded certificates are proof of this.

## CRADLE TO CRADLE

The line of cleaning agents was the first in the professional cleaning sector to receive the Cradle to Cradle Certified™ quality label. Cradle to Cradle Certified™ is a certification programme based on five pillars: use of non-toxic materials, design with reusable or biodegradable materials, use of renewable energy sources, responsible water use and socially responsible production.



## NORDIC SWAN ECOLABEL

Greenspeed's microfibre cloths were the first in the sector in the Benelux to receive a Nordic Swan Ecolabel. This certification guarantees the use of ecologically responsible production chains,

the highest product quality and functionality in practice. Even the packaging strives to minimise its environmental burden.



## EU ECOLABEL

The EU Ecolabel takes into account the product's entire life cycle – from acquiring the raw materials to disposal of the product as waste. Products with a minimal impact on the environment throughout their life cycle are awarded a certificate. EU Ecolabel investigates product performance through independent laboratory or consumer research.



Summary of certified products: annex 1.

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# IMPORTANT FIGURES

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**100%** of the detergents sold for professional use are sustainable according to Greenspeed's sustainability concept, of which over **50%** are independently certified. Of the total turnover volume, over **65%** of the detergents are independently certified (19

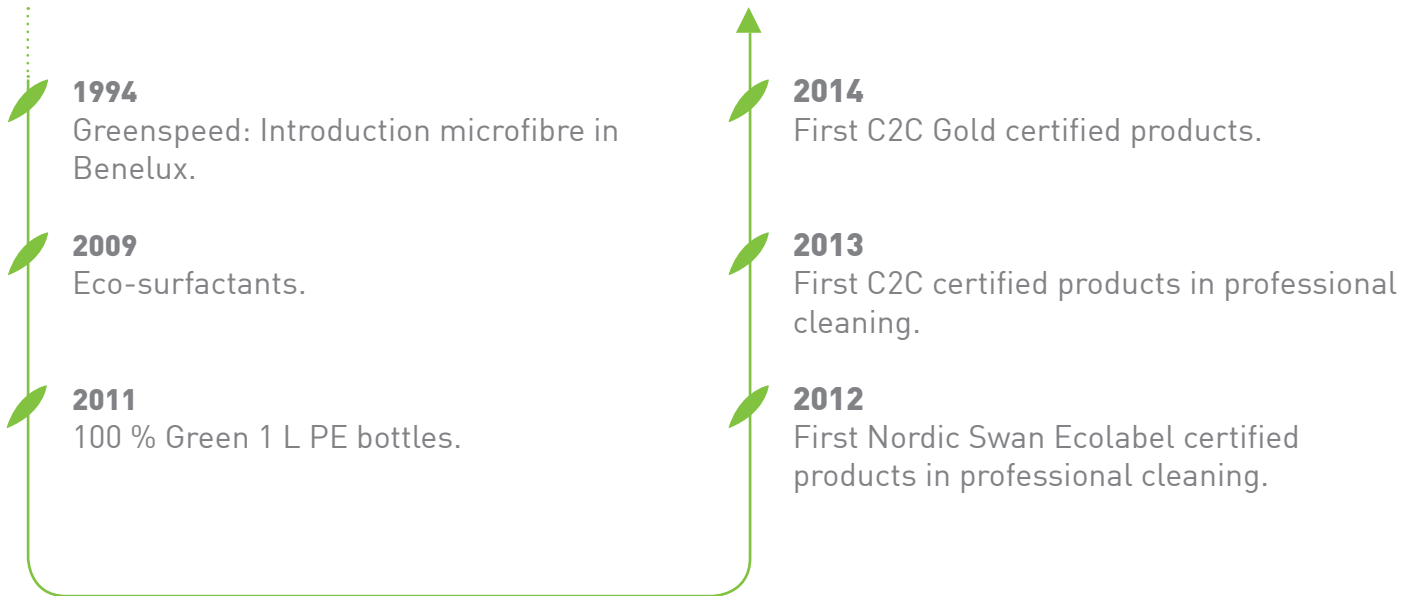
references with C2C and 40 references with EU Ecolabel). **30%** of the microfibre products carry the Nordic Swan Ecolabel (28 references).



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# INNOVATION TIME LINE

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## PACKAGING

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### DETERGENTS

The composition of the detergent bottles is 75% plastic produced from sugar cane and 25% recycled plastic. Therefore, the bottles are 75% renewable, reusable and 100% recyclable. Greenspeed uses colourless caps to optimise recycling of the bottles.

Greenspeed provides highly-concentrated formulas. These utilise doses of 10 ml per 5 l instead of the standard doses of 20 ml per 5 l. This results in 50% less packaging waste than conventional formulations. This way, the amount of waste can be minimised. The correct dose of 10 ml allows you to clean a surface of 19 tennis courts with 1 l of highly-concentrated cleaning agent!

### MICROFIBRE

The EU Ecolabel analyses the product's entire life cycle, including the packaging. For instance, the packaging and labels for certified products may not contain PVC or other halogenated plastics.

### RED DOT DESIGN AWARD

In 2013 Ecover Professional won the Red Dot Design Award for Communication Design. The result is a label range with a fresh, surprising look which is strongly distinctive. The icons have a clean design without sacrificing functionality. Greenspeed retained this packaging after acquiring Ecover Professional.



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# HOW DOES GREENSPEED'S MANUFACTURING WORK?

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Greenspeed uses effective plant-based ingredients from a renewable source for its detergents. For multiple reasons, renewable raw materials are better than raw materials from non-renewable sources. The composition of the bottles is 75% plastic produced from sugar cane and 25% recycled plastic.

The cleaning agents for professional use are manufactured in a unique ecological factory. To achieve this, Greenspeed collaborates through an exclusive industrial partnership with 'Vandeputte Soap & Detergents'. Both parties consider environmental responsibility to be of great importance.

The factory is constructed of sustainable building materials. Renewable energy sources are used with particular attention paid to responsible water use in the manufacturing process. Rainwater is the natural source of water for the lavatories.

The work is performed under a 'green roof' providing excellent thermal insulation. Moreover, the site is part of an industrial zone which only welcomes companies that respect the environment. This was the first industrial zone in Europe to achieve an ISO 14001 certificate, a quality assurance system checked annually using external audits.

Greenspeed has an open-door policy, inviting customers for an unforgettable look behind the scenes of the ecological production concept.

The microfibre is produced according to ILO (International Labour Organization) standards. ILO is a specialised United Nations organisation concerning itself with labour standards. The behaviour of corporations and businesses is assessed using a number of fundamental standards.

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## WHERE DOES OUR PRODUCTION TAKE PLACE?

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Greenspeed produces its cleaning agents in an ecological factory in Boulogne-sur-Mer. Boulogne-sur-Mer is the perfect location for Greenspeed. The ecological factory's central location ensures fast

transport between the production unit and the main geographical sales areas. This way, logistics can be organised as efficiently as possible.



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# PHILOSOPHY

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Greenspeed currently recognises two mega-trends within the cleaning sector that are considered challenging:

- ✦ Air, water and soil pollution.
- ✦ User health, both directly and indirectly.

When it comes to the pollution of air, water and soil, Greenspeed focuses on the aquatic impact. It is nearly impossible to prevent cleaning product residues from ending up in the hydrological cycle. Water, sometimes described as 'blue gold', is an increasingly scarce resource, and we are facing a global crisis. Various organisations across all continents, both governmental and not, have concerned themselves with this water management problem. So far, however, existing measures have not resulted in any noteworthy improvement in water management.

As for user health, the recent study by PhD student Laura Van den Borre (VUB), entitled Health risks in

the cleaning industry, provides some very important insights. Van den Borre investigated the cause of death for 250,000 men and women from the Belgian working population, spread over 20 years. Among other things, her thesis revealed that mortality rates for the cleaning sector are 36 % to 45 % higher compared to other occupational sectors. Moreover, cleaners are twice as likely to suffer from chronic lung diseases and cardiovascular diseases as those in other occupations.

Additionally, interior climate is of great relevance to people's health as well. Exposure to certain volatile organic compounds (VOC) can be hazardous to health.

As a major supplier to the professional cleaning industry, Greenspeed wants to offer this sector solutions to these problems through a Circular & Healthy Cleaning model.

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# CONCEPT

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Greenspeed strives to have its entire range of products, accessories and techniques fit the circular economy model. In practice this means all substances used in detergents and microfibre cloths and mops must be re-usable in one of two ways:

- ✦ Directly via the technical cycle, as raw materials for new or different products

- ✦ Indirectly via the organic cycle, as nutrients within ecological systems

Greenspeed's microfibre cloths and mops, detergents and cleaning techniques are closely inter-related. This led us to develop a model for **Circular & Healthy Cleaning**, a comprehensive approach to professional cleaning fitting the circular economy model perfectly.



In cleaning, microfibre cloths and mops are used as well as detergents being consumed.

The **microfibre products** belong in the technical cycle and can be washed and re-used again and again. During the phase of their use as a microfibre cloth or mop, they stand for ease of use, ergonomics, and water and product savings. All our current microfibre products carry the Scandinavian Nordic Swan Ecolabel. Our goal is a fully closed loop, even when the end of their life as a microfibre cloth or mop has been reached. We are currently working on an associated development project with EPEA, the German institute that has been involved in C2C from the start. Their mission is to help develop high-quality products that are safe for people and the environment and also suitable for re-use through either the technological or organic cycle.

**Detergents** are consumed as part of the cleaning process. We select the raw materials and manufacturing techniques for our Greenspeed products with great care: no substances that may be harmful to people and the environment are used, and product residues are rapidly transformed into nutrients through the organic cycle. The detergents currently provided by Greenspeed already carry the Gold C2C label. In addition, they carry the European Ecolabel.

The cleaning techniques developed and recommended by Greenspeed are not just the most suitable when using the aforementioned detergents and microfibre products. They minimise product, water and energy consumption and generate as little waste as possible, while optimising ergonomics and cleaning results.

Greenspeed has made considerable progress along the circular cleaning path already. In doing so, we take both the work environment and social impact into account under the motto: Healthy & Clean.

## **DETERGENTS**

Our detergents are made from renewable (plant-based) resources, and contain only substances with a proven minimal impact on people and the environment.

Cradle to Cradle rates these detergents as outstanding for Material Health. That means our detergents contain neither harmful toxic substances nor harmful VOCs (volatile organic

compounds). The detergents therefore have a minimal impact on human health.

The packaging consists of plant-based plastic in combination with 25% recycled plastic.

These detergents are manufactured using green energy and minimal water.

Our detergents are powerful products for professional use: they guarantee ease of use and a hygienically clean result.

The highly concentrated detergents generate 50% less packaging waste than average; furthermore, the packaging is recyclable.

Our detergents have a minimal impact on aquatic life.

## **MICROFIBRE CLOTHS**

Our microfibre cloths work best with a spray technique, an ecologically responsible method that reduces water and detergent use.

Thanks to the use of Greenspeed microfibre cloths, grime is not just removed three times as fast, this method is also comfortable and convenient.

If the right detergent and right wash programme are used, our microfibre cloths can be washed at least 600 times. Use C2C detergent.

Greenspeed microfibre cloths maintain their shape and properties when re-used.

## **TROLLEYS**

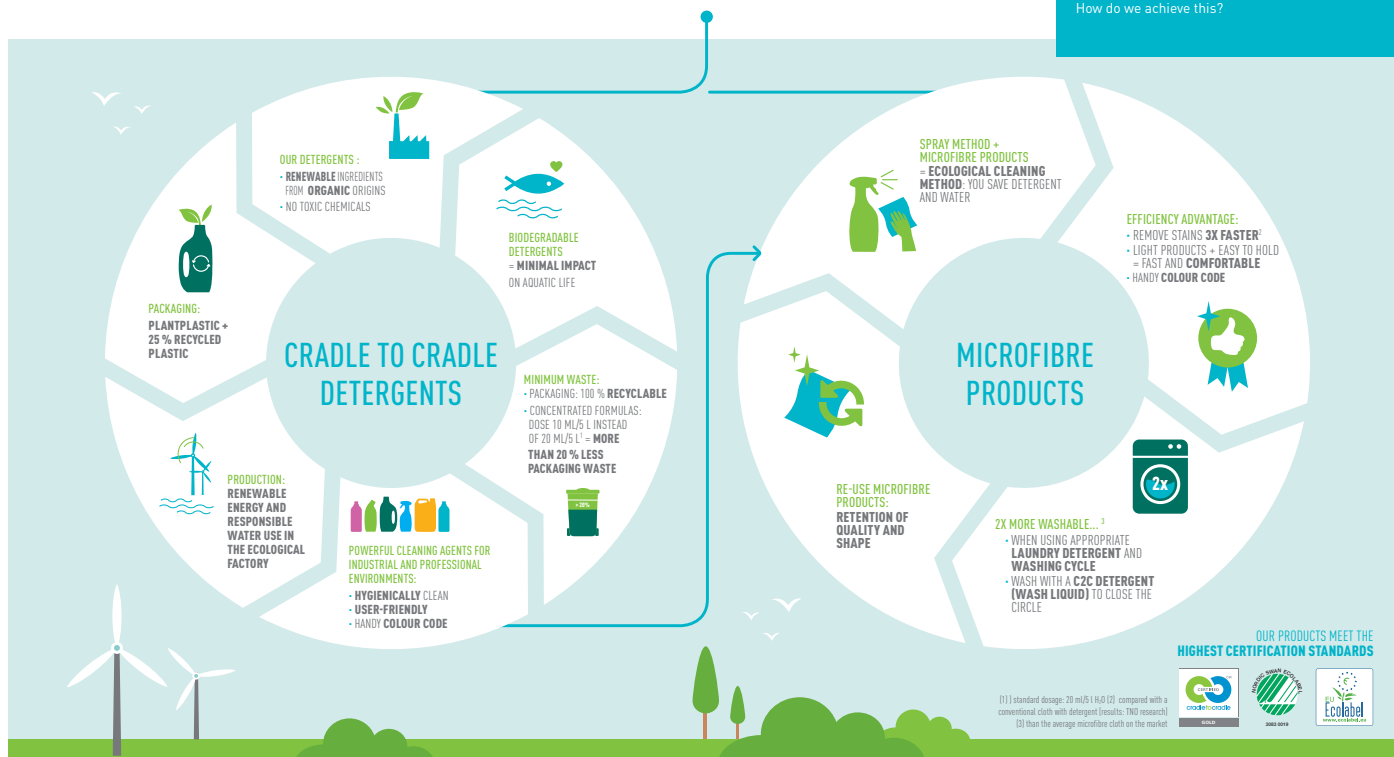
The Greenspeed C-Shuttle range consists of three types of instrument carts, each made out of 75% recycled plastic; all of the materials used are of the highest quality and completely recyclable.

The instrument carts are very user-friendly; compact and manoeuvrable and provided with a stable handle with bumpers.





We live in a consumption society. We use natural materials for the manufacture of products which eventually end up as waste. This results in a scarcity of raw materials on the one hand and an enormous amount of waste on the other. Greenspeed wants to break through this current paradigm by applying circular cleaning. In short, we are making the transition from a linear model to a circular one. How do we achieve this?



## OUR VALUES

In everything Greenspeed does, engagement, expertise, innovation and reliability are key.

### ENGAGEMENT

Greenspeed works to develop sustainable relationships and support both distributors and end users through expert advice. Courses, training and workshops are provided.

### EXPERTISE

Greenspeed has been providing high-quality cleaning solutions for more than 20 years. The products are continually evaluated using quantifiable criteria for efficiency. This way, nothing is left to chance and Greenspeed keeps working to hone its products.

### RELIABILITY

To ensure the products' proper functionality and minimal impact on the environment, Greenspeed's products are tested by independent organisations. Greenspeed respects the environment and strives to achieve corporate social responsibility. In order to further propagate Greenspeed's philosophy, Greenspeed works with other organisations and partners which share these views.

### INNOVATIVE

For Greenspeed, innovation is the norm. The employees are broad-minded and constantly work on product efficiency, sustainability and user-friendliness. Greenspeed isn't sitting still, and innovations are proposed regularly.

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# PROMISES

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- ✦ All products are in compliance with strict environmental, quality and health requirements. Greenspeed continually evaluates its products using quantifiable criteria for efficiency.
  - ✦ The cleaning products are not tested on animals.
  - ✦ Greenspeed works to develop sustainable relationships and provides both distributors and end users with expert advice.
  - ✦ Greenspeed constantly works on product efficiency, sustainability and user-friendliness
  - ✦ The microfibre is produced according to ILO (International Labour Organization) standards. ILO is a specialised United Nations organisation concerning itself with labour standards. The behaviour of corporations and businesses is assessed using a number of fundamental standards.
- ILO guidelines cover four categories. (1) Freedom of association and recognition of the right to collective bargaining, (2) Prohibition of all forms of forced labour, (3) Prohibition of child labour and (4) Prohibition of discrimination.
- ✦ Greenspeed develops its innovations in collaboration with EPEA. EPEA works to develop Cradle to Cradle solutions with businesses, government agencies and NGOs. EPEA Netherlands works to develop Cradle to Cradle solutions for the entire value chain. They ensure that Greenspeed's innovations have a positive effect on both people and the environment.
  - ✦ To ensure the products' proper functionality and minimal impact on the environment, Greenspeed's products are tested by independent organisations.



# ANNEXE 1 - DETERGENTS

Product	Reference	Product description	Certificate
Multi Daily – 1 l	4003089	Highly-concentrated interior and floor cleaner for daily use.	C2C GOLD and EU Ecolabel
Multi Daily – 3 l – BIB	4002865	Highly-concentrated interior and floor cleaner for daily use.	EU Ecolabel
Techno Multi – 5 l	4001237	Interior cleaner for daily use.	EU Ecolabel
Multi Spray – 500 ml	4002718	Glass and interior spray cleaner.	C2C GOLD and EU Ecolabel
Multi Spray – 5 l	4002092	Glass and interior spray cleaner.	C2C GOLD and EU Ecolabel
Multi Spray – 3 l – BIB	4001698	Glass and interior spray cleaner.	EU Ecolabel
Multi Forte – 1 l	4003091	Highly-concentrated floor and interior cleaner for periodic use.	C2C GOLD and EU Ecolabel
Multi Forte – 3 l – BIB	4002869	Highly-concentrated floor and interior cleaner for periodic use.	EU Ecolabel
Techno Floor – 5 l	4001230	Neutral floor cleaner for daily use.	EU Ecolabel
Techno Floor Forte – 5 l	4002856	Alkaline floor cleaner for periodic use.	EU Ecolabel
Swan WC Daily – 750 ml	4002724	Toilet cleaner for daily use.	C2C GOLD and EU Ecolabel
Swan WC Forte – 750 ml	4003021	Toilet descaling agent based on formic acid.	EU Ecolabel
San Daily – 1 l	4002860	Highly-concentrated sanitary cleaner for daily use.	C2C GOLD and EU Ecolabel
San Daily 3 l – BIB	4002870	Highly-concentrated sanitary cleaner for daily use.	EU Ecolabel
Techno San – 5 l	4002857	Mildly acidic sanitary cleaner for daily use.	EU Ecolabel
Citop Zero – 1 l	4003333	Concentrated unscented hand wash-ing-up liquid.	C2C GOLD and EU Ecolabel
Citop Zero – 5 l	4003335	Concentrated unscented hand wash-ing-up liquid.	C2C GOLD and EU Ecolabel
Cream Clean – 500 ml	4002721	Scouring agent.	C2C GOLD and EU Ecolabel
Spray Clean – 500 ml	4002717	Universal unscented spray cleaner for daily use.	C2C GOLD
Spray Clean – 5 l	431020002	Universal unscented spray cleaner for daily use.	C2C GOLD
Strong Clean – 5 l	4002871	Universal industrial kitchen cleaner for daily use.	C2C GOLD and EU Ecolabel
Wash Liquid – 5 l	4002864	Liquid detergent.	C2C GOLD and EU Ecolabel
Inox Polish – 500 ml	4002716	Stainless steel maintenance product.	C2C GOLD



# ANNEXE 1 - MICROFIBRE

Product	Reference	Product description	Certificate
Original Microfibre Cloth – 40 x 40 cm – blue	3301005	High-quality microfibre cloth for cleaning almost any surface.	Nordic Swan Ecolabel
Original Microfibre Cloth – 40 x 40 cm – green	3301007	High-quality microfibre cloth for cleaning almost any surface.	Nordic Swan Ecolabel
Original Microfibre Cloth – 40 x 40 cm – yellow	3301009	High-quality microfibre cloth for cleaning almost any surface.	Nordic Swan Ecolabel
Original Microfibre Cloth – 40 x 40 cm – red	3301011	High-quality microfibre cloth for cleaning almost any surface.	Nordic Swan Ecolabel
Original Microfibre Cloth – 18 x 13 cm	3300004	High-quality microfibre cloth for cleaning almost any small surface.	Nordic Swan Ecolabel
Original Microfibre Mop – 70 x 53 cm – green	3300053	High-quality microfibre cloth for cleaning almost any hard floor.	Nordic Swan Ecolabel
Original Microfibre Mop with hole – 70 x 53 cm – green	3300056	High-quality microfibre cloth with hole for cleaning almost any hard floor.	Nordic Swan Ecolabel
Microfibre Glass Cloth – 40 x 40 cm	3300705	High-quality microfibre glass cleaning cloth for quick and streak-free cleaning of glass, windows and mirrors.	Nordic Swan Ecolabel
Glass Cloth (polishing cloth) – 70 x 61 cm	3300750	High-quality glass polishing cloth for quick and streak-free cleaning of cutlery, glass and crockery.	Nordic Swan Ecolabel
Microfibre Glass Cloth – 25 x 20 cm	3300780	High-quality microfibre glass cleaning cloth for quick and streak-free cleaning of spectacles and screens (tablets/ smartphones/cameras).	Nordic Swan Ecolabel
Basic Microfibre Cloth – 40 x 40 cm – blue	3300605	Quality microfibre cloth for cleaning almost any surface.	Nordic Swan Ecolabel
Basic Microfibre Cloth – 40 x 40 cm – green	3300607	Quality microfibre cloth for cleaning almost any surface.	Nordic Swan Ecolabel
Basic Microfibre Cloth – 40 x 40 cm – red	3300611	Quality microfibre cloth for cleaning almost any surface.	Nordic Swan Ecolabel
Basic Microfibre Cloth – 40 x 40 cm – yellow	3300609	Quality microfibre cloth for cleaning almost any surface.	Nordic Swan Ecolabel
Handscrubby Flex – 14 x 14 cm – green	3300432	For removing hard stains without damaging the surface.	Nordic Swan Ecolabel



# ANNEXE 1 - MICROFIBRE

Product	Reference	Product description	Certificate
Twist Mop Velcro - 30 cm	3301071	Microfibre mop with a long pile (8 mm) for damp cleaning of almost any hard surface.	Nordic Swan Ecolabel
Twist Mop Velcro - 45 cm	3301073	Microfibre mop with a long pile (8 mm) for damp cleaning of almost any hard surface.	Nordic Swan Ecolabel
Twist Mop Velcro - 60 cm	3301075	Microfibre mop with a long pile (8 mm) for damp cleaning of almost any hard surface.	Nordic Swan Ecolabel
Scrub Mop Velcro - 30 cm	3301037	Microfibre mop with scrubbing strips for damp cleaning of stone floors.	Nordic Swan Ecolabel
Scrub Mop Velcro - 45 cm	3301039	Microfibre mop with scrubbing strips for damp cleaning of stone floors.	Nordic Swan Ecolabel
Scrub Mop Velcro - 60 cm	3301041	Microfibre mop with scrubbing strips for damp cleaning of stone floors.	Nordic Swan Ecolabel
Glas Mop Velcro - 30 cm	3301030	Microfibre glass mop for damp cleaning of windows and glass partitions.	Nordic Swan Ecolabel
Glas Mop Velcro - 45 cm	3301033	Microfibre glass mop for damp cleaning of windows and glass partitions.	Nordic Swan Ecolabel
Multi Mop Velcro - 30 cm	3301024	Multi-function microfibre mop for damp cleaning of walls, doors and ceilings.	Nordic Swan Ecolabel
Multi Mop Velcro - 45 cm	3301026	Multi-function microfibre mop for damp cleaning of walls, doors and ceilings.	Nordic Swan Ecolabel
Multi Mop Velcro - 60 cm	3301028	Multi-function microfibre mop for damp cleaning of walls, doors and ceilings.	Nordic Swan Ecolabel
Diamond Mop Velcro - 30 cm	3300410	Diamond Mop for damp cleaning of bathrooms and heavily soiled floors.	Nordic Swan Ecolabel
Diamond Mop Velcro - 45 cm	3300412	Diamond Mop for damp cleaning of bathrooms and heavily soiled floors.	Nordic Swan Ecolabel





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**GREENSPEED®**