



Project name:
**Building international
competitiveness of the textile companies
in the cross border region MK-BG**

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Bulgaria
Macedonia

About region

Balkan Apparel Production * Macedonia-Bulgaria is a concept that merges two cross border regions on the Balkan: Macedonian and Bulgarian. Both regions have strong development in apparel production and have long term experience in production for well-known European brands.



With this concept, we are increasing the offer of apparel production capacities and variety of production possibilities and product range in front of European buyers. This time we are presenting 10 leading companies under the CSR label: "Trusted Balkan Apparel"

Textile and clothes branch organization (TCBO) is an association of companies from the Textile and Clothing industry, founded in April 2006 in the town of Kyustendil, which operates in Bulgaria.

TCBO members are companies operating in the industry's main sub-sectors – men's, women's and children's clothing manufacturing, knitwear, accessories, and secondary materials, as well as machine embroidery, equipment for the sector, trading, ready-to-wear production, etc.

The main objectives of the TCBO are to protect its members' professional and social interests, to develop collaboration among them, promote their activity by establishing professional contacts and an information exchange among similar institutions nationwide and overseas, as well as to increase professional expertise and to invest in the development of its members by organizing various seminars, courses, consultations regularly.

TCBO is a collective member of a Bulgarian Chamber of Commerce and Industry (BCCI) and the Council of Branch Organizations with the Bulgarian Chamber of Commerce and Industry. The association was declared the Best Branch Organization at the prestigious Annual BCCI Awards 2012. In addition, the association works in active partnership with several educational institutions – its associate members are the Technical College of Blagoevgrad's department of Machine-building and Textile Equipment and Technology, the New Bulgarian University's department of Design and Architecture and the Technical University Sofia. One of the main aims of this collaboration is to popularize clothes manufacturing among young people as an opportunity for a good professional career.

TCBO takes part in a number of European projects, as well as in Bulgarian and world-famous textile and clothing fairs. Over the past five years Textile and clothes branch organization has been in active partnership with the main similar organization from Macedonia - Textile Trade Association- Textile cluster. It is an attempt to dominate the cross-border region of Bulgaria-Macedonia, promoting good places for clothing manufacturing.

For more info for the region, production possibilities and companies' profiles, you can contact us:



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Textile Trade Association – Textile cluster (TTA-TC) was established in October 2003 as a non-profit NGO that represents Macedonian businesses that operate in the textile and apparel industry, whose primary goal is improving companies' competitiveness, thus registering world trends and changes in the global market, as well as adjusting the participants' own production to such trends and changes.

TTA-TC members are companies operating in the industry's main sub-sectors – men's, women's and children's clothing manufacturing, knitwear, accessories, finishing, as well as machine embroidery, equipment for the sector, trading, ready-to-wear production, etc.

The main objective of TTA-TC is to improve the communication between members supporting export-oriented activities of producers, as well as improve the productivity, efficiency and managerial skills in the textile companies. TTA-TC constantly make efforts to improve the image of the Macedonian textile industry, as well as search for new opportunities in world markets and make promotion of successful Macedonian producers.

Activities: Practical seminars with foreign consultants; Promotion of Macedonian textile industry in existing and new markets through participation and presentations at international conferences, fairs and B2B events; Promotion of its members through the data base of two portals of TTA-TC: www.tta.org.mk and www.macedoniantextiles.mk; Connecting foreign customers with Macedonian manufacturers; Organizing visiting of foreign buyers to manufacturing capacities of its members and accompany of the visits; Organization of B2B meetings abroad; Organization of purchases missions with foreign clients in Macedonia; Connection and cooperation with educational institutions (Textile Schools and Universities) in direction of positive promotion of textile branch and attract students; Lobbying in governmental and nongovernmental institutions in order to address problems that are present in the sector; Project participation – over 9 successful implemented EU and regional projects;

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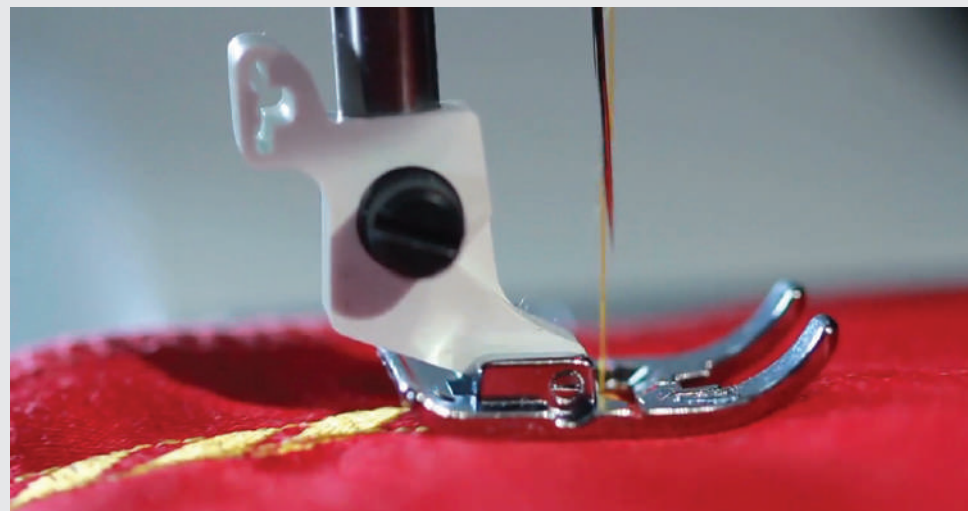
www.tta.org.mk

Long-standing experience

Companies within this industry have been involved in **CMT** and **Full Package operation (80/20)** and have long-standing experience, making products for a large number of well-known worldwide brands including **Versace, Escada, Max Mara, Laura Ashley, Espresso, Next, Mexx, Gerry Weber, Top Shop, Betty Barclay, Jack & Jones, PierreCardin, s.Oliver, Esprit, Barbour, Boldessar, C&A, NEXT, OTTO, Camel, Gekas, Tommy Hilfiger** among many others.

Labor force

Region MK/BG has a sustainable supply of young, highly skilled and qualified labor at a competitive cost.

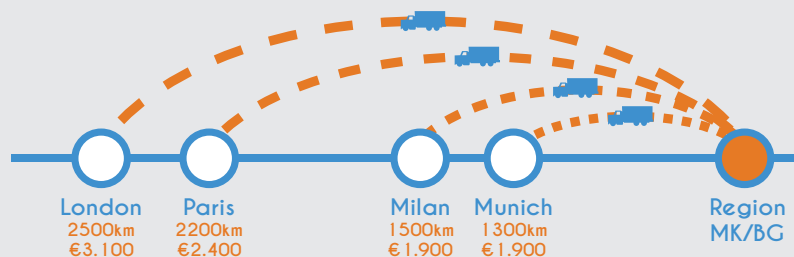


Advantages

- Strong management
- Focus on long-term business relationships
- Easy communication due to good English skills
- High quality of performance at attractive costs
- Highly modernized production plants
- Low minimums, fast sampling, speed to market
- Short periods from orders to delivery
- Good transport and logistics services
- Convenient geographic location and favorable economic conditions
- Ethical compliance – by tradition
- Quality control – quality understanding

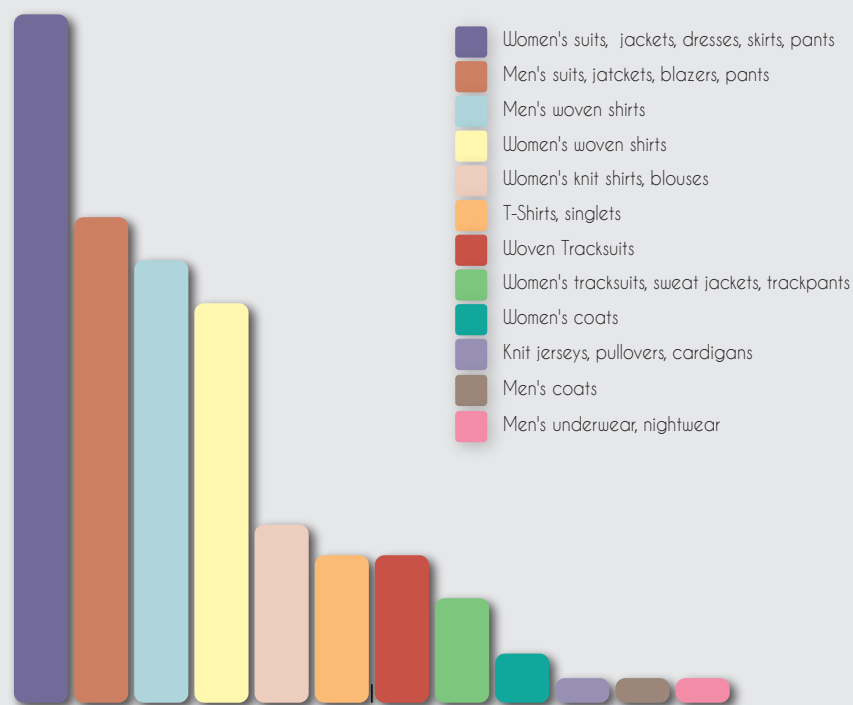
Main distances, delivery time and transport costs

From Region MK/BG (20 ton truck) – max two-day delivery time to any European country.



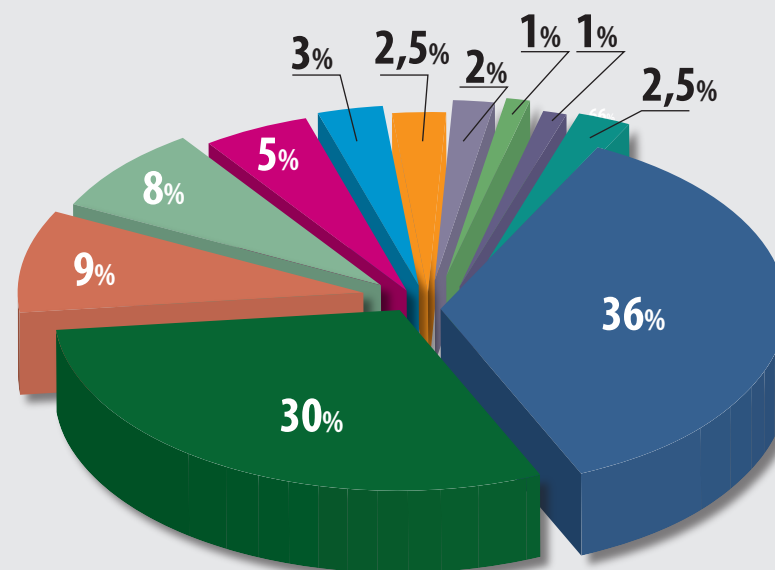
Most-exported goods

The main products exported include women's and men's shirts, blouses, T-shirts, vests, suits, jackets and blazers as shown in the following chart:



Most-exported countries

The apparel industry in Region MK/BG exports mainly to European countries. Annual exports of garments amount to over 400 million Euros.



- Germany
- France
- Greece
- Netherlands
- Italy
- Switzerland
- UK
- Austria
- Belgium
- Scandinavia
- Other