

**FTA**  
Foreign Trade Association



# **A Powerful Global Network** for Companies' Trade and Sustainability Needs

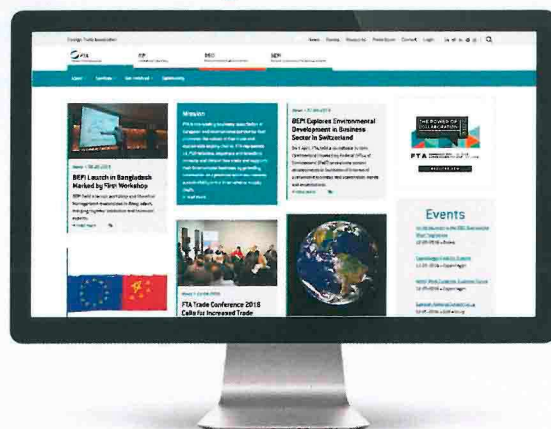
**Free Trade. Sustainable Trade.**



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Find us online  
[www.fta-intl.org](http://www.fta-intl.org)



## Who we are

The Foreign Trade Association (FTA) is the leading business association of European and international commerce that promotes the values of free trade and sustainable supply chains. FTA unites over 1,800 retailers, importers and brands to defend free trade and supports their business by providing practical solutions towards sustainability in their global supply chains.



## Welcome

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Over the last decades, the rapid transformation of trade, along with growing pressure to improve social and environmental sustainability has challenged companies to enhance the way they do business.

Our commitment is to support our members' expectations and needs; driving forward our common vision of **'Free Trade. Sustainable Trade'**.

Together, we share the same ideal of a world where achieving a strong global economy goes hand in hand with sustainable and responsible supply chain practices.

To support our members today and help them to prepare for the future, we offer a powerful network together with a track record of successful international advocacy and sustainable supply chain management.



CHRISTIAN EWERT  
DIRECTOR GENERAL





## Your Partner in a Fast-Changing World

Trade and globalisation are increasingly changing our world; facilitating access to new markets, opening up sources of supply and generating growth and employment towards driving development across the world. Global trade figures indicate a huge increase in movement of goods over the past 10 years; exports from EU have increased by 47% while imports to the EU have seen a 40% increase.

Trade has a deep impact on the success of our companies and communities at large; however, the benefits can only lead to inclusive prosperity when combined with the implementation of labour and environmental standards that are transparent and fair.

Companies face competing challenges to keep pace with this fast-changing environment, while also addressing the expectations of sustainable performance in their global operations.

### FTA Supports Companies to Tackle the Challenges of Globalisation

By joining FTA, our members feel confident they can pursue their international trade activities successfully with the support of our advocacy services and practical systems to drive free trade and international standards for social and environmental performance.

Backed by almost 40 years of experience in delivering high quality services for multinationals and small and medium-sized enterprises (SMEs), FTA brings daily support and in-depth expertise to more than 1,800 retailers, importers and brand companies. Through our members, we are connected to over 36,000 factories and farms worldwide sourcing all kinds of products around the world and delivering to millions of consumers worldwide every day.

Our team of experts are located at the heart of the European Union, Brussels, as well as in major sourcing countries, including China, Bangladesh and India to provide members with the latest policy updates and support on the ground.

# 8

## NATIONAL CONTACT GROUPS IN EUROPE



### OFFICES IN:

BRUSSELS  
HONG KONG  
DHAKA  
MUMBAI



1,800+  
MEMBERS IN

35  
COUNTRIES

€910bn  
REPRESENTING TURNOVER

40  
YEARS'  
ADVOCATING  
FREE TRADE

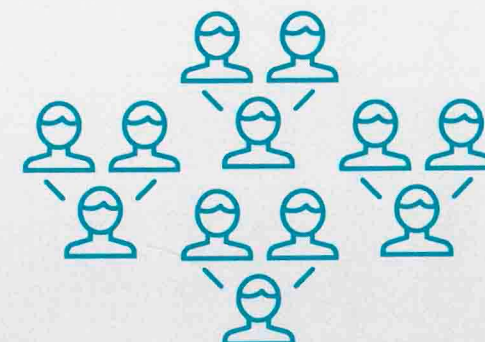


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FOR PROFIT  
GLOBAL BUSINESS-  
DRIVEN  
ORGANISATION

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NATIONAL ASSOCIATION  
MEMBERS



# A Unique Offer Tailored to Today's Business Needs

## INTERNATIONAL TRADE POLICY SERVICES

### The Challenge

A modern, liberal trade policy framework is crucial for companies' success by bringing benefits such as reduced tariffs and trade barriers, greater foreign investment and improved market access.

Despite the opportunities, regulatory and administrative obstacles to international commerce, alongside increased protectionist tendencies, prevent companies from realising their full potential. Today's business reality strives for seamless connectivity across global value chains, however open borders, harmonised rules, and true market integration remain a challenge.

Through its International Trade Policy services, FTA advocates your business interests in the policy-making process [itp.fta-intl.org](http://itp.fta-intl.org)

## WHAT WE BRING YOU:



### A VOICE IN TRADE DISCUSSIONS

Through strong relations with relevant decision makers of international organisations, European institutions and national governments, we have the leverage to promote our common vision of a modern and open trade framework. We therefore ensure that the voice of your company is heard at the highest political level and at the earliest stages of the legislative and administrative process.



### ACCESS TO EXCLUSIVE POLICY UPDATES ON TRADE ISSUES

We are your eyes and ears in the political sphere. We provide first-hand information on EU and international trade negotiations along with legislative developments. This way, you are well prepared ahead of any political decision that could have a direct impact on your company.



### TAILOR-MADE EXPERT ADVICE

If your company faces a technical or legal trade issue, you are in good hands with our trade experts. Their in-depth expertise will provide you with the necessary guidance and advice.



## Areas of Expertise

International trade policy  
Customs law and procedures  
Trade defence measures  
Environmental and consumer affairs  
Sustainable supply chains





FTA is an excellent platform for Adidas to communicate with public stakeholders on global trade topics. It also monitors and updates our teams on policy issues that could affect our operations.

**KARL SEDLMEYER**  
VP GLOBAL GOVERNMENT AFFAIRS, ADIDAS



## SUSTAINABLE SUPPLY CHAIN MANAGEMENT

### The Challenge

The globalisation of trade has increased the complexity of global value chains leading to heightened operational, financial and reputational risks for companies. It is in companies' interest to protect their supply chain activities and to put in place the necessary internal management processes to understand, manage and improve the social and environmental performance in their supply chains.

Since joining BSCI our company has benefited through improved working conditions in our Vietnam factory and even increased safety. We aim to be a good example for other factories in Vietnam so the BSCI Code can become standard working practice there.

MONIQUE ANSINK  
MANAGING DIRECTOR, EXCELLENT PRODUCTS

## FTA OFFERS TWO INITIATIVES TO MANAGE YOUR SUPPLY CHAIN RISKS AND DRIVE YOUR SUSTAINABILITY PERFORMANCE:



### Business Social Compliance Initiative (BSCI)

BSCI is a leading supply chain management system that supports companies to drive social compliance and improvements within the factories and farms in their global supply chains. BSCI implements the principle international labour standards protecting workers' rights such as International Labour Organization (ILO) conventions and declarations, the United Nations (UN) Guiding Principles on Business and Human Rights and guidelines for multinational enterprises of the Organization for Economic Co-operation and Development (OECD). [www.bsci-intl.org](http://www.bsci-intl.org)



### Business Environmental Performance Initiative (BEPI)

BEPI enables companies to manage and improve the environmental performance of their global supply chain through a supported and tailored management system approach. BEPI uses industry best practices alongside practical technical expertise to support companies in developing supply chain visibility and meet the increasing environmental regulatory and stakeholder requirements. The basis of the BEPI Framework is built on the Global Social Compliance Programme (GSCP) Environmental Reference Tools, and it is also aligned with leading environmental standards such as the Global Reporting Initiative (GRI). [www.bepi-intl.org](http://www.bepi-intl.org)





## WHAT WE BRING YOU:



### ACCESS SUPPLY CHAIN MONITORING TOOLS AND WORLDWIDE SERVICE PROVIDERS

#### Make use of reliable monitoring tools

We provide social and environmental methodologies, tools and resources to support implementation. These are available in more than 10 languages to enable companies and their business partners across the world to understand and improve their performance against widely accepted international labour and environmental standards.

#### Partner with high-quality auditing companies

We offer access to an international network of accredited auditing companies selected for their extensive knowledge and high performance. Our pool of SA8000 accredited auditors is continuously assessed and trained against BSCI's audit quality criteria.

#### Engage in a quality auditing system

We roll out a series of programmes to ensure that audits conducted by our accredited auditing companies are of the highest quality; including both internal and external quality checks.

#### Benefit from the access to comprehensive databases

BSCI and BEPI are based on integrated databases that help you to track suppliers' performance, facilitate follow-up and make improvements, thus increasing supply chain visibility and helping mitigate risks. Through our common database, companies can share audit reports therefore reducing the number of audits in the supply chain.



### EMPOWER YOURSELF AND YOUR BUSINESS PARTNERS!

#### Engage in a wide offering of training activities

Through local face-to-face sessions delivered by selected experienced consultants, as well as various e-learning sessions, the FTA Academy takes you and your business partners on a step-by-step learning experience to improve your BSCI and BEPI implementation programmes.

#### Receive individual advice

From multinational companies to SMEs, we listen to your needs and provide you with tailored support to help you embed sustainability into your companies' operations.

#### Access guidance material and other useful resources

Specific supply chain materials and tools, position papers and briefings are among many useful resources for companies to further engage in BSCI and BEPI.



### YOUR EFFORTS ARE VOICED TO INTERNATIONAL AND NATIONAL STAKEHOLDERS

#### Rely on our expertise in building strong relationships with a wide range of stakeholders

Through our wide network of national, European and international partners and stakeholders, we engage with key actors in sourcing countries to address root causes of labour and environmental challenges. Through our international conferences, round tables, collaborative projects and other fora we mobilise meaningful engagement and consensus towards addressing current and emerging issues.

### 40 years of experience in advocating business interests

Through the complimentary services of International Trade Policy, we also raise your voice within European and International organisations.



### ENGAGE IN PROJECTS TO FURTHER YOUR SUSTAINABILITY EFFORTS

#### Take part in a wide range of specific labour-related projects

We work with other initiatives and through multi-stakeholder projects to address specific local and important labour issues that you are experiencing in your supply chain.

#### Engage with us in environmental programmes

We work and align with industry experts to help you better manage your environmental programmes, such as through BEPI's supply chain chemical management module.

#### Use supply chain reporting tools

We provide visual insight into your current and past supply chain performance as well as benchmarking your companies' performance against the industry and competitors. This provides a visual and clear way to communicate your sustainability efforts.

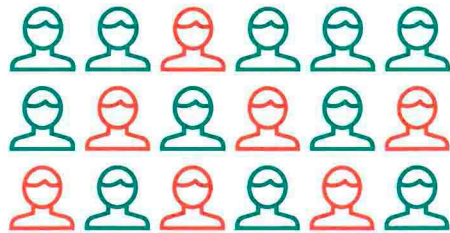
#### Benefit from support in the event of major labour and environmental crisis

In the case of media or stakeholder campaigns, or zero tolerance issues discovered in your supply chain, we offer tailor-made support to coordinate remediation activities and crisis response.

## Our Team and Network Welcome You

# 5 million+

TOUCHING THE LIVES OF MORE THAN 5 MILLION EMPLOYEES



# 350+

SOCIAL AND ENVIRONMENTAL WORKSHOPS ACROSS THE GLOBE PER YEAR, INVOLVING MORE THAN 5,000 ATTENDEES

# 15,000+

SOCIAL ASSESSMENTS ANNUALLY TO MONITOR WORKING CONDITIONS

# 36,000+

ENGAGING 36,000+ FACTORIES AND FARMS WORLDWIDE

### Tailor-made support

Our international and multilingual team (17 nationalities covering more than 10 languages) provides individual support to our members. Our membership team is committed to addressing your queries within 24 hours.

### A unique platform to network and shape discussions at the international level

Through our committee meetings, working groups and events, companies are offered the possibility to engage with peers around the world, to shape the development of the association and to share best practices on the latest trade and sustainability trends.

### FTA National Contact Groups (NCG) support local engagement

NCGs provide additional tailored support to members and offer a platform for informal discussions and best practice sharing at the national level in local language. The results of these meetings are shared with all members, helping them to stay informed about national developments in other EU countries.

### Insights

Members receive exclusive trade and sustainability news and updates through our newsletters, publications and media relations, as well as individual advice on how to communicate your engagement in FTA to your stakeholders.



Sustainable sourcing is critically important – customers and stakeholders expect this from us as a retail company. FTA offers companies tools for achieving this, through improving labour conditions via BSCI and tackling environmental challenges in the manufacturing process with BEPI.

JÜRIG VON NIEDERHAUESERN  
HEAD OF SOCIAL COMPLIANCE & STANDARDS, MIGROS



## 10 Reasons to Join Us

- 1 Ensure your trade and sustainability interests are heard at European and international level
- 2 Increase efficiency through engaging in well-known and established sustainable supply chain management systems
- 3 Reduce your company's sustainability risks through increased visibility into your supply chain
- 4 Benefit from substantial financial savings on social audits through sharing audit results
- 5 Reduce audit fatigue at your suppliers and support them to focus on social and environment improvements
- 6 Benefit from practical guidance on implementing sustainability in your supply chain
- 7 Receive tailored communication support to manage reputational risks
- 8 Stay ahead on the latest trade and sustainability news and trends
- 9 Access our international conferences to meet the key industry players
- 10 Engage in specific sustainability projects together with other members and key players in the industry



We apply the BSCI Code of Conduct with all suppliers that have their own brand, wherever they are based. BSCI helps us structure our social compliance approach with suppliers and is integrated in our purchasing strategy, which is based on legality, traceability and sustainability throughout the supply chain.

OLIVIER TOUZE  
DIRECTOR OF QUALITY AND SUSTAINABLE DEVELOPMENT, GROUPEMENT DES MOUSQUETAIRES

## CONTACT US NOW

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[@fta\\_intl](https://twitter.com/fta_intl)



Foreign Trade Association



Foreign Trade Association



FTA-intl

### FTA Local Offices

Through local representatives in FTA's top sourcing countries, we leverage the impact of our activities directly at the site of action.

China – Hong Kong: Joyce Chau  
[joyce.chau@fta-intl.org](mailto:joyce.chau@fta-intl.org)

Bangladesh: Daniel Seidl  
[daniel.seidl@fta-intl.org](mailto:daniel.seidl@fta-intl.org)

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## PUBLISHER

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Foreign Trade Association, Brussels, Belgium

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