

## 1. PURPOSE

The purpose of this procedure is to explain how the pricing is prepared for the certification programs within the scope of the Global Organic Textile Standard (GOTS) and Textile Exchange Standards in USB Certification, the parameters and criteria based on it.

## 2. SCOPE

This procedure covers pricing principles applied according to the man-days calculated according to specific parameters and constraints.

## 3. RESPONSIBILITIES

### 3.1. General Manager

General manager is responsible for the determination and approval of pricing policy, pricing criteria and man-day fees in accordance with the principles of impartiality and with the scope of accreditation and the program requirements.

### 3.2. Integrity and International Relations Manager / Business Analyst

Integrity and International Relations Manager / Business Analyst is responsible for determining the pricing method suitable for Textile Exchange and GOTS programs, monitoring the pricing processes according to the principles of impartiality within the scope of accreditation and program requirements, monitoring the market dynamics in all geographical scopes in which it operates and updating the procedure when necessary.

### 3.3. Textile Certification Manager

Textile Certification Manager is responsible for the determination of the pricing method suitable for Textile Exchange and GOTS programs and applying it according to the principles of impartiality within the scope of accreditation and program requirements.

### 3.4. Head Office Planning and Operations Manager

Head Office Planning and Operations Manager is responsible for the implementation and monitoring of pricing tables in all geographical scopes in which it operates.

### 3.5. Head Office Customer Relations Team Leader / Customer Relations Representative

Head Office Customer Relations Team Leader / Customer Relations Representative is responsible for the implementation and monitoring of the pricing tables determined for the countries covered by the head office.

### 3.6. Country Manager / Country Operations Manager

Country Manager / Country Operations Manager is responsible for the implementation and monitoring of the pricing tables specified for each country.

### 3.7. Textile International Operations Team Leader

Textile International Operations Team Leader is responsible for the daily control and the implementation of the offers submitted in the international operations.

### 3.8. Planning Team Leader

Planning Team Leader is responsible for monitoring the implementation of pricing tables for each country and their compliance.

## 4. PROCEDURE

### 4.1. Pricing

Pricing tables prepared for the certification programs within the scope of Global Organic Textile Standard (GOTS) and Textile Exchange Standards within USB Certification have been prepared based on the *Auditor Guidance* for GOTS and the *CCS Certification Procedure* for Textile Exchange.

While the recommended audit period for GOTS is given in Table 1, the minimum audit period for TE is given in Table 2.

Number of Workers	Auditor/Day
1-100	1
101-250	1,5
251-500	2
501-750	2,5
751-1000	3
1000+	3,5

Table 1 GOTS Audit Duration

Program	Process	Hour	Number of Workers	Hour
GRS	Collector or concentrator	2	1-100	2
	Material recycler (mechanical recycling and/or biological recycling)	4	101-500	4
	Material recycling (chemical recycling)	5	501-1000	5
	Dyeing, extrusion, finishing, non-woven, pre-treatment, preparatory, printing, pulp making, tanning, washing, or launder	4	Each additional 1000 workers or part thereof	Add 1 hour
	All other supply chain sites	3		
	Subcontractors	As above, based on the type of activity		
CCS	Trader	1		
	Distributor	2		
	Processor	3		
	Subcontractor	One hour less than the time specified above for the site type		
RCS	Collector or concentrator	2		
	Material recycler (mechanical recycling, chemical recycling and/or biological recycling)	3		
OCS	Cotton gins	5		
	All other first processor sites	4		

Table 2 Textile Exchange Audit Duration

#### 4.1.1. Calculation of Control, Reporting and Certification Man-Day Time

The calculation method of man-day time and accordingly pricing determination were created by considering the parameters and criteria in the pricing tables created on a country basis.

#### 4.1.2. Registration Fee

It is the fee requested by the program owners from the company applying for certification within the framework of specific rules for each program. This fee is paid by USB Certification in periods specified by the program owners. Registration fees are indicated as a separate item in the offer. The changes in registration fees are reflected in the offer without any delay.

#### 4.2. Calculation of the Offer

Market conditions are considered when calculating the control, reporting and certification fee, and a different man-day fee is determined for each country. Country-based man-day fees are as follows:

- Bangladesh : 600€
- China : 1400\$
- India : 650\$
- Pakistan : 600€
- Turkey : 650€

Accordingly, the offer prepared for the company is calculated as follows.

$$\text{Audit and Certification Fee} = (\text{Total man-days} * \text{Man-day fee}) + \text{Registration fees} + \text{VAT}$$

#### 4.3. Offer Preparation Guide

Guidelines on how to apply the parameters used in the proposals are prepared. In this guide, the application details of the tables above are explained with examples.

### 5. RECORDS

Document Number	Document Name or Description
UMNG-INT-F-EN-3000	Pricing Table for TR
UMNG-INT-BD-F-EN-3000	Pricing Table for BD
UMNG-INT-PK-F-EN-3000	Pricing Table for PK
UMNG-INT-IN-F-EN-3000	Pricing Table for IN
UMNG-INT-CN-F-EN-3000	Pricing Table for CN
UMNG-INT-P-EN-3060	Textile Pricing Guide

### 6. REFERENCES

Document Name or Description
CCS 102 / Applicable Certification Procedures / V2.0
Auditor Guidance for Auditing Social Criteria of GOTS 6.0
TE ASR-221 / Calibration Log / V2021.2
GOTS Licensing and Labelling Guide