**Study on conditions that facilitate the use of biobased products in public purchases**

***Ministry of Economy, Industry and the Digital Sector******Ministry of Agriculture, Food and Forestry******Agency for the development of renewable energy and energy efficiency******Ministry of Ecology, Sustainable Development*** *and the Ministry of Housing, Regional Equality and Rural Affairs*

**We invite you to take part to a consultation which aims at understanding which biobased products are currently available in France and what are their characteristics.**

**We would like to draw your attention to the scope of this study. We are looking at products which are compliant with the following points:**

* **Biobased products which are already sold in France in 2015 (not products which are still under development in R&D);**
* **Biobased materials and/or biobased chemicals;**
* **Final products. In this study, “final products” refer to products which can be used directly by the final consumer without additional transformation (except final assembling or simple blending before utilisation). For instance, biobased plastic pellets are considered to be intermediate products and the final automobile pieces made from these pellets are final products. Moreover, a solvent which is used within a detergent formulation is considered to be an intermediate product, while the detergent is the final product that we are looking for.**

**Consequently, could you please fill in this document for the final biobased product that you produce in France? If several of your biobased products are sold in France, could you please fill in and send us several drafts of this document (one per product)?**

**However, if you are not sure if a product is an intermediate or a final product, please answer to the following questions. Please also forward this document to your clients which create final products by transforming your biobased products and then sell them in France.**

**For further details on the study or on the data utilization, please contact Clément Tostivint (**[**ctostivint@deloitte.fr**](mailto:ctostivint@deloitte.fr) **; +33(0)1 55 61 68 10) or Barbara Pianu (barbara.pianu@nomadeis.com; +33(0)1 45 24 31 44).**

**We thank you in advance for your involvement in this study.**

## I. General data

1. **Could you please provide your personal details (last name, your first name and your email address)?** Thus, we will be able to contact you if we need more details on the product.
2. **What is the name of your firm?**
3. **Is your firm a SME?**
4. **What are the commercial name and the technical reference of the biobased product?**
5. **To which category does the biobased product belong to?** Please underline your answer(s) in the following table.

| **Types of products** | **Categories** |
| --- | --- |
|
|  |
| Packaging | Bags and goods-packing |
| Other (Please specify): |
| Office supplies | Office supplies |
| Ink for printers |
| Other (Please specify): |
| Building materials | Painting and coating |
| Insulation |
| Cement (building) |
| Concrete |
| Panels |
| Solvents |
| Other (Please specify): |
| Custodial services | Cleaning products |
| Sanitary products |
| Wiping accessories (sponges, mop, microfibers…) |
| Toilet papers |
| Other (Please specify): |
| Vehicle and Equipment Maintenance | Oils, lubricants, greases |
| Corrosion preventatives |
| Fuel additives or conditioners |
| Heat transfer fluids |
| Cleaning products |
| Industrial solvents |
| Adhesives |
| Cleaning products/removers/ anti-corrosives |
| Other (Please specify): |
| Personal Care and Toiletries/ Medical supplies | Medical supplies |
| Hand cleaners and sanitizers |
| Lip care |
| Topical pain relief |
| Sun care products |
| Lotions and moisturizers |
| Facial care products |
| Hair care products |
| Bath products |
| Oral care products |
| Wooven fiber products |
| Deodorants |
| Animal care products |
| Other (Please specify): |
| Ground maintenance | Fertilizers |
| Graffiti or grease removers |
| Agricultural spray adjuvants |
| Compost activators and accelerators |
| Erosion control |
| Foliar sprays |
| pH neutralizing products |
| Other (Please specify): |
| Miscellaneous | Outdoor Gear |
| Furniture and Furnishings |
| Bed and bath |
| Candle and was melts |
| Foams |
| Fire Starters, Logs, or Pellets |
| Plastic products (except packaging) |
| Other (Please specify): |
| Others |  |

1. **Could you please describe the product in few words?**
2. **In which sector(s) is this product used?**

***Building/ Transportation/ Detergents/ Hygiene & Cosmetics/ Packaging and bags/ Painting & adhesives & varnish/ Clothing & textile/ Furniture & decoration/ Offices supply/ Other (please specify).***

1. **Is it a final product or and intermediate product?**

* **If it is an intermediate product, could you please provide information on your clients who produce final biobased products and sell them in France?**
* **Moreover, could you please forward this email to them and keep us in copy while sending this email?**

1. **When did you sell your product for the first time in France: was it before or after 2013?**

## II. Economic data of the product

*Comment: In the framework of this study, the economic data collected will neither be analyzed nor published in any way. They will be aggregated to provide a complete picture of the French market.*

1. **Which types of groups do you target :**

* Private individuals ;
* Professionals ;
* Both.

1. **As part of public procurement, is the product already bought by public authorities, either through the purchase of the product itself or service delivery?** (For instance you can buy cleaning supplies or pay someone for the cleaning)

* Product bought by public authorities;
* Product bought by clients who might deliver service delivery to public authorities;
* Product enhanced in a public tender’s answer which requires high expectancies on the biobased or ecological composition of the product.

1. **What were the sales volume of the product in France in 2014?**

*You may specify the perimeter and the unit (tons, liters, number of units sold, etc.) In case of confidentiality constraints, we would like you to provide an estimation or any other helpful piece of information.*

1. **Where are located the main production sites? Or where does the last act of assembling of the product take place?** *Included, as the case may be, countries outside the European Union (EU).*
2. **What is the total production capacities around the world?** *(Please specify the unit: Tons/year, or any other unit).*
3. **What is the percentage of the production capacity located in France?** *This answer will enable us to compare France production to the total world production.*
4. **What are the indicative unit sales price in France over the years 2014 and 2015?** *You may specify the unit (tons, liters, number of pieces, etc.) In case of confidentiality constraints, we would like you to provide an estimation or any other helpful piece of information.*
5. **Which distribution channels do you mainly use?**

* Sales through an intermediary / wholesaler / distributor ;
* Direct selling on a retail outlet which belongs to the producing firm ;
* Direct selling on the internet ;
* Other (please specify).

## III. Technical data of the product

1. **Which vegetal biomass is composing the product? *(e.g.: hemp, flax, corn, beetroot, etc.)***
2. **What are the transformation processes of this biomass?**
3. **Where does the used biomass come from? (relative value - percentage) :**

* France ;
* Other European countries ;
* Non European countries ;

*In case of confidentiality constraints, we would like you to provide an estimation or any other helpful piece of information.*

1. **What is the bio-based content of the product?**

*You may specify the standard test method for determining the bio-based content (such as CEN/TS 16137:201 or Standard ASTM D6866).*

1. **Is the product qualified by the following categories of certifications or product labels (as the case may be)?**

* Certifications / labels related to the **environmental characteristics** of the product *(such as the EU Ecolabel);*
* Certifications / labels related to the **bio-based content** of the product *(such as « OK Biobased » from AIB Vinçotte, « Biobased content indicator » from ACDV, « Biobased » Label from DINCERTO, etc.);*
* Certifications / labels related to the **sustainable characteristics of the biomass production** (*ISCC, RSB, etc.);*
* Certifications / labels related to the **biodegradable and compostable characteristics** of the product.

1. **Has the product been assessed through a Life Cycle Analysis (LCA) matching ISO 14040-4 requirements?**

*If yes, you may share with us the downloading link to this document or the document itself.*

1. **Does the product present an Environmental Product Declaration (EPD's) ?**

*If yes, you may share with us the downloading link to this document or the references of the declaration or the document itself.*

1. **Has a communication strategy (focused on environmental and social characteristics of the production process) been implemented?**

*This question remains open and allows you to highlight any kind of initiatives which may increase social and/or environmental benefits during the production process of the bio-based product. Please, whenever possible do so with quantitative figures, which may enhance the interest of this assessment.*

*For instance:*

* *Taking part in a professional reintegration program ;*
* *Implementing a sustainable water management for the vegetal biomass cultivation ;*
* *Optimizing logistic circuits of supply and/or distribution;*
* *Etc.*