

Supplementary Materials: Interview Questions

- 1) Company details
 - a) How many years have you been in business? Were any of those years R&D/ pre-commercial?
 - b) How many location/s does your company have and where are they?
 - c) How many employees does your company have?
 - d) What is your annual revenue? If none, how is the company funded?
- 2) What is your company's origin story?
 - a) Why and how did your company start
 - b) What beliefs might you have about textile waste? Are they different for post-consumer?
- 3) How does your business deliver success when compared to the competitive set?
- 4) What have been the biggest surprises or learnings?
 - a) Barriers? Procurement, sorting, processing, bad batches?
- 5) Please tell me about your supplier/customer partnerships?
 - a) Who are they?
 - b) Have they evolved and changed over time? If you have any specific examples?
 - c) Tell me about the forces you see potentially driving further change in these relationships.
- 6) When considering the circular value chain, what incentives exist?
 - a) Is there a business case for the use of post-consumer textile waste for fiber recycling?
- 7) How do you approach procurement/sale for waste textiles? Can you walk me through an example of the decision-making process?
 - a) Does it impact your profitability?
 - b) Is there an optimal balance between different types.
- 8) What steps do you take to manage and/or process PCTW after you acquire it?
 - a) What are the cost drivers?
 - b) Are any of these steps outsourced?
 - c) How many players trade it before you gain it? After?
- 9) What percentage of your feedstock is Textile Waste?
 - a) What type and percentage of feedstocks do you source from the USA?
 - b) What percentage of your feedstock is post-industrial, Pre-consumer and Post-consumer?
 - c) Is this different than your Ideal state? If yes, how?
 - d) Would this percentage distribution need to change in order to scale?
- 10) What factors have the greatest impact on potential feedstock sale/purchase price? i.e. location, quality, consistency, uniformity and quantity.
- 11) For the waste that is not sold, why does it not sell and where does it go?
 - a) What costs are associated with discarding unsold waste?
- 12) Tell me about your journey in demonstrating the economic viability of your recycling solution/ set-up. Have you been able to demonstrate this when using PCTW? At what percentage? From the USA?
- 13) Do you have waste products either from your process or that cannot be processed?
- 14) Are there any market standards for or do your customers or partners ask you for any assurances with respect to what you do with unsold wastes?
- 15) Are there any white spaces? For example: waste streams you think have valorization potential that are not being maximized by the industry?
 - a) Why not?
 - b) Who can change this?

- 16) What great opportunities in recycling of textiles do you see for the US? Challenges?
- 17) What is your vision for the future of this industry?
- 18) Who do think is accountable for leading the change?