

INTRODUCTION AND THEORY

- The textile industry has been condemned to be one of the WORLD'S WORST POLLUTING INDUSTRIES.
- The industry is using more than 8,000 CHEMICALS.
- The industry is referred to as the FAST-FASHION industry. Globalisation namely made it possible to produce garments at increasingly LOWER PRICES, prices so low that many consumers consider these garments to be DISPOSABLE.
- A trend can be observed from supply chain management to DEMAND CHAIN MANAGEMENT; a market-oriented form of chain management. This form of chain management requires TRUST and CO-OPERATION between all parties involved. Demand chain management has the ability to adapt a companies' offering to a wide variety of customer situations and needs.
- Texperium is an INNOVATION CENTRE located in Haaksbergen (in the East of The Netherlands) that aims to significantly lower the environmental impact of the textile industry. Texperium translates market problems to creative, CIRCULAR, sustainable, and innovative solutions by combining knowledge and innovation. It is specialised in mechanical textile RECYCLING and reprocessing for high-quality applications.
- MATURE RELATIONSHIPS are characterised by a high level of sharing risks and rewards, investment in long-term relationships, transparency, joint conflict resolution, close professional contact, shared principles, dependence, and trust.

RESULTS

- 33 out of the 40 answers, given to the questions regarding preferred supplier relationships, were either in the DEVELOPING or the STABLE AND STRATEGIC stage. This means that with most respondents there are opportunities to establish mature relationships (especially interviewees 1, 3, 4, and 5).
- Interviewee 3 currently operates quite a lot in the explanatory and tactical stage. However, opportunities to step in and together establish a mature relationship are there, because interviewee 3 mostly prefers to operate in the developing or stable and strategic stage.
- Interviewees 1, 4, and 5 already operate quite a lot in the stable and strategic stage. So, if one wants to compete with other suppliers of these companies, there are actually not a lot of other options than to establish mature relationships.

	Explanatory and Tactical	Developing	Stable and Strategic
Mutuality	2		1 3 4 5
Exclusivity	2 3 5	4	1
Cooperation	2	1 3	4 5
Conflict			1 2 3 4 5
Intensity	3	2	1 4 5
Interpersonal inconsistency		2 3 4 5	1
Power/dependence	2	3 4 5	1
Trust			1 2 3 4 5

CONCLUSION

The type of company to establish mature relationships with can be described as a WELL-ESTABLISHED d company. It had time to establish a base of trust, experience joint conflict resolution, establish close professional contact, and create future goals together. The type of company has its OWN DOMAIN OF EXPERTISE and is not dependent on other parties for strategy development. The company is willing to make some concessions for cooperation, but does not want to put too much effort in supplier relationships.