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THE WHITE HOUSE

WASHINGTON

August 1, 1996

WHITE HOUSE APPAREL INDUSTRY PARTNERSHIP MEETING AND ANNOUNCEMENT

DATE: August 2, 1996
TIME: 10:00am - 11:10am
LOCATION: The Roosevelt Room and The Rose Garden
FROM: Gene Sperling
Cheri Carter

I. PURPOSE

To meet with leaders of industry, labor, and consumer groups from the footwear and apparel industries to discuss the problem of the production of goods under sweatshop conditions, consumers' concerns, and the need to join together to identify solutions and strategies that mean something to shoppers. These leaders are committing to take action to signal consumers that products offered for sale are produced without exploitative labor.

You will also announce that this group of footwear and apparel leaders, organized labor and non-governmental organizations are initiating a process to develop options -- which may include labelling, monitoring and other innovative approaches -- to signal consumers that the goods they buy are not produced under sweatshop conditions.

II. BACKGROUND

For the past three years, the Department of Labor has engaged in a three-pronged "No Sweat" strategy of enforcement, recognition and education designed to eradicate sweatshops. The discovery, one year ago tomorrow, of garment sweatshops in El Monte, CA where workers were found in virtual slave-like conditions, highlighted the need for industry to take responsibility to improve conditions for garment workers.

As part of our strategy, the Department held a Retail Summit in New York City in September 1995 calling the nation's retailers to join efforts to eradicate sweatshops. In December 1995, Secretary Reich announced a *Trendsetter List*, a list of retailers and manufacturers which pledged to help eradicate sweatshops in America and to try to ensure that their shelves are stocked with only "No Sweat" garments. Last month, the Department held a Fashion Industry Forum where representatives from all aspects of the industry would have the opportunity to discuss strategies to ensure that all garments are made in conditions that are in compliance with labor laws.

Today's meeting and announcement is the next step in this strategy to raise public awareness of government and industry working together to provide consumers with items produced under acceptable labor conditions.

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III. PARTICIPANTS

See attachment.

IV. PRESS PLAN

The meeting will be closed to press.

The announcement in the Rose Garden will be open to press.

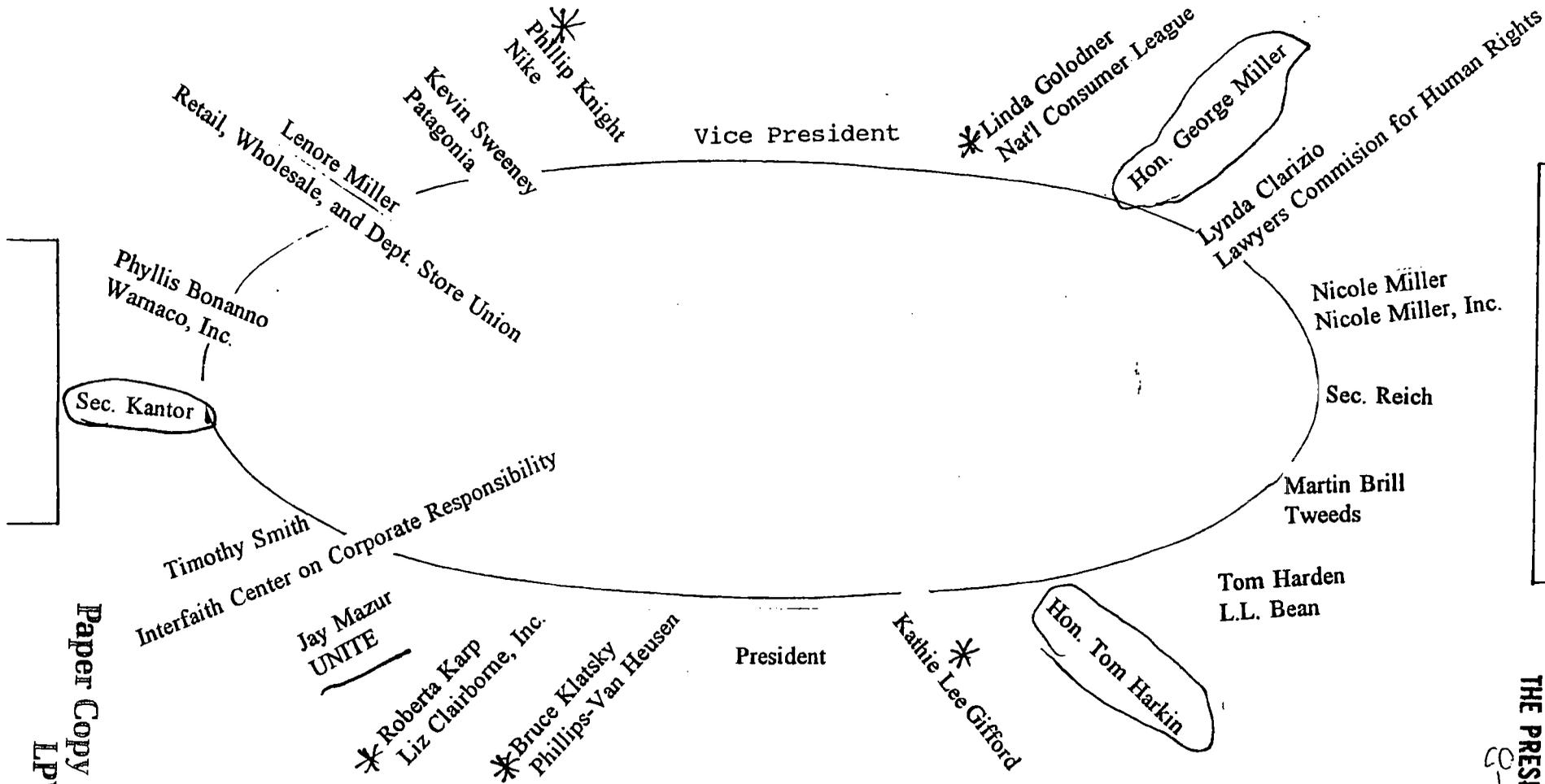
V. REMARKS

Rose Garden announcement remarks prepared by Speechwriting.

VI. SEQUENCE OF EVENTS:

- 9:30 am Participants arrive at the West Lobby via the Northwest Gate
- 9:45 am TBD Labor representative/White House staff begin meeting with attendees
- 9:45 am Event briefing in the Oval Office
- 10:00 am
- 10:00 am POTUS and VPOTUS enter Roosevelt Room for meeting.
- 10:30 am
- Secretary Reich will open meeting, introduce participants and begin discussion
- 10:30 am POTUS and VPOTUS proceed to Oval Office for briefing.
Meeting participants remain in Roosevelt Room.
- 10:45 am Statement in the Rose Garden.
- 11:10 am Open press.
- POTUS gives opening remarks;
 - VPOTUS gives brief remarks;
 - Secretary Reich speaks briefly about the initiative;
 - Phil Knight, CEO, Nike, speaks about industry's role;
 - Kathie Lee Gifford speaks about the overall importance of this initiative.

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THE PRESIDENT HAS SEEN
8-2-82

HOWARD RUBENSTEIN X
GIFFORD X

Apparel Industry Partnership Announcement At the White House

FACT SHEET

All segments of the industry recognize the importance of producing goods consistent with acceptable labor standards and the need to empower consumers so that they can make responsible decisions.

Leaders from the footwear and apparel industries, joined by representatives from unions and non-governmental organizations have come together in partnership to develop options on how companies can:

- Assure that their products** are made in compliance with acceptable labor standards; and
- Signal to consumers** that the products offered for sale are produced without exploitative labor.

Participants include leaders from companies such as Nike, Liz Claiborne, Warnaco, Phillips Van Heusen, LL Bean, Tweeds, Patagonia, Timberland, Nicole Miller, Karen Kane, and Lucky Brands, as well as Kathie Lee Gifford, labor leaders, and non-governmental organizations.

The industry group will report back to the President of the United States in six months.

Observers

Lynda Clarizio
Washington Advisory Council of the
Lawyers Commission for Human Rights

Brad Figel
Nike

Donna Gibbs
Nike

Penelope Parks Knight
Nike

Jane Randel
Liz Claiborne, Inc.

Howard Rubenstein
President
Rubenstein Associates

Jay Mazur
President
UNITE

The Honorable George Miller

Lenore Miller
President
Retail, Wholesale, and Department Store Union

Nicole Miller
President
Nicole Miller

Reverend David Schilling
Interface Center on Corporate Responsibility

Timothy Smith
Executive Director
Interface Center on Corporate Responsibility

Kevin J. Sweeney
Patagonia

Margaret Trester
Operations Manager
Karen Kane, Inc.

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White House Apparel Industry Partnership Meeting and Announcement

Table Participants

Phyllis Bonanno
Vice President, International Trade
Warnaco, Inc.

Martin Brill
President
Tweeds

Frank Gifford
Giff & Golda Productions, Inc.

Kathie Lee Gifford
Live with Regis and Kathie Lee

The Honorable Tom Harkin

Tom Harden
Senior Vice President
Manufacturing, Information and Merchandise Services
L.L. Bean

Roberta Karp
General Counsel
Liz Claiborne, Inc.

Bruce Klatsky
CEO
Phillips-Van Heusen

Phillip Knight
CEO
Nike

Bud Konheim
CEO
Nicole Miller

Stan Levy
Greenberg Glusker Fields Claman & Machtinger LLP

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APPAREL INDUSTRY PARTNERSHIP

PARTICIPANT PROFILES:

The Interfaith Center on Corporate Responsibility
Director: Rev. David Schilling

The ICCR is a coalition of 275 Protestant, Roman Catholic, and Jewish institutional investors with a combined portfolio of \$50 billion with 25 years of experience in engaging corporations around issues of corporate social responsibility and codes of conduct.

Karen Kane Company, Los Angeles, CA
1995 SALES (\$ millions):
Operations: Margaret Trester

Karen Kane is a manufacturer of women's dresses. In the United States, their product lines are sold at Neiman Marcus, Nordstrom, and Bloomingdale's, as well as at their own four shops in California. Karen Kane clothing is also sold in Canada, Mexico, England, Japan, Singapore, the Phillipines and the Middle East.

The CEO, Lonnie Kane, is also the President of the California Fashion Association. Founded in 1995, the mission of this group includes creating public awareness and addressing the issues regarding monitoring, regulation, and legislation which affect the garment industry.

Kathie Lee Gifford

Kathie Lee Gifford is an entertainer and businesswoman. She is currently the co-host of the "LIVE" with Regis and Kathie Lee show. Ms. Gifford along with her husband Frank Gifford devote a great deal of time to numerous charitable causes including Variety Club International's "The Children's Charity" and the Association to Benefit Children, which spawned the Cody Foundation. The resources from the foundation support "Cody House and Cassidy's Place", facilities that provide shelter and care to H.I.V. positive and crack addicted children.

Ms. Gifford has also developed a clothing line, the Kathie Lee Collection at Wal Mart and has written two books whose proceeds continue to support various charities.

Lawyers Committee for Human Rights
Member: Lynda M. Clarizio

Based in New York, the Lawyers Committee is a not-for-profit organization dedicated to advancing human rights and the rule of law throughout the world.

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Liz Claiborne, Inc., New York, NY

1995 SALES (\$ millions): 2,081.6

General Counsel: Roberta Karp

CEO Paul Charron has said that better partnerships between manufacturers and retailers are needed to help the industry improve.

One of the nation's largest makers of women's clothing, Liz Claiborne sells sportswear and professional clothing targeted at upper-middle income shoppers through department stores and its own retail outlets. The company's other products include fashion jewelry, shoes, accessories, cosmetics, and fragrance. Brands include Liz Claiborne, Liz & Co., Elizabeth, Dana Buchman, and the men's label Claiborne. The company is broadening its product lines with the addition of bedding and accessories, including sheets, pillowcases, comforters, candlesticks, and wastebaskets. In addition, it is looking overseas for a boost, opening franchised stores in Asia, Latin America, and the Middle East.

LL Bean, Freeport, ME

1995 SALES (\$ millions) 974.0

Vice President: Tom Harden

LL Bean is a retailer of men's, women's, and children's outdoor sporting goods, and clothing. LL Bean is primarily a catalogue mail order company although it does one retail store in Freeport Maine and a few factory outlet stores. It is the parent company of LLB MFG "the factory", a manufacturer of LL Bean products.

National Consumers League

CEO: Linda Golodner

The National Consumers League was founded in 1899, to bring consumer power to bear on marketplace and workplace issues. Priority issues for the League are food and drug safety, health care reform, fair labor standards, telecommunications, financial services, environmental issues and consumer fraud.

Nicole Miller, New York, NY

1995 SALES (\$ millions): 50.

CEO: Bud Konheim

DESIGNER" Nicole Miller

Nicole Miller, Ltd., designs, produces, distributes and sells women's and men's tailored apparel, childrenswear, perfume and body products, eye wear, timepieces, handbags and accessories, jewelry, stationary, shoes, socks and formal wear. Its distribution is worldwide and includes: the United States, Canada, Germany, England, Spain, Mexico, Argentina, Suadia Arabia, Japan, Singapore, and Hong Kong. Nicole Miller, also opened their first boutique in New York City in

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1986 and today they are operating twenty-five stores throughout the world and their company's designs are sold throughout North America.

Nike Inc., Beaverton, OR

1995 SALES (\$ millions): 4,760.8

CEO: Philip H. Knight

Knight has said that he wants Nike to be thought of as a company with a "soul that recognizes the value of human beings."

Athletic shoe maker Nike is a powerhouse in the world of sports. It is the world's #1 shoe company and controls about 1/3 of the US. Athletic shoe market. The company makes shoes for just about every activity imaginable, including baseball, basketball, football, volleyball, cheerleading, and wrestling. Nike also makes casual shoes, owns Cole Haan Shoes, and has a line of athletic wear, including caps, leotards, running clothes, shirts, shorts, and uniforms. In addition, it operates *Nike Town* shoe and sportswear stores in several cities, including Boston, New York, and Seattle. Nike sells its products in more than 80 countries.

Patagonia, Ventura, CA

1995 SALES (\$ millions): 150.

Vice President: Kevin Sweeney

Patagonia is a designer, manufacturer, distributor, and retailer of men's, women's, and children's casual and outdoor clothing. Patagonia clothing is sold via catalogues, Patagonia stores, and other outdoor shops in Europe, Asia, the Americas, and Australia. The company pledges the greater of 10% of pre-tax profits or 1% of sales to the preservation and restoration of the natural environment. Patagonia's mission statement, "Make the best quality product and cause no unnecessary harm," refers to its products, customers, workplace, and workers.

Phillips-Van Heusen Corporation, New York, New York

1995 SALES (\$ millions): 1,464.1

CEO: Bruce J. Klatsky

In 1994, Bruce Klatsky published an article called "Work Ethics" in which he discussed companies' responsibilities to their workers in foreign countries. He strongly stated that companies should demand that their vendors, suppliers, licensees, and business partners adhere to high standards of conduct.

Phillips-Van Heusen manufactures shirts, sweaters, shoes, neckwear, furnishings, outerwear, and leather bags. The company's principal brand names include Van Heusen (the best-selling dress shirt brand in the US), Gant, Izod, and Geoffrey Beene as well as Bass, the leading casual shoe brand in the US. It is also a leading manufacturer of private label shirts and sweaters. It sells to department and specialty stores, including J.C. Penney, Lord & Taylor, Macy's, and Sears. In

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addition, the company operates more than 800 Van Heusen, Geoffrey Beene, and Bass off-price outlet stores.

Retail, Wholesale, and Department Store Union

President: Lenore Miller

The Retail, Wholesale and Department Store Union represents 90,000 members throughout the U.S. and Canada. Its members work largely in retail, food processing and distribution, general manufacturing, and clerical and service areas. Founded in 1937, it is the largest union in the United States to be headed by a woman.

Tweeds Inc., Edgewater, NJ

1995 SALES (\$ millions) 30.

President: Martin Brill

Tweeds is a designer and retailer (via catalogue) of women's clothing that is approaching \$100 million in sales annually. Approximately half of the company's garments are manufactured in the U.S. and the other half are imported from various countries around the world.

UNITE

President: Jay Mazur

Mr. Mazur has a long and distinguished career in organized labor. He currently serves as the President of UNITE (Union of Needletrades, Industrial and Textile Employees) a new union that was created in 1995 by the merger of the Amalgamated Clothing and Textile Workers Union and the International Ladies Garment Workers Union. UNITE, under Mr. Mazur's leadership, has been at the forefront in the battle to assist garment workers in fighting exploitive labor conditions.

Warnaco Group, New York, NY

1995 SALES (\$ millions): 788.8

Sr. Vice President: Phyllis Bonanno

Subsidiaries of the Warnaco Group include, Calvin Klein Intimate Apparel, Warner's, Olga, and Fruit of the Loom. The company designs, manufactures and markets a broad line of women's intimate apparel and men's apparel.

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