



Textile
& Fashion

Textile and Fashion Sector Group



Newsletter

11. Edition
May 2020



een.ec.europa.eu



Business Support on Your Doorstep



enterprise europe network

Dear Readers,

This new edition of our Newsletter finds all of us in very oppressive circumstances. However, we hope you are all safe and healthy! The Coronavirus that isolated the world affected all of us on the healthy, economic and social level. Indeed, for the time being, we are trying to embrace a new style of life where we should focus more on the quality rather than quantity of things we have.

In this huge situation, our EEN community continues to innovate and to provide to all companies, small and medium enterprises new services to help them going ahead with more support related to innovation, digitalization and specific support on the most relevant issues concerning your business.

As you will see most of our brokerage events turned into *virtual mode* with great success! And this will be the modality we will use to manage the upcoming events in the next months. The Enterprise Europe Network continues to offer many services like webinars and on line services to provide suggestions and information on many issues, also in relation to partner searches that came up during the pandemic.

In this edition, you will then find our next events planned till the end of the year, a list of interesting business offers and requests, as always, and some general information according to this particular situation to support your business and international trades.

Enjoy the reading, stay safe and positive!

Best regards from the Chair.

Federica Leonetti



Cascade funding opportunities

RE-FREAM

Re-FREAM gives artists and designers access to new production technology, new materials, and know-how to co-create innovative fashion concepts with scientists. Accept the challenge to Re-Think our processes, traditions, production methods, design and the functionality of fashion. The financial support is 55,000€ per project + co-creation experts support. Next call: July 2020 <https://www.re-fream.eu/challenges>

ELIIT

The light industries innovation and technology project (ELIIT project) seeks to support textile, clothing, leather and footwear (TCLF) SMEs in enhancing their competitiveness while helping them integrate new technologies in innovative or high added-value products, processes or services.

ELIIT will aid the transfer of innovation and technology as well as the market uptake of innovative solutions. We do so by developing concrete pilot actions to improve productivity, value chain integration, and resource efficiency.

Selection of Projects for SMEs and Technology Centres, 12-18 months Financial support 70.000€ per project + Mentoring, support IPR, networking. <https://ec.europa.eu/eliit>

SMART TEX EUROPE

SmartX is going to boost smart textiles innovation to develop an end-to-end smart textiles manufacturing value chain in Europe and help drive promising prototypes faster to market.

SmartX will fund a portfolio of at least 40 Trailblazer projects, with a total budget of 2.4 million € to pioneer different stages of the novel smart textiles value chain. These projects will be selected by an international selection committee of recognized experts in the smart textiles field. The funded projects will be coached throughout the entire process.

Funded projects will mostly tackle 3 high-potential end markets: protective wear (including sports gear), industrial applications, healthcare and well-being, i.e. markets where Europe has leadership positions. Small and medium-sized companies from across the EU and certain associated countries can apply for funding through open calls.

Support 70.000€ per project, mentoring and advice. First call: November 2019-march- 2020
Next calls: 2020-2022 <https://www.smartx-europe.eu/>

Another initiative of [SmartX Europe](https://www.smartx-europe.eu/) is the second call for Expressions of Interest for innovative projects in the smart textiles manufacturing chain. It is intended for European SMEs and start-ups within the smart textile and related sectors. More information and the submission form can be found on the SmartX platform. Deadline for application: 4 September 2020 : <https://www.smartx-europe.eu/expression-of-interest-0/>

International Programs

MANU-SQUARE PLATFORM IS NOW ON TESTING

The integration phase of the MANU-SQUARE platform whose it was reported previously (March 2019), has overcome its crucial stage. The current version of the platform now includes the key components necessary to cover the “Capacity Sharing” service, like not-used know-how, not-used samples and products. Users looking for production capacity can easily access this service by creating the Request For Quotations (RFQs) completing the template specifically provided. The customers are provided with a list of matching suppliers that they can select the ones based on their needs and the reputation of the suppliers inside MANU-SQUARE ecosystem. This is possible thanks to the integration of the Reputation Mechanism, which elaborates a rank of suppliers’ behavior’s based on suppliers’ ratings, transactions and activities. After shortlisting the suppliers, the customer is capable to receive from them the quotations and finally to access their production capacity. All the process is tracked through the MANU-SQUARE block chain. The MANU-SQUARE platform is reaching its envisioned shape. Currently, an internal test phase is being carried out to optimize its usability to make it ready for the early adopters. For more information, visit www.manusquare.eu or contact info@manusquare.com.



MANUSQUARE

MANUfacturing ecoSystem of QUALified Resources Exchange

HORIZON 2020 | Grant Agreement Nr. 761145

EURATEX (EUROPEAN APPAREL AND TEXTILE CONFEDERATION)

EURATEX is at the forefront to reduce the impact on its membership as much as possible, with different initiatives: <https://euratex.eu/covid-19/>

Our current and upcoming events

CARE INDUSTRY TOGETHER AGAINST CORONA MATCHMAKING

The Enterprise Europe Network created the b2b platform "*Care industry together against corona*", powered by Flanders' Care – Government of Flanders & E.E.N. Flanders.

The current COVID-19 crisis has activated worldwide many initiatives to support and help those who are in need, mostly fragmented on a regional scale. Nevertheless we all are facing the same challenges and are looking for solutions in order to support the healthcare sector and other businesses:

<https://care-industry-together-against-corona.b2match.io/>

TORINO FASHION MATCH 2020

Stay tuned on the brokerage event Torino Fashion Match 2020, organized by Unioncamere Piemonte among the Enterprise Europe Network and supported by the Sector Group Textile and Fashion.

Due to the Covid- 19 pandemic we are obliged to postpone the event in Autumn 2020. It would be virtual but with many activities and webinars. To get more information you can write to Ms. Federica Leonetti (f.leonetti@pie.camcom.it) or just stay tuned on the website: <https://torino-fashionmatch-2020.b2match.io/>

FIND INTERNATIONAL PARTNERS IN THE FASHION

[BOLT20200429001](#)

The Lithuanian company specialized in high-quality industrial (heavy - medium weight fabrics) sewing and manufacturing of custom made products, such as pouches, holsters, cases for different kinds of equipment from military specification fabrics and flame retardant protective clothing is looking for partners for cooperation on a subcontracting basis.

[BOLT20200121001](#)

The company from Lithuania is manufacturing stylish hammocks for pets which can be attached to furniture (chairs, tables). The company wants to expand its activities and is looking for partners abroad under a commercial agency agreement.

[BOLT20200310001](#)

A manufacturer of natural wool and cotton home textile products from Lithuania is looking for distributors, offers subcontracting and manufacturing services

[BOLT20200211001](#)

A Lithuanian textile sector company specialized in womenswear manufacturing is offering subcontracting and manufacturing services

[BOLT20200428001](#)

A Lithuanian sewing company offers work wear under a manufacturing agreement

[BOLT20200429001](#)

The Lithuanian company specialized in high-quality industrial (heavy - medium weight fabrics) sewing and manufacturing of custom made products, such as pouches, holsters, cases for different kinds of equipment from military specification fabrics and flame retardant protective clothing is looking for partners for cooperation on a subcontracting basis.

Our past events

TEXTILE CONNECT 2020 – 650 COMPANIES FROM 33 COUNTRIES

In May 2020, the international textile business event TEXTILE CONNECT 2020 took place. The event initiated by partners of the Enterprise Europe Network in Sweden and Lithuania was to take place in Kaunas, but due to Covid-19 the event turned digital instead.

The event united as many as 33 countries of the world. Thanks to modern technologies, as many as 650 companies not only from Europe, but also from the Middle East and Asia - China, Indonesia – signed up for the international business matchmaking event. In total, over 540 digital meetings took place between buyers and suppliers.

Companies are happy to have had the opportunity to attend such an event. Below a list of quotes and experiences of some participants:

Mrs. Lina Sporre Radell, CEO of Training for pregnant, designs and sells training clothes for pregnant women, and was one of all Swedish participants and buyers.

- I am looking for a new supplier in Europe. I've had one in China before.

Mrs. Sporre Radell has been looking for a while and participated in a physical matchmaking event in Riga last year. Now she seized the opportunity to participate digitally instead. She participated for three days and had a total of 18 meetings.

- My future supplier can certainly be among these and I will definitely participate again if there are more opportunities.

Mr. Rui Sousa represented a Portuguese company that produces home textile articles and he participated in the event to offer the company's products and services.

- I praise this excellent initiative, free and with real present and future perspectives of partnerships and international businesses, says Mr. Sousa.

Ingrida Biržienė, the owner of Onedress stores in Lithuania, says: "I really liked Textile Connect. It was a very efficient and time-saving event, which allows you to meet virtually those participants whose activities, products and solutions may be interesting and relevant to a particular company. Textile Connect 2020 is a great event "without borders" that allowed companies from different countries to communicate in the fastest way, even during quarantine. Technically, the event worked great, it was very simple to join it. I think it would be very useful to make this B2B event an annual event."

The initiators of the event TEXTILE CONNECT 2020, Almi Företagspartner in Jönköping and Kaunas Chamber of Commerce and Industry, belong to an international textile and fashion sector working group, which aims to help textile companies and service providers to expand their activities, find new partners abroad, participate in international events and projects and share their knowledge and experience. Thanks to the working group, which is also part of the Enterprise Europe Network, companies in the textile sector can participate in various international B2B events in various countries, join business missions, participate in information events - seminars, share experiences and find new partners.

enterprise europe network

EU FASHION MATCH 9.0 @MODEFABRIEK IN AMSTERDAM- 307 COMPANIES FROM 27 COUNTRIES

26 and 27 January 2020 the KVK team Enterprise Europe Network organized EU Fashion Match 9.0. The 9th edition is very well attended, thanks to the Sector Group Textile and Fashion and her co-organizers from Lithuania, Belgium, Spain, Italy, Spain, Turkey and from more countries. European programs ELLIT and Latin America Helpdesk joined the matchmaking. Instead of giving workshops, both programs are introduced digitally with a white paper to the participants of the matchmaking. Thanks to this new manner of introduction, both programs reached high number of meetings. The matchmakings is rated with a net promotor score of 52. Cristina Molina Vercher project officer ELLIT vlogs her experience with Fashion Match in a video:



More entrepreneurs quoted their experience about the EU Fashion Match Amsterdam:

- Barbara Schilling from BASU DESIGN: "I would certainly recommend others to participate in this event. This event enriches the Modefabriek and will also be a great asset to other events".
- Desiree Aben from Desiree Aben: "My reason for visiting was research for my business plan and this was very helpful. The matchmaking was in the creative area and interesting."
- Esther Koolen from Trashious: "We had several interesting meetings with suppliers. It was a great opportunity to meet different people from the fashion branch".



FIRST FASHION MATCH DUSSELDORF IS ORGANIZED IN GOOD COLLABORATION WITH FASHION MATCH AMSTERDAM

Inspired by the Fashion Match Amsterdam, EEN partners NRW International organized the first time an EEN fashion matchmaking in Dusseldorf; the Fashion Match Dusseldorf. The matchmaking is organized during the international famous fairs Supreme and Gallery. EEN advisors NRW International wrote an article about their experiences: <https://www.nrw-international.de/nrweuropa/artikel/fashion-match-duesseldorf-2020/>

LITHUANIAN DESIGNERS DISCOVER EU FASHIONMATCH 9.0

On January 26-27 Lithuanian designers, fashion agents, textile and accessories manufacturers participated at Enterprise Europe Network business contact event EU Fashion Match 9.0 in Amsterdam, the Netherlands. The event was organized by KVK Netherlands Chamber of Commerce together with partners, including Vilnius Chamber of Commerce, Industry and Crafts.

International business contact events are helping Lithuanian and foreign companies, and designers working in textile, fashion, and accessories' sectors to find new business partners and discuss potential cooperation opportunities. This year over 300 participants registered for EU Fashion Match 9.0 event in Amsterdam. From Lithuania several brands were presented: Textile plus Fashion, sales and production sourcing agency serving apparel brands around the world (<http://textileplusfashion.com/>), designers Svitlana Puchkova, founder of the brand s385 (hand-made knitwear garments and accessories) (<https://www.notjustalabel.com/s385>) and Simona Motejuniene, creator of Lithuanian brand SI CASE handbags (<https://www.facebook.com/Slcasebags>), AVINFI UAB printing on fabrics service provider (<http://www.avinfi.com/>), and Sominta UAB, a family business that specializes in producing handbags (<https://www.sominta.lt/>).

“Taking part in EU Fashion Match as an emerging designer and a founder and of s385 brand I can say that such events are a good platform for presenting the brand in the international market, searching for partners and future clients and a powerful incentive for implementing creative ideas”, after the event Svitlana Puchkova shared her impressions.

Lithuanians attended over 30 meetings during the event, participated in workshops and seminars, and visited Modefabriek exhibition stands where several other useful contacts were arranged. We hope new established contacts in Amsterdam at EU Fashion Match will lead to successful contracts in future.



FROM OUR TEXTILE AND FASHION SECTOR GROUP MEMBERS

To have a picture in how fashion entrepreneurs experience Corona times, Enterprise Europe Network advisor Daniel Houchen from Bradford asked Olusola McKenzie to share her experiences in an article. Olusola is a qualified fashion designer. Next to her fashion label, she offers also Fashion and Textiles training with the support of a management team and practitioners from industry.

Surviving or Thriving: an entrepreneur's mindset

I have decided to write on this topic as it seems relevant in the current climate where most businesses are trying to respond to the current crisis. Our mindsets dictate our actions and here at Learn to Re-create we have decided to embrace the changes.

For the past 6 to 7 weeks since the start of the lockdown, I have lost count of the number of training events I have attended ranging from using new online business tools to business planning and strategy webinars. Zoom has truly been invaluable. I have been a sponge, consuming as much content/training as is available but been strategic in my selection of topics. I have done this whilst carrying on with as much work as I can from home and communicating with the Learn to Re-create team. They need to be supported and my role involves been a leader so I must provide leadership.

This I believe is an entrepreneur's mindset where we face challenges and turn them into opportunities. We are not risk averse but instead we take risks and the wise ones would say we need to take calculated risks, but I would say there are times that there is no time, just jump right in and see where life takes you. You might say this is an all or nothing mentality but truly we don't know what tomorrow will bring so we do the best today with the resources we have.

A word of caution this might not be for everyone, but I have an adventurous soul, so this is me and trust me there have been times it has not worked but the learning process has made the journey worth it. This I believe is the mindset that makes one thrive not just survive. This is a time for me to look closely at every challenge within my business and respond by determining that I will not be beaten! The next step would be to find helpers, tools, strategies, training/Zoom webinars and all those other good stuffs. Trust me there is plenty of all of that out there but my part to play is not to give up, to stay strong and keep fighting.

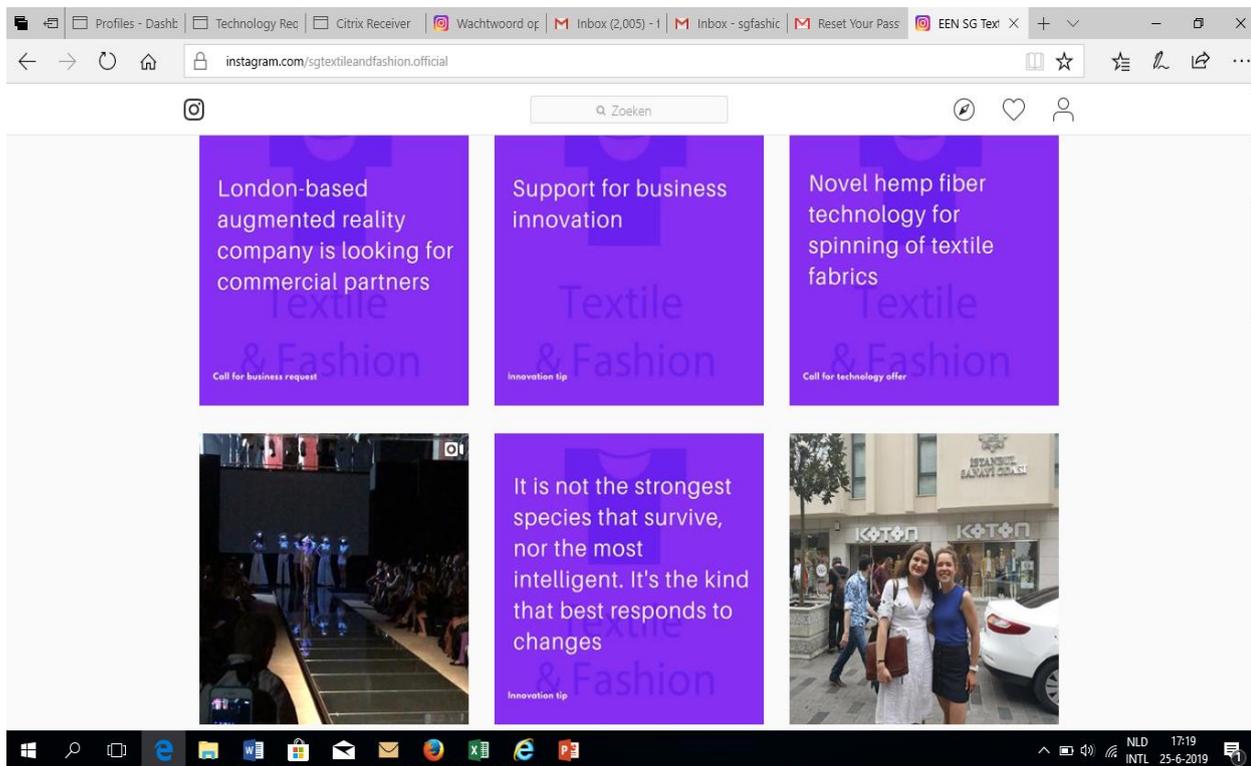
Though it is the Covid-19 today, in my experience of running a business, it seems challenge is the name of the game which every entrepreneur or business owner must be prepared to play so the game is on but I'm not quitting. Will you?

Olusola McKenzie

enterprise europe network

GOOD NEWS!! THE ENTERPRISE EUROPE NETWORK SECTOR GROUP TEXTILE AND FASHION IS ON INSTAGRAM

Are you on Instagram? Follow the Sector Group Textile and Fashion with [@sgtextileandfashion.official](https://www.instagram.com/sgtextileandfashion.official) for more tips, international (matchmaking)events, contacts and relevant calls for the SME in the fashion industry.



Finlombarda

The logo for Finlombarda features the word "Finlombarda" in a serif font. Below the text is a horizontal line with a grey arrow pointing right and a blue arrow pointing left, meeting at the center.

KVK



HAMAG  BIORO

The logo for HAMAG BIORO includes the text "HAMAG" and "BIORO" in grey. Between them is a red and grey 3D cube icon.

More info:
ENTERPRISE EUROPE NETWORK
<http://een.ec.europa.eu>

Sector group: Textile & Fashion:
<http://een.ec.europa.eu/about/sector-groups/textiles>

Neither the European Commission nor any person acting on behalf of the European Commission is responsible for the use which might be made of the information contained herein. The views in this publication are those of the author and do not necessarily reflect the policies of the European Commission.