

# TRICORP TEXTILES



[www.tricorp.com](http://www.tricorp.com)

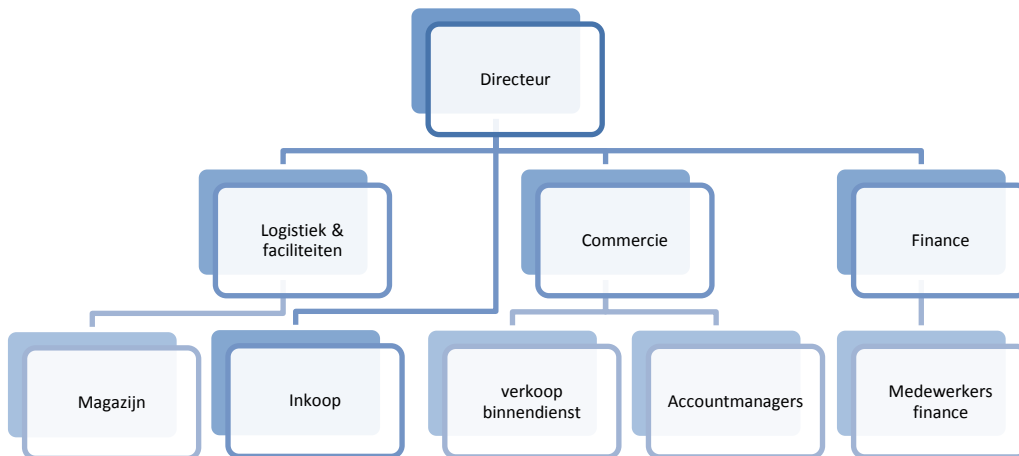
Member of Fair Wear since May 2007

Author: Hendrik Stiksma

May 24<sup>th</sup> 2013

[hendrik.stiksma@tricorp.com](mailto:hendrik.stiksma@tricorp.com)

Organisational chart



## Contents

Contents .....	2
1. Summary: goals & achievements 2013 .....	3
2. Sourcing strategy .....	3
2.1.Sourcing strategy & pricing .....	3
2.2.Organisation of the sourcing department.....	3
2.3.Production cycle.....	3
2.4.Selection of new factories .....	3
2.5.Integration monitoring activities and sourcing decisions .....	3
3. Coherent system for monitoring and remediation.....	4
3.1.Country A .....	<b>Error! Bookmark not defined.</b>
3.2.Country B .....	<b>Error! Bookmark not defined.</b>
3.3.External production .....	4
4. Training and capacity building .....	4
4.1.Activities to inform staff members.....	4
4.2.Activities to inform agents .....	4
4.3.Activities to inform manufacturers and workers .....	4
5. Transparency & communication .....	5

## **1. Summary: goals and achievements 2013**

In 2012, we have continued our cooperation with our suppliers and did not change much. All these suppliers are informed about FWF codes as well. In November 2012 we have visited our main Chinese and Bangal suppliers again and evaluated their performance and handed over the book “the fair wear formula” and asked them to inform the employees about the 8 elements of FWF’s code of labour Practices.

## **2. Sourcing strategy**

### ***2.1 Sourcing strategy & pricing***

In 2012 nothing has been changed for our sourcing strategy and pricing.

Since many years we have a long term cooperation and commitment with a limited number of manufacturers and agents, mainly in China and Bangladesh. Prices are being negotiated directly with the manufacturers and agents. In some cases we nominate the materials (fabrics, trimmings etc) and have an open calculation between buyer and seller in other cases we buy readymade garments and see only the all inclusive price.

### ***2.2 Organisation of the sourcing department***

The buying/sourcing department is responsible for the sourcing policy (which nowadays is working on sustainable production). The decision making of the purchasing manager is being supported by the general manager. Purchasers are being criticized based upon prices / margins / quality / delivery-reliability. End decision of purchasing and performance of labour standards are made by TTE.. Maintenance of Suppliers’ register is being executed by TTE.

### ***2.3 Production cycle***

Tricorp has a not seasonal collection with a limited number of changes per year. Every year we develop a very limited quantity of new products which are added to our standard collection of woven and knitted workwear garments. Purchasing is based upon a sales history and regularly updated sales prognosis. Purchase orders are issued approximately 4 to 6 months before required delivery date. In some cases we make a 6 or 12 month fabric forecast. In such cases the average lead-time decreases with approx. 3 weeks.

### ***2.4 Selection of new factories***

In our system it doesn’t happen often that we add new factories to our register of suppliers. With most of our suppliers we have a long lasting cooperation. Currently we source based on price, quality, delivery time, reliability, sustainable production and make them aware of our FWF member and should follow the (eight) Elements of FWF’s code of labour practices.

### **2.5 Integration monitoring activities and sourcing decisions**

Describe the way in which (the outcomes of) your monitoring activities influence your sourcing decisions.

Labour conditions quality level of Tricorp's manufacturers have been surveyed by independent third parties. In 2013 as in every year Tricorp will also have a supplier evaluation. Based upon the outcome of these evaluations, decisions regarding purchasing will be made among other things. Tricorp classifies his manufacturers in A and B category. Where is A is main supplier and B a backup supplier depending on the type of product.

## **3. Coherent system for monitoring and remediation**

### **3.1 China**

N/A

<sup>1</sup> If you source from more than 15 factories in the same country, you have the option of summarising the outcomes per country rather than per factory.

### **3.2 Bangladesh**

N/A

### **3.3 External production**

If applicable, describe which monitoring activities were conducted at suppliers of "external production".

## **4. Training and capacity building**

### ***Activities to inform staff members***

All our employees are well informed about the FWF. Especially our sales reps are very well able to inform clients.

### ***Activities to inform agents N/A***

### ***Activities to inform manufacturers and workers***

Once or twice per year we visit our manufacturers and during that visit we discuss with them our Fair Wear Membership.

## **5. Transparency & communication**

In all our brochures, leaflets, website and catalogues we inform our clients about our FWF membership.

Our writing paper, on which we communicate with clients, is provided with the Fair Wear logo.

The Fair Wear logo is shown on a board in our showroom. This board is also used at events.

Our website contains a link to the Fair Wear website.