

Manderley®

Since 1947

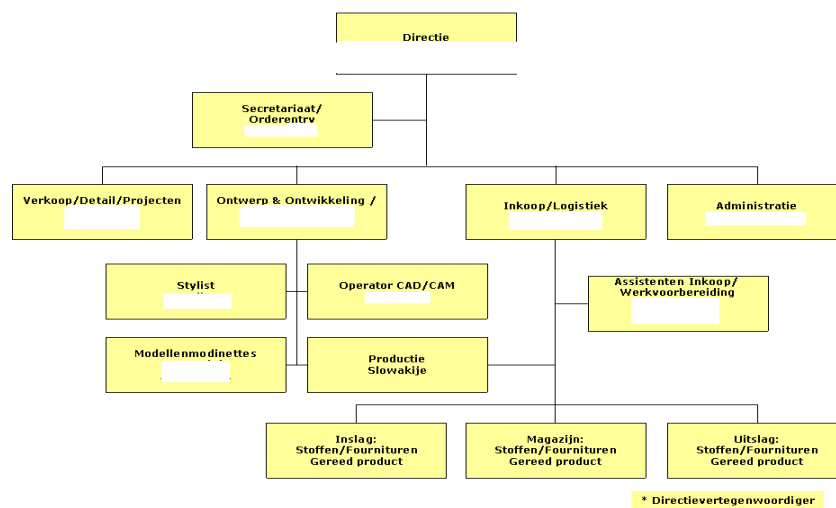


Manderley Fashion BV / Mario Fiorenzo i.o.

www.manderley.nl

Start date membership: Oct. 2009

Organisation chart



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1. Summary: goals & achievements 2010

Manderley Fashion established since 1944. Our scope is:

Design, development and production of weather protective outer clothing for retail- as well as corporate identity market.

Achievements : In 2010 we decided to make a start with a new product line in suits

We expansive the sales department with a new agent

ISO audit: ISO 9001:2008 in accordance with the rules.

Member of the local platform for Maatschappelijk Verantwoord Ondernemen.

In spite of some misfortunes 2010 was a year with new opportunities we hope these new chances will continue in 2011.

2. Sourcing strategy

2.1. Sourcing strategy & pricing

Although we already have a very long term relationship (more than 20 years) with our producer in Slovakia, (we are shareholder for 35% and the voting right is 50/50), we also look in some other countries to see if there are opportunities for us. We are looking in the Ukraine as well as in Portugal, maybe in 2011 we will start production in these countries, In 2009 we started with some small orders in Macedonia, but we will not continue there.

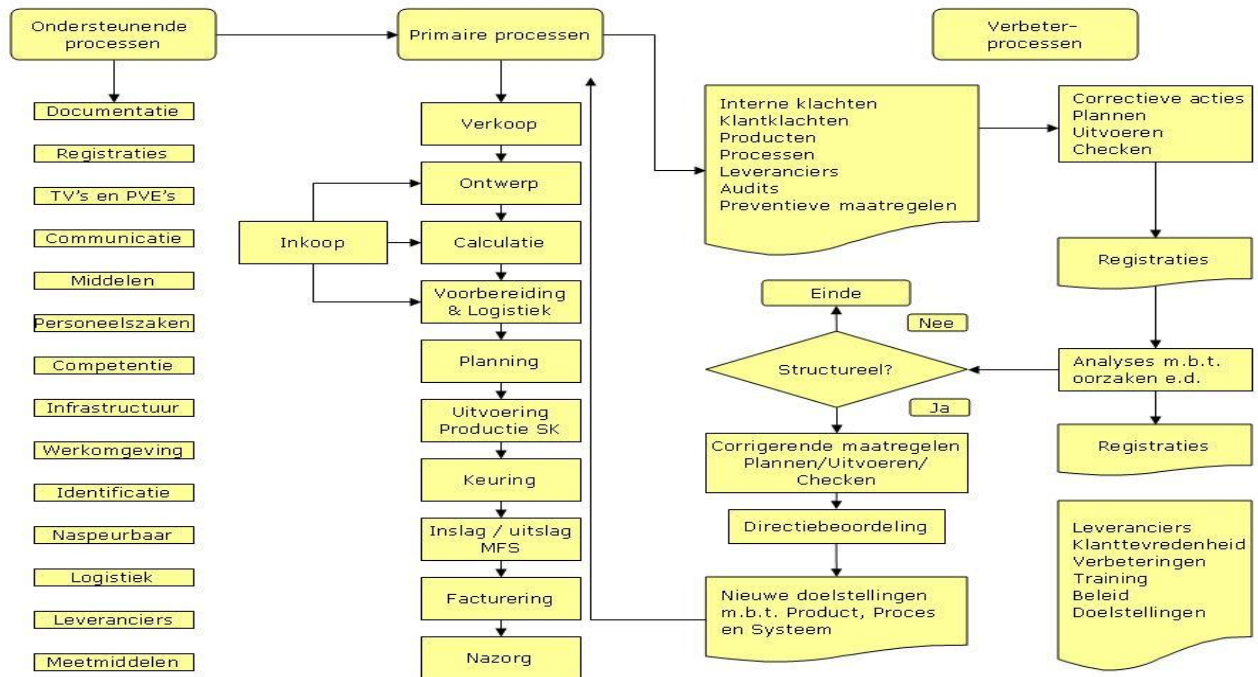
To make some orders outside Slovakia also gives us a change to see if the prices we are paying are conform the market. Not only the price is leading, the whole performance from starting the order to delivery is very important. Manderley is looking for partners and continuity, not only for the lowest price.

Mainly all our raw materials are coming out of Europe (Italy / Germany / Belgium for example)

2.2. Organisation of the sourcing department

Director and buyer source in the market. Also our Partners in Slovakia look for other production locations or very specified producers.

2.3. Production cycle



Manderley design and produce two collections a year for the Fashion

Winter fabrics: we start in February/March with the first orders and the earliest delivery time is the end of June.

Summer fabrics: we start in September/October with the first orders and the earliest delivery is the end of December.

For the corporate identity market we design and produce on the basis of orders.

2.4. Selection of new factories

One of our clients had a good relation with a Chinese factory, also a affiliated company has been in that factory, the whole impression was good.

During the last P.V. in Paris, management had a meeting with management of the Chinese factory. We are willing to make some products over there mostly for the CI market.

2.5. Integration monitoring activities and sourcing decisions

Labour conditions are important for Manderley. In Holland we have a very good team, and that is also a basic rule for a good product, so in our factories where the productions take place there

must be also a good system, but we are well known of the fact that we must not see our standards as leading in the whole world. In Slovakia there is another tradition and we respect the way they work and think.

FWF regards Slovakia as a low risk country. Therefore no audit was carried out at our Slovakian factory.

3. Coherent system for monitoring and remediation

3.1. Country A

We visit regular all the production places, In Slovakia where we are shareholder we also have once a year a board meeting in which we discuss also the labour conditions, the social standards in Slovakia and so on. FWF regards Slovakia as a low risk country. Therefore no audit was carried out at our Slovakian factory.

3.2. External production

Our factory in Slovakia is ISO 9001 and ISO 14001 (environment) certified.

4. Training and capacity building

4.1. Activities to inform staff members

With the last audit by Mr Ivo Spauwen in 2010, the whole staffs of Manderley was present and discussed with Mr. Spauwen.

4.2. Activities to inform agents

Our new Agent is well informed in the branch, he knows Fair Wear Foundation already for a long time, also we ordered a number of the Annual year rapport which we gave to buyers and producers to get them well known with Fair Wear Foundation.

4.3. Activities to inform manufacturers and workers

In Slovakia the management of Manderley have spoken with the local board and informed them about Fair Wear Foundation and what it means. Our local director had already heard about it through his Dutch contacts (he is a consul for the Netherlands in Slovakia).

5. Transparency & communication

We build a new website. On the start page of this website it is announced that we are a member of Fair Wear Foundation.