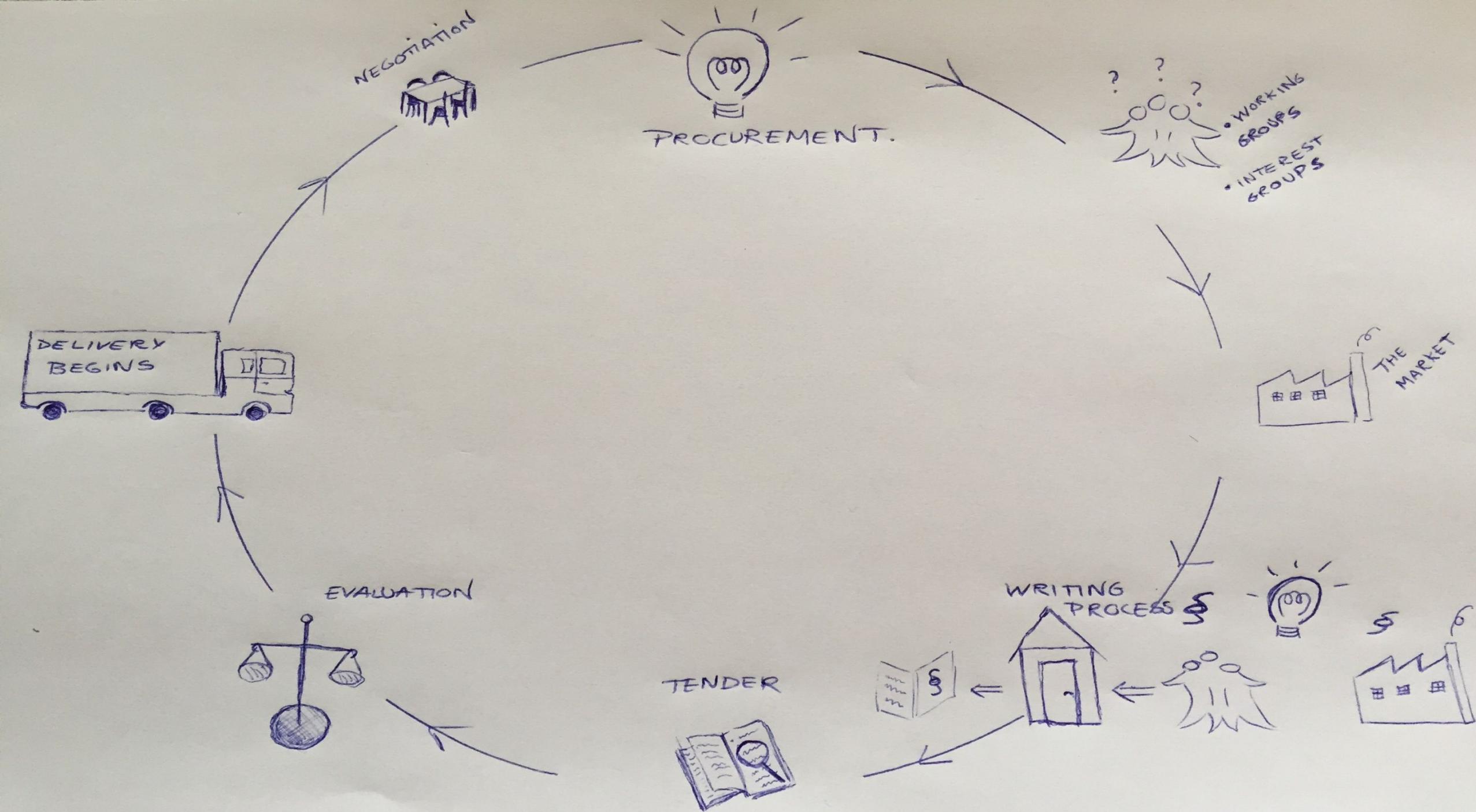


# Green public procurement in the municipality of Copenhagen



**Eating City Summer Campus  
2016,  
France**

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# Why procurement?

- **Procurement** is the act of acquiring, buying goods, services or works from an external source, often via a tendering or bid process. It is favourable that the goods, services or works are appropriate and that they are procured at the best possible cost to meet the needs of the acquirer in terms of quality and quantity, time, and location. Corporations and public bodies often define processes intended to promote fair and open competition for their business while minimizing exposure to fraud and collusion.
- Public procurement generally is an important sector of the economy. In Europe, public procurement accounts for 16.3% of

# The road to 90% organic

- Copenhagen **Eco-Metropolis** 2001 vision stated in 90% organic target
- **Cost of conversion:** approx. 9 mill. EURO
- **Training for kitchenstaff:** cook from scratch, less waste, less meat – more greens, use seasonal products = organic food with no added cost
- **Rotation programmes for unemployed.** Receive training and replace kitchen staff during courses = employment rate of 83 %
- Organic principles integrated in public kitchens.
- Organic consumption is increasingly being measured by government certification
- **Change in procurement.** market



# Goals for organic conversion in Copenhagen

**60 % organic food by 2009**

**75 % organic food by 2011**

**90 % organic food by 2015**

- *Goals set by the City Council in 2001 within the framework of the "ECO-Metropol" Vision of Copenhagen as Environmental Capitol of the World 2015*
- [http://www.kk.dk/FaktaOmKommunen/PublikationerOgRapporter/Publikationer/tmf\\_publika](http://www.kk.dk/FaktaOmKommunen/PublikationerOgRapporter/Publikationer/tmf_publika)



# Food procurement in the municipality of Copenhagen

- 90% organic in 2015
- Approx. **80,000** daily meals
- Approx. **40,000** diners daily
- **7,375,000** kg annually.
- 141.800 kg weekly.
- **1100** kitchens in **925** locations
- Approx. **1700** employees in the kitchens
- Approx. **40.300.000** EUR

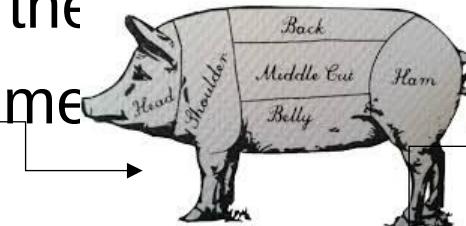


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# Organic principles integrated in pure kitchens.



- More fruit and vegetables in season, and more on the plate
- Less meat – different meat cuts
- More potatoes
- Baking bread and cake
- More or different use of bread and grains
- Critical use of full-and semi-manufactured ingredients, more ingredients
- Old housekeeping virtues - Rational kitchen operation (less waste)



# Brining the policy into life

The procurement specialist

Rules and regulations

Municipality knowledge – politics of food

+

Copenhagen House of Food

Organic conversion

High quality in public meals

Diversity in tenders



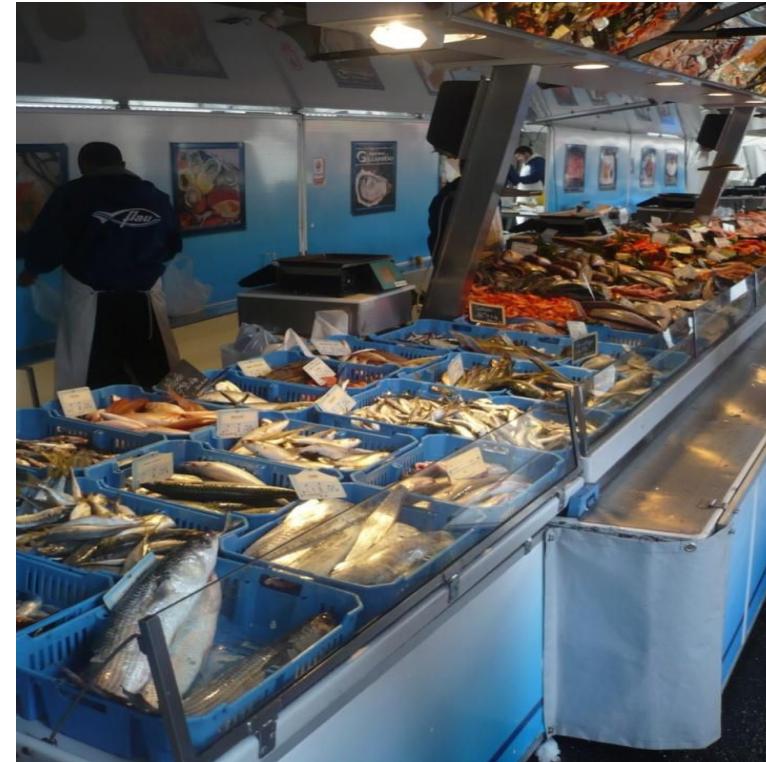
# All you need to know about low emission

- <http://mst.dk/borger/luftforurening/miljoezoner/>
- Low-emission-zone label in Danish low emission zones
- Euro norm 6 or higher

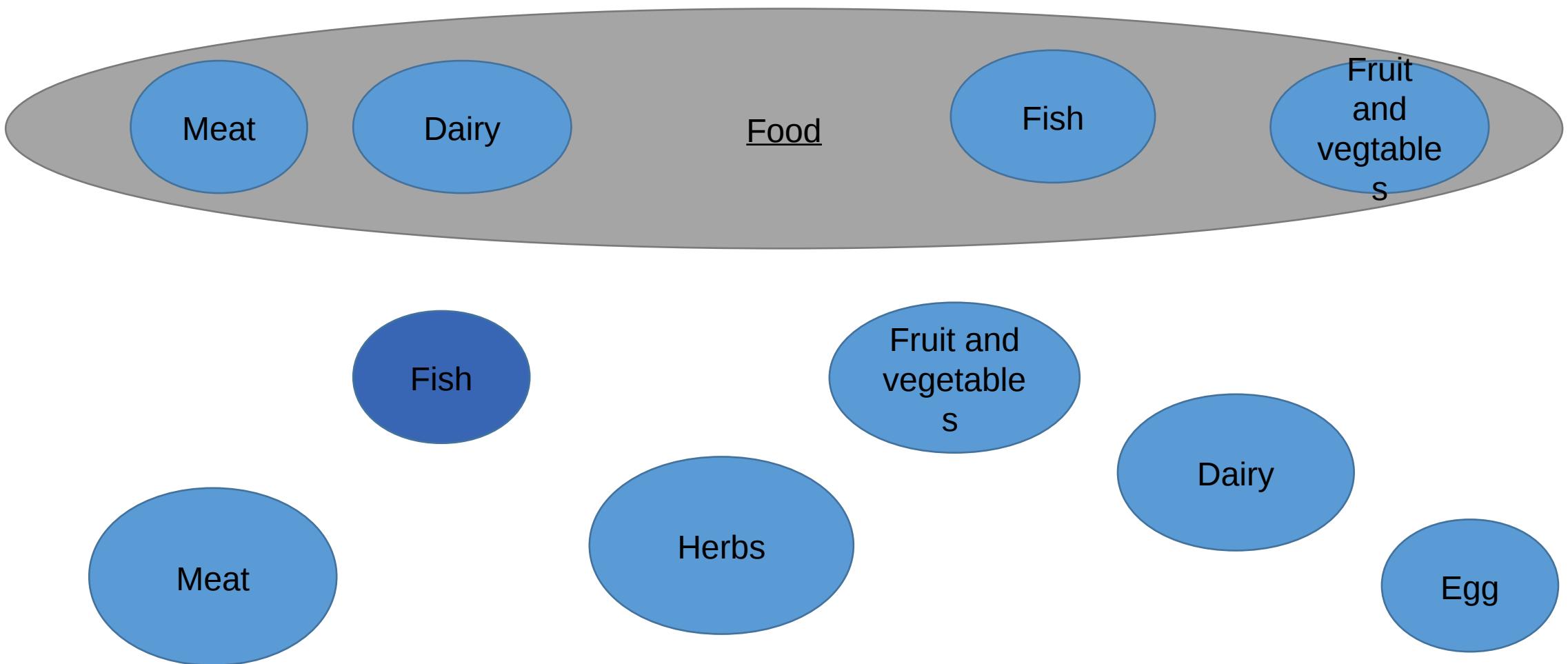


# Food procurement – one supplier?

- How do we define the individual agreements ?
- Fragmented supplier market
- Based on the vendor side
- Widest possible competition
- Calculation of threshold values



# Totalleverandør eller leverandør af ...



# Best value

- You often get what you pay for.
- Testing the quality
  - an expert team
  - measurable
- Diversity in specification



# Contract management

- Customer meeting the supplier.
- Handbook
- Are you getting what you want?
- New – statistic from the big supplier



# Market development

- Dialogue with market prior to tender to ensure supply and gain knowledge of possibilities in the market
- We work with the suppliers . We have at least 4 meetings annually, where we discuss visions and upcoming political developments and future demands.
- Use procurement as a platform for market development: Halal/organic



Dokument 8: EKSEMPEL PÅ VAREKURVE OG PRISREGULERING

									DE ANGIVNE PRISER ER FIKTIVE					
Frugt og grønt, økologisk														
Tilbudsliste, centralkøkkener														
Positionsnr.	Skønnet forbrug pr. år i KG i alt	Efterspurgt produkt	Efterspurgt kvalitet (Minimumskrav)	Krav	KUN til udfyldning ved gule varer, hvor der efterspørges forskellige sorter. Leverandøren udfylder her, hvilke sorter der bydes ind med.	Tilbuds varenummer	Opbevaring	Nettoindhold pr. mindste bestillingen hed	Sommer Prisen skal angives dels for den bestillingen hed leverandør leverer i OG pris skal i yderste højre kolonne omkonverteres til pris pr. 1. helt kilo/1 hel liter	Pris pr. bestillingen hed	Sammenligni ngspris Kilo/liter-pris			
<b>Eksempel</b>	4586	Rugbrød, mørkt, skiveskåret,				55555		0,950	9,50	10,00				
Frugt, frisk									Pris pr. mdt. intastes af leverandøren					
5887	2000	Appelsin hel - øko	Økologisk				Lagertemper atur	1	5,00	5,00	833,3333	5,20	866,6667	
5888	200	Ananas-øko	Økologisk				Lagertemper atur	1	10,00	10,00	166,6667	10,50	175	
5889	3000	Banan - øko	Økologisk.				Lagertemper atur	1	5,00	5,00	1250	5,25	1312,5	
5889a	700	Blommer	Økologisk.				Lagertemper atur	1	10,00	10,00	583,3333	10,25	597,9167	
5890	200	Citron - øko	Økologisk				Lagertemper atur	1	5,00	5,00	83,3333	6,00	100	
5896b	5000	Æbler, specielle, årstidens sorter, klasse 2 (EU-handelsnømer)	Økologisk. Eksemplvis af tidige sorter såsom; Guldborg, Pigeon, Starks, Discovery, Katrine Æble, Græsten, Rød ananas, Filippa, Summered, Spartan, Rubinola, Ahrista, Alkmene, Collina, Sunrise, Philippa, Husmoderæble, Prima, Priam. Eller sene sorter såsom; Topaz, James Grieve, Aroma, Mutzu, Holsteiner Cox, Ingrid Marie, Elstar, Cox Orange, Pigeon, Angold, Rubens, Santana, Sansa, Gala Must				Lagertemper atur	1	5,00	5,00	2083,333	5,25	2187,5	
											5000	Sum	5239,583	
												Ma maksimalt blive	5493,274	
														Fin

# Diversity and season

- Mostly fruit and vegetables
- Not just one or two kinds of apples, pears and plums
- Season is not the same every year
- Suppliers fill out a form we call "The wheel of seasons"
- How do we regulate the price according to the season?



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## SMARTFRESH

### Fresh as the Day it was Harvested

© Reklamagentur Kip



Crunchy apples, months after being harvested? Certainly! One small molecule is all it takes to keep Mother Nature in suspense for a while. Cyclodextrins from WACKER encapsulate the active ingredient and release it as needed.

"An apple a day keeps the doctor away." Yet again, grandma is proven right. Nutritionists strongly recommend that we eat fruit and vegetables as an essential part of a healthy diet. Their advice is for us to eat five servings of fruit or vegetables a day. But people



#### CYCLODEXTRINS – MOLECULAR ICE-CREAM CONES

Cyclodextrins are natural degradation products of starch. They are composed of glucose units grouped in the shape of a truncated ice-cream cone. This cone has space for any guest molecule of appropriate size and chemical nature.

Host and guest are only held together by weak physico-chemical forces. Under suitable conditions, mostly in the presence of water, the guest is released again, chemically unchanged.

WACKER FINE CHEMICALS produces cyclodextrins biotechnologically from plant raw materials. Their trade name is CAVAMAX®.

Cyclodextrin inclusion complexes are already used in many areas, for example in pharmaceuticals and cosmetics, textiles and food.

#### ETHYLENE AND ITS OPPONENT

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1.49,	Discovery	08 md – 09 md	>5000 kg	Danmark	Gasa Nord-Bandholm
1.50 &	Sansa	09 md	>1000 kg	Danmark	Gasa Nordgrø-Europafr
1.51	Redfree	09 md	>1000 kg	Danmark	Gasa Nordgrø-Europafr
Æbler, Hvis æblet kun tilbydes i visse pakningss tør-relser skrives dette.	Rubinola	09 md	>1000 kg	Danmark	Gasa Nordgrø-Europafr
	Rød Aroma	09 md – 10 md	>5000 kg	Danmark	Gasa Nord-Bandholm
	Sunrise	09 md – 10 md	>1000 kg	Danmark	Gasa Nord-Bandholm
	Ahrista	10 md	>1000 kg	Danmark	Gasa Nordgrø-Europafr
	Delcorf	10 md	>1000 kg	Danmark	Gasa Nordgrø-Europafr
	Zongi	10 md	>1000 kg	Danmark	Gasa Nordgrø-Europafr
	Arriva	10 md	>1000 kg	Danmark	Gasa Nordgrø-Europafr
	Gråsten	10 md	>5000 kg	Danmark	Gasa Nordgrø-Europafr
	Elshof	09 md – 10 md	>5000 kg	Danmark	Gasa Nordgrø-Europafr
	Pirouette	09 md – 10 md	>1000 kg	Danmark	Gasa Nordgrø-Europafr
	Szampion/Salsa	11 md	>1000 kg	Danmark	Gasa Nordgrø-Europafr
	Belida	11 md	>5000 kg	Danmark	Gasa Nord-Bandholm
	Rød Ingrid	11 md – 12 md	>10000 kg	Danmark	Gasa Nord-Bandholm
	Cox Orange	11 md – 12 md	>10000 kg	Danmark-Holland	Gasa Nord-Bandholm
	Holsteiner Cox	11 md – 12 md	>5000 kg	Danmark	Gasa Nord-Bandholm
	Jonagored	12 md	>5000 kg	Danmark	Gasa Nord-Bandholm
	Pigeon	12 md	>1000 kg	Danmark	Gasa Nordgrø-Europafr
	Gala	12 md	>5000 kg	Danmark	Gasa Nordgrø-Europafr
	Santana	12 md – 01 md	>1000 kg	Danmark	Gasa Nordgrø-Europafr
	Elise	01 md	>1000 kg	Danmark	Gasa Nordgrø-Europafr
	Topaz	01 md	>1000 kg	Danmark	Gasa Nordgrø-Europafr
	Rød Topaz	01 md	>1000 kg	Danmark	Gasa Nordgrø-Europafr
	Braeburn	02 md – 05 md	>5000 kg	Italien-Brasi-Chile	Gasa Nordgrø-Europafr

# Sensory evaluation

- Technical specifications can lead to standardization – suitable for buying food?
- Developing technical specifications and quality demands is a specialized task, and a timeconsuming one – most municipalities have neither



# Sensory evaluation

Dommer:

Dato:

Vare: 5) Pærer, både med skræl – 1 cm, økologisk

Farve	Udseende	Duft	Smag	Konsistens	Varens størrelse	Helhed
1   2   3   4   5	1   2   3   4   5	1   2   3   4   5	1   2   3   4   5	1   2   3   4   5	1   2   3   4   5	1   2   3   4   5

Vare: 6) Æble, både med skræl, røde, 1 cm, økologisk

Farve	Udseende	Duft	Smag	Konsistens	Varens størrelse	Helhed
1   2   3   4   5	1   2   3   4   5	1   2   3   4   5	1   2   3   4   5	1   2   3   4   5	1   2   3   4   5	1   2   3   4   5

Vare: 7) Champignon, kvarte, Økologisk,

Farve	Udseende	Duft	Smag	Konsistens	Varens størrelse	Helhed
1   2   3   4   5	1   2   3   4   5	1   2   3   4   5	1   2   3   4   5	1   2   3   4   5	1   2   3   4   5	1   2   3   4   5

Vare: 8) Basilikum Frisk, klassisk, økologisk, afklippet

Farve	Udseende	Duft	Smag	Konsistens	Helhed
1   2   3   4   5	1   2   3   4   5	1   2   3   4   5	1   2   3   4   5	1   2   3   4   5	1   2   3   4   5

## **Smagstest snitfrugt/grønt, hel frugt og grønt samt afklippede krydderurter**

**Der skal indleveres 2 eksemplarer af den til test rekvirerede vare**



Dag	Varer til smagstest ktangulært klip	Placering af varen i tilbudslisterne	
Afklippede Krydderurter delaftale 1	Mynte, frisk, økologisk  Timian, frisk, økologisk  Dild, frisk, økologisk  Basilikum frisk, klassisk, økologisk  Koriander, frisk, økologisk  Persille, bredbladet, økologisk	Positionsnummer 1.174  Positionsnummer 1.181  Positionsnummer 1.171  Positionsnummer 1.168  Positionsnummer 1.173  Positionsnummer 1.176	
Snitgrønt aftale 2	Appelsinfilet, økologisk  Pærer, både med skræl – 1 cm, økologisk  Æble, både med skræl, røde. 1 cm, økologisk  Champignon, kvarte, økologisk 5 kg	Positionsnummer 3.3  Positionsnummer 3.5  Positionsnummer 3.7  Positionsnummer 3.25	
	Gulerødder, <u>Julienne</u> , 5 kg økologisk  Gulerødder, tern, 2 x 2 cm, 5 kg, økologisk  Gulerødder, rustikke, 5 kg, økologisk	Positionsnummer 3.44  Positionsnummer 3.42  Positionsnummer 3.46	

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- A representative selection of products
- Unspecified before the tender
- Blind tasting
- Judged according to criteria
- Skilled professionals/kitchen staff
- 25 – 30 % award criteria, minimum



# Pitfalls in procurement

- Lack of knowledge of the specific goods you are procuring
- Lack of knowledge of the market – and the possibilities within it – usually ends up not benefitting small/mediumsized businesses and/or organic suppliers and producers
- Lack of ressources to develop specifications – last years lists of what to buy



# Visions for the future

- Food Miles can be a part of the evaluation
- Supporting SME - Local food systems - local supply
- Planing the tender years in advance – planing what to grow in the futute year.
- Creating relationships between end users and producers – between children and farmers



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# Does it matter?



- INNOCAT project
- Horizon 2020 projects
- The EU-commission
  - bottom up