

Business Request

Portuguese commercial agency in the textile sector is offering market representation and sourcing services

Summary

This Portuguese agency is very well introduced to the Portuguese textile manufacturing market with outstanding skills and excellent reputation for textile design and manufacturing skills and is now looking for companies that want to develop new collections utilizing the production resources and capabilities of the Portuguese companies to the maximum potential under a commercial agency agreement.

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Details

Description

With over 40 years of experience in the fashion industry, this agency represents several top brands from around the world including Italy, France, Spain and Ireland, and also offers response on consultancy, sourcing and developments and production in India, China, Tunisia and Madagascar.

The agency's large product portfolio includes circular knits from 100% cotton to cotton mixtures (t-shirts, sweat shirts, polo shirts, dresses, tunics, jackets, overcoats, pants); sweaters that come in different compositions (100% cotton and blends, 100% fine merino wool and extra fine merino wool and blends, cashmere blends, yak, angora, alpaca); formal and fashion shirts made from various types of fabrics; jeans and household textiles, with particular emphasis on terry towels, terry robes, sheets, duvet covers and bedspreads.

The agency selected a good cross section of Gots (Global Organic Textile Standard), Oeko-Tex Standard 100, ISO 9001/14001, Smeta (Sedex Members Ethical Trade Audit), MTD 2011 (Tie-Dye and Screen Printing) certified mills, which supply a wide range of fabrics from prints and jacquards to coatings and tailoring, all have workable and fair price points, all are reliable for both quality and delivery, and answer requests quickly and professionally even within the tight time constraints so common in this industry.

It recognizes a need for the cost effective global logistical shipment of goods. They can provide expertise in the movement of International consignments from port to port (Air, Sea & Road), advice and assistance with forwarding and customs clearance to destination.

The company has built up a portfolio of largely Portuguese suppliers delivering the best quality textile products and is now keen to provide an attentive and efficient service to new International

customers, whether graduate, emerging designers or established brands, from sourcing, to pricing/negotiation, sample development, orders, production follow-up, quality control and delivery, under a commercial agency agreement.

Advantages and Innovations

This Portuguese company has skills and an excellent reputation for:

- Market awareness and a strong supplier base;
- Specialisation and expertise in global sourcing;
- Identifying and developing supply chains to assist customers find new sources of supply for commercial and competitive benefit;
- A network of high end suppliers offering low minimums and quick deliveries.

Technical Specification or Expertise Sought

The Portuguese company is looking for emerging designers or established brands that are keen to get their products in external production in Portugal.

Stage of Development

Already on the market

Profile Origin

Private (in-house) research

Keywords

Market

07004001	Clothing, shoes and accessories (including jewellery)
09003004	Distributors, imports and wholesalers
09003005	Consulting services

NACE

G.46.1.6	Agents involved in the sale of textiles, clothing, fur, footwear and leather goods
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Network Contact

Issuing Partner

Hessen Trade & Invest GmbH

Contact Person

Ilga Vis

Phone Number

+49 611 95017-8641

Email

ilga.vis@htai.de

Ref: BRPT20180319002

Open for EOI : **Yes**

Dissemination

Send to Sector Group
Creative Industries

Client

Type and Size of Organisation Behind the Profile

Industry SME <= 10

Year Established

2009

Turnover

1 - 10M

Already Engaged in Trans-National Cooperation

Yes

Languages Spoken

English
French
Portuguese

Client Country

Portugal

Partner Sought

Type and Role of Partner Sought

The Portuguese company is seeking companies in Europe and beyond looking to secure new manufacturing partners for their clothing and home textiles.
Potential partners can expect the products to be manufactured to a very high standard, with short lead times.

Type and Size of Partner Sought

SME 11-50,SME <10,251-500,SME 51-250,>500

Type of Partnership Considered

Commercial agency agreement

Attachments
