

Leonardo Project

QualiProSecondHand

Networking in Second-Hand sector

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Overview

Although there is exist no European umbrella organisation for second hand sector, there are some structures in national and European context, that provide sector development and might have the potential of extending their activities

- perspectives for European networks and their efficiency
- definition of a network
- networks in Germany and Belgium
- network activities on European level (RREUSE)
- contents of networking in Second Hand sector
- advantages of networking in Second Hand sector
- perspectives for European networks and their efficiency

Definition of a network

- focused, deliberate form of organisation, that joins a number of member organisations with the same goal
- more than three partners
- formal / informal status of membership
- tasks of information, organisation and administration, services
 - these may contain
 - presentation of member enterprises
 - quality standards
 - training measures for employees
 - exchange of experience
 - organisation of workshops and events
 - development of business perspectives
 - marketing know how
 - political backing on different levels

Other forms are cooperations, franchising networks that are concentrated on common business subjects

Exampels for Networks in Germany and Belgium that provide activities in second hand sector

- Second hand vernetzt e.V. (only real second hand association)
- Fachgruppe Gebrauchtwagen Recycling at bag arbeit e. V.
- Dachverband Fairwertung e.V. (lable and fair trade)
- RESSOURCES
- KVK
- RREUSE

Important aspects of networking / what should basically been maintained by an association

- expert knowledge, special know how about second hand (provide development)
- qualification and training of employees and organisations
- lobbying and public relations for the branch
- member services
- initiation and facilitation of networks and cooperations between members
- structure is build up with memberconference, board, executive board and chairman and has eventually a managing director

Needs for networking in Europe

Although there very different levels in the status of development of the second hand sector in the participating countries of the Leonardo-project, there can be identified some common Criteria for needs:

- political work e.g. in terms of procurement matters and the contribution to environmental improvement activities in Europe
- marketing, promotion, establishment of a liable brand „second hand“
- exchange of experience
- access to specialised trainings
- organisation of workshops and events

Advantages of networking

- networking helps to save money
- members participate of existing experience (mutual learning)
- successful business models can be transferred
- only way to influence politics
- networking can be the basis for further business contacts

Perspectives

Approaches for “growing together” in second hand sector should be developed and provided

- For example Second Hand vernetzt e. V. und bag arbeit e.V. Again will discuss their common potentials in order to offer services and work together on a national level
- RREUSE could discuss the preconditions for a real second hand network in Europe and contribute the results of such a discussion in a new project

Conclusions for further work

- There is a demand for development of networks
- Associations possibly cover best what the sector needs
- Cooperations and frenchise networks are important too and offer a lot opportunities as well
- Networks can contribute a lot in reference to common standards (quality of qualification and products) and reliability
- Networks can help to develop better poltical and economical framework for second hand sector

There are a lot of approaches for new common projects