

Brand Performance Check Schöffel Bekleidungs GmbH August 2013

This report covers the evaluation period January 2012 to December 2012

About the Brand Performance Check

Fair Wear Foundation believes that improving conditions for apparel factory workers requires change at multiple levels. Traditional efforts to improve conditions focus primarily on the factory. FWF, however, believes that the management decisions of the clothing brands have an enormous influence for good or ill on factory conditions.

FWF's Brand Performance Check is a tool to evaluate and report on the activities of FWF's affiliate members. The Checks examine how affiliate management systems support FWF's Code of Labour Practices.

In most apparel supply chains, clothing brands do not own factories, and most factories work for many different brands. This means that in most cases FWF affiliates have influence, but not direct control, over working conditions. As a result, the Brand Performance Checks focus primarily on verifying the efforts of affiliates. Outcomes at the factory level are assessed via audits and complaint reports, however the complexity of the supply chains means that even the best efforts of FWF affiliates cannot guarantee results.

Even if outcomes at the factory level cannot be guaranteed, the importance of good management practices by affiliates cannot be understated. Even one concerned customer at a factory can have significant positive impacts on a range of issues like health and safety conditions or freedom of association. And if one customer at a factory can demonstrate that improvements are possible, other customers no longer have an excuse not to act. The development and sharing of these types of best practices has long been a core part of FWF's work.

Improvement of supply chains is a step-by-step process, through which affiliates must address many different issues. FWF affiliates vary greatly in management structures, and have different strengths. The Performance Benchmarking system is designed to reflect these differences, and the many different ways that a company can support better working conditions.

During the Brand Performance Check, FWF staff speak to various employees at the affiliate who have important roles to play in the management of supply chains. FWF verifies the actions of affiliates based on several sources including documentation of activities, financial records, the affiliate's supplier register and staff interviews. Following the Brand Performance Check, FWF summarizes findings in this report, which is made public via www.fairwear.org. The FWF Performance Benchmarking Guide provides more information about the indicators and is available for download.

Brand Performance Check Details

Date of Brand Performance Check 21-Mar-13

Conducted by: Stefanie Santila Karl

Interviews With: Peter Schöffel CEO

Torsten Müller COO

Stephanie Richter Head of Planning Department

Corinna Umbach Director Marketing
Ilka von Goerne Communication
Marlies Hartmann Head of Quality
Marco Hühn CSR Coordinator

Scoring

Affiliate Benchmarking scores and Performance Benchmarking categories will be published starting in 2014. During 2013, FWF will be testing out the new system and evaluating the appropriate threshold levels for Benchmarking categories.

Schöffel Sportbekleidung GmbH (hereafter Schöffel)

2013 Brand Performance Check

Affiilate Information	
Headquarters:	Schwabmünchen Germany
Member Since:	February 2011
Product Types:	Sportwear, Outdoor, Bags & Accessories, Professional Wear
Production countries:	FWF Active Countries: China, Bulgaria, Italy, Poland, Romania, Turkey, Vietnam
	Other countries: Germany, Indonesia, Latvia, Serbia
Basic Requirements	
Workplan for this evaluation period was	Yes Must be submitted before start of evaluation period
submitted?	
Projected supplier register for this	Yes Must be submitted before start of evaluation period
evaluation was submitted?	
Actual supplier register for this evaluation	Yes Must be submitted after the end of the evaluation period.
period has been submitted?	
Membership fee has been paid?	Yes
All suppliers have been notified of FWF	Yes
membership?	
Scoring Overview	
% of suppliers under monitoring	74.21%
Summary	Schöffel Sportbekleidung GmbH meets FWFs management system requirements for the second year of
	membership and goes beyond some of them. Schöffel has encouraged a first factory to join the workplace
	education training programme and started recruiting other factories for 2013. Schöffel is highly ambitious
	sharing information on social standards with other FWF affiliates and brands which are not affiliated to FWF.

Purchasing Practices

Basic Measures	Comments
% of production in low-risk countries	7% Countries with relatively low risk of
	labour violations as defined by FWF.

Performance Indicators	Result	Relevance of Indicator	Documentation
1.1 Percentage of production volume from		Affiliates with less than 10% of a factories' production	Supplier register provided by affiliate.
suppliers where affiliate buys at least 10% of	55%	capacity generally have limited influence on factory	
production capacity.		managers to make changes.	
1.2 Percentage of production volume from		Stable business relationships support most aspects of	Supplier register provided by affiliate.
suppliers where a business relationship has	83%	the Code of Labour Practices, and give factories a reason	
existed for at least five years.		to invest in improving working conditions.	
	Comment: Schöffel has relationship	s with suppliers which go up to cooperation since 1968.	
1.3 Labour conditions are considered when		Including labour conditions considerations in selecting	Documentation of decisionmaking
selecting new suppliers.	Yes	suppliers supports responsible business practices.	process; e.g. checklists for buyers, emails, etc.
	Comment: Schöffel has developed a	written policy which is used internally and send to every	new supplier (so called 'partnership
1.4 All new suppliers are required to sign and		The CoLP is the foundation of all work between factories	Signed CoLPs are on file.
return the Code of Labour Practices before	Yes	and brands, and the first step in developing a	
first orders are placed.		commitment to improvements.	
	Comment: Schöffel has a structured	system in place including detailed pictures of postings of	CoLP.
1.5 Company conducts audits at all new		An important due diligence step. Before placing	Audit documentation; must meet FWF
suppliers before placing orders.	Not applicable	production orders, affiliates should conduct an audit at all new suppliers to assess risks for CoLP violations.	audit quality standards.

	oder is evaluated, among others, audit reports collected. Hence Sch	tion at a new supplier, the candidate is visited by Schöffel ar with regard to social standards. New suppliers are generally nöffel and FWF do not see reasoning for Schöffel to audit aga t oder is successful and a new supplier cannot provide an ex cing orders.	already involved in CSR issues, existing ain before production starts.
1.6 Affiliate sources from an FWF factory member.	No	When possible, FWF encourages affiliates to source from FWF factory members. The small number of factories in the programme means sourcing from FWF factory members cannot be a requirement.	Supplier register provided by affiliate.
1.7 Percentage of production volume from factories owned by the affiliate.	None	Owning a supplier provides clear accountability for and direct influence over working conditions. It reduces the risk of unexpected CoLP violations.	Supplier register provided by affiliate.
1.8 Supplier compliance with Code of Labour Practices is evaluated in a systemic manner.	Yes	A systemic approach is required to integrate social compliance into normal business processes, and supports good decisionmaking.	Documentation of systemic approach: rating systems, checklists, databases, etc.
	Comment: Schöffel is committed of that realised improvements with a	continuing to work with existing suppliers. The company see extra orders.	es no added value in rewarding suppliers
1.9 The affiliate's production planning systems support reasonable working hours.	General System	Affiliate production planning systems can have a significant impact on the levels of excessive overtime at factories.	Documentation of robust planning systems.
1.10 Percentage of production volume from suppliers where excessive overtime is found by FWF.	100%	Excessive overtime is one of the most common labour rights violations in high-risk production countries. It is often caused by poor production planning by brands.	Audits conducted by FWF auditors; Complaints filed via the FWF worker helpline.
	Comment: All FWF audit reports show that excessive overtime was found. One factory has been re-audited in 2012 and improve were visible also with regard to overtime issues.		
1.11 Degree to which affiliate analyses and mitigates root causes of excessive overtime, if found.	Reactive Approach	Affiliate production planning systems can have a significant impact on the levels of excessive overtime at factories.	Examples of root cause analyses and resulting changes in production planning/policy.
		the audit reports, a follow up process is agreed upon with the mmended to analyse root causes at the company and factor	

1.12 Affiliate's pricing policy allows for payment of at least the legal minimum wages in production countries.	Affiliate can demonstrate a pricing policy based on country level data. Minimum wage levels are known by affiliate in all production countries.	The first step towards ensuring the payment of minimum wages - and towards implementation of living wages - is to know the labour costs of garments.	Formal systems to calculate labour costs on per-product or country/city level.
		udit reports is used as a basis. In case a country raises the raised. To have a good understanding of wages, Schöffel swup audits are conducted.	
1.13 Affiliate actively responds if suppliers fail to pay legal minimum wages.	Not Applicable	If a supplier fails to pay minimum wage, FWF affiliates are expected to hold management of the supplier accountable for respecting local labour law.	Complaint reports, CAPs, additional emails, FWF audit reports or other documents that show minimum wage issue is reported/resolved.
	None of the FWF audits showed pay	ments below minimum wage.	
1.14 Evidence of late payments to suppliers by affiliate.	No	Late payments to suppliers can have a negative impact on factories and their ability to pay workers on time. Most garment workers have minimal savings, and even a brief delay in payments can cause serious problems.	Based on a complaint or audit report; review of factory and affiliate financial documents.
	Comment: FWF audit reports did no	ot show any evidence that Schöffel pays the suppliers late.	
1.15 Degree to which affiliate assesses root causes of wages lower than living wages with suppliers.	Basic Approach	Sustained progress towards living wages requires adjustments to affiliates' policies.	Wage ladders, correspondance with supplier, other relevant documentation.
		wage ladder as useful information to understand how sulto work on improvements in wages.	ppliers are placed pricewise. Wage

Purchasing Practices Comments:

Monitoring & Remediation

Basic Measures		Comments
% of own production under monitoring	74.21%	Measured as a percentage of
		turnover.
Minimum monitoring threshold based on years of membership:	60% (meets threshold)	1 year: 40%; 2 years 60%; 3 years+: 90%

Performance Indicators	Result	Relevance of Indicator	Documentation	
2.1 Specific staff person is designated to follow up on problems identified by monitoring system.	Yes	Followup is a serious part of FWF membership, and cannot be successfully managed on an ad-hoc basis.	Manuals, emails, etc., demonstrating who the designated staff person is.	
	Comment: Schöffel has staff designa	ated to follow up on problems identified in the monitoring	g system.	
2.2 Degree of progress towards resolution of existing Corrective Action Plans.	An in-depth effort has been made to address most or all CAPs.	FWF considers efforts to resolve CAPs to be one of the most important things that affiliates can do towards improving working conditions.	Documentation of remediation and followup actions taken by affiliate	
	Comment: Implementation of CAPs are done indirect via emails, phone calls, etc. and direct communication during factory visits. Problems are followed up on two levels - per CAP with the factory and with a strategic approach by COO and CEO.			
2.3 Percentage of production volume from suppliers that have been visited by the affiliate in the past financial year.	100%	Formal audits should be augmented by annual visits by affiliate staff or local representatives. They reinforce to factory managers that affiliates are serious about implementing the Code of Labour Practices.	Affiliates should document all factory visits with at least the date and name of the visitor.	
	Comment: Staff from Schöffel visits	all suppliers each year several times.		
2.4 Existing audit reports are collected.	Yes and quality assessed.	Existing reports form a basis for understanding the issues and strengths of a supplier, and reduces duplicative work.	Audit reports are on file; evidence of followup on prior CAPs.	
	collected. The reports are analysed	only counts FWF audit reports towards the threshold. Add and a corrective action plan (if not existent already) noted in 2013/14 to ensure that CAPs have been implemented.	d and shared with the supplier. Schöffel	

2.5 Audit Report and Corrective Action Plan (CAP) findings are shared with factory. Improvement timelines are established in a timely manner.	Yes	FWF audit reports should be shared and discussed with suppliers within two months of audit receipt. Timely sharing of information and agreement on corrective actions is essential for improvement. A reasonable time frame should be specified for resolving findings.	Corrective Action Plans, emails; findings of followup audits; brand representative present during audit exit meeting, etc.
2.6 A structured approach is used to address issues that occur at multiple suppliers.	No	Issues that occur in multiple factories often need to be addressed in a systemic manner, especially when the root causes are located in brand management choices.	Documentation of a systemic approach: root cause analyses, productivity assessments, guidance documents, internal system changes, etc.
	well. This will lead to a preventive a	nat the affiliate analyses whether findings from a factory au approach where issues are addressed in a systematic mann or country specific issues (such as fire safety or gender disc	er. The analysis should focus on own
2.7 Affiliate cooperates with other customers in resolving corrective actions at shared suppliers.	Active cooperation	Cooperation between customers increases leverage and chances of successful outcomes. Cooperation also reduces the changes of a factory having to conduct multiple Corrective Action Plans about the same issue with multiple customers.	Shared CAPs, evidence of cooperation with other customers.
	-	audits and CAPs with other customers no matter whether to coordinating the CAP follow up process and keeps the other.	
2.8 Monitoring requirements are fulfilled for production in low-risk countries.	Yes	Low risk countries are determined by the presence and proper functioning of institutions which can guarantee compliance with basic standards.	Documentation of visits, notification of suppliers of FWF membership; posting of worker information sheets, completed questionnaires.
2.9 External brands resold by the affiliate who have completed and returned the external brand questionnaire. (% of external sales volume)	Not applicable	FWF believes it is important for affiliates that have a retail/wholesale arm to at least know if the brands they resell are members of FWF or a similar organisation, and in which countries those brands produce goods.	Questionnaires are on file.

2.10 External brands resold by affiliates that are members of another credible initiative. (% of external sales volume)	Not applicable	FWF believes affiliates who resell products should be rewarded for choosing to stock external brands who also take their supply chain responsibilities seriously.	Supplier register; Documentation of sales volumes of products made by FWF or FLA members.
Monitoring Comments:			

Complaints Handling

Basic Measures		Comments
Number of worker complaints received since last check.		At this point, FWF considers a high number of complaints as a positive indicator, as it shows that workers are aware of and making use of the complaints system.
Number of worker complaints in process of being resolved.	1	
Number of worker complaints resolved since last check.	0	

Performance Indicators	Result	Relevance of Indicator	Documentation	
3.1 A specific employee has been designated		Followup is a serious part of FWF membership, and	Manuals, emails, etc., demonstrating	
to address worker complaints.	Yes	cannot be successfully managed on an ad-hoc basis.	who the designated staff person is.	
	Comment: Schöffel has a designated	person to follow up complaints. The procedure to follow	up complaints exists in written.	
3.2 System exists to check that the Worker		The Worker Information Sheet is a key first step in	Photos by company staff, audit reports,	
Information Sheet is posted in factories.	Yes	alerting workers to their rights.	checklists from factory visits, etc.	
	Comment: Every supplier has to fill in a form where the code was posted, who has been informed on the code and pictures need to			
	be included showing that the code i	e included showing that the code is hung up at a place visible and readable for the workers. Until now Schöffel does not check		
	whether the complaint's handler name and number is therefore recommended to be included in the checks of the postings.			
3.3 Percentage of audited factories where at		The FWF complaints procedure is a crucial element of	Percentage of audited factories where	
least half of workers are aware of the FWF		verification. If factory-based complaint systems do not	at least 50% of interviewed workers	
worker helpline.	33%	exist or do not work, the FWF worker helpline allows	indicate awareness of the FWF	
		workers to ask questions about their rights and file	complaints mechanism.	
		complaints.		

	have not been aware of the conte Recommendation: Due to the aud	s show that the Code of Labour Practice is hung up at the propertion of the CoLP. It report findings, it is recommended to find a system to entry including production sites to the FWF workplace education	sure that workers' code awareness rises.
3.4 All complaints received from factory workers are addressed in accordance with the FWF Complaints Procedure.	Yes	Involvement by the FWF affiliate is crucial in resolving a complaint at a supplier.	Documentation that affiliate has completed all required steps in the complaints handling process.
	not) and offering training possibili FWF.	been pro-active, joining with other customers of the produties. Schöffel even invested in a complaint which was filed being ion is to add a root cause analysis for the complaints to not	out taken back during investigation of
3.5 Cooperation with other customers in addressing worker complaints at shared suppliers	Active Cooperation	Because most factories supply several customers with products, involvement of other customers by the FWF affiliate can be critical in resolving a complaint at a supplier.	Documentation of joint efforts, e.g. emails, sharing of complaint data, etc.

Complaints Comments

Schoeffel has a policy and strategy to follow in case of complaints. The system is also shared with the suppliers.

Training & Capacity Building

Performance Indicators	Result	Relevance of Indicator	Documentation
4.1 Staff at affiliate is made aware of FWF membership requirements.	Yes	Preventing and remediating problems often requires the involvement of many different departments; making all staff aware of FWF membership requirements helps to support cross-departmental collaboration when needed.	Emails, trainings, presentation, newsletters, etc.
	Comment: Regular trainings are give specifically the targeted audience.	n by CSR responsible to different staff. Presentations and	discussions are made in a way adressing
4.2 Advanced training is provided to staff in direct contact with suppliers on CoLP requirements.	Yes Sourcing, purchasing and CSR staff at a minimum should possess the knowledge necessary to implement FWF requirements and advocate for change within their organisations.		FWF Seminars or equivalent trainings provided; presentations, curricula, etc.
		and travels regularly to the suppliers. Briefings take place as the CEO and COO. Travelling staff is well briefed and to	_
4.3 Agents are informed of CoLP requirements and act to support their implementation.	Not applicable	Agents have the potential to either support or disrupt CoLP implementation. It is the responsibility of affiliate to ensure agents actively support the implementation of the CoLP.	Correspondence with agents, trainings for agents, FWF audit findings.
4.4 Factory participation in Workplace Education Programme (where WEP is offered; by production volume).	15%	Lack of knowledge on best practices related to labour standards is a common issue in factories. Good quality training of workers and managers is a key step towards sustainable improvements.	Documentation of relevant trainings; participation in Workplace Education Programme.
	Comment: One factory producing for Schöffel joined the Workplace Education Programme in 20		2012.
4.5 Factory participation in trainings (where WEP is not offered; by production volume).	0%	In areas where the Workplace Education Programme is not yet offered, affiliates may arrange trainings on their own. Trainings must meet FWF quality standards to receive credit for this indicator.	Curricula, other documentation of training content, participation and outcomes.

Recommendation: Management of 71% of the production sites have been trained by Schöffel on FWF and CoLP. However the FWF
training standards forsee that apart from management, line supervisors and workers have to be trained as well. The training of only
factory management could not be counted here but is a great effort done by Schöffel which could be used as a base for further
trainings with line supervisors and workers at the factory premises in 2013.

Training & Capacity Building Comments

Schöffel took the recommendations from the brand performance check 2012 seriously into account and established factory based management trainings. At one production site the FWF workplace education programme has been conducted in 2012, more suppliers agreed already to the programme for 2013.

Information Management

Performance Indicators	Result	Relevance of Indicator	Documentation	
5.1 Supplier register for the previous financial		Any improvements to supply chains require affiliates to	Completed supplier register; Financial	
year is verified as being complete and	Yes	first know all of their suppliers.	records of previous financial year.	
accurate.				
5.2 A system exists to allow purchasing, CSR		CSR, purchasing and other staff who interact with	Internal information system; status	
and other relevant staff to share information	Voc	suppliers need to be able to share information in order	CAPs, reports of meetings of	
with each other about working conditions at	Yes	to establish a coherent and effective strategy for	purchasing/CSR; systematic way of	
suppliers.		improvements.	storing information.	
	Comment: All interviewed Schöffel staff were well informed. Additional store checks showed that personal in Schöffel stores know			
	about FWF membership and can guide the interested customer to information in e.g. catalogues, shop displays or internet.			

Information Management Comments:

FWF audit reports did not conclude that production takes place at subcontractors which Schöffel is not aware off. Conclusion from existing reports is therefore that subcontractors are listed correctly in the supplier register. However it needs to be mentioned that with most of the production sites Schöffel is in direct contact and in cases were production takes place at more than one site, the information is well listed.

Transparency

Performance Indicators	Result	Relevance of Indicator	Documentation	
6.1 Communication about FWF membership adheres to the FWF communications policy.	Yes	FWF membership should be communicated in a clear and accurate manner. FWF guidelines are designed to prevent misleading claims.	Logo is placed on website; other communications in line with policy. Affiliates may lose points if there is evidence that they did not comply with the communications policy.	
	Comment: Aside the information on the website and the catalogue, FWF information is also included in displays in the show rooms, catalogues and in the product information guideline for sales staff. Schöffel is also eager to use FWF on-garment communication (when allowed).			
6.2 Affiliate engages in advanced reporting activities.	Yes	Good reporting by members helps to ensure the transparency of FWF's work and shares best practices with the industry.	Affiliate publishes one or more of the following on their website: Brand Performance Check, Audit Reports, Supplier List.	
	Comment: Schöffel sees it as their company responsibility to share the content of FWF and to communicate FWF membership. Customer requests rise.			
6.3 Social Report is submitted to FWF and is published on affiliate's website	Published on affiliate's website	The Social Report is an important tool for brands to transparently share their efforts with stakeholders.	Report adheres to FWF guidelines for Social Report content.	

Transparency Comments:		

Evaluation

Performance Indicators	Result	Relevance of Indicator	Documentation		
7.1 Systemic annual evaluation of FWF		An annual evaluation involving top management	Meeting minutes, verbal reporting,		
membership is conducted with involvement of	Yes	ensures that FWF policies are integrated into the	Powerpoints, etc.		
top management.		structure of the company.			
	Comment: Schöffel meets annually with all department managers and head of the company. FWF is an integrated part of the annual meeting. Additionally meetings with staff in direct contact with suppliers take place every three months.				
7.2 Percentage of required changes from previous Brand Performance Check implemented by affiliate.	N/A include requirements for changes to management practices. Adherence to these requirements is an		Affiliate should show documentation related to the specific requirements made in the previous Brand Performance Check.		

Evaluation Comments:			

Comments to FWF

This area provides an opportunity for affiliates to provide feedback to FWF.

Schöffel wishes FWF members to share more actively audits and CAPS. Also FWF requested to work more closely with other organisations in sharing information especially audit reports as work sometimes dublicates at suppliers due to different standards. Schöffel likes the informative and plain communication materials which are based on facts and the FWF process approach. Schöffel would appreciate positive story telling (e.g. statements, pictures) to show the customers good examples of production (aside the negative and shocking pictures of e.g. burned down factories in the news).

Appendix 1: FWF Audit Finding Summary by Country

This chart summarizes the number of time each finding was reported during an FWF Audit in each country.

	China	Turkey	Vietnam
Total Number of Audits:	3	1	2
Standard Findings			
Sourcing practices			
According to the supplier the prices of the affiliate			
do not support the payment of living wages.	3	1	2
Monitoring system			
No areas for improvement	3	1	2
Management system of factory to improve working conditions			
No areas for improvement	2	1	2
Other	1: Factory has never reported social standard practices to Schöffel		
Communication and consultation			
Management has not informed workers actively about the FWF Code of Labour Practices and / or relevant national or local legislation.	1	1	
There is no effective internal grievance mechanism in place.	2	1	
No areas for improvement	1		
Other	2: CoLP is not communicated to subcontractors.		2: CoLP is not communicated to subcontractors.
Employment is freely chosen			
No areas for improvement	3	1	2
No discrimination in employment			

Discrimination against a number of workers is found. Discrimination addressed:			1: age of workers; 1: Recruitment policy states age of workers to be hired.
No areas for improvement	3	1	
No exploitation of child labour			
The factory employed juvenile workers without			
following local regulations to protect these			2
workers.			
No areas for improvement	3	1	
Freedom of association and the right to collective bargaining			
The factory infringes workers' rights to organise.			1
There is no independent workers' organisation or union, which is run by workers without management's involvement.	2		
No areas for improvement		1	
Other	1: Workers are not aware of their rights of FoA.		1: Work rules have not been registered. Some workers have been dismissed without verification meeting.
Payment of a living wage			
Wages are below living wage level as estimated by	2	1	2
local stakeholders.	3	1	2
The factory delays paying workers' wages.	1		
The factory does not pay leaves and benefits to			
workers according to legal requirements.	2		2
The factory does not pay overtime premium to workers according to legal requirements. Reasonable hours of work	2		

Overtime is not voluntary or it is not announced in		1	
advanced		1	
The factory is not transparent regarding overtime	1	1	
records.	1	1	
Excessive overtime was found:	3: too many working hours +		2: too many working hours +
	partly seven days work in a row		partly seven days work in a row
	without day off		without day off
Safe and healthy working conditions			
Critical/minor issues regarding fire safety are	2		2
found	2	1	2
Critical/minor issues regarding chemical safety are	1		
found	1		
Critical/minor issues regarding ergonomics are	2		
found	3		
Other:		1: Use of PPE	1: Use of PPE
Legally binding employment relationship			
The factory does not provide contracts or		1	
appointment letters to workers.			
Content of employment contracts does not		1	
comply with legal requirements.		1	
Not all social security or insurance fees are paid	2		
	,		
Other			2