

Tailor your idea

Sector group Textile & Fashion



N 2 July 2016



Textile and Fashion Sector Group Newsletter

2. Edition



FROM CHAIR

Dear All,

It is nice to keep you posted about our SG and our activities. Here, this time, we are with you focused on the achievements of our events in 2016 so far!

First half of the 2016 was very productive for us. 7 B2Bs, 3 Company Missions 2 Catwalks, conducted in several Partnership Agreements. In each activity we try to enlarge our visions and try to serve our clients new services.

I want to thank each member of the SG for their hard work and all contributions to the SG activities and this newsletter. We hope to reach more members and cover a larger area in the Network and accomplish more and more!

Read through the newsletter to see what we have done until now and can do for you in the future!

Chair
Serdal TEMEL



ATTENTION PLS: SG is now on FACEBOOK!

Fashion & Textile Sector Group is on Facebook!

Like and follow our page in order to always be up to date about business opportunities for SMEs, brokerage events, fairs, news and events all over Europe! Not only: cooperation profiles about commercial and technology offers, news about the textile and the fashion sector and much more.

Don't miss the next business opportunity: www.facebook.com/Textile-Fashion

WHAT WE HAVE DONE IN 2016 SO FAR?

EU FashionMatch 5.0 Amsterdam

Have a look at the video! What happens 90 companies from 12 different countries come together? See yourself: <https://www.youtube.com/watch?v=eiUN7oOKra8>

EU B2B @Milan Design Week #Fuorisalone

Enterprise Europe Network organized a brokerage event in April during Milan Design Week, one of the most important event in design all over the world with a main fair exhibition and thousands of events spread all over the city. The B2B aimed at creating new business opportunities for SMEs in the design and furniture sector, as well as in the home textile one, with more than 100 companies participating and over 300 meetings held. Next edition: April 2017, Milan

TORINO FASHIONMATCH

In July 2016 Enterprise Europe Network and the SG Textile collaborate for the realization of the Torino FashionMatch B2B! The event was realized within the Torino Fashion Week, a 7 days of workshops and catwalks addressed to fashion and textiles operators. Some factsheets of the EEN activities:

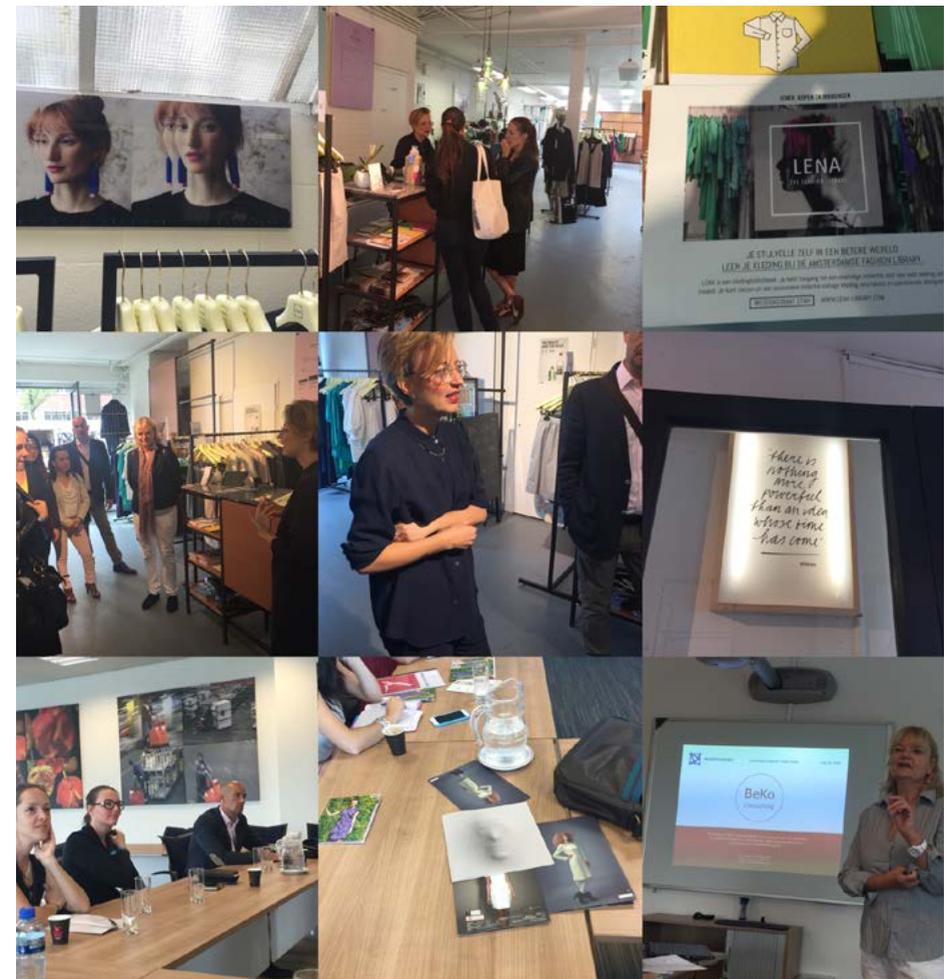
- 1 company visit at Miroglio Group with a delegation of 70 european participants
- 100 participants to the B2B
- 217 meetings
- 172 transnational meetings
- 15 countries and 23 EEN contact points involved
- 7 days of catwalks/workshops
- Almost 100 stylists/companies attending the FashionWeek
- 50 international brands took part to the EEN catwalk
- After the first follow up with some companies we can say that most of them seem to have a possible cooperation to realize!

Want to see how the EEN Catwalk was? Share our excitement! <https://www.youtube.com/watch?v=p84XVudN6pA>



FASHION LABELS MEET DUTCH AGENTS @MODEFABRIEK AMSTERDAM

10 & 11 July Enterprise Europe Network and Modefabriek organized a program to give an impression of the Dutch fashion market for labels who want to enter the Dutch market. 25 Dutch and companies from abroad joined this new program.



The participated labels approached Dutch agents during the fair and met Dutch companies who can help with entering the Dutch Fashion Market. A workshop about 'Approaching the Dutch Fashion Market' is provided, where questions like below have been discussed:

- What does the Dutch consumer want?
- How do they buy? Online / offline?
- What is the role of an agent / retailer in the Dutch fashion market?
- When is the agent / retailer looking for a new label?
- Where do they search for when they select new labels?
- How can new labels get in touch with Dutch agents/retailers?

On the 2nd day the participated labels visited several Amsterdam based retailers, thanks to Enterprise Europe Network. To close the program, the labels joined an exhibition that gives inspiration about "the Future of Fashion". See next video for an impression of how one of the participant has experienced and the impact:

https://www.youtube.com/watch?v=KPIKrk_I7U

Questions? Fatma.sener@kvk.nl



UPCOMING EVENTS ON TEXTILES



Check below our activities and please come take a part for the ones you see as an opportunity!

• CONFERENCE AND SEMINARS

IWTO Congress 2017 - Istanbul: Save the Date

IWTO is pleased to announce that IWTO member the Turkish Textiles Employers' Association will host the annual IWTO Congress in Istanbul in 2017. One of the highlights of the wool textile industry's calendar, the three day event will take place 15-17 May 2017. For more information about the IWTO Congress, visit www.iwto.org/events/upcoming-events/

• BROKERAGE EVENTS

TO DESIGN 2016 (November 2016) <https://www.b2match.eu/todesign2016>

TO Design 2016 aims at enhancing the development of new products and processes and to foster contacts, synergies and partnerships among the manufacturing and the designer world. We believe partnerships will contribute to create new innovative products/processes which will help entering new markets worldwide.

To Design 2015 Results

- 94 registered participants and
- 80 effective participants from Italy, Belgium, Brasil, Denmark, France, Israel, Switzerland, Czech Republic, Spain, The Netherlands and Turkey
- 47 designers and 33 manufacturing companies
- 312 meetings (of which 133 transnational meetings)

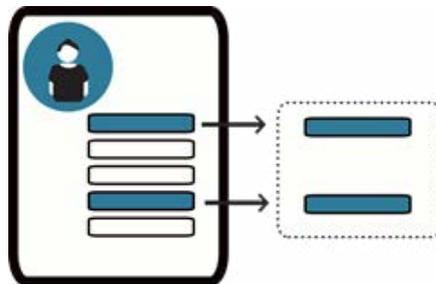
• COMPANY MISSIONS

FashionMatch Vienna (company mission and matchmaking) (November 2016)

Dutch fashion companies meet Turkish production companies in Istanbul (2017)

PROFILES

All members of SG tires to build commercial, technological and research connections among the network. Any of them is for you? Let us know!



• Business Profiles

BOIT20160617001 Small Italian company of high quality casual clothes and beach towels seeks agents and distributors in France, Germany, Switzerland and United States.

Small Italian company of design, creation and sale of high-end casual clothes ideal for seaside resorts and of beach towels is preparing its first creation inspired by the fruits of exotic landscapes. The company is looking for agents and distributors in France, Germany, Switzerland and United States. Agents and distributors should have a consolidated network and experience in the field of fashion stores and design-oriented dealers.

BOIT20160223002 Italian manufacturer of 100% baby yak wool accessories and clothing is looking for agents and distributors

A wholesale textile company, located in the North West of Italy, produces an exclusive collection of baby yak wool accessories and clothing. They

manufacture the finest fiber ethically sourced directly from Tibetan nomads. The company is looking for trade partners (agents and distributors) in the ethical fashion sector and high level textiles products in targeted countries in order to expand their international business. The company is working in order to expand its commercial network in targeted countries especially in the ethical fashion sector but also in high level textiles products. They are looking for country representatives, sales reps, retailers, show rooms, communication agencies.

BOIT20150914002 Winter outsoles with retractable crampons offered for licensing

An Italian company, wholesaler of clothing and footwear, is offering the licence to produce and distribute an outsole with retractable crampons for safe walking on snow, ice, but also in normal outdoor and indoor conditions. This innovative product is protected by an international patent. The company would like to be contacted by interested partners from North America, Europe, Russia, China, Japan and South Korea.

TYPE OF PARTNER: shoes distributors, manufacturers or brand; stores chain, department stores.

TASK: the partner has the opportunity to create a new market investing in advertising and communication about the innovative and patented product

BOIT20150521001 Revolutionary make-up removal cotton pads: looking for agents/distributors for the first face cleanser in cotton that gets activated simply by adding water

An Italian cotton wool manufacturer has produced high quality cotton wool products for many years. Recently, the company patented a new technology of hydro-entangled make-up removal cotton pads made of 100% organic cotton wool. The make-up removal is hypo-allergenic, clinically tested, economic and therapeutic since it releases cosmetic active ingredients. The company is looking for partners to establish a commercial agency agreement and/or distribution services agreement. The company is looking for distributors/agents for its revolutionary make-up removal pads, which could be placed in retailing, beauty shops and pharmacies.

BOIT20141215004 Looking for agents and distributors for terry fabrics

Since 1967 an Italian company, located in Piedmont Region, produces terry, waffle and cotton fabrics and articles for bathroom-wear, homewear, sportswear, beachwear and leisurewear. The company is one of the Euro-

pean leaders in the terry fabric sector, supplying some of the most famous stylists and brands. Collections are completely made in Italy. The company is looking for distribution services agreement and/or commercial agency agreement. The company is looking for agents and distributors in the textile field with contacts with underwear, lingerie, swimwear shops and linen/home textile shops.

TONL20150526001 Partner sought in the nonwoven textile industry for co-developing a new technology for garment production without patternmaking and sewing.

Two Dutch SME's, active in innovative smart fashion production technology have started to develop a new production system for clothes by designing and producing directly in a 3D end product. To further develop this technology, they are looking for a partner who is active in innovative nonwoven textile industry in Germany, Austria, Turkey or United States. Cooperation types considered are a financial agreement, a commercial agreement with technical assistance or a technical cooperation agreement.

BONL20151013003 Dutch provider of an online marketplace for apparel production is looking for clothing manufacturers

Dutch company offers an online marketplace where apparel manufacturers can connect with fashion brands who are looking for production partners to get their products made.

They offer manufacturers online visibility to increase their business and connect them with fashion brands that fit the service(s) they provide. The Dutch company is looking for textile & clothing manufacturers based in Turkey, Poland, Italy, Romania and Portugal in the frame of a service agreement.

BRNL20160301002 Creative fashion label for young women is looking for a production partner, who can produce small batches in the frame of a manufacturing agreement.

A Dutch fashion label with a newly developed collection for young women is looking for a production partner. The label is at the moment available in the Netherlands. The company is looking for a sustainable production partner in Turkey, Poland or Portugal. A manufacturing agreement will be provided.

BONL20150918004 A Dutch shoe brand of handmade high heels for women is looking for agents or distributors in Germany, Belgium and

UK.

The company based in the Netherlands designs and manufactures their own brand of especially trendy handmade high heels for women. They want to expand their activities abroad and are looking for agents or distributors in Germany, Belgium or UK that want to represent their label. The potential partner should have relevant experience and a strong local network in department stores and exclusive boutiques. The Dutch company offers a commercial agency agreement or a distributor's agreement.

BONL20150818001 Agencies/selling points for 3D designed nail jewellery are sought

A Dutch company offers 3D designed nail jewellery. The nails are fashionable, high quality, 3D-printed, in various designs and materials (plastic, metal). The Dutch company is looking for exclusive (high-end) agencies/selling points that are attractive for the target group (female, aged 18-35) and can promote and sell the new product. They prefer partners in Germany, United Kingdom and Italy. A commercial agency or a distribution services agreement will be offered.

BOTR20150805001, Turkish evening dress manufacturer company located in Izmir is looking for distributors and private label manufacturing requests.

A Turkish company was established in 1968 in Izmir, Kemeralti province, which is a well-known historical bazaar of Izmir, specialized in manufacturing of evening dresses. Since the company can also manufacture private label, they are looking for both distributors for the products and also partners for subcontracting agreement.

BOTR20150929002, Textile manufacturer from Turkey is offering subcontracting services.

A Turkish company that has been specialized in knitted manufacturing is offering subcontracting services for the potential partners

BOTR20150306002, A Turkish garment manufacturer is looking for partners.

A Turkish garment manufacturer company is looking for customers from European countries. The company is already producing for menswear and women's clothing companies in small and large quantities with a professional team and is looking for manufacturing or subcontracting agreements.

BOTR20150220002, A Turkish apparel manufacturer and export company is offering to produce for brand owner companies.

A Turkish manufacturing textile company is offering manufacturing and subcontracting agreements with brand owner companies or wholesalers.

BOTR20150410005, Fabric producer looking for partners.

A Turkish fabric producer of work wear, uniform and industrial fabrics is looking for partners to offer its own services as a subcontractor within subcontracting or manufacturing agreement.

BOFR20150401001 Young French lingerie and beach wear company is looking for distributors

BOFR20150526001 A French company designing covers for smartphones, laptops and tablets seeks new distributors

BOGR20150721002 Handmade ethical labelled women's clothing from Greece offered for commercial agreement (agent, representative, and distributor)

BOLT20151021001 Significant design premium and high fashion womenswear

A Lithuanian manufacturer, specialized in production of premium and high fashion womenswear, is looking for trade intermediaries (agents, representatives, distributors). Company, having more than 70 years of experience, can also offer its subcontracting activities. It is one of the biggest and oldest ladies wear manufacturers in Lithuania. The company runs a modern factory with more than 400 highly proficient employees.

Firm has its own brand. This clothing brand appreciates good quality, excellent fabrics and significant design. It pulses with industrial minimalism and feminine sensitivity. Launched in 2013, the brand produces two ready-to-wear collections a year. Silhouettes are delicate and subtle but they do make a statement – the brand is exceptional of its perfect sense of newness. Its clean and minimalistic lines are not overloaded with unnecessary details. It does not make decisions for the wearer, on the contrary, it gives a blank canvas, where each and any can be the artist of their own masterpiece.

Assortment: ready-to-wear dresses, two-piece suits, skirts, jackets, trousers, skirts-trousers, shorts, blouses, tops, coats. The company wants to

expand its client base abroad and is basically interested in a partnership with distributors, agents, department stores, shops and boutiques. The company is also offering its subcontracting activities for other manufacturers and designers.

BOLT20140425001 Garment manufacturing and service

Lithuanian company specialized in garment manufacturing and service, is offering its subcontracting activities and possibility to participate in reciprocal production for foreign retailers engaged in production of clothes.

The company is a product development palace for retailers and brands who want to outsource clothing production organization. The company can produce pants, skirts, blouses, dresses, coats, jackets, shirts and etc. Furthermore, it can order all the necessary fabrics and trimmings (buttons, ribbons, cords, etc).

The company is working with textile and jersey fabrics and can produce the garments for women, men and children. The ready garments are delivered between 2-4 weeks after the receipt of the tissue.

BOIT20150803005 Luxury metal fabric product: an Italian textile company is looking for new commercial collaboration

An Italian textile company, operating for several years in the wool and fabric manufacturing sector, created an innovative metal-fabric fibre. It is made of wool and copper in equal proportions to confer high technical properties and unique glossiness. They are interested in commercial agency agreements and in manufacturing agreements with European companies producing house furniture, leather products, bags and accessories and with interior designers. Deadline: 16.08.2016

BOIT20150708003 Italian manufacturer of fine handmade knitwear for men, women and children is looking for trade partners or subcontracting agreements

An Italian company, located in Piedmont Region and specialized in manufacturing fine handmade knitwear, is looking for trade partners such as companies, retailers, agents, distributors and importers dealing with high quality clothing.

The company is also interested in subcontracting agreements with fashion brand and other companies in order to manufacture their own collection, sample or to study a new line. Deadline: 30.08.2016

BOBE20150223001 Belgian fashion company with a unique fashion

concept is looking for distributors and/or agents.

Belgian company creating and producing a new women's fashion collection based on a unique concept of modular zip pieces of clothing is looking for distributors and/or agents. The spirit of the creation is part of the new slow fashion movement.

BOBE20150226001 Belgian company specialized in high quality home textile is looking for exclusive country distributors.

The collection proposed by the Belgian company includes a complete range of fine cotton table textiles, kitchen solutions, decorative cushions and blankets. Moreover, the range is coordinated with matching colours and themes. The company is willing to find exclusive country distributors.

• Technology Profiles

TONL20150526001 Partner sought in the nonwoven textile industry for co-developing a new technology for garment production without patternmaking and sewing.

Two Dutch SMEs, active in innovative smart fashion production technology, developed a concept for a clothes production system by designing and manufacturing clothes directly in 3D. To further develop this technology, they are looking for a partner that is active in innovative non-woven textile industry in Germany, Austria, Turkey or United States. Partnerships considered are a commercial agreement with technical assistance or a technical cooperation agreement.

ACHIEVEMENTS

2016

mtex + (31st May – 2nd June 2016)



Greater cooperation for neighbouring textile sectors in future Meeting of German-Czech business people as part of the 6th “mtex+” Exhibition for Technical Textiles in Chemnitz / two associations, ATOK and “vti” sign cooperation agreement

A meeting of German-Czech business people took place at the Chamber of Commerce and Industry (CCI) in cooperation with the Enterprise Europe Network in Chemnitz during the “mtex+” Fair at the instigation of the General Consulate in Dresden with support from the Foreign Ministry of the Czech Republic. The co-organisers were the Association of the Textile and Clothing Industry in the Czech Republic (ATOK), the Association of the North-East German Textile and Clothing Industry (vti), the CCI Chemnitz/ EEN and Chemnitz Trade Fair Centre.



COME MEET OUR MEMBERS!



Serdal Temel



Federica Leonetti



Fatma Sener



**Jean - Philippe
Mergen**



Barbara Hoffman



Bounet Justine



Monika Nagy



Katarzyna Kwaśny



Ilaria Donelli



Ints Viksna



Doris Vukšić



Vesna Torbarina



**Natália Cristina
Ferreira da Silva**



**Nicola-Elizabeth
MORRIS**



Alessio Castelli



Ingrida Braziuniene

Costas Boutris

Vaya Piteli

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Call for new sector group members

Video with Fatma (<https://www.youtube.com/watch?v=rU-SU765B-08&feature=youtu.be>)

The Sector Group Fashion and Textiles is searching for new Sector Group members with a network in the Fashion and Textile industries. In the Sector Group we work together with members who have ideas, network in different areas of the fashion and textile industry like labels in fashion and other textile areas such as technical textile, textile production production, materials and machinery. In a team environment we try to achieve added value for our network by connecting them with companies who they want. We achieved international matchmaking events like FashionMatch and TechTextil.

For the moment the SG F&T is searching for new members who are in a network of companies in the fashion & textiles industries and want to create with us, new international collaborations. More information or interested? Please mail Serdal Temel: Serdal.Temel@gmail.com



Finlombarda



More info:

ENTERPRISE EUROPE NETWORK

<http://een.ec.europa.eu>

Sector group: Textile & Fashion:

<http://een.ec.europa.eu/about/sector-groups/textiles>